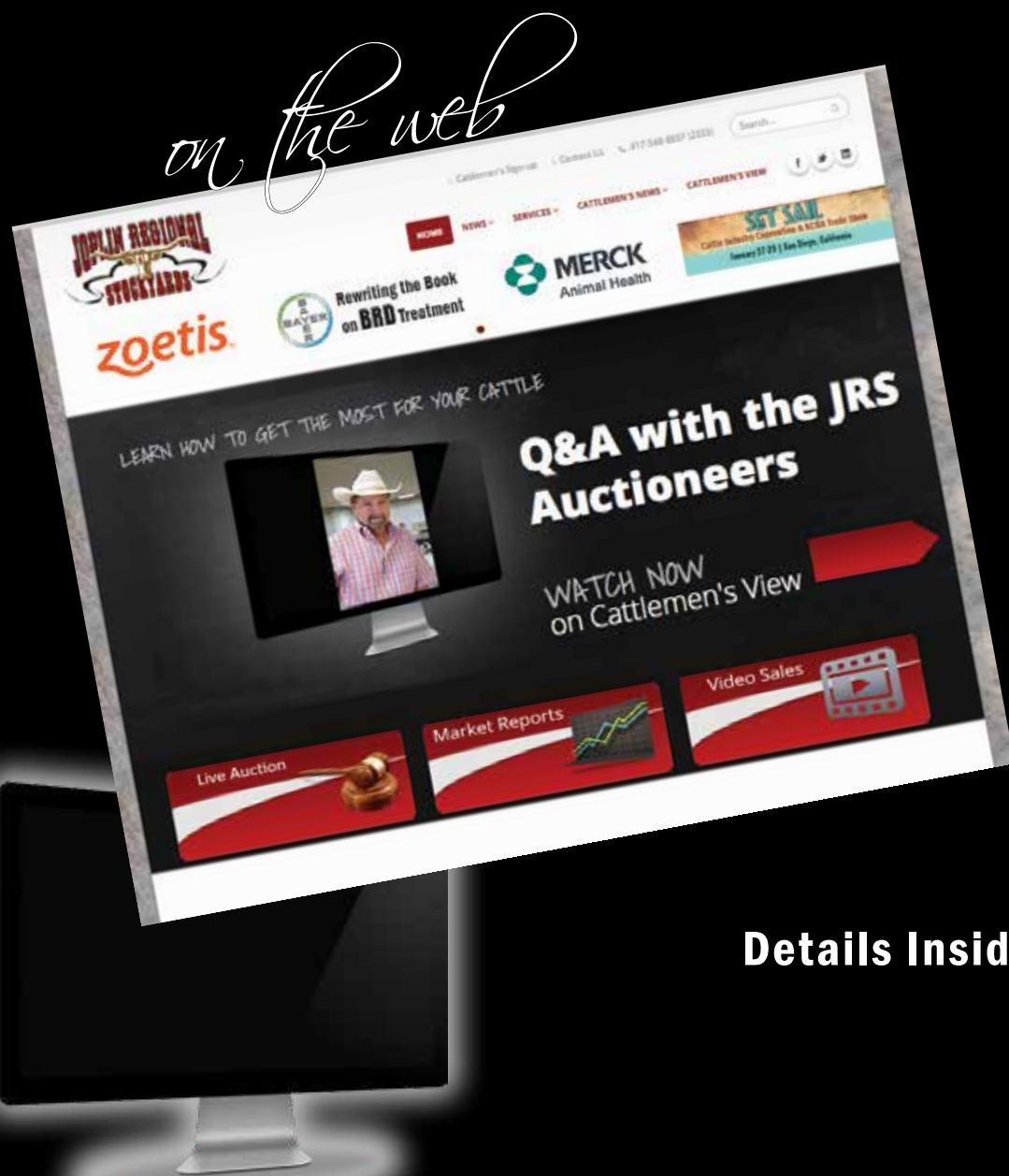


JOPLIN REGIONAL STOCKYARDS
CATTLEMEN'S NEWS

OCTOBER 2015

VOLUME 19 | ISSUE 3

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VIEW FROM THE BLOCK

There are a lot of heavy fat cattle around the country which is really expected as that market didn't ever materialize like it did last summer. A lot of cattle were bought for break-even at \$1.70. Now we have a lot of 1,800 lb. cattle, too much meat and it's put pressure on the market. That said, it's bleeding over into the feeder cattle market. We've seen cattle futures lose 15 percent of its value over the last 30 days, and some of the calves have lost \$40 to \$50/cwt.

All things considered, it's not that uncommon for the market to adjust after Labor Day. It's just a seasonal trend. The market will settle back down and we'll see buyers be more active again. Are we going back to the highs of last fall? No, I don't think there is any chance we'll go there, but we are going to see some momentum come back to the market as we go through the fall. I expect the market to be pretty tough for another 45 days until we get



some buyers in a position to purchase some of the cattle and get some of them weaned.

It is a good opportunity, though, to buy some cattle if you have some time and a place to put them. You can start those cattle and make some money on them later. We may have a little cheaper cattle market but we still have a lot of things going for us. We won't get what we thought we were going to get for some of the cattle, but they are still going to be profitable.

The cow and bull market is still really good. It's pretty much a steady affair. I look for those prices to be good for another year or two.

Fall is here. Exciting things are happening at JRS. Stop by and see us at Farmfest and get a firsthand look at our new website and smartphone app. See you there!

Good luck and God bless. *Jackie*



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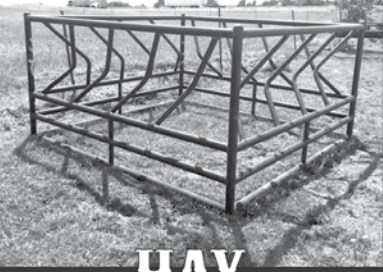
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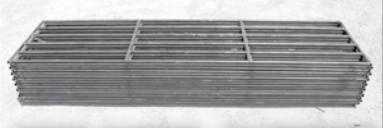
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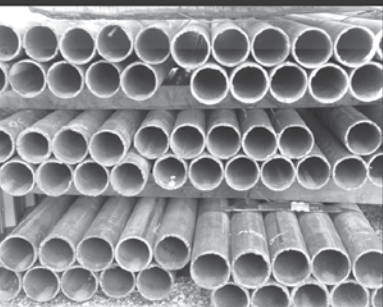


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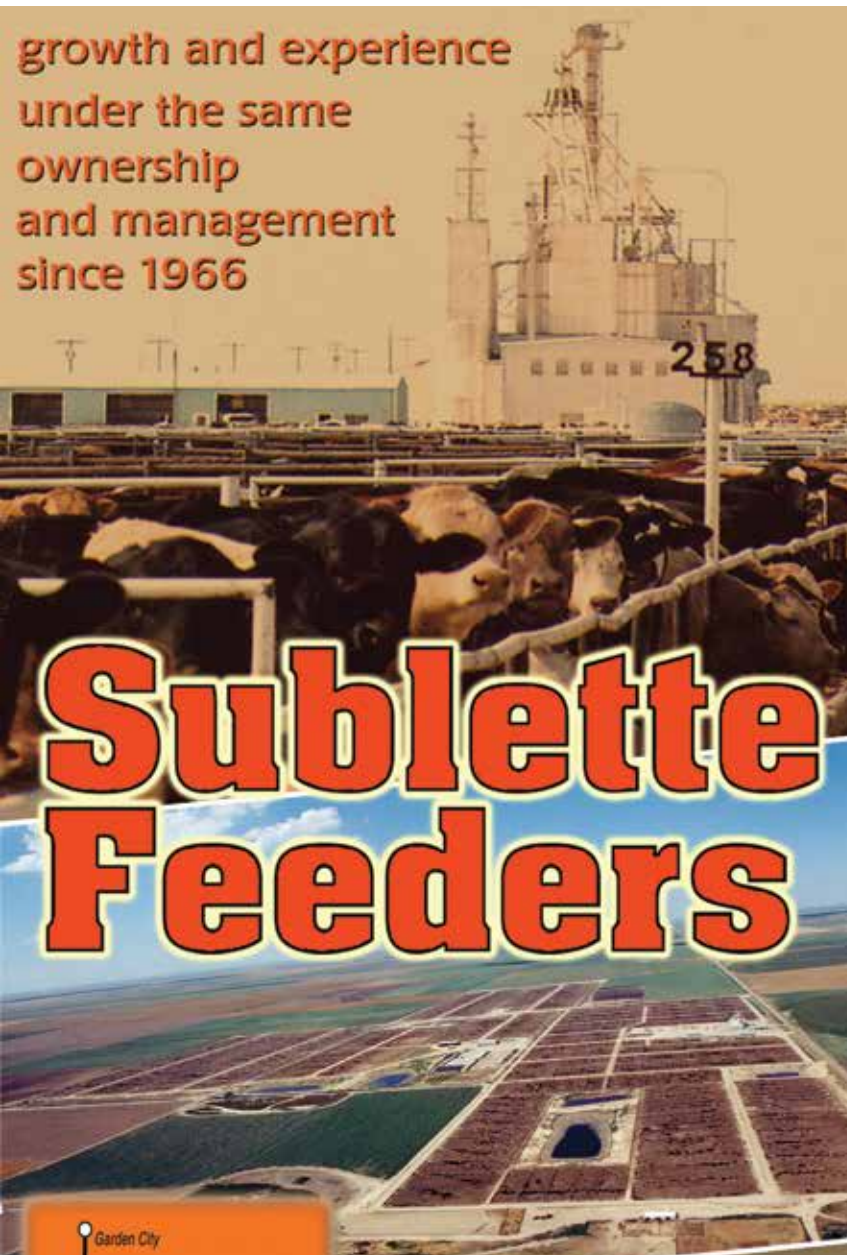
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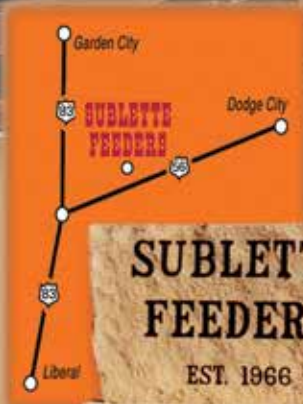
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Joplin Regional Stockyards launches a brand new website and app at the Ozark Fall Farmfest. Details on page 55.

—Cover design by Joann Pipkin

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BEEF IN BRIEF

BQA Provides Free Certification Through Nov. 20

The countdown has begun for beef and dairy producers to become Beef Quality Assurance (BQA)-certified for free online. And, as an added bonus, anyone who becomes certified during this period is eligible to win a prize package, courtesy of Boehringer Ingelheim Vetmedica, Inc. and the BQA program, funded in part by the beef checkoff.

Boehringer Ingelheim Vetmedica, Inc. will pick up the \$25-\$50 online training fee for every person completing BQA training through Nov. 20. That includes anyone who works with cattle – whether it is beef or dairy. Visit www.bqa.org to take advantage of the open certification period.

The BQA program is important to the cattle industry because it is a producers' consumer-friendly story to tell, helping them talk about using BQA Best Management Practices for producing a safe and high quality beef product. And for dairy producers, this offering also is beneficial as a tool to promote safe animal-handling practices and because a large percentage of dairy calves, as well as market cows, make their way into the food chain.

The BQA training modules are customized to fit the specific needs of each segment of the cattle industry – cow-calf, stocker, feedyard and dairy operations. The program covers best management practices such as proper handling and administration of animal health products, reducing injection site blemishes, and low stress cattle-handling principles.

To become BQA-certified, or learn more about the program, visit www.bqa.org. To learn more about your beef checkoff investment, visit MyBeefCheckoff.com.

—Source: MyBeefCheckoff.com

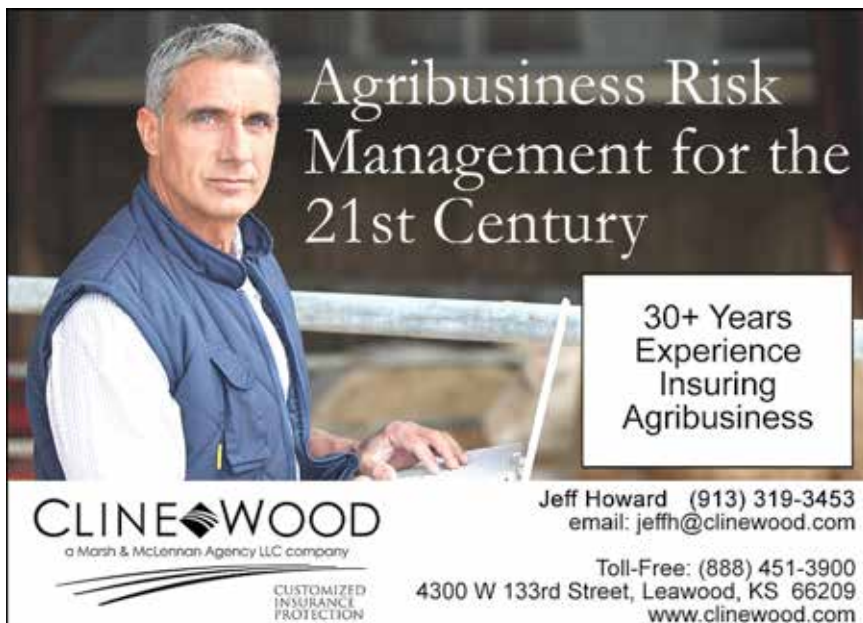
New Body Conditioning Fact Sheet Now Available

A "cheat sheet" of sorts is now available to help cattlemen better determine body condition scores for their cows. And, with fall weaning time upon us, now is a good time to evaluate cows for BCS to determine which ones to cull and which ones to sort into groups to better manage their nutritional needs for late fall and winter.

Two University of Wisconsin ag agents developed the fact sheet. It comes with pictures to help producers establish a BCS score for cows. The sheet is a good resource to help cattlemen keep their ratings consistent and provides good information on when to score cows and where to pay close attention for accurate scoring.

The BCS fact sheet is available online at <http://fyi.uwex.edu/wbic/files/2015/08/BCS-short-08-28-15.pdf>.

—Source: University of Wisconsin/Drovers CattleNetwork.com



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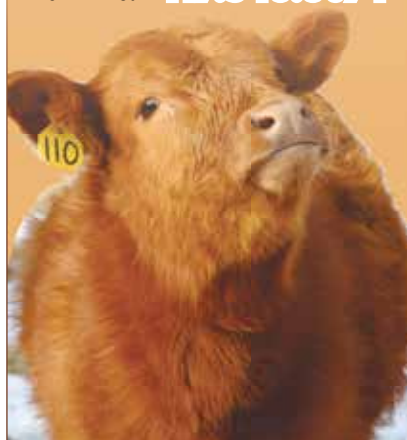
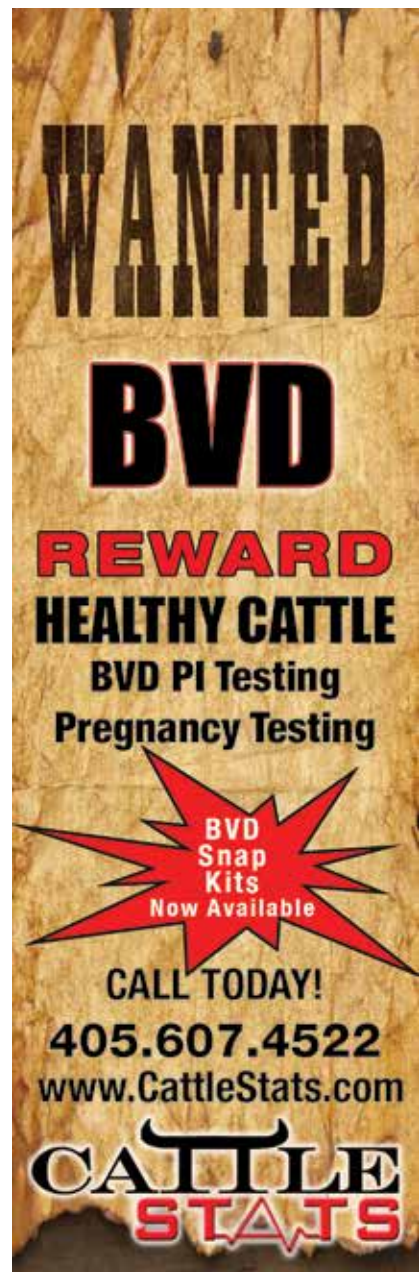
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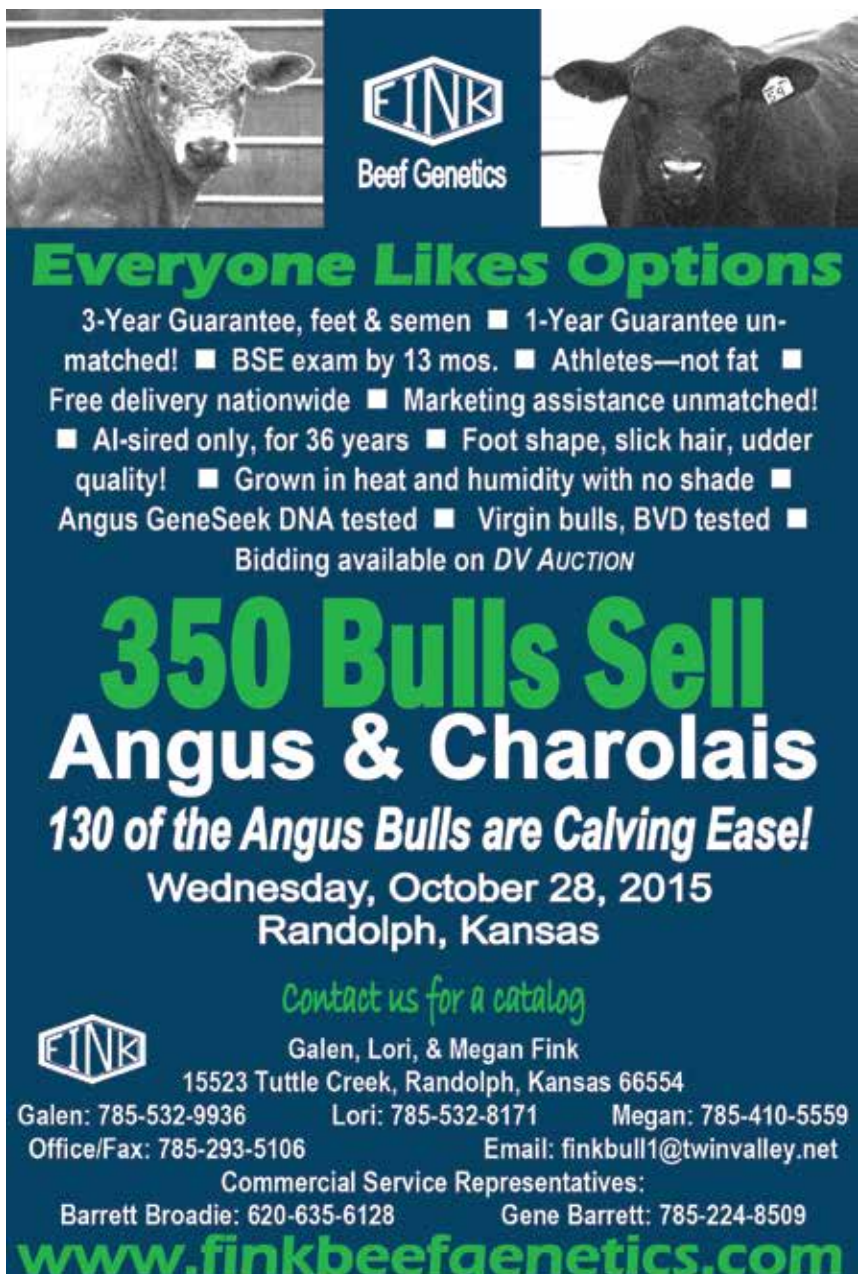
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HEALTH WATCH

Get Ready for Breeding Season

Implement a plan before breeding season starts

Story By Dr. David Rethorst for Cattleman's News



During my years in private practice, it seemed that some producers waited until it was time to turn the bulls out before they thought about preparing for breeding season. Many times, this is too late to implement changes that you have discussed with your veterinarian or to perform any diagnostics that need to be done and still be ready to begin breeding season when you want. With fall calving season well underway, it is time to begin preparing for breeding season.

First, evaluate your nutrition program. Is it doing what you want it to? Are the cows gaining weight? A body condition score (BCS) of 5.5 is optimal for cows to come into estrus and conceive on a timely basis. Cows with a BCS of greater than 6.5 are not only costly to

maintain, but also less likely to conceive even though they still come into heat. Make sure the cows have adequate protein and energy to get their BCS where it needs to be.

Cows dump their liver stores of trace minerals to the calf during the last three months of pregnancy in order for the calf's immune system to function properly the first two months of life. This leaves the cow nearly trace mineral deficient after the calf is born. We have approximately 40 to 50 days to get these trace mineral levels replenished in order for the cow to come into heat. The minerals of primary concern are copper, zinc, manganese and selenium.

Breeding soundness exams (BSE) should be performed on the bulls 30-60 days prior

to breeding season, which allows plenty of time to recheck a bull or to replace one before breeding begins. This should be more than a "semen check." It should include a rectal exam to check the seminal vesicles, palpation of the testicles and evaluation of the feet and legs.


Samples can be collected during the BSE in order to test the bulls for trichomoniasis (trich). Testing involves scraping the prepuce with a pipette and submitting the sample to a diagnostic lab in special transport media. Trich is a very costly disease that has become much more prevalent in recent years. As it causes embryonic death between day 40 and day 90 of pregnancy, in nearly all instances, producers

don't know they have a problem until they find more open cows than normal. A good biosecurity plan is the best prevention for trichomoniasis. This plan should include good fences and should not include the purchase of used bulls or the use of leased bulls. If pregnant cows are purchased, be sure they are bred more than 120 days. A candid conversation with your veterinarian about this disease is encouraged.

Persistently infected bovine viral diarrhea (PI-BVD) is a common diagnostic test performed during calving or at pre-breeding. The persistently infected calf serves as a constant source of BVD virus by shedding the virus its entire life and should be removed from the herd. If a positive calf is detected, the calf's dam should be tested. A positive cow will always have a positive calf so testing of young calves provides testing of both the cows and calves. A good biosecurity plan combined with a solid vaccination program will minimize the effects

CONTINUED ON NEXT PAGE

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GET READY FOR BREEDING SEASON FROM PREVIOUS PAGE

of this costly virus in your herd. If you have problems with respiratory disease, scours or reproductive issues, I encourage you to have a discussion with your veterinarian about the possibility of having PI-BVD calves in your herd.

While there are two types of vaccine for this disease, I strongly encourage the use of modified live viral (MLV) vaccines. If you have not previously used viral vaccines in your cows or if you have used a killed vaccine and you wish to switch to a MLV vaccine, I recommend giving this vaccine at least 30 days prior to the start of breeding season. Infectious bovine rhinotracheitis (IBR) virus vaccine can be found in combination with BVD vaccine along with campylobacter (vibrio) and leptospirosis.

Annual use of this vaccine is encouraged, and internal and external parasite control can be administered at the same time.

I also encourage the use of MLV vaccines in young calves before breeding season begins, and MLV vaccines have been shown to do a better job of priming the immune system in the face of colostral immunity than the killed vaccines. Clostridial vaccine should also be given to the calf at this time.

Consider the problems you have had during the past year, consult your veterinarian in order to develop a plan, and implement this plan ahead of breeding season. It will pay dividends in the years to come.

—Dr. David Rethorst is director of outreach for the Beef Cattle Institute at Kansas State University.

PENNIES FOR PROFIT

Agriculture Tax Tips: Prepaid Farm Expenses

If you use the cash method of accounting to report income and expenses, your deduction for prepaid farm supplies might have a limit. This limit will not apply, however, if you meet one of the exceptions described below.

Deposits are not considered prepaid farm expenses.

What is a Prepaid Farm Expense

Prepaid farm supplies are amounts you paid during the tax year for the following items:

- Feed, seed, fertilizer and similar farm supplies not used or consumed during the year.

- Poultry bought for use (or for both use and resale) in your farm business that would be deductible in the following year if you had capitalized the cost and deducted it proportionately.

- Poultry bought for resale and not resold during the year.

What is Not a Prepaid Farm Expense

Prepaid farm supplies do not include any amount paid for farm supplies on hand at the end of the tax year that you would have consumed if not for a fire, storm, flood, other casualty, disease or drought.

Deduction Limit


You can deduct an expense for prepaid farm supplies that does not exceed 50 percent of your other deductible farm expenses in the year of payment. You can deduct an expense for any excess prepaid farm supplies only for the tax year you use or consume the supplies.

—Source: www.irs.gov.


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The Question Most Farms Still Have About the Future

A look at the changing role of the farm leader

Story By Darren Frye for Cattlemen's News

As you think about what your farm will be like in the future, who will be involved? That question can be tough to answer with a great deal of certainty, depending on your current situation.

If you're passionate about your operation continuing when you're not involved anymore, then you need to consider the next generation. This could be your children, or maybe it's others from the next generation, if your children don't plan to be involved.

For some kids growing up on the farm, it's always been clear and obvious to themselves, their parents – and everyone around them – that this kid is going to be a farmer someday. With other children, the path might not be as clear. They might decide to study a subject other than agriculture in college, or start their career working in a completely different field.

Yet sometimes, they might want to come back to work on the farm – and the farm might have a need for them. That need is the key. The farm needs to have a need for a particular skill set when a family

member wants to come back to work there. Otherwise, the operation could end up trying to support any and all family members who say they want to work there – and that's no way to run a farm business.

Next generation ideas

Often, members of the next generation bring new ideas back to the farm. What goes through your mind when someone on your farm brings up a new idea or a new way to do something? People seem to have a couple different reactions when a new approach is introduced.

For some people, it's very exciting to think and hear about new ideas. They love to hear and talk about them. Others might not feel that way. The idea might appear like a threat rather than a vehicle for making something even better. It might feel like a threat to the certainty we believe comes with doing things a particular way.

New ideas can come from anyone on your farm and from a variety of outside sources. Going to events, reading, talking with other farmers and

businesspeople – these are all great sources for new ideas. We often need to learn more before we can make a good decision about whether or not an idea is right for our farm.

Here's a situation I frequently hear about approaches to new ideas on the farm. A farmer from the next generation has come back to work on the farm from another job or straight out of college.

The younger farmer brings some new ideas he or she is excited about. They want to put the ideas to work on the family farm. But often, they're met with resistance or hesitation from others on the farm who have questions or reservations.

That can lead to frustrations on the part of the younger generation, who feel like their ideas and input aren't valued. Of course, this can happen the other way around, too – ideas brought forth by the older generation are questioned by the younger generation.

Process for new ideas

The key to being smart about new ideas and how they will

or won't be adopted on your farm is to take seriously the ideas that are brought forward. Though certainly not all ideas will be implemented, your farm can gain a significant advantage through encouraging new ideas and using a process to consider each one.

Create a process through which new ideas will be evaluated. This might include efforts to first learn more about the idea and how it could be implemented in the operation, as well as an evaluation of whether or not your farm would benefit from it.

Keeping on top of new ideas and practices can help an operation stay ahead of the curve – by learning faster and adapting more quickly than your competition. And, that's the only true competitive advantage any business can have.

Read our quarterly publication, Smart Series, for more articles on legacy conversations and the next generation – and get ideas you can use in your operation. You'll find it online at waterstreet.org/smartseries.

—Source: Darren Frye is President and CEO of Water Street Solutions, a farm consulting firm that helps farmers with the challenges they face in growing and improving their farms – including the challenge of transitioning the farming operation to the next generation. Contact Darren at waterstreet@waterstreet.org or call (866) 249-2528.





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July: Another Difficult Month for U.S. Meat Exports

Herd rebuilding limits exports, but will pay off

Economic headwinds continued to slow U.S. beef exports in July, according to data released by USDA and compiled by the U.S. Meat Export Federation (USMEF), a contractor to the beef check-off. Still, the value of exports through the first seven months of the year — at \$3.8 billion — was just 2 percent behind the record pace set last year.

In July, the volume of U.S. beef exports totaled 202.7 million pounds, down 10 percent from a year ago and the smallest July volume since 2010. Export value for the month was \$555.7 million, down 11 percent. For January through July, beef export volume was down 10 percent to 1.36 billion pounds.

“Market access issues and the sustained strength of the U.S. dollar continue to make 2015 a very tough year for red meat exports,” said Philip M. Seng, USMEF president and CEO. “On the beef side, exports are also constrained by lower production, but the herd rebuilding that is currently limiting our beef supplies is overdue and will pay dividends in 2016 and beyond.”

U.S. beef’s lack of access to the Chinese market continues to result in missed opportunities in China and impacts the price U.S. beef cuts command in other Asian markets.

China’s mid-August devaluation of the yuan sent currencies of several key importing countries lower versus the U.S. dollar. For example, the Korean won, the Taiwanese dollar and the Mexican peso all weakened significantly. As for competitors, the Australian and New Zealand dollars have been trading at levels not seen since 2009 and the Brazilian real is at its weakest point in more than a decade.

“U.S. exports were already facing a very challenging situation with regard to exchange rates, and that situation worsened over the past

three weeks,” Seng explained. “This means we must work even harder to differentiate U.S. meat based on attributes other than price by educating international buyers on the quality and value our products deliver. This has always been a strong focus for USMEF, but it’s more important than ever that we establish and maintain customer loyalty in our key markets.”

Bright spots for beef exports: Korea, Taiwan, Caribbean

Beef exports to Korea held up well in July, despite a Middle East respiratory syndrome (MERS) outbreak that slowed restaurant traffic severely in June and created concerns about swollen beef inventories. For January through July, exports to Korea were up 11 percent year-over-year in volume (161.5 million pounds) and 12 percent in value (\$498.2 million). Shipments to Taiwan were also strong in July, pushing exports in the first seven months of the year to 44.9 million pounds (up 5 percent from a year ago) valued at \$183.3 million (up 13 percent).

July beef exports slumped in other Asian markets, most notably in Japan and Hong Kong. For January through July, exports to Japan were down 5 percent in volume (286.6 million pounds) and 6 percent in value (\$806.5 million). Though it is still the leading destination for U.S. beef, exports to Japan continue to feel pressure from the lower duties on Australian beef (due to the Japan-Australia Economic Partnership Agreement implemented earlier this year) and the weak Australian dollar. July exports to Hong Kong were the lowest since 2013, before the U.S. regained access for bone-in cuts. Through July

CONTINUED ON PAGE 11

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Missouri FFA Member Finalist for FFA's American Star Farmer

National FFA Convention Oct. 28-31 in Louisville, Kentucky

Dylan Massa, of Lamar, Missouri, says he has always lived and breathed cattle. During his eighth-grade year, when his agriculture teacher mentioned he would need a project during high school that would result in keeping records, his interest was sparked and his project began.

Today, that spark has resulted in him being named a 2015 finalist for the American Star Farmer award, one of the most prestigious honors awarded to a student by the National FFA Organization.

The 22-year-old began his project with three cows and three heifers; today, he has a herd of 300 and continues to invest in high-quality cattle.

Throughout his supervised agricultural experience, he watched his roles, responsibilities and management decisions change. He has increased his confidence with more responsibilities and says he now can truly see himself as the owner/operator. Massa was able to buy out his grandpa's herd as well as his half of some of the farm's assets. He attained an associate's degree in general agriculture at Fort Scott Community College.

Massa says he is proud of the assets, knowledge and career path he gained through his SAE, and thanks to his experience in FFA, he is living the life he always dreamed.

Each year at the National FFA

Convention & Expo, four FFA members are honored with an American Star Award for outstanding accomplishments in FFA and agricultural education.

The American Star Awards, including the American Star Farmer, American Star in Agribusiness, American Star in Agricultural Placement and American Star in Agriscience, are awarded to FFA members who demonstrate outstanding agricultural skills and competencies through completion of a supervised agricultural experience program. A required activity in FFA, an SAE allows students to learn by doing by either owning and operating an agricultural business, working or serving an internship at an agriculture-based business or conducting an agriculture-based scientific experiment and reporting results.

Other requirements to achieve the award include demonstrating top management skills; completing key agricultural education,

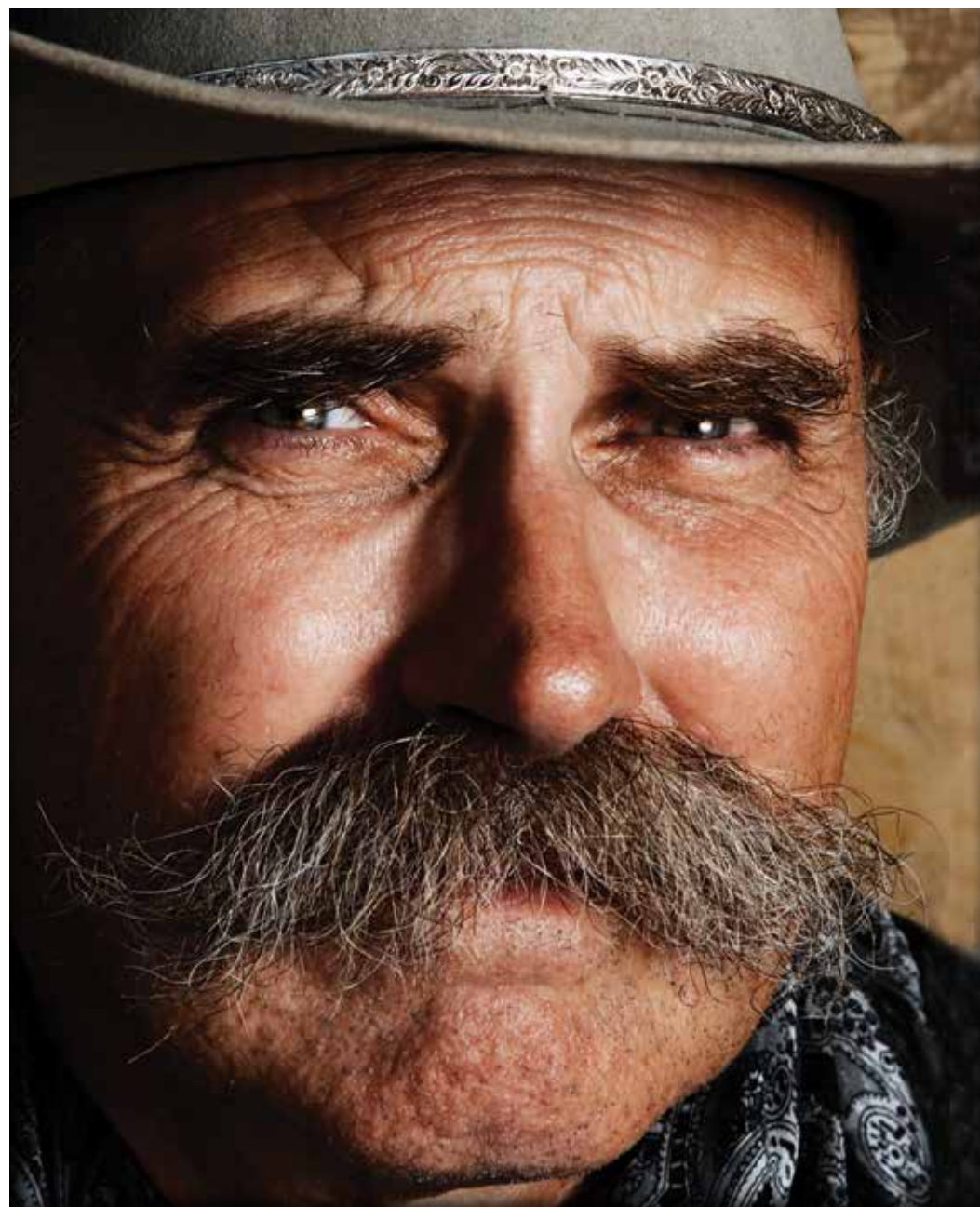
scholastic and leadership requirements; and earning an American FFA Degree, the organization's highest level of student accomplishment.

Sixteen American Star Award finalists from throughout the U.S. are nominated by a panel of judges to interview during the national convention and expo. Four are named winners and receive cash awards totaling \$4,000. All American Star finalists receive a \$2,000 cash award.

Judging will occur in Louisville, Kentucky, during the 88th National FFA Convention & Expo, Oct. 28-31, with the winner being announced during an onstage ceremony on Thursday, Oct. 29.

Massa is the son of Russ and Denny Massa. He is a member of the Liberal FFA Chapter, led by advisors Allie Runnels and Molly Garver.

—Source: National FFA Organization release.



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NEWS TO USE

New Campaign Promotes Safe Senior-Banking

The American Bankers Association Foundation announces a new campaign – Safe Banking for Seniors – to provide America's seniors and their caregivers with tools to prevent financial fraud. Similar to the foundation's popular financial literacy campaigns for children and teens, Safe Banking for Seniors will mobilize bankers across the country to educate older Americans and their caregivers about elder financial abuse.

"Bankers are often the first line of defense against elder financial fraud from educating and advising customers to spotting the signs of abuse," said ABA president and CEO Frank Keating. "We take our role seriously, and the more we can work together as citizens, bankers, and government officials, we can protect our seniors from fraud."

In January 2016, the foundation will provide bankers with event materials, lesson plans, media outreach tools and best practices. Bankers will be encouraged to bolster their outreach to seniors and financial caregivers in their communities throughout the year. For the remainder of 2015, the foundation aims to highlight best practices and urges the banking community to become a part of the initiative. To receive new materials and program updates as they are released, bankers can sign up at aba.com/seniors.

"Our goal with this campaign is to arm bankers and their customers with the tools they need to fight fraud," said Corey Carlisle, senior vice president, ABA Foundation. "We will be encouraging bankers to team up with other organizations and agencies in their communities to reach the greatest number of consumers possible."

For more information about the campaign, visit aba.com/seniors.

—Source: American Bankers Association.

MEAT EXPORTS FROM PAGE 9

2015, exports to Hong Kong were down 20 percent in volume (143.7 million pounds) and 16 percent in value (\$477 million) from a year ago.

Beef exports to Mexico held up relatively well through


July despite the weak peso, falling 8 percent from a year ago in volume (277.3 million pounds) and 2 percent in value (\$625.7 million).

January-July beef exports accounted for 13 percent of total production and 10 percent for muscle cuts only (down from

14 percent and 11 percent, respectively, in the same period last year). Export value averaged \$289.41 per head of fed slaughter, up 4 percent year-over-year.

—Source: MyBeefCheckoff.com

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TRENDING NOW

Are You Tech-Saavy?

The power of technology in marketing and communications

Story by Brittni Drennan for Cattlemen's News

As the world around us constantly evolves, so do technological advances. Almost daily, we see news headlines announcing the next big thing. From the almost ancient rotary phone to tech-savvy iPhones, from slow dial-up Internet to speedy Wi-Fi, from handwritten letters to quick emails, technological advances outside the beef cattle industry directly affect producers and the way they operate their businesses.

Think about the tools cattlemen use today that previous gen-

erations did not have available. Expected progeny differences (EPDs), artificial insemination, heifer synchronization, ultrasound and genotyping are some examples. These advances make producers more efficient, more sustainable and ultimately more profitable.

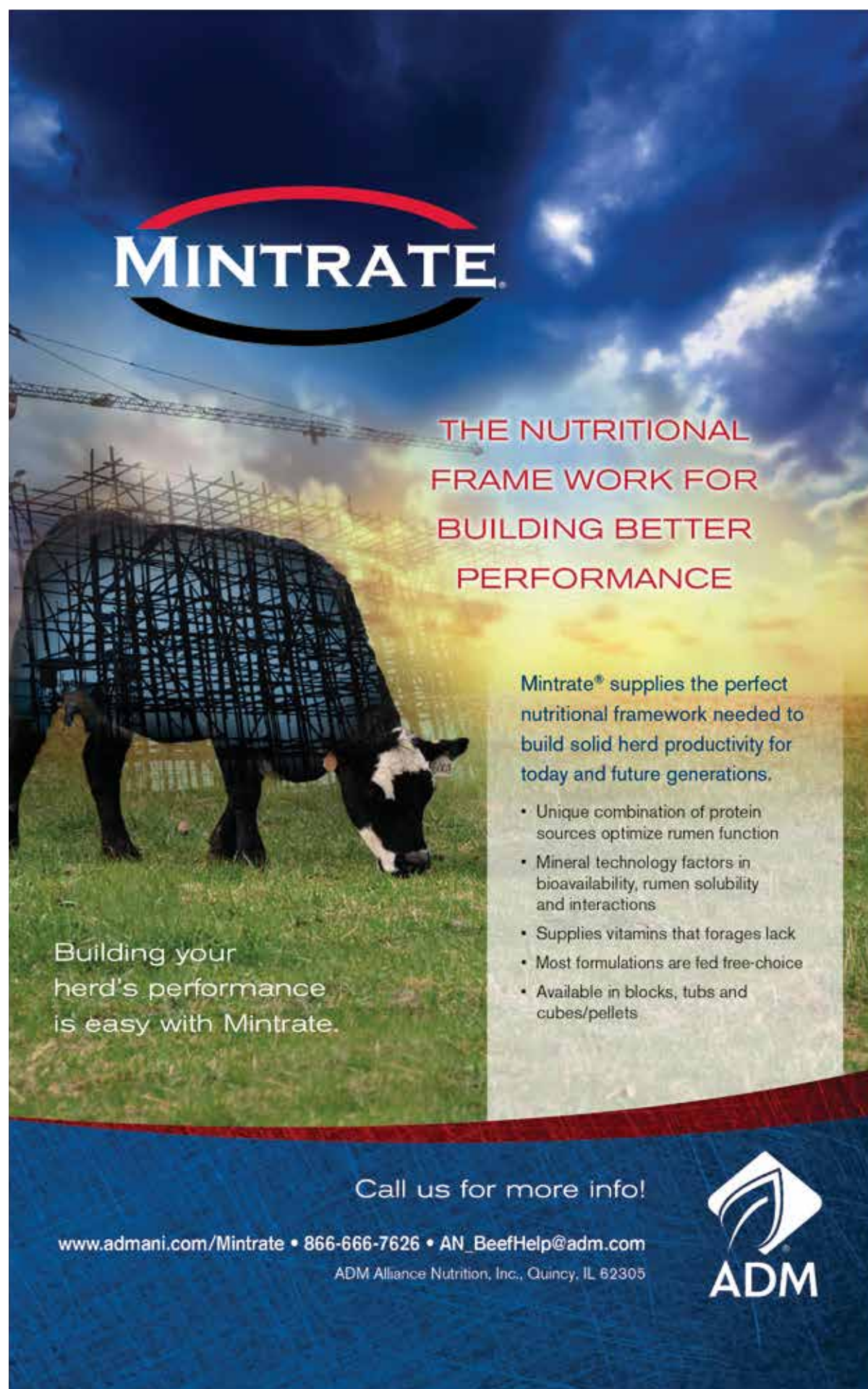
Take a look at the platforms used in everyday communications and marketing. Cattlemen use websites and cellphone apps to view market reports. Websites are imperative in today's competitive market for potential customers to become familiar with cattle operations and businesses. Using social media sites like Facebook, Twitter, LinkedIn and YouTube, integrates a unique personal component to develop trusting relationships with new customers. The speed in which information travels is unparalleled to anything ever seen before, and those willing to take the extra time and effort to use these tools will reap the benefits.

Ninety percent of consumers trust peer reviews and online recommendations as opposed to those 14 percent who trust paid advertisements. Think about how many people go online to ask friends their opinions of a product, piece of equipment or the latest kind of mineral. Have you asked your friends for restaurant recommendations, opinions on cable providers, or how they like their new baler? Think about how much value you place on your friends' opinions. Why would your customers be any different?

Social media is advantageous for additional reasons other than peer recommendations. A study published by *Social Media Examiner* reported 92 percent of respondents said the No. 1 benefit of using social media was the increased exposure they received for their business. Of the 3,025 respondents, 75 percent said using social media increased traffic to their websites. You can use social media to direct more producers to your website to increase traffic and the number of views. Social media can open more doors and lead to more sales than you otherwise would have encountered. This is especially effective on a global scale, not just to reach producers and customers in the U.S.

Today, it is not often that you run across someone who, at the very least, does not have a website. However, it does more harm than good to have a website that is outdated and not continuously monitored. The days of dragging out a phone book to look up an address or a phone number are long gone; everyone goes straight to the web. When potential customers search for your operation and they see your website displaying last year's calendar, it is not a good sign. Think about how that resonates with your potential customers. It reflects poorly on your business practices and your operation. Try to post current events, photos, contact information or even the latest about what is going on with you and your operation.

The next generation, especially, is more technologically inclined, and if producers plan to leave behind a legacy and want their businesses to continue thriving, they will not be able to ignore the latest developments in technology. It is imperative to incorporate new developments and platforms into your marketing strategies to continue reaching the new age of producers and consumers.



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Soil Test Values Vary

Consistent testing provides more accurate answers on soil qualities

By Eddie Funderburg

A routine call we get involves a person who takes a soil sample this year and submits it for analysis. The data do not match the results of the last sample that was taken from the field three years ago. The logical question is, “why?”

The usual reason is that soils vary in pH and nutrient content across the field, so the results will be different if sub-samples were taken from different parts of the field in each sample. However, other possible reasons exist, and those are the ones I want to analyze in this article.

The depth at which the samples are taken is critical. Soil labs assume the sample is taken from a depth of 0 to 6 inches unless they are told otherwise. Sometimes, real-world samples are not taken from a 0- to 6-inch

depth. We primarily work in pasture and hayfield settings. When the soil is dry, it is difficult to get a probe in the ground deeper than 2 inches without breaking or bending it. If the soil is wet, we might go considerably deeper than 6 inches simply because we can.

Why is sampling depth critical?

Nutrient levels will usually be higher in the upper part of the soil in pastures and hayfields, as well as in no-till situations. Fertilizer and manure are placed on top of the ground, and plant roots cycle nutrients from deeper in the soil profile to the soil surface when the plants decompose. Therefore, if the sampling depth is shallower than 6 inches, your report will show higher nutrient levels than are actually present because you are sampling

the more nutrient-rich portion of the soil. If you collect soil deeper than 6 inches, your report will show lower nutrient levels than are actually present because you are including portions of the soil that are less nutrient-rich in the sample.

Some soil test data can vary by season of the year. Soil pH is usually higher when soil is collected in wet seasons, and lower when collected in dry seasons. The soil test pH value can vary by as much as 0.5 units between seasons of the year. If the sample is collected in the spring, it is likely to show a higher pH value than if it is collected in the summer.

Soil test phosphorus (P) can also vary by season and soil moisture content. Phosphorus is more soluble in wet conditions than in dry, so soil test P levels can be higher when samples are collected in the spring than in the summer. If the soil is very wet, the differences can be substantial.

Soil test potassium (K) can vary according to time of year if certain crops are grown. Hay crops remove a great deal of potassium, so soil test K levels will often be lower in the fall

after a season of hay has been removed than in the spring before haying commences. Grain crops contain a lot of potassium in the stalks and stover. This potassium is temporarily bound up in the plant residue but will be released when the residue decomposes. Potassium can be lower shortly after grain harvest — early summer for wheat and fall for corn, sorghum and cotton — but will increase up to planting time unless the stalks are removed from the field.

What can be done to manage for soil test variation?

Collect soil samples at the same season of the year. You can collect samples at any time during the year, just do it in the same season each year to minimize seasonal variation. Collect soil samples at exactly 0 to 6 inches each time. I have a mark on my soil probe at 6 inches and press the probe into the ground to that depth each time. If the soil is so dry that you cannot get the probe 6 inches into the ground, don't take soil samples that day.

—This article is reprinted with permission from the Samuel L. Roberts Noble Foundation for Agriculture. Visit the Noble Foundation on the web at www.noble.org.

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TRENDING NOW

Missouri, Arkansas Among States Protected Under WOTUS Rule

Input still needed on implications of a more expansive Clean Water Act

Story By Rebecca Mettler for Cattlemen's News

For the time being Missouri, Arkansas and 11 other states are protected from the Environmental Protection Agency (EPA) and the U.S. Army Corps of Engineers' (Corps) Waters of the United States (WOTUS) final rule that went into effect throughout the U.S. on Aug. 28, 2015.

The regulatory reprieve follows the decision by a U.S. district judge in North Dakota in which a temporary injunction was issued as requested by those 13 states. Missouri Attorney General Chris Koster was the state's lead on the case filed in the federal court in North Dakota.

Of Missouri's 44 million acres, 92 percent are within 1,500 feet of a jurisdictional water while 99.7 percent are within 4,000 feet.

However, even though the 13 states are protected by the injunction, questions still remain.

"How long will the injunction last? The short answer is that we don't know," said Garrett Hawkins, national legislative programs director with Missouri Farm Bureau (MFB). "We expect EPA will appeal the court's decision, and we don't know how long the process will take."

Agricultural organizations throughout Missouri and across the nation have

been adamantly opposed to the WOTUS rule that expands EPA's jurisdiction to water features previously not covered under the Clean Water Act.

Prior to the injunction, MFB hosted an Aug. 20 press conference at the Missouri State Fair regarding the WOTUS rule. A new interactive map of Missouri was presented to the public that demonstrates how the EPA is expanding its jurisdiction over land use.

The map, prepared by Geosyntec Consulting, focuses on three research farms across Missouri as examples of how the ruling might affect the state. The map contains various layers to describe the scope of EPA jurisdiction both before and after the ruling. It starts with the pre-Aug. 28 jurisdictional waters that included intermittent and perennial streams; or, streams that have water in them most of the year, according to Veronica Nigh, American Farm Bureau Federation economist.

"The next layer is using EPA's revised edition of what is considered jurisdictional water," Nigh said. "They now include ephemeral tributaries, which most of us wouldn't recognize as a tributary because water doesn't flow through it most of the year."

Ephemeral tributaries are described as low spots in the land that drain and channel water away from farmland after a rain but are otherwise dry. A buffer of 100 feet on either side of these ephemeral tributaries is included. Any "adjacent waters" that lie within the 100-foot buffer are now regulated.

"Wetlands and farm ponds are now jurisdictional," Nigh said. "Notice that as we go through this, we treat intermittent, perennial and ephemeral features all the same."

Next comes the 1,500-foot buffer around each of the regulated water features.

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WOTUS RULE FROM PREVIOUS PAGE

Nigh explained that any part of water feature, including wetlands, that is within the 100-year floodplain of a tributary and within 1,500 feet of the tributary is jurisdictional.

"Then, there's another buffer of 4,000 feet, or about three-quarters of a mile around any tributary that can be regulated on a significant nexus basis," Nigh said. "So, if you can prove some chemical or biological connection between the water within a certain patch and those areas around it, it's now jurisdictional."

What does this mean for the state of Missouri? According to the groups that oppose the rule, a lot of unneeded regulations.

"There are 44 million acres in the state of Missouri," Nigh said. "Seven percent of them are within 100 feet of a jurisdictional water, 92 percent of those are within 1,500 feet of a jurisdictional water and 99.7 percent of the state is within 4,000 feet of a jurisdictional water."

What's next?

"Ultimately at the end of the day, we want to not fund it and give more people time to think about it," said U.S. Senator Roy Blunt (R) at the MFB news conference. "And, there's certainly a great opportunity that the court will eventually decide that the government couldn't do it, but by then a lot of the damages have already been done."

Hawkins also sees U.S. Senate Bill 1140 as a way to stop the impending regulations. The bill is intended to force the agencies to withdraw the current rule and talk to local and state entities to receive feedback.

"Across the country, many state and local governments agree there wasn't an adequate opportunity for input from the very beginning," Hawkins said.

Hawkins hopes legislators take heed of the concerns posed by the chief judge in the injunction decision in North Dakota because those concerns match the concerns that MFB and other opposing groups have had all along.

Even though Missouri and Arkansas are currently exempt from the WOTUS final ruling, it's important that farmers, ranchers and landowners understand the implications of a more expansive Clean Water Act. Hawkins recommends those interested go online to <https://www.mofb.org> and click on the "Farming and Ranching Under the New 'Waters of the U.S. rule' — What You Need to Know" banner at the top of the homepage to learn more about the regulation.

To view the Missouri interactive WOTUS jurisdictional maps online, go to <http://www.fb.org/issues/wotus/resources>.

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CE: 7.5 BW: -0.8 WW: 19 YW: 43 M: 13 TM: 23



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Fresh Air x Easy Pro x Grid Maker
BW: 84 lbs. AWW: 754 lbs.
CE: 9.3 BW: -0.4 WW: 33 YW: 61 M: 19 TM: 35



Lot #12 Pld DOB: 4-29-14 EM861215
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BW: 77 lbs. AWW: 718 lbs.
CE: 6.8 BW: -0.7 WW: 41 YW: 74 M: 5 TM: 26

Next Sale — March 19, 2016

Time to Grow the Herd?

Expand for tomorrow, not for today

Story By Rebecca Mettler for Cattlemen's News

It's safe to say that the U.S. cowherd is expanding. As of July 1, 2015, beef cow numbers, totaling 30.5 million head, were up 3 percent compared to July 1, 2014, according to the USDA's National Agricultural Statistic Service.

However, the expansion decision isn't one to be made just because the cattle producer down the road hauled home a new set of heifers. Adding more cattle, land or equipment is a decision that should be made on an individual ranch basis.

Before a producer ever steps foot inside a bank looking for financial assistance, there are a few things to consider.

Scott Clawson is an area agricultural economics specialist with Oklahoma Cooperative Extension covering northeast Oklahoma. He advises producers to first look at what their annual cow cost is per year.

"Regardless if the market is up or down, the low cost producers are going to have the advantage," Clawson said.

From a bank's perspective, depending on the size of the operation, producers need to evaluate the equity in the existing operation.

"If they've been in (the beef industry) for awhile, in the last 18 to 24 months, the equity of the herd has seen huge increases," said David Burnett, community president of the Mid-Missouri Bank locations in Mount Vernon, Missouri.

If a producer is relatively new to the industry and doesn't have the equity built up, banks look at other forms of collateral, explained Burnett.

Another top consideration is forage conditions and current stocking rates. Clawson said cow costs are highly correlated with adequately stocked operations that match the available resources.

"From the business side of things, we need to look at how

we are going to be acquiring those replacements and differentiating between short-term cash flow needs and long-term investment ideas," Clawson said.

Expanding is considered a long-term investment into the cowherd. Producers must be prepared for a debt service or payment that goes with the cows.

"On a five-year bank term purchasing a \$2,500 heifer, depending on the rate, you



Herd expansion is a long-term investment. Be prepared for a debt service for payment that goes with the cows. —Photo from Southwest Region University of Missouri Extension.

are looking at more than a \$500 payment per cow per year," Clawson said.

Comparing that payment to the current margins and estimates for the future margins is critical. Clawson noted that depending on the margins and payments, the expansion might not generate any immediate additional cash flow.

Market volatility should also be considered when purchasing replacements now.

"We are looking at historic returns," Clawson said. "We also know that when we expand nationally, historically we reduce our margins. That's how it's worked for years and years."

With longer-term investments, it's important to be

planning the expansion not on the current high margin returns, but on the possible smaller margins of future markets.

Burnett said banks look at cyclical cattle markets and adjusts the numbers. If future prices are expected to drop 20 percent, they will take that into consideration and back off cash flows accordingly. This provides a cushion so the borrower still has the ability to repay the loan.

"We want to see the borrower succeed," Burnett said. "When they succeed, we succeed."

The high price of replacement females puts current expansion plans on a whole new playing field when compared to the normal financial routines of many farmers

Once the decision is made to pursue herd expansion, having or beginning a solid relationship with a bank that specializes in agricultural lending is important.

Burnett explained that banks look for a producer's knowledge and make a judgment as to the perceived ability of the producer to be successful with the cattle operation.

"If a person comes into the bank with a plan that (he or she is) paying 'X' dollar amount for cows to fit into the spring or fall herd, for example, our lenders will get a feel for the knowledge and if (he or she has) the where-with-all to succeed," Burnett said.

Burnett said the 5 "C's" of credit are great advice for getting an agricultural loan: credit — a satisfactory payment history; capacity — the ability to repay the debt; collateral — security covering the loan amount; capital — liquidity, cash reserves; and character — his 25 plus years experience in ag lending has proven that positive personal traits are advantageous.

So, what steps should farmers and ranchers make to up their chances of getting an agricultural loan? "Knowing what we are looking for," Burnett replied. "Knowing the numbers and guidelines the bank adheres to will help. We are a regulated entity like most industries and have guidelines. If the borrower understands the process in obtaining financing, the process moves more smoothly."

Both Clawson and Burnett agree that future cowherd expansion is expected in the four-state-region. Producers should foster a good working relationship with a lending institution and use all of their resources to their advantage.

Clawson said producers should visit the Cow Bid Price Estimate Calculator online at <http://www.beefextension.com/pages/cccalc.html>. The calculator is an Excel-based spreadsheet to help determine how much money a producer can afford to spend on replacement females under various market circumstances.

and ranchers. When the purchase price for females was at \$1,000, it was easier for producers to work themselves out of a bad situation. The \$2,500 purchase price forces producers to look for ways to pay themselves back for taking that risk.

"The easy answer to that is to hope that the markets participate like they have been," Clawson said. "But they also may have to use some price protection tools that they haven't had to use in the past."

Protection tools include using video auctions to forward-contract weaned calves or using USDA's Livestock Risk Protection Plan. Clawson suggests anything to lock in margins ahead of time to make sure that market doesn't erode the profit away.

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Time is money

10 Technologies for a Profitable Beef Cattle Business

Story By Elizabeth Walker for Cattlemen's News

For this month, I was asked to write on my top 10 favorite forms of technology for cattle producers. My husband and I practice a low input operation, and as I was reviewing what other authors thought were important sources of technology, I saw everything from dung beetles to antibiotics.

However, the first thing that comes to my mind is something that I did not see written about in any of the articles. My top two technologies that I

feel are must haves for a beef cattle producer are a smartphone and a good Internet connection. When I was a kid back in the 80s, I recall how cool I thought my Godfather was because any time he had a phone call, the horn of his truck would start honking. That was pretty impressive to a young girl like me. Cell phone technology has allowed a cattle producer the ability to call anyone, anytime, and look up or record information, anywhere.



A dependable Internet service provider is almost a requirement in today's cattle world. According to recent data, almost 65 percent of farms have access to the Internet. Row crop producers tend to use the Internet more (70 percent), but beef and dairy producers are using the Internet more now than they were just a few years ago. If you haven't found a

way to connect to the Internet, I encourage you to find a provider that works on your farm. It is worth it. With apps such as SoilWeb from the Natural Resources Conservation Service and a variety of cattle management tools, a smartphone and Internet are becoming more and more crucial for profitable businesses.

In addition, I think a portable computer is an important investment. A computer doesn't do any good unless you have the knowledge and skill to use it. Be sure to find programs that are user-friendly and to work with your local extension personnel to find programs that they are familiar with so you have easy access to help if you need it.

Getting back to more traditional tools, we use our scale on a routine basis. This might sound like "old news," but I know many cattle producers simply don't have a reliable way to weigh each and every animal on their farm. Obtaining data and then using your data to make farm decisions is crucial to a successful business. How do you know where you are going if you don't know where you are?

The rest of my ideas are variable depending upon each farmer's needs. Our 4-wheeler and calf-catcher are awfully important as is our farm utility vehicle, but I hate to refer to them as "technology," though that is exactly what they are. We also step back in time and use our 4-hoof vehicles when we need to be up above the grass and walk through the herds to check on or search for individual animals.

I don't know how we would live without our fencing tools. From our electric chargers to our polywire reels, these and other innovations make electric fencing more enjoyable.

If you yourself don't use DNA technology to identify certain genetic markers in your cattle, you should at least expect it from seedstock producers. Genetic defects such as Curly Calf Syndrome (Arthrogryposis Multiplex; AM) and others can be identified and avoided.

Knowledge is certainly a "tool" necessary for the 21st century, and we try to take advantage of any type of training or seminars. A variety of learning op-

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HELPING HANDS

USDA Designates 98 Counties in Missouri as Primary Natural Disaster Areas

Assistance offered to producers in surrounding states

The U.S. Department of Agriculture (USDA) has designated 98 counties in Missouri as primary natural disaster areas due to damages and losses caused by excessive rainfall and flooding that occurred from March 1, 2015, and continues. For a complete listing of counties, visit www.fsa.usda.gov or your local Farm Service Agency Office.

"Our hearts go out to those Missouri farmers and ranchers affected by recent natural disasters," said Agriculture Secretary Tom Vilsack. "President Obama and I are committed to ensuring that agriculture remains a bright spot in our nation's economy by sustaining the successes of America's farmers, ranchers and rural communities through these difficult times. We're also telling Missouri producers that USDA stands with you and your communities when severe weather and natural disasters threaten to disrupt your livelihood."

Farmers and ranchers in an additional 14 Missouri counties also qualify for natural disaster assistance because their counties are contiguous. Some farmers and ranchers in Arkansas, Illinois, Iowa, Kansas, Kentucky, Nebraska, Oklahoma and Tennessee might also qualify for natural disaster assistance because their counties are contiguous. Again, check the web or your local FSA office to see if your county qualifies.

These designated natural disaster areas make all qualified farm operators in the designated areas eligible for low-interest emergency (EM) loans from USDA's Farm Service Agency (FSA), provided eligibility requirements are met. Farmers in eligible counties have eight months from the declaration date of Aug. 26, 2015, to apply for loans to help cover part of their actual losses. FSA will consider each loan application on its own merits, taking into account the extent of losses, security available and repayment ability. FSA has a variety of programs, in addition to the EM loan program, to help eligible farmers recover from adversity.

Additional programs available to assist farmers and ranchers include the Emergency Conservation Program, The Livestock Forage Disaster Program, the Livestock Indemnity Program, the Emergency Assistance for Livestock, Honeybees, and Farm-Raised Fish Program, and the Tree Assistance Program. Interested farmers might contact their local USDA Service Centers for further information on eligibility requirements and application procedures for these and other programs.

—Source: Adapted from a Farm Service Agency release.

TIME IS MONEY • FROM PREVIOUS PAGE

opportunities are offered in the Ozarks region, many of which are free. Being associated with local cattle and farm organizations can provide you with monthly opportunities at additional training, and a good, healthy social life. Our veterinarians are another great source of information, and I enjoy visiting with them regarding ideas and health treatments.

The size of your herd should influence your investments in technology. In addition, investments of any kind should be done with the end product in mind. Knowledge of how additional technology will affect the profitability of your business should be considered prior to any investment. Time is money as they say, and if investment in additional technology will save you time, it might just be worth the money.

—Source: Elizabeth Walker is associate professor of animal science at Missouri State University.



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Tally Time

Measure hay quality and quantity for most efficient use

Story By Sandy Johnson

Producers have been busy putting up silage and baling hay. Abundant rainfall in much of the four-state-region this year has made making hay challenging, but the moisture brought with it increased hay supplies. Both of these factors, in addition to prices of other commodities, will influence how best to use these forages this year.

Expect forage that was rained on in the windrow to have lower energy values from the leaching of soluble carbohydrates. If forage was baled when moisture content was too high, heating could result in damaged protein. If this occurred, make sure your forage analysis includes heat-damaged protein, which is largely unavailable to the animal. In some cases, forage might

have become more mature than desired before harvest as producers waited for better haying weather. Both protein and energy will decline as the plant matures. All of these factors point to very little hay in the average category this year, and forage quality might vary widely. The bottom line is that forage testing before feeding will be very important to achieving desired performance. Obtaining representative samples and having the forage tested helps producers ensure they meet the animal's nutrient requirements in the most efficient manner.

Obtain forage samples for testing from each field and cutting. As bales are moved from the field for storage, retain the identity of each forage group (field and cutting). Mark lots

with spray paint or surveyors ribbons attached to the twine or netting. This segregation is very important in situations where single forages are a large proportion of a given diet and/or high nitrates might occur. Additionally, segregating forages based on cutting and quality makes it easier to reserve higher quality forages for animals with the greatest nutrient requirements, such as lactating cows. While in most areas nitrates are less likely to be an issue this year, including a nitrate test for forages in the sorghum family is cheap insurance since fertility imbalance can also cause high nitrates. Build a forage inventory record that includes the amount of forage and the forage analysis.

The improved forage supply situation this year has made alfalfa a competitor for the lowest cost source of crude protein (cost per pound of

Table 1. Cost per pound of crude protein, dry matter basis for various protein levels of alfalfa (90 percent dry matter).

Alfalfa \$/ton	Crude protein, %, dry basis			
	14	16	18	20
60	\$ 0.24	\$ 0.21	\$ 0.19	\$ 0.17
80	\$ 0.32	\$ 0.28	\$ 0.14	\$ 0.22
100	\$ 0.40	\$ 0.35	\$ 0.31	\$ 0.28
120	\$ 0.48	\$ 0.42	\$ 0.37	\$ 0.33
140	\$ 0.56	\$ 0.49	\$ 0.43	\$ 0.39

crude protein, dry basis). In the past several years, distillers grains have often been one of the lowest cost sources of protein, and that will likely continue. If the cost of protein delivered to the animal from these two sources is similar, then there are several other considerations to take into account. Energy concentration of the distillers grains is higher than even in the best alfalfa so it has an advantage if additional energy is needed. The higher concentration of

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TALLY TIME
FROM PREVIOUS PAGE

protein in distillers grains might be an advantage in some feeding situations. While protein does not need to be fed every day, depending on the total amount of crude protein needed, the frequency of feeding might need to be more often for alfalfa than distillers grains because of the volume. Phosphorus is the most expensive macro mineral to provide, and the relatively high content in distillers grains would reduce what was required from the mineral. A tool called SUPPCOST is available to help evaluate these different supplement characteristics. A link to the Excel-based tool can be found under the Quick Links on the right hand column of the KSUBeef.org website or on AgManager.info.

Table 2. Cost per pound of crude protein (CP), dry matter basis for Dried Distillers Grains (DDG, 32 percent CP, 90 percent DM).

DDG, \$/ton	\$/lb CP, dry basis
110	\$ 0.19
130	\$ 0.23
150	\$ 0.26
170	\$ 0.30
190	\$ 0.33

The availability of forages this year is a pleasant change for producers who have experienced various degrees of drought the past several years. Quality might be variable, but something to feed is always better than nothing. Feed costs still represent the largest portion of production costs, so testing for nutrient content is wise use of hay. In some cases, alfalfa might be the lowest cost protein supplement. Table 1 shows the cost per pound of crude protein on a dry basis for alfalfa hay with crude protein values from 14 to 20 percent. This can be compared to the values in Table 2, which show cost per pound of crude protein of dried distillers grains (32 percent CP, dry basis and 90 percent dry matter) at various prices.

—Source: Sandy Johnson is a livestock specialist with Kansas State University.

New Guide Offers
Information on
Cover Crops

Increase the health of your cropping system

University of Missouri Extension has released a new guide, “Cover Crops in Missouri: Putting Them to Work on Your Farm” (G4161), available for free download at extension.missouri.edu/p/G4161.

There is tremendous interest in cover crops in Missouri right now, notes Rob Myers, an MU adjunct associate professor of plant science and lead author of the publication. Wet weather prevented farmers from planting thousands of acres of soybeans. Farmers with prevented-planting insurance can plant cover crops as an alternative.

“We put together this short publication to provide some straightforward, practical information on how to get started with cover crops,” Myers said.

Developed with input from MU Extension faculty along with experts from the Natural Resources Conservation Service and the Agriculture Research Service, the guide includes information on the most common cover crops and recommended seeding rates for common cover crops planted either individually or in mixes with other cover crops.

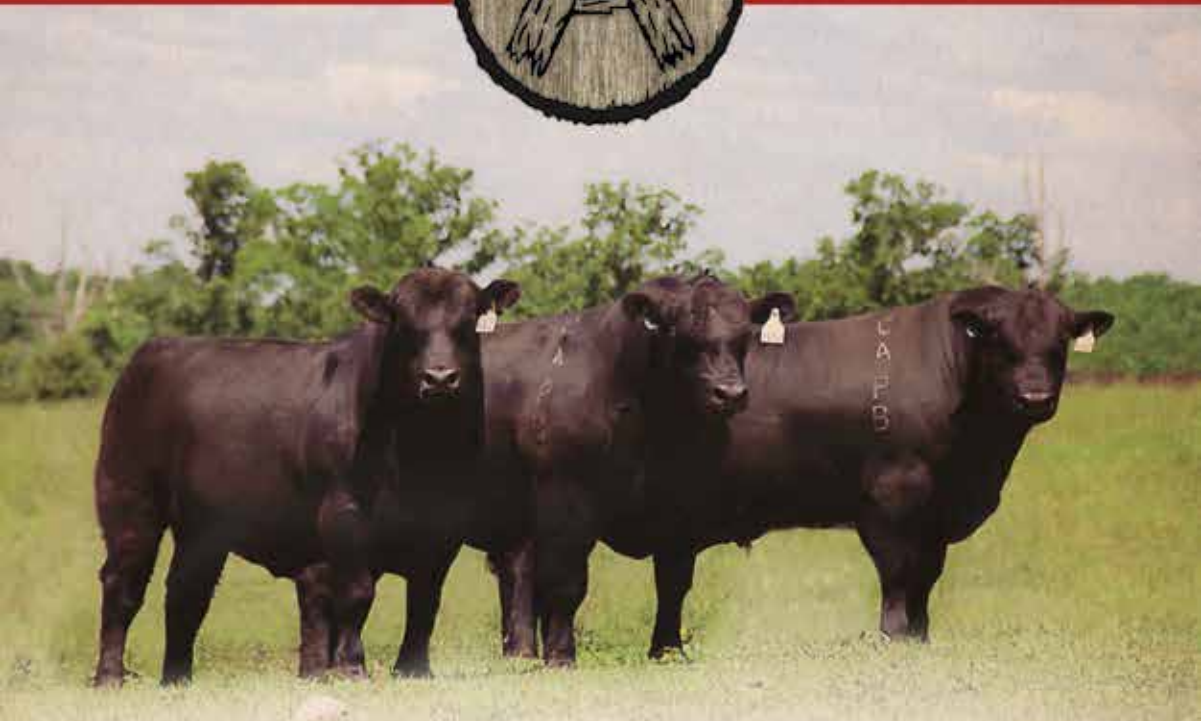

Myers said the publication also provides guidance on managing and terminating cover crops, and describes the benefits of using cover crops.

“The benefits provided by cover crops are valuable not only for sustaining food production capacity but also for regenerating soil,” he says.

—Source: University of Missouri Cooperative Media Group.

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MANAGEMENT MATTERS

Making the Transition

Prepare for weaning time

Story By Justin W. Waggoner

As summer fades, the grass begins to cure, and the grazing season draws to a close, thoughts shift toward fall. Weaning spring-born calves is likely one of the most significant events on the fall calendar of most cattle operations. And without a doubt, weaning is one of the most stressful events in the life of a calf. While we can't completely remove the stress associated with the event, weaning is often approached with a "let's-

get-it-over-with" attitude and typically goes well.

Still, we often overlook that weaning is also our opportunity as cattle producers to prepare calves for the next phase of the beef production cycle. Weaning represents a transition, and how well we prepare calves for the transition is essential to the outcome. The goal of weaning is to produce a healthy calf that is comfortable without its dam, readily

consumes feed and has successfully acclimated to the new environment. The primary barriers to this goal are the stressors experienced by calves during weaning. Those stressors include: 1) maternal separation; 2) moving to a new environment; 3) becoming accustomed to unfamiliar feedstuffs; and 4) reduced immune function resulting from the aforementioned stressors. A number of different management practices exist that might be implemented on an operation, depending on the resources available, to more effectively prepare calves for weaning. Here are a few of these practices.

Establish a herd health program. Producers should consult their veterinarian to develop a herd health program that includes a vaccination program and treatment plan for calves that become sick. A sound vaccination program prepares calves for disease exposure, while a treatment plan allows producers to have the supplies and pharmaceuticals on hand to treat illness in newly weaned calves immediately.

Don't add additional stressors.

It is well established that stress significantly impacts cattle health and well-being, reduces animal performance and increases disease susceptibility.

Castration, dehorning and branding are all stressors that can add to the stress of weaning. These tasks should be completed well in advance of weaning. A minimum of 3 weeks is typically recommended.

Clean the pen. If calves are going to be weaned in a drylot, remove the previous year's manure and start with a clean pen. Simply put, dust equals increased respiratory pulls. Cleaning the pen prior to weaning minimizes dust and allows pens to drain better should conditions become wet.

Place feed bunks and water tanks along and perpendicular to fences. One of the typical behaviors associated with newly weaned calves is fence-walking. Fence-walking can be made more productive by placing feed bunks or water tanks along the perimeter of the weaning area. This allows calves to come in contact with feedstuffs and water sources.

Provide access to the weaning pen or pasture. When possible, providing cows and calves access to the weaning area for a few days or weeks prior to weaning allows calves to become accustomed to the site with the dam. This reduces the additional stress of an environment change on calves following weaning.

If possible, move the cows not the calves. Once cows and calves have become ac-

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MAKING THE TRANSITION FROM PREVIOUS PAGE

customed to the weaning pen or pasture, remove the cows. This leaves the calves in an area with which they are already familiar.

Provide fenceline contact if practical. Research indicates that allowing fenceline contact between cows and calves for 7 days after separation reduces behavioral stress and minimizes post-weaning weight loss. Fences should be sturdy and tight enough that calves cannot nurse. If fenceline contact is not practical, then cows should be moved to a location where they cannot hear calves.

Don't become a source of stress. Sorting cows and calves on weaning day can be difficult, especially when facilities are limited or poorly designed. However, sorting cows and calves doesn't have to be difficult. Dr. Joe Stookey, University of Saskatchewan, has an excellent video that demonstrates how easy this process can be. The video might be viewed online

at <https://www.youtube.com/watch?v=P4FUE-OrXRw>.

Help calves adjust to new feedstuffs. One of the essential transitions a calf has to make during weaning is the transition from mother's milk and grazed forage to grazed forage and supplement, hay and supplement, or a ration containing novel feeds delivered in a bunk. Feeding both cows and calves a small amount of the supplement or weaning ration prior to weaning, in the weaning pen or pasture, can be used to help acclimate calves to both the feeds and the environment. Additionally, feed intake of weaned calves is often low — 1.0 to 1.5 percent of bodyweight, dry basis — im-

mediately following weaning. Calves also have relatively high nutrient requirements. Thus, the weaning diet must be nutrient-dense to meet the nutrient requirements of the calves at the expected intakes previously mentioned. Unfortunately, the dry feeds calves are often most familiar with, typically grass hay, are not necessarily nutrient-dense. At the K-State Agriculture Research Center, Hays, Kansas, a feeding management protocol for weaning calves has been developed that works well for transitioning weaned calves to a total mixed ration. The protocol is summarized in the table below. Essentially, high-quality grass hay and the weaning ration are offered each at 0.5

percent of the calves' current bodyweight, dry basis, on the day of weaning. The weaning ration is placed in the bottom of the bunk, and the hay is placed on top. The amount the weaning ration is steadily increased, while the amount of hay offered remains constant. In addition, on day 4, the hay is placed on the bottom of the bunk. Over a period of 7-10 days, the dry intake of the calves is steadily increased and should reach approximately 2.2-2.5 percent of the calves bodyweight by 10-14 days following weaning.

—Justin W. Waggoner is a beef systems specialist with Kansas State University.

Table 1. K-State ARC-Hays Weaning Feed Management Protocol*

Day	Weaning Diet	Hay	Feedstuff Order
1	0.5% Bodyweight	0.5% Bodyweight	Diet bottom/hay on top
2	0.7% Bodyweight	0.5% Bodyweight	Diet bottom/hay on top
3	0.9% Bodyweight	0.5% Bodyweight	Diet bottom/hay on top
4	1.1% Bodyweight	0.5% Bodyweight	Hay bottom/diet on top
5	1.3% Bodyweight	0.5% Bodyweight	Hay bottom/diet on top
6	1.5% Bodyweight	0.5% Bodyweight	Hay bottom/diet on top
7	1.8% Bodyweight		
8	---Increase diet by 0.25 to 0.50 lb per calf per day---		

*Remove any uneaten feedstuffs before feeding current days ration

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Maxed Out

5 best forage management tips for maximum production

Story by Brittini Drennan for Cattlemen's News

Forage management is a concept most producers wouldn't put as No. 1 on their priority list. Still, it's probably the most underrated. Consider it the underdog of operation goals. However, cattlemen who have implemented strong forage systems will say it pays to manage forages when it comes to feeding fewer supplements, relying less on hay, improving cattle health and increasing fertility.

"Within our forage systems, our primary goal is to produce quality in quantity to support our livestock," said Vanessa Corriher-Olson, Texas AgriLife extension forage specialist during a presentation last month at the Southwest Missouri Cattlemen's Seminar in Springfield, Missouri, sponsored by Boehringer Ingelheim Vetmedica, Inc. and Dow AgriSciences.

Ideally, forage systems should provide desirable quality and quantity to suffice for a large majority of the year, according to Corriher-Olson. Strong systems should be sustainable, economical, a friend to the environment to reduce erosion or runoff, and be complementary with other ranch goals. Good forage systems include perennial warm and cool season grasses, warm and cool season annuals, native grasses, legumes, hay and/or silage.

Whether you are a cow/calf producer, a stocker or backgrounder or feedlot operation, forage systems and goals will vary greatly. Corriher-Olson cited the following management tips that are applicable to all operations.

1. Minimize overgrazing.

"Minimizing overgrazing is a very important aspect of managing our forage systems," Corriher-Olson said.

Producers have different options when harvesting forages. Grazing is the best way to harvest the most quality nutrients to achieve efficiency. Rotational grazing or strip grazing is more efficient than continuous stocking and makes better

use of paddocks. Implementing better grazing practices to increase efficiency requires more time and hands-on management, but increases the quality and quantity of forages. Implementing an intensified grazing practice creates more even distribution of manure, yields less waste from trampled forages, and encourages cattle to make better use of the available forages when compared to a free-for-all buffet.

Over-grazing as well as mechanical harvesting can damage the root structures of plants and could potentially be detrimental to the forage system in the long term. An ideal grazing management plan allows the plant to rebuild the root structure, allowing the plant to recover completely.

Harvesting decreases forage efficiency due to the risk of losing quality of the forages in the harvesting process and storing. It also reduces plant leaf matter, forcing the plant to pull nutrients from the roots, which diminishes the root structure.

2. Observe weather conditions.

"Weather conditions have an impact not only on the cattle market, but also on forage production, and if we are paying attention to drought predictions and the weather, we can hopefully manage and fluctuate our forage production to end up in a better situation versus being short on forages," said Corriher-Olson.

Even weather conditions in other areas of the country can affect seed availability and commodity prices. Corriher-Olson suggested producers utilize the U.S. Drought Monitor to gauge weather conditions across the country as well as in a specific county. The online tool can be accessed at <http://drought-monitor.unl.edu>. It provides a drought map as well as statistical comparisons and long-term predictions.

Currently, with El Niño in the Pacific, water temperatures have increased and caused meteorologists to predict a poten-

tially colder, wetter winter than normal. Knowing what to expect can help producers better prepare for what is to come in order to best provide for their livestock.

3. Monitor soil fertility.

In a grazing situation, Corriher-Olson said producers should be aware of what is happening not only above the soil surface, but also below the ground. She compared soil analyses to using a dipstick to check for oil in a vehicle.

"Soil analyses are a critical aspect of fertilizer use and management," said Corriher-Olson. "It's also the most inexpensive tool you can use to make better fertilizer decisions and can potentially save you a lot of money."

According to the University of Missouri Extension website, soil analysis costs range from \$5 to \$12, depending on the test. Without collecting soil samples and determining your soil nutrient status, Corriher-Olson said producers are basically applying fertilizer blindly. Most either apply more nutrients than needed, which is wasteful of money, time and resources, or they are not supplying enough nutrients for forage production. Nutrient deficiencies can potentially result in severe consequences in cattle health.

4. Take soil samples.

Corriher-Olson recommends collecting soil samples at least on an annual basis, especially if producers are harvesting forages for hay or silage. Every time forages are harvested, nutrients are removed, and the soil nutrient status changes. In a grazing system, a soil analysis should be conducted every two to three years, unless there is a noticeable change in production, in the case of disease, or if new forages are being introduced.

For adequate soil samples, Corriher-Olson recommends taking samples at least 6 inches below the surface closer to the root profile. Obtaining a handful of soil from the surface is not an accurate representation of the nutrients that exist within the soil. She also recommends taking multiple collections throughout the same pasture to create one composite sample of the entire field, avoiding areas heavily saturated with manure or where cattle congregate. For

example, if a producer has a hay meadow and a field of grass for grazing pasture, he/she would have two composite samples to submit for analysis — one representing the hay meadow and one from the grazing pasture.

Also, Corriher-Olson encourages producers to communicate their forage production goals with the testing lab so it can provide the best recommendations for the pasture goal. Check with the soil testing facility to find out what forms or other information must accompany a soil sample.

Instead of applying to every pasture, consider having a few acres to which nothing was applied to measure results.

5. Manage weeds and insects.

"Maintaining desired forage is the best form of weed control, but even with the appropriate grazing management, rainfall and accurate amount of nutrients, weeds can still show up," said Corriher-Olson.

Weed control directly affects soil pH and fertility, and can be managed by mowing or by applying the correct herbicide. Mowing provides instant gratification in removing an eyesore; however, it is neither effective nor economical for achieving long-term results.

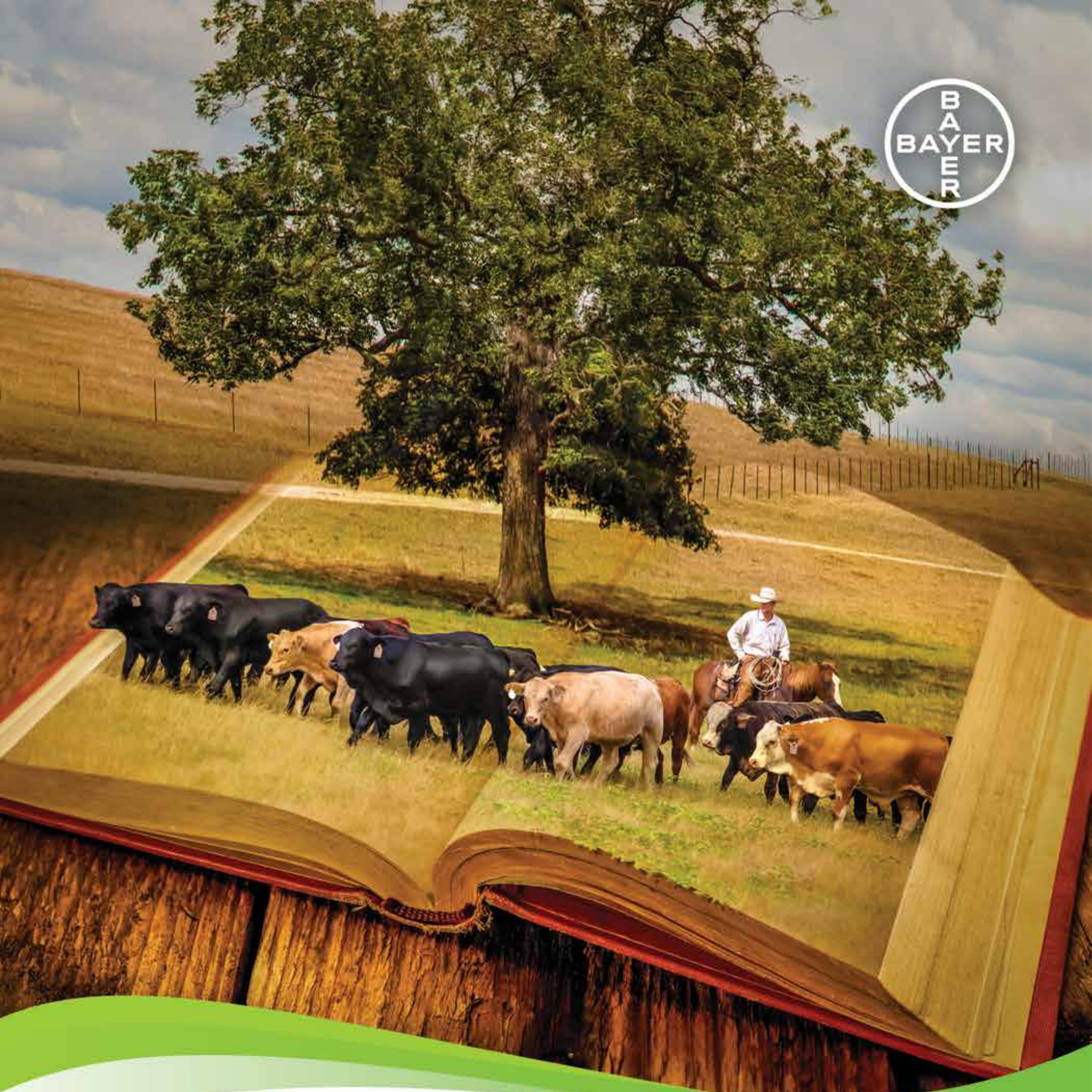
Applying herbicide is more effective and efficient in time, labor and cost savings. Corriher-Olson said it is most important to identify the weed correctly to apply the proper herbicide and to follow the label.

"Applying one product to everything on the operation might not be effective in eradicating all weed problems," said Corriher-Olson.

Producers need to pay close attention to application directions, timing recommendations and any restrictions. A common misconception is the idea that by applying fertilizer, the grass will outgrow and choke out weeds. The truth is, weeds can survive without additional nutrients, but they will certainly use them.

Depending on geographic region, weather conditions, type of forage and the time of year, pests can be detrimental to forage production, decreasing available grazing acreage and hay yield. Corriher-Olson said

CONTINUED ON PAGE 27



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On Target: Autumn Management Questions

Selection pressure increases on replacement heifers

Story By Justin Sexten for Cattleman's News

As summer turns to autumn, producers are faced with familiar questions. Do I market calves at weaning or precondition them, and which heifers should I keep? Record prices made these questions a bit easier to answer last year; with prices on the decline producers might need to consider alternatives.

The decision of when to market calves relative to weaning should be driven by enterprise profitability in addition to availability of feed, facilities and labor. In many operations, cash flow might influence marketing decisions; however recent profits might provide operations greater marketing flexibility.

A continuation of affordable feed and forage resources suggests reasonable cost of gain for preconditioning programs. Those producers who

used profits to upgrade facilities are positioned to take advantage of reduced labor and management costs while trying to add value and weight in what seems to be a declining market. As the supply of calves increases due to herd expansion, premiums for preconditioned calves typically increase as buyers gain the ability to be more selective.

The value of gain during the preconditioning program is linked to improvements in health, reduction in shrink and weight gain. Health premiums are difficult to obtain without some verification or branding. Consider participating in programs with defined requirements, oversight and established marketing program to increase buyer's confidence in program compliance.

Shrink reduction in preconditioning is achieved by separating weaning stress from marketing. Shrink will occur whenever cattle are handled, however, preconditioning allows sorting calves into marketing groups during the feeding period in addition to familiarizing them with bunk feeding.

Producers should work with nutritionists to develop an energy-dense diet to promote gain during preconditioning. Selling more pounds of a value-added product is another method to improve preconditioning profits while preparing calves to perform on the rail. Marbling development is a lifetime process; energy-dense preconditioning diets offer advantages to the cow-calf operation while maintaining or enhancing grade potential for the feeder.

As the cowherd expands, expect selection pressure on replacement heifers to increase. Record-low cow inventory coupled with record-high calf prices led to greater heifer re-

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CONTINUED ON NEXT PAGE

ON TARGET
FROM PREVIOUS PAGE

tention and less selection pressure. When weaning heifers this fall, producers can take several steps to ensure quality replacements are retained.

Begin by selecting heifers born early in the calving season. These early born females are more productive over their lifetime and carry genetics adapted to the operation's management and resources. Early born females will be older and require less inputs to achieve puberty and adequate mature size by the start of the breeding season.

From this group, cull heifers with obvious disposition problems; seldom does a poor

disposition get better. Heifers with pinkeye scars or known health challenges are also candidates for culling. For herds working to moderate mature size, consider culling the large-framed heifers. Culling the poor-performing heifers is easy; however, not culling the larger-framed heifers will result in increased mature size over time. At this point in the selection process, performance data allows producers to make more informed selection decisions as to pre-weaning growth. Using the pre-weaning data, select moderate-framed heifers suited to the environment with above average growth potential.

Another data point to consider is DNA. A precondition-

ing period allows ranchers to make an initial phenotypic evaluation, collect samples on prospective replacements and wait for results during the pre-conditioning period. Current DNA tests provide information on a combination of maternal, terminal and production traits in addition to optional parentage and BVD-PI testing. Combining the DNA results with phenotypic evaluation allows producers to select replacements suited to the production environment while maintaining the genetic merit of future offspring.

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

MAXED OUT
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producers should scout for pests early and often, and know what kinds of pests are causing the problem. Upon selecting insecticides or pesticides, read the labels and use appropriately. Most of the time, controlling pests early during their growth cycle is the most effective in decreasing their population.

A well-managed forage system, whether in drought, winter or other extreme conditions, allows for faster, more complete recovery. Proper forage management includes appropriate stocking rate to avoid overgrazing, maintaining soil fertility, pest and weed control to achieve the most efficient use of the forages available.



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Planning for Year End

Consider your options when raising, marketing calves

Story By Lisa Henderson for Cattlemen's News

Most ranchers had significantly higher incomes last year as cattle prices rose to historic levels. Total dollars will be down some this year, but you'll likely still see excellent average profits.

"The cattle industry is in transition," said John Riley, Oklahoma State University livestock economist. "We're in transition to an expanding herd and we've seen a dramatic run-up in prices. The market has told us what types of cattle were in limited supply as prices were bid up on those animals."

The result was what many called a once-in-a-lifetime market last year, with excellent cow-calf profits. But, the year-end strategies you implemented last year might not be ideal for this year.

"It depends on the price spread between the two classes of cattle and the 100-day price difference you can determine when looking at the futures market," said University of Tennessee livestock economist Andrew Griffith. "It's the value of the gain versus the cost of gain."

Cattle-Fax market analyst Lance Zimmerman said, "Retained ownership is always a popular idea, and I think under the right circumstances, it can make sense. However, cow-calf producers need to recognize that by extending ownership you increase risk in a variety of ways."

Retained ownership extends the length of ownership, which extends the length of time your operation is exposed to price risk.

"It also increases the magnitude of risk," Zimmerman said. "As that calf grows into a feeder-weight animal, theoretically its value should increase because the equity used to raise the calf increases. Price swings become more difficult to absorb as producers have more invested in their calf crop. It also exposes the producer to more risk of death loss or health-related losses."

Producers recognize there is an opportunity cost to retained ownership, even if they wouldn't refer to it as that.

"In some years, that opportunity cost is high," he said. "In other years, it is relatively low. Unfortunately, each producer will also measure that opportunity cost differently."

Your opportunity costs will depend on a wide variety of factors, including but not limited to cash flow needs, access to credit, ability to manage price risk, need for performance data, cost of production, marketing opportunities available to a producer and premiums paid for value-added management.

"For the average U.S. cow-calf producer, retaining ownership is not going to be a popu-

lar management practice this year," Zimmerman says. "The value of gain for taking a 450-lb. steer and selling it 23 weeks later as an 850-lb. steer is about \$0.65 per pound. Considering the cost of gain for most operations, as well as morbidity and mortality risk, most producers would not jump on that opportunity today."

Riley agreed and said the cattle industry will see a "slow erosion of feeder cattle prices this year." But backgrounding your calves is "a case-by-case decision that should be made anytime you can pencil in a profit. If the profit is there – do it and bite the bullet on taxes."

Paying taxes is a good thing, tax experts remind us, as it is a clear indication you've made money. Prepaying farm and ranch expenses such as buying feed and fertilizer can be beneficial to reduce taxes. Discounts can often be obtained from suppliers when paying for those items in the fall. Producers can deduct such prepaid expenses that do not exceed 50 percent of their other deductible farm expenses.

Farmers and ranchers often use the strategy of accelerating expenses at year's end to reduce net income, but tax experts say not to spend a dollar on things you don't need in order to save 35 cents in taxes.


In addition to prepaying expenses, Renee Gibson of Kan-

sas' Frontier Farm Credit said farmers and ranchers can pay their spouse and children for work they provide.

"If your spouse and children work for the business, you may hire them as employees and deduct their compensation," Gibson said. "This process can possibly save you Social Security tax and may increase your contributions to retirement plans."

Paying taxes or interest can be done before the end of the year to increase 2015 expenses and reduce tax liability. Income averaging might also be used by producers to spread the tax liability to lower income tax brackets in the three previous years. You might also contribute to a retirement plan or simplified employee pension plan. Consult a professional.

Looking to next year, Zimmerman said as prices transition lower through this expansion period, "producers need to use the winter period to start risk management and marketing plans" that focus exclusively on 2016.

"Producers need to look at all options when raising and marketing calves," Zimmerman said. "Not all tools will work well for everyone, but working through those options now will allow producers to select the best tools for capturing additional profits and increasing marketing flexibility." 



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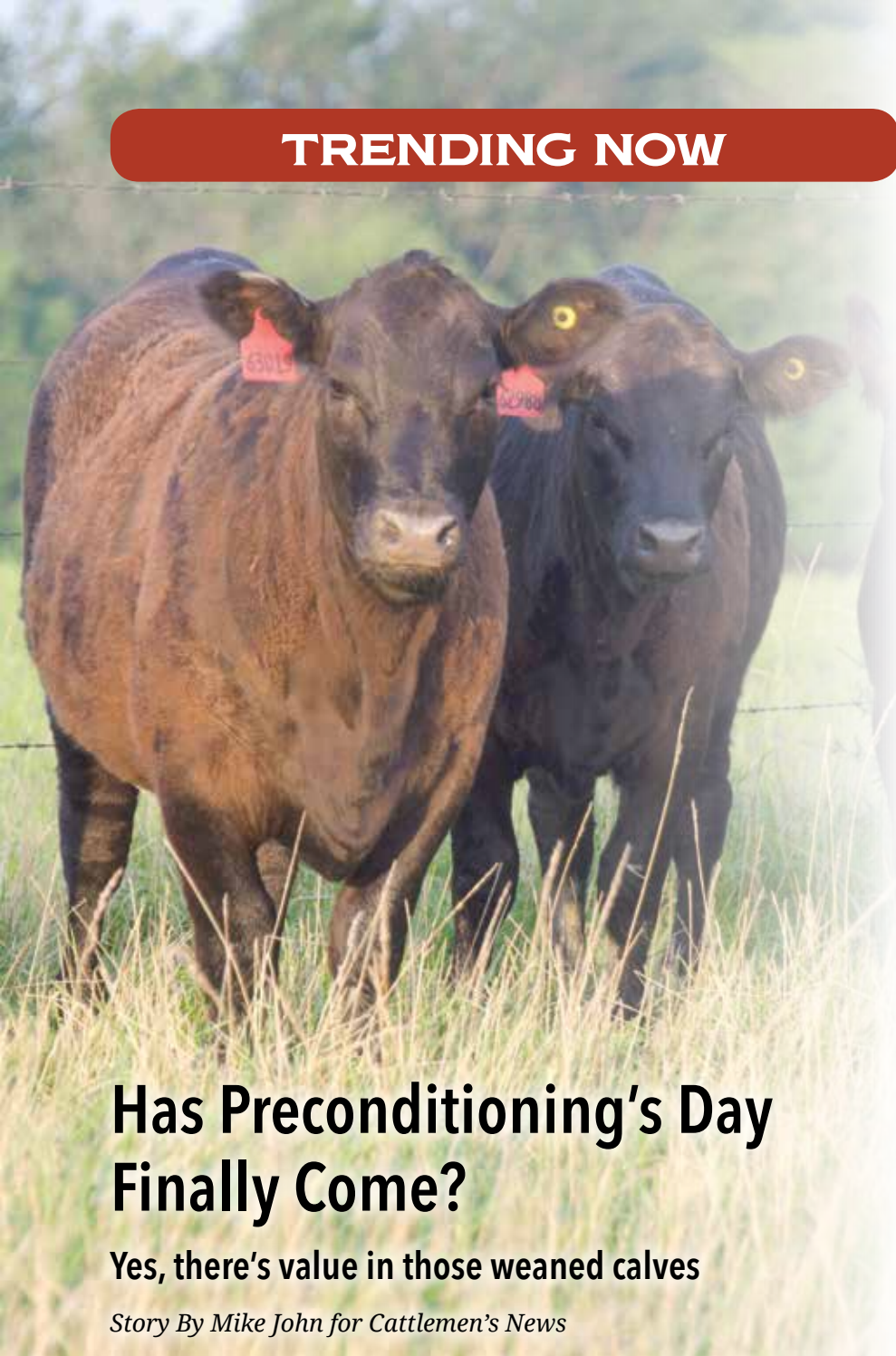
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Has Preconditioning's Day Finally Come?

Yes, there's value in those weaned calves

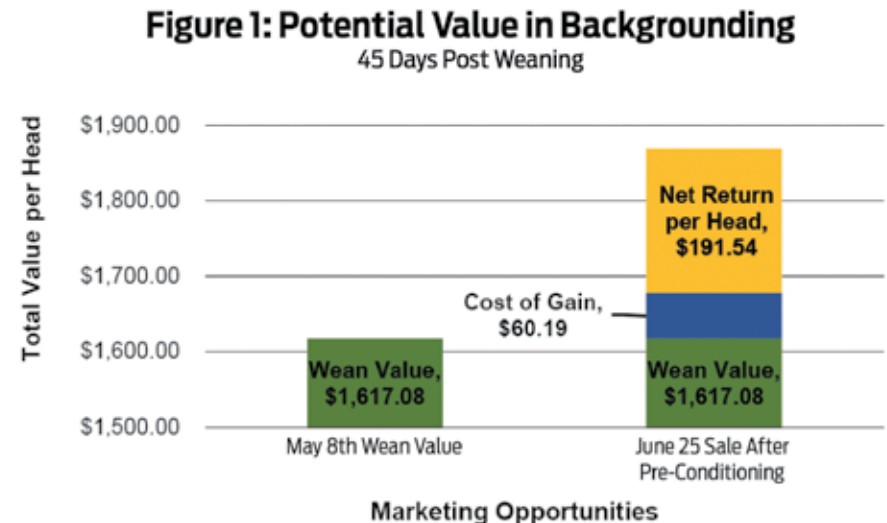
Story By Mike John for Cattlemen's News

I've been waiting most of my adult life to identify a chance for cow/calf producers to finally claim some leverage in the calf marketing game. Most of that time, we have been price-takers and the only marketing choice most of us have been able to utilize is to pick the day we are going to sell. The rest of that discovery process has been out of our hands, especially for the average-sized producers who aren't large enough to fill critical mass orders. For the last 15 years, through the MFA Health Track program, we have worked mightily to help producers document management practices that the beef industry has openly acknowledged to add value all the way back to the Texas Ranch-to-Rail days that created the Vac 45 protocol. The problem has been that for reasons about which we can all speculate, there haven't been clear messages sent



back through the procurement chain that preconditioning is worth the effort. Finally, today, a flood of evidence is being published about the advantages of preconditioning. I'd like to think that building the 540,000-head database on the results of the Health Track protocol has helped establish that recognition.

All you have to do is pay at-



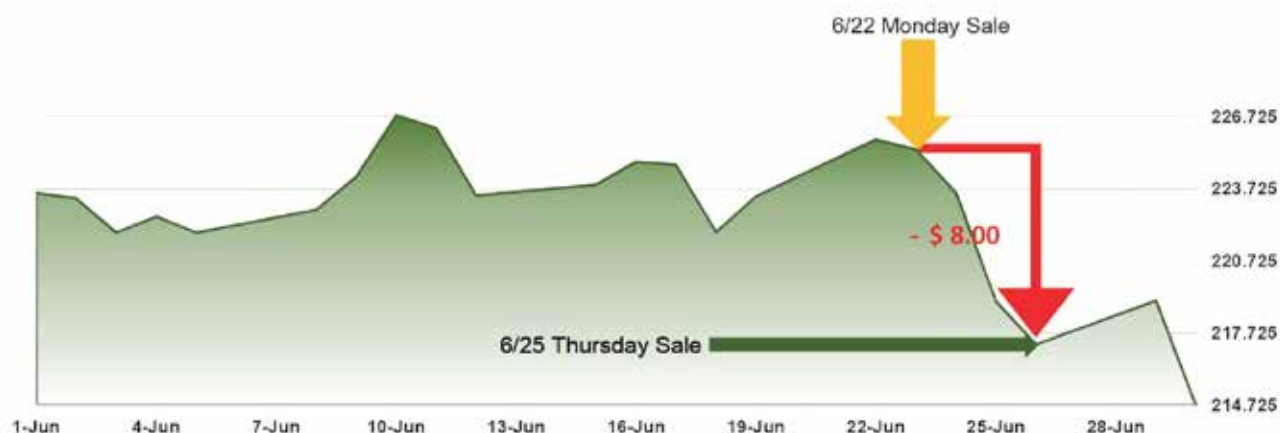
tention to what the world is saying about beef to realize that preconditioning can play a huge role in meeting consumer demand. I realize that is a big step for some of you that "sell calves, not beef," but I still contend that unless someone buys beef at a store or a restaurant, there is no demand for your "calf." You would have to be living underground and off the grid to not realize that consumers want to know more about where their food comes from and how it was produced. Next December, we are all going to receive a huge wakeup call when we have to have a Veterinary Feed Directive (VFD) from our veterinarian to buy feed with antibiotics in it, or to use water-based medications. Because of our database, I can tell you that if you vaccinate your calves twice prior to weaning, using the Health Track protocol with modified live (MLV) viral vaccines, that the chances of those calves needing antibiotics post-weaning is almost zero. Add to that the cost difference between modern antibiotics and vaccines, and prevention is an amazing investment. In addition to that, all of the big meat companies in America are building ani-

mal welfare, and cattle handling guidelines that in the very near future are going to determine the value for your "calf" in the sale ring, based on whether or not you can document that your management practices meet these guidelines. Documenting proven preconditioning practices in a program with the trusted brand recognition of Health Track communicates the ability to meet any and all of these new industry requirements, and because of our proven, time-tested process, it can be done with very little pain on your part.

I have always been plagued with challenges to my assertion that preconditioning pays. We have gone to great pains over the years to document the financial ramifications, and I believe we have gathered sufficient evidence to back up that assertion. The problem is that if a \$/cwt premium is the only input used to determine preconditioning's value, nowhere near enough data is available to determine "profitability." Determining a premium requires first determining a base price. Is the base price the price paid that

CONTINUED ON NEXT PAGE

Figure 2: Market Slide: Week of 6/22/15



**PRECONDITIONING'S DAY
FROM PREVIOUS PAGE**

day for fleshy, painted, small-frame, small-draft calves? If you say it's the average price for any weight range, then I would tell you that the average price paid for Health Track calves has always surpassed that base price. What happens is the lack of an honest discussion of the \$25/cwt spread in price within any weight range due to flesh, fill, hide color, frame or draft size. In other words, it is entirely possible for the average Health Track calf to out-sell the average non-program calf by \$10/cwt and still have a draft of no-program calves outsell a particular draft of Health Track calves. What we will never know is what those two drafts would have brought either with or without the Health Track tag.

Thanks to Joplin Regional Stockyards' genuine interest in helping their customers

maximize their profit potential, they have given us access to the bulk data from key sales that allow us to analyze prices and profitability of Health Track participation, specifically around the June 25 Value-Added sale. Figure 1 displays a single Health Track producer's results that we were able to calculate because we captured all of the costs associated with preconditioning as well as what the calves would have been worth at weaning and what they were worth after preconditioning at the June 25 sale. I don't know about you, but I think \$191.54 is plenty of incentive.

I also hear some argument about the risk of keeping calves for 45 days post weaning. We have collected enough data to know that the Health Track protocol can drastically reduce, or practically eliminate, the risk of disease during preconditioning depending on the timing of the immuni-

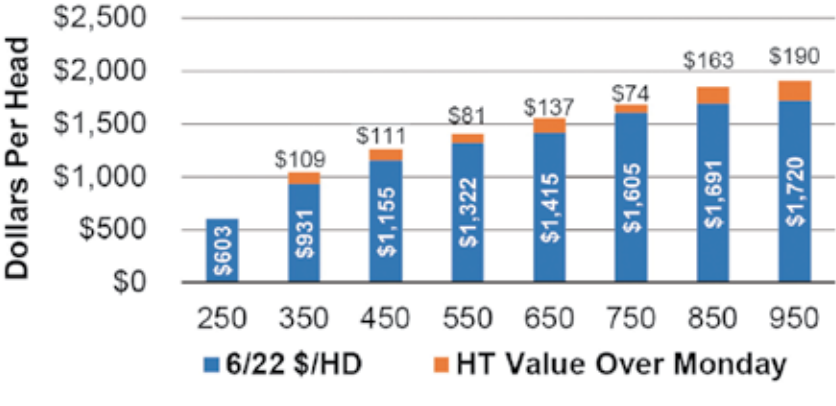
zations. The other pertains to price, and this June's sale gave us a great example of how preconditioning can reduce price risk. Figure 2 depicts what happened the week of June 22. From Monday to Thursday, the Chicago Mercantile Exchange (CME) August feeder cattle futures dropped \$8/cwt. Since that is the closest risk management category to the calves selling that Thursday, it would have been easy to expect the cash prices for feeder cattle to follow that trend. Figure 3 shows what actually happened. Since the average weight of the Health Track calves would fall into the 650 lb. range and most were steers, you can see that Health Track calves brought \$137/head more on Thursday than the non-program calves of the same weight did on Monday – even in the face of the dramatic futures losses. That is serious risk management.

My last point focuses on the trust associated with the Health Track brand and the value associated with it. Figure 4 shows the added value per head for Health Track cattle compared to the rest of the Thursday sale cattle, which were all value-added program cattle in some manner. The average Health Track steer still brought \$28/head more than the other program calves in the same category. Fifteen years and 540,000 head form a reputation that we will continue to build upon.

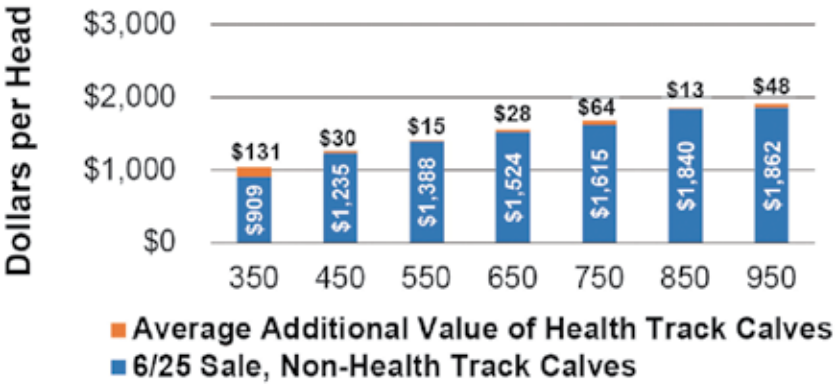
Preconditioning addresses some of the industry issues that will give us a chance to improve demand for our product. It gives us a tool to protect against health and price risk, and can definitely improve profitability without requiring more investment in overhead.

—Source: Mike John is director of Health Track Operations, MFA, Inc.

**Figure 3: Steer Health Track Advantage
Over Previous Monday Prior to Sale**
(\$/hd)



**Figure 4: Steer Health Track Advantage
Over Other Cattle on 6/25 Sale**
(\$/hd)



A large, bright sun is setting in a hazy, orange-tinted sky. In the foreground, the silhouettes of several cattle are visible against the horizon line, grazing in a field. The overall scene is peaceful and evokes a sense of rural life.

THE CHOICE IS SIMPLE.

Three reasons to use Angus now for long-term profitability.

1

Angus calves bring more premiums.

In the good times and bad, Angus-sired calves consistently outperform the competition. The 16-year “Here’s the Premium” study from Certified Angus Beef (CAB) shows Angus calves fetch higher prices than calves of any other breed. In fact, 2014 data show Angus calves brought a combined average of nearly \$7 per cwt. more than all other calves of similar size and condition.

2

Angus offers lower birth weight, more growth and marbling.

No other breed offers a better balance of the traits you need to stay profitable. Compared to Hereford, Red Angus, Simmental and others, Angus bulls offer significantly lower birth weight, equal or greater yearling weight and substantially higher marbling.* And all registered Angus are backed by the industry’s most reliable genetic evaluation service.



3

Quality is the pathway to growing beef demand.

Packers surveyed in 2013 reported paying nearly \$50 million in premiums for cattle earning the *Certified Angus Beef*® (CAB®) brand, and consumers continue to demand quality. In fact, during the 2008-2009 economic downturn, CAB® consumer demand continued record-setting growth — proof that Angus genetics capture attention at all levels of the beef production chain, even when times get tough.

BREED	BW*	YW*	MARB*
Angus	1.7	88	0.54
Hereford	6.0	50	-0.25
Red Angus	2.2	56	0.12
Simmental	5.6	82	-0.26

*Average 2013-born bull, adj. to Angus base, U.S. Meat Animal Research Center Across-breed EPD Adjustments, BIF 2015.

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Protect Your Profitability

Quality cows, a marketing plan and cost management guard against price volatility

Story By Lisa Henderson for Cattlemen's News

Last year's record cattle prices made turning a tidy profit with your cattle easy. That task is harder this year with lower prices and will likely become more difficult in the next few years, according to analysts.

Net cash income for all farm businesses is expected to decline nearly 20 percent this year, the lowest level since 2011, according to USDA's Economic Research Service.

The outlook for cattlemen, however, is much brighter. USDA economists project net cash income for cattle producers to be "little changed from 2014, with receipts forecast 1 percent lower in 2015."

With cattle receipts forecast to decline 1 percent, USDA says higher production costs driven by increased livestock purchases will result in an overall "expected 2.4-percent decrease in the average net cash farm income" for cattle producers in 2015.

Every cattleman wants to have a profitable year, but experts say you must consider

a few factors when planning – in good times and bad – to have a profitable year.

Planning is critical, for both the short-run and for longer-term success. David Rempe, extension ag economist for Kansas State University says in the short run, there are basic things you can do.

"Try to avoid late fees, get a line of credit set up, avoid overdraft charges and raise your own feed," he says. "The goal is to think efficiently."

Lower grain prices are the primary driver of lower farm income this year, according to John Nalivka, president of Sterling Marketing, Vale, Oregon. "That hurts grain producers, but it has helped livestock producers. In most instances, it has made life easy for cow-calf operations."

Despite lower prices for calves and yearlings, Nalivka projects national average per cow profits of \$606 this year. But there's plenty of time for that to change, and he encourages producers to monitor prices and their budgets.

"Prices can drop quickly, and feedlots are already losing money," Nalivka says. "Feedlot margins only increase from lower feeder cattle prices so they'll try to bring those prices down this fall."

The best insurance against volatile prices, he says, is for ranchers to earn premiums with "good quality cows, a good marketing plan and managing their costs."

Rempe also says to look for opportunities to refinance your operation and to always keep banks competitive with each other for favorable interest rates. In the long run Rempe says, "Don't over invest and watch your overhead margins. Right now margins are better on the cow-calf side, which could mean new opportunities to upgrade equipment or facilities."

Rempe says the size of an operation has an impact to a degree. "If it's a larger operation, there may be more overhead, but that means they are able to be more efficient on inputs. In bigger operations, there are many advantages but there is one caveat, management."

There is also a big difference between owning and operating everything yourself and hiring help, Rempe says. He also sees people struggle with transition from one generation to the next, especially if one generation isn't inclined to manage the help.

The best advice he can offer producers, Rempe says, is to get involved in the industry. "Be involved in the system to benchmarking. It is important to maintain a widely known record keeping system so you can access industry averages and find your own strengths and weaknesses. Record keeping may never be fun; it is hard work, but it is good business."

Nalivka agrees that producers must keep accurate records. "The key to long-term profitability is budgeting. You have to know your costs to be able to find opportunities to increase revenue."

Maintaining accurate records eliminates mistakes from guesswork, and Nalivka encourages producers to not get careless during the good times. "Stay disciplined."

When it comes to the cow-herd, Nalivka says to evaluate the size of your cows and the pounds they produce.

"There's no doubt that the most efficient cows are the most profitable. The cows that produce the heaviest calves on the least amount of feed are going to be the most profitable."

Nalivka also sees an opportunity ahead for cattlemen as prices trend lower.

"With the liquidation of so many cows over the past few years, the average age of our cow herd has become younger," he says. "That also suggests that the quality of our nation's herd has become better."

If you're buying cows or saving replacements, Nalivka says one of the best things you can do to ensure future profitability of you ranch is to focus on quality. "The better quality cows are going to produce calves that are worth more, plain and simple. That helps the rancher, and it helps our industry."

Lower grain prices are the primary driver behind lower farm income this year. While that has hurt grain farmers, it has been helpful to livestock producers.
—Photo by Joann Pipkin.



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Are You at Fault?

Accidents happen but liability risk can be reduced

Story By Rebecca Mettler for Cattlemen's News

What's stopping farmers and ranchers from losing everything in the event of a farm-related accident? Understanding the farm's liability and obtaining the correct insurance coverage are key pieces to the farm accident protection scenario.

Taking the right steps to protect employees, business associates and visitors on an operation can effectively reduce the risk of injury, lawsuits and amount of accident concerns that could damage the farmer's livelihood.

"The potential liability you face depends on why the person is on your land," explained Rusty Rumley, senior staff attorney with the National Agricultural Law Center at the University of Arkansas.

Generally, landowners owe the highest duty of care (or responsibility) to the people that provide the most benefit to them.

For example, a landowner has a lot less responsibility for an adult trespasser (trespassing children are somewhat of an exception under certain circumstances) than a person that's on the farm for business. Farm employees and business customers also carry more potential liability than social guests.

Rumley used an example of an uncovered well on an old homestead to explain differences in duty of care. It's a landowner's responsibility to warn a social guest where the uncovered well is and to watch out for it. However, the responsibility is greater when employees or business associates are involved.

"If the person is there for business purposes and you are making money off of them, it's your duty to make sure

they are reasonably safe," Rumley said. "It's your duty to put something over the well to cover it."

Removing safety guards from farm equipment is a practice that Rumley highly discourages. Again, that goes back to providing employees and other business associates with a safe working environment.

In most instances, farmers and ranchers don't have many guests on their property. However, if the operation is active with farm tours and educational events, then additional steps can be taken to prepare the property for visitors.

Limiting a group's access to the property is a good way to lessen accident concerns, especially if this group involves children. It's easier for the landowner to remove accident hazards if groups are only allowed to gather on one or two acres of land.

"Smaller areas are great at reducing risk," Rumley said.

Kevin Charleston with Specialty Risk Insurance in Carthage, Missouri, said landowners should look at farm liability insurance as a way for farmers to protect themselves from people who don't understand

with agriculture, and they don't understand," Charleston said.

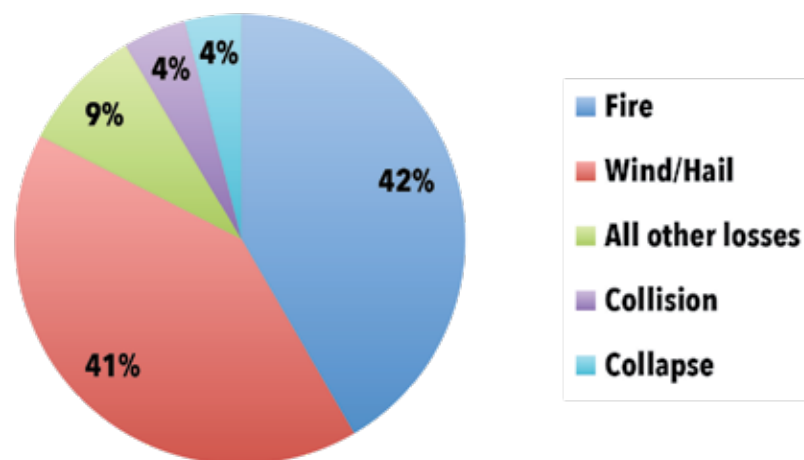
Rumley is quick to mirror that belief, which is the reason he stresses education for any farm visitor.

"It's normally a lack of knowledge that can get people in trouble," Rumley said. "Educate the people that are coming out there of potential risks that are on your land."

Owners of livestock should check their state's livestock liability waiver status. This provides extra protection against lawsuits, provided the proper steps have been taken to warn visitors about the risks associated with livestock activities. Depending on the state, posting signs on the property add a level of liability protection.

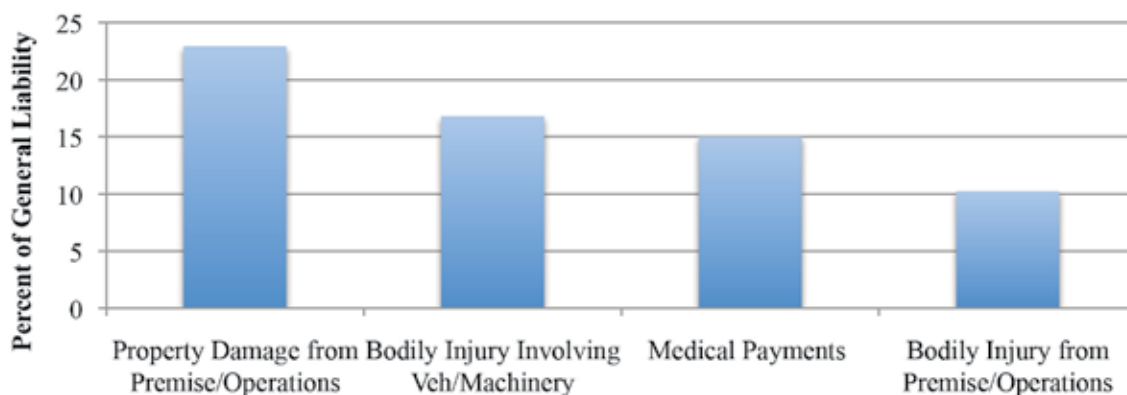
Hunting leases can also bring up a whole host of scenario liability concerns, however, when it comes to informing hunters about potential farm hazards, Rumley heads to the Internet. Google Earth allows landowners to create a map of the property. From there, landowners can mark the boundaries of the hunting lease and provide information regarding danger areas. Printing off a copy and requiring the hunter to place a signature on the map provides acknowledgement on their part.

Property Losses*

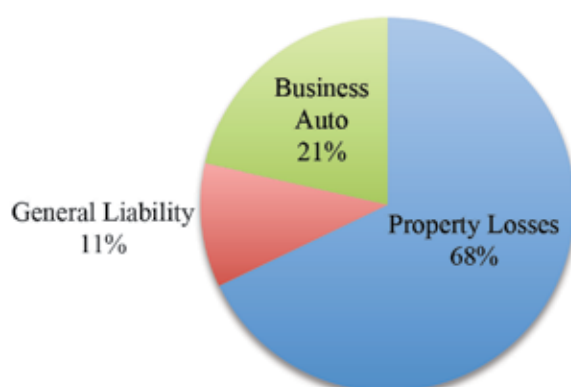


*Property Losses account for 67.14% of Total Losses.

Top Four General Liability Claim Categories (10.59% of Total Losses)



Insurance Claim Total Loss Categories



CONTINUED ON PAGE 38



Extended-Release Injectable Parasiticide
5% Sterile Solution

NADA 141-327, Approved by FDA for subcutaneous injection
For the Treatment and Control of Internal and External
Parasites of Cattle on Pasture with Persistent Effectiveness

CAUTION: Federal law restricts this drug to use by or on the order of a licensed veterinarian.

INDICATIONS FOR USE

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

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

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

DOSAGE AND ADMINISTRATION

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

WARNINGS AND PRECAUTIONS

Withdrawal Periods and Residue Warnings

Animals intended for human consumption must not be slaughtered within 48 days of the last treatment.

This drug product is not approved for use in female dairy cattle 20 months of age or older, including dry dairy cows. Use in these cattle may cause drug residues in milk and/or in calves born to these cows.

A withdrawal period has not been established for pre-ruminating calves. Do not use in calves to be processed for veal.

Animal Safety Warnings and Precautions

The product is likely to cause tissue damage at the site of injection, including possible granulomas and necrosis. These reactions have disappeared without treatment. Local tissue reaction may result in trim loss of edible tissue at slaughter. Observe cattle for injection site reactions. If injection site reactions are suspected, consult your veterinarian. This product is not for intravenous or intramuscular use. Protect product from light. LONGRANGE® (eprinomectin) has been developed specifically for use in cattle only. This product should not be used in other animal species.

When to Treat Cattle with Grubs

LONGRANGE effectively controls all stages of cattle grubs. However, proper timing of treatment is important. For the most effective results, cattle should be treated as soon as possible after the end of the heel fly (warble fly) season.

Environmental Hazards

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

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

TARGET ANIMAL SAFETY

Clinical studies have demonstrated the wide margin of safety of LONGRANGE® (eprinomectin). Overdosing at 3 to 5 times the recommended dose resulted in a statistically significant reduction in average weight gain when compared to the group treated at label dose. Treatment-related lesions observed in most cattle administered the product included swelling, hyperemia, or necrosis in the subcutaneous tissue of the skin. The administration of LONGRANGE at 3 times the recommended therapeutic dose had no adverse reproductive effects on beef cows at all stages of breeding or pregnancy or on their calves.

Not for use in bulls, as reproductive safety testing has not been conducted in males intended for breeding or actively breeding. Not for use in calves less than 3 months of age because safety testing has not been conducted in calves less than 3 months of age.

STORAGE

Store at 77° F (25° C) with excursions between 59° and 86° F (15° and 30° C). Protect from light.

Made in Canada.

Manufactured for Merial Limited, Duluth, GA, USA.

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1050-2889-02, Rev. 05/2012

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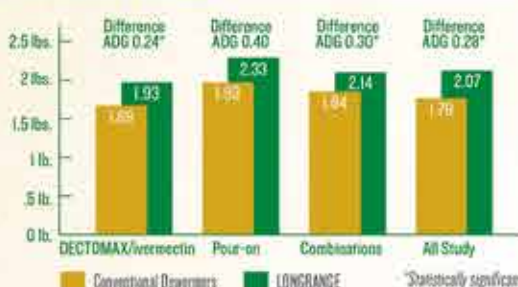
SEASON-LONG PARASITE CONTROL • 15,000 HEAD • 9 STATES

+28 POUNDS AVERAGE

Looks like our secret is out.

LONGRANGE averaged 0.28 lbs./day more

Average Daily Gain (ADG)¹



Thanks to LONGRANGE® (eprinomectin), parasite control will never be the same.

Comparing more than 15,000 head in nine states, stockers treated once for parasites with LONGRANGE gained an average of 28 lbs. more over DECTOMAX® (doramectin), CYDECTIN® (moxidectin), SAFE-GUARD® (fenbendazole) and ivermectin-treated cattle – even when used in combination over 103 days.¹ And at today's market prices, that adds up to an extra \$56 per head. Not bad for around a \$5 investment.

If you want results like this, talk to your veterinarian about LONGRANGE or visit theLONGRANGElook.com.



Watch for a chance to win a **JOHN DEERE® GATOR™**

Scan to watch video and enter, or go to theLONGRANGElook.com/sto34.



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

¹ Data on file at Merial.

² Dependent upon parasite species, as referenced in FOI summary and LONGRANGE product label.

³ LONGRANGE product label.

Available in 500 mL, 250 mL and 50 mL bottles. Administer subcutaneously at 1 mL/110 lbs.

ARE YOU AT FAULT • CONTINUED FROM PAGE 36

“Do things in writing so it doesn’t turn into a he said, she said scenario. It makes life a lot easier,” Rumley noted.

In the event of an accident, providing workers compensation for farm employees is an often-missed opportunity for the employer and the employee, according to Charleston.

“Because that’s the sole remedy, the employee can’t sue beyond the limits of workers comp,” Charleston said. “In Missouri and most other states, workers comp will take care of medical disability and pain and suffering.”

What’s enough coverage?

Insurance coverage is not a one-size-fits-all plan. The current financial situation of the landowner comes into play when selecting the amount of accident coverage in an insurance policy.

“With certain people that don’t have a lot of assets, we don’t put as much into liability protection, but that’s a really broad answer,” Charleston said. “Every situation is somewhat different. We need to determine how much and what you are protecting.”

The amount of coverage also comes down to how much risk with which the landowner is comfortable.

“The more risk-adverse you are, the more willing you are to pay for a higher amount of coverage,” Rumley said.

“If the person is there for business purposes and you are making money off of them, it’s your duty to make sure they are reasonably safe.”

Rusty Rumley

National Agricultural Law Center

Added protection from liability and additional peace of mind can come in the form of an umbrella policy. Those are often seen as generally affordable additions to an insurance policy.

“It goes on top of your coverage,” Charleston said. “A lot of people overlook them and never purchase them.”

Charleston lists the following different scenarios to consider when choosing agricultural insurance:

- ATVs and UTVs are the most overlooked point of liability on the farm. Those vehicles aren’t covered if they are off the farm unless they are listed on the insurance policy.

“It’s a little bit of a challenge to deal with that. There are a few scenarios that we bring up when speaking with clients,” Charleston said.


- \$50,000 limits on auto liability are common. Charleston said it’s important to note that it’s relatively easy to exceed that limit if a person is responsible for hitting a new pickup truck.


- It’s also crucial for livestock producers to understand the market value of their animals.

“With the price of cattle, make sure they are insured to value. And, that goes with any type of livestock,” Charleston said.

- Make sure all names are included on the insurance policy. For example, if an LLC is formed on 1,000 acres but the LLC name was not added to the insurance policy, those acres are not covered.

“The policies only have the duty to defend the names insured,” Charleston said.

Bottom line, lawsuits involving farm accidents are the exception, not the rule. But, it’s important for landowners to be aware of their points of liability and to consider ways to reduce the liability on their property. 



Get More from Your Pastures!

Tall fescue and bermudagrass compliment each other in maximizing the number of grazing days and pounds of beef produced per acre. Many cattle operations would benefit from having dedicated acres of each.

Compare Texoma MaxQ II Tall Fescue with Bermudagrass

Establishment: Texoma MaxQ II planted in the fall; Bermudagrass planted in spring thru early summer

Seed cost comparsion (seed cost/A):

- Texoma MaxQ II seed cost per acre = \$52.50 -- based on \$3.50/pound retail at 15 lbs. per acre
- Bermudagrass (Common) cost per acre = \$58 -- based on \$5.80/pound retail at 10 lbs. per acre

Stand Life Expectancy: Both Texoma MaxQ II and bermudagrass are perennial forages with similar stand life that will produce forage year after year with good management.

Agronomic Traits:

- Days of grazing - Texoma MaxQ II will provide approximately 45 more days per year than bermudagrass
- Forage quality (vegetative) - Texoma MaxQ II 12-16% protein and 61-66% TDN; bermudagrass 10-12% protein and 52-58% TDN
- Toxins - No animal toxins contained in either forage
- Forage growth distribution - Bermudagrass late spring thru early fall; Texoma MaxQ II fall and late winter thru early summer
- Uses - hay or grazing for both


Animal Performance:

- Animal gains - ADG approximately .5-.75 lb/d higher for Texoma MaxQ II versus bermudagrass at similar vegetative growth stage

Texoma is No Ordinary Tall Fescue!

Compared to Your Old Toxic KY-31 Fescue, Texoma MaxQ II Gives You:

- At least 50 lbs. added to every weaned calf. **At \$2/lb, that’s \$100 per calf!**
- A 10-30% increase in calving percentage. **Every extra calf gives \$1200 more income!**
- Increased stocker gains of 100lbs or more. **At \$1.50/lb, that’s \$150 per stocker!**
- 200 lbs. more stocker gain per acre. **That’s \$300/acre!**
- Improved animal health. **Lower vet bills. No long hair coats, runny noses or fescue foot.**
- Safe for all grazing livestock including pregnant mares.
- Better persistence and yield than K-31.



For more information about Texoma MaxQ II tall fescue or to find your nearest Pennington dealer, contact Pennington Seed at 1-800-285-SEED or visit www.pennington.com.

MANAGEMENT MATTERS

Give Cows More than Just Food

Nutrition programs provide producers benefits that pay

Story by Brittni Drennan for Cattlemen's News

With stable feed and commodity prices, combined with record high cattle prices, market conditions provide producers the opportunity to make improvements within their cowherds.

"Now is the time to invest in your cattle and get them off to a good start, and they'll pay your return," said N.T. Cosby, senior cattle nutritionist with Land O'Lakes Purina Feed.

At the Cattlemen's Stewardship Clinic at Lucas Cattle Co. near Cross Timbers, Missouri, last month, Cosby cited the importance of nutrition on cow and calf performance.

Research results show pregnancy rates increased to 92.5 percent, and weaning weights increased by 90 pounds when cows' nutrition requirements were met throughout their production cycle, according to Cosby. Ultimately, producers saw a 2:1 return on every dollar spent.

The benefits of proper nutrition do not stop after cattle leave the operation. A study from the University of Nebraska

"Now is the time to invest in your cattle and get them off to a good start, and they'll pay your return."

*N.T. Cosby
Sr. Cattle Nutritionist
Land O'Lakes Purina Feed*

also showed that steer calves raised by cows maintained in good shape throughout the gestation period had a higher quality grade and made better quality beef.

Body condition scoring (BCS) can be one accurate measure to ensure cows are getting the proper nutrients. It is easier to maintain proper nutrition and keep cows in good shape and looking desirable before realizing there is a deficiency and having to work to correct the problem. According to Cosby, keeping cows between a BCS 5 and 6 on a year-round basis proves to increase pregnancy rate. A study in the Journal of Animal Science demonstrates that 96 percent of cows at a BCS of 6 were bred back 60 days post-calving.

From calving to weaning, cows are expected to lose weight. If cows remain in good shape within a 60- to 80-pound range throughout the entire year, what results is a better calf crop next year, also known as fetal programming.

But, to best fulfill cows' nutritional needs, Cosby said producers must understand forage and how to better optimize its utilization. Whether it is fescue, Bermuda, crabgrass or foxtail, all grass-

es go through different stages of growth — from vegetative to transitional to reproductive.

Vegetative is a high utilization period containing good, plentiful leaves with minimal waste. A 1,200-pound cow can easily eat 30 pounds of dry matter at this stage. With 70 percent of the forage containing water, forage this time of year has a high rate of passage.

Grass in the transitional stage contains more stems, which provides fiber and causes digestibility to decrease. The same cow weighing 1,200 can eat approximately 24 pounds of grass at this stage. Grass remains in the transitional stage during a majority of the year.

The reproductive stage is where the seed head is fully developed, and plant digestibility decreases even more. That same cow can eat approximately 18 pounds of grass at this stage, and

CONTINUED ON PAGE 41

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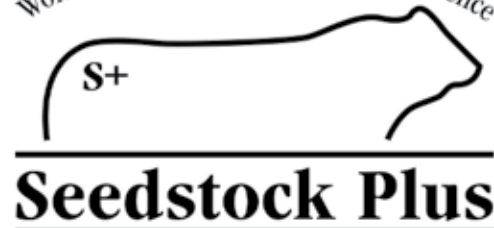
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Working Together for Industry Excellence



Who Gets What?

Passing down the farm takes careful planning

Story By Lisa Henderson for Cattlemen's News

Your farm or ranch is likely your greatest asset, one that represents a lifetime of work and your aspirations for the future. If you're looking to hand the reins over to the next generation or another manager, the list of considerations is long for both sides of the transfer. Professionals suggest before you move down any path to transfer land or assets, you should consult a team of knowledgeable, licensed experts.

The first step of succession planning, according to industry experts, is to discuss the expectations of both parties.

"There are two aspects that need to be talked about before a transfer occurs," said Lance Woodbury, a Kansas-based management consultant. "The first is estate planning and ownership, and the second is management decision authority."

"For estate planning, you need to discuss items off of the balance sheet such as land and herd," he said. "These can either be gifted or sold usually depending on the most tax efficient strategy. On the management side, (topics should focus on) who has the decision-making authority, how quickly the transfer will occur, and other areas such as marketing, finance and grazing strategies. Either way, there needs to be a regular pattern of communication."

Length of transition varies with every family and its unique circumstances. Wayne Johnson, a certified financial planner for Transition Point Business Advisors, Des Moines, Iowa, said the length of the transition depends on the managers.

"If there is a period where management is transferred but ownership isn't, or vice versa, then that will prolong a full transition," Johnson said.

"The most important thing is that up front everything is communicated and documented so nobody has a surprise. The worst place to find out something is different than expected is in a law office when a will is being read."

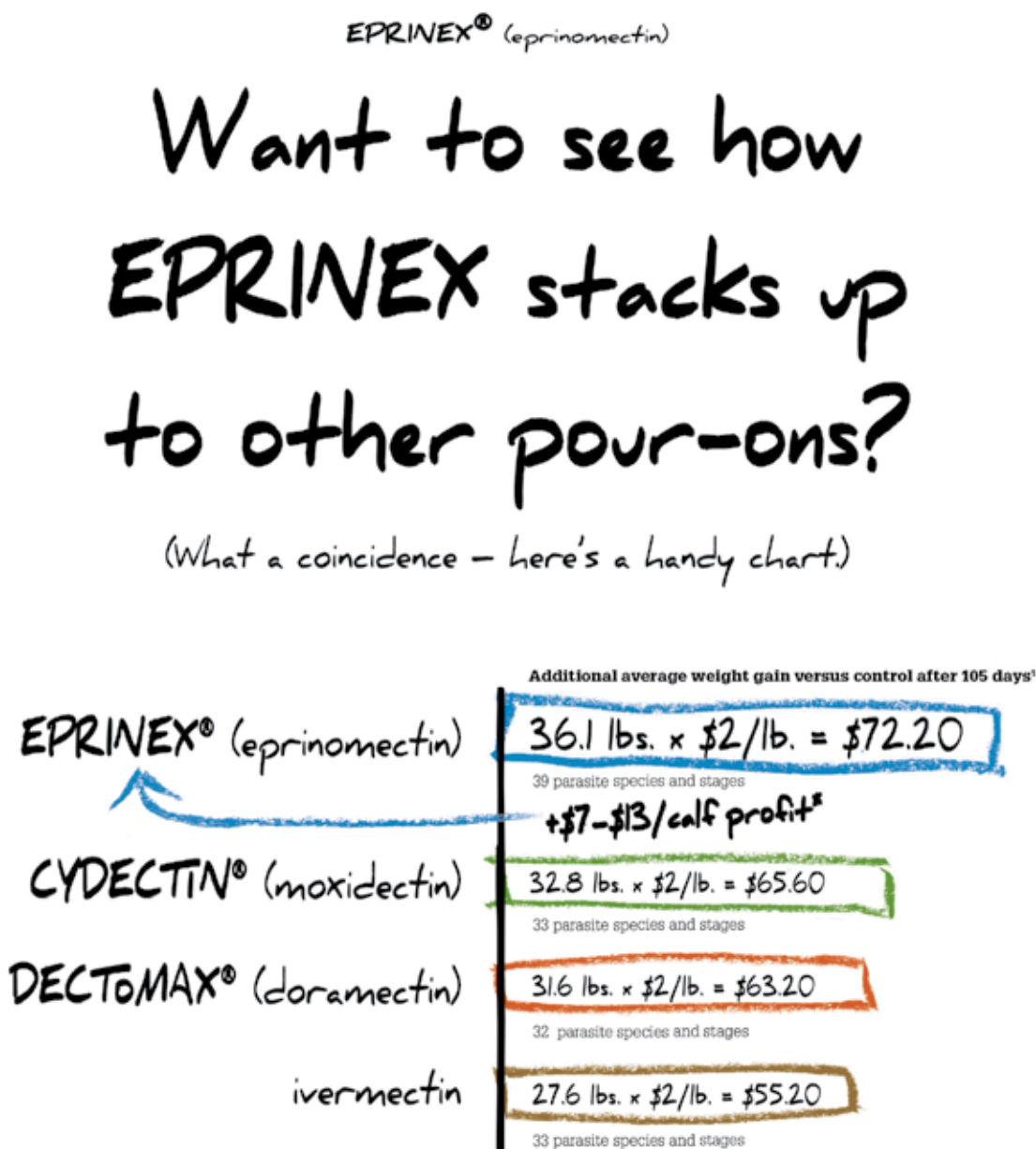
Expectations for each generation are different. The older generation might have had one plan, changed his or her mind and the same goes for the younger generation. Woodbury suggests frequent discussion about status of transition to ensure everyone is on the same page.

"Usually everyone is capable of making a transition plan, but it is always helpful to get a third party involved to ask the right questions," Johnson said. Advisors, CPA's and consultants are all correct people to get the conversation headed where it needs to go."

Johnson added it all needs to begin with each generation understanding what they want for themselves and what they want for the future.

"The entering generation needs to make sure they are able to think through what they want and discuss with the exiting generation," he said. "Each party needs to say what (he or she) wants to be able to expect to get it. It is only fair for the exiting generation to understand what expectations are and what's reasonable for that transition."

In situations where one child wants to farm and other children chose different career paths, attorney David Repp, Des Moines, Iowa, who spe-



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CONTINUED ON NEXT PAGE

WHO GETS WHAT? FROM PREVIOUS PAGE

cializes in taxation and succession planning said, "There is no shame in admitting that the primary goal is to carry on the family farm."


In that scenario, the heir that stays home to farm might get additional farm assets so that the farming operation can be sustained. Repp said the on-farm heir should always receive the farm or ranch operating assets. Non-farm assets can be distributed to off-farm heirs to equalize inheritance.

Still, parents might be uncomfortable giving all the land to the on-farm heir. If so, Repp said, they can grant the on-farm heir an option to farm all of the land in the estate and that allows the on-farm heir to cash rent the land from siblings.

A better option is to put the land into a limited liability company and give shares of the LLC to all the children. The on-farm heir can be given lifetime control of the LLC including the right to farm the LLC's farmland.

Farm and ranch parents who want each child to receive a parcel of land often make a mistake, Repp said. First, he said, divisions of land can rarely, if ever, be equal. Such divisions usually break up the farm rather than continue it. Second, he explained people often forget to update their wills after subsequent sales, purchases and mortgages of land. "This may cause unintended consequences—one heir may inherit all the debt, for example," he said.

Distant off-farm heirs, Repp noted, might often assume undue influence by on-farm heirs when none might exist. "Parents should reach out to non-farm heirs regularly, and share estate plans, even though that might be uncomfortable," he said.

When it comes to taxes, Repp reminds farmers and ranchers that with today's higher federal estate tax exemptions and built-in protections for farmers, no farm should ever have to be sold to pay taxes. 

MORE THAN JUST FOOD FROM PAGE 39

every bite is less nutritional than at the transitional phase.

The ultimate goal is matching the cow's nutritional requirement with cost-effective feed and forages. Cosby compared measuring pounds of total digestible nutrients (TDN) to counting calories for cows, pointing out that a cow's nutritional requirement is highest when lactating. It is necessary to fulfill that need without over-feeding her. An open cow's nutrient requirement is less demanding, so give her less. These requirements hopefully align with forage availability.

So, how do producers effectively maintain cows' nutritional requirements year-round with impacting variables such as changing forage conditions, soil fertility and uncontrollable weather conditions?


Maintaining nutrition for the entire year helps build better cattle by filling in the gaps where forages might be lacking despite weather and grass conditions.


"How do you get started with better nutrition," Cosby questioned. "It starts with mineral and finding a feeding program that works best for you and your operation."

Cosby also said it's crucial to

use products properly to avoid waste. Building a relationship with a feed representative is critical to getting the right recommendations to best suit the operation's needs.

"We're only as successful as you are at helping us make the right recommendations for your operation," Cosby said.


Investing in nutrition does not pay off unless producers are able to see the added benefits. Nutrition is just one component of good, responsible management. If cattle have good genetics, good health and good management, then supplying nutritional requirements becomes easier once the first three components are implemented. 




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Harvest Success with an Operating Loan

Find a lender that best fits the needs of your operation

Story By Beth Luebbering for Cattlemen's News

Soon the summer heat will give way to crisp autumn mornings. And, the smell of harvest will be in the air. As the combines roll and the cattle graze, many producers will look toward an operating loan to finance the day-to-day needs of their operation.

Operating loans are short-term loans used to finance

the daily business of an operation such as the purchase of livestock and feed, equipment, fuel, supplies and more. With flexible financing options and multi-year terms, they can provide the perfect balance to effectively managing your cash flow.

When shopping for an operating loan, consider looking

for a lender who specializes in agricultural financing. The lender's understanding of seasonal cash flows, commodity risks and farm collateral will be beneficial in the credit decision process.

After finding the lender that is the right fit for your operation, it is time to think about loan options and terms. You will need to consider revolving versus non-revolving lines of credit, length of loan and interest options.

A non-revolving line or declining balance loan establishes a set limit of funds. You can borrow as you need until the cumulative disbursements total the face amount of the loan note. The non-revolving line of credit typically lasts for one year. Alternatively, a revolving line allows you to borrow and repay as often as necessary as long as the balance outstanding doesn't exceed the credit limit. This allows you to manage your cash needs and minimize your interest cost since you only pay interest on the funds you have borrowed. Each lender will have different policies, but at FCS Finan-

cial, the revolving line may be established for up to three years and is automatically renewable if loan and credit criteria are met.

Pricing options vary based on your loan type and needs. Variable options reprice monthly and are available on both lines of credit. Prime Indexed loans tie your rate to the Prime Rate and adjust on the first of every month. Adjustable rates are fixed for 12 months and then convert to variable for the remaining term of the loan. At FCS Financial, the adjustable rate is generally used with revolving lines of credit with longer terms such as 15 months or more. Customers can elect to fix their rate for additional 12-month periods. Fixed rates are available for loans with a maximum term up to 15 months, and the loan matures at the end of the fixed-rate period. At renewal, you may select the pricing option that best meets your needs, so you are in control of the interest rate variability.

Additional benefits of an operating loan through FCS Financial includes payment plans that are developed to fit your cash flow and production cycle whether you are a livestock or crop producer and the ability to access cash 24 hours a day, seven days a week. There is no need to call or stop by the office to obtain money.

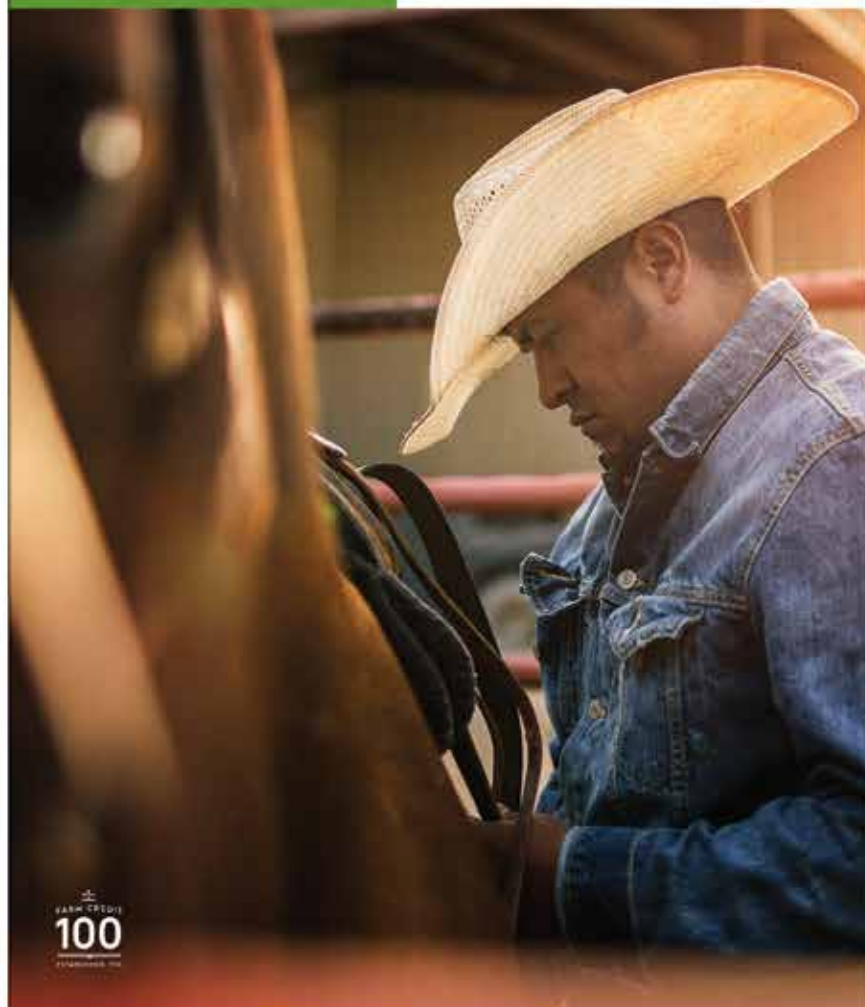
Running your farm takes hard work and a tool kit of resources. So as you prepare for harvest or fall calf purchases, remember to prepare financially, as well, by setting up or renewing your operating loan today.

—Source: Beth Luebbering is an assistant vice president at FCS Financial in Joplin, Missouri. For more information about financial solutions for your ag operation, call Beth at 1-866-381-8077 or find the office nearest you at www.myfcsfinancial.com. FCS Financial provides services to 102 counties in Missouri and is a member of the Farm Credit System. The system is a nationwide network of cooperative lending institutions that provides credit and financial services to farmers, ranchers, rural residents and agribusinesses. With nearly 100 years of agricultural lending experience, the Farm Credit System is the largest single provider of agricultural credit in the United States.



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MANAGEMENT MATTERS

4 Tips for Starting Calves on Feed

Address animal health, maximize performance potential

When it comes to starting freshly weaned calves on feed, cattle producers have likely heard the saying, “Calves never get over a bad start.”

But Ted Perry, a cattle nutritionist with Purina Animal Nutrition, shares the opposite view with producers: “Calves never get over a good start.”

“If calves get a good start on feed in the first 10 to 14 days after being weaned,” Perry explains, “it’s amazing how often health issues can be minimized and the calves’ performance can take off.”

Perry says weaning time is stressful for calves. He points out that calves typically are on pasture with their dam where “life is good,” when they are suddenly faced with stressors and challenges. They are weaned, shipped, commingled, processed, faced with a diet change, and the weather could

shift to one extreme or another.

Additionally, freshly weaned calves are often hungry, meaning they tend to bawl for their dam. Bawling for extended periods can irritate a calf’s throat and potentially lead to respiratory disease.

“All of that stress can lead to reduced disease resistance for the calf,” Perry says. “But, if you are able to get weaned calves eating quickly, then you may be able to address and potentially overcome stress and sickness.”

Here are some tips to get your freshly weaned calves eating quickly:

1. Use lick tubs.

Perry suggests placing lick tubs as a free-choice supplement in calf receiving pens. He notes that supplement tubs are often popular in cow herds, and

calves tend to be familiar with them.

Lick tubs offer two benefits for calves. First, the licking action produces saliva that can help ease any throat irritation from bawling. Second, licking the tub stimulates calves’ appetites; and they might then look for feed and water.

2. Offer palatable feeds.

When calves go in search of feed, Perry says having palatable feed in the bunk is critical.

“If calves like the feed, they will start to eat and continue to come to the bunk,” Perry says. He notes the worst-case scenario is that calves come to the bunk for the first time and find an unpalatable feed; it can then become challenging to get them back to the bunk to eat.

Perry advises using a starter ration that includes proper nutrition for calves and palatable feed ingredients, including intake control properties that can help stimulate consumption.

3. Find the right feed form.

Perry says the physical form

of the feed can influence consumption. Specifically, he says, bigger pellets tend to work better for calf starter feeds.

“They are softer, and calves get more with every mouthful, which is especially important if a calf is not aggressive at the bunk,” says Perry.

4. Quality is critical.

While it might be easiest to find low-cost meal feed, Perry says to evaluate the quality of whatever feed options are available.

“When it comes to starter feeds, you really get what you pay for,” says Perry. “A lower-cost feed may be cheaper upfront, but is also likely to be less palatable.”

“A quality, palatable starter will get calves eating during the first 10 to 14 days post-weaning and will help your calves avoid potential sickness during this critical time frame,” adds Perry. “And that’s exactly what you want to achieve when you are starting calves.”

—Source: Adapted from a release from Purina Animal Nutrition.

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How to Get Paid with Alfalfa

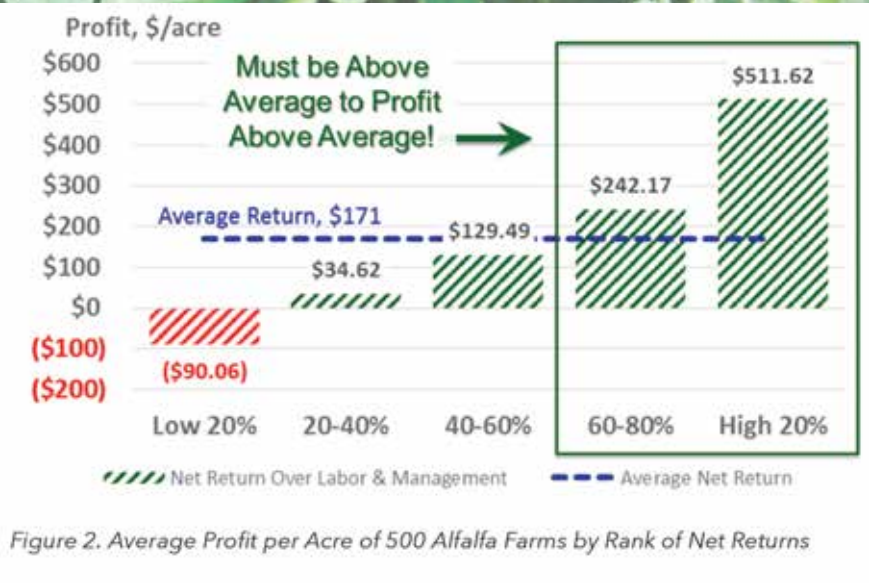
Profit requires better-than-average management

Story By Mark Jenner

In August, I had the chance to provide the economics for a University of Missouri Extension alfalfa workshop held in Stockton, Missouri. Alfalfa is a crop that can be grown all over Missouri, but needs the best resources — soil, pH, fertility, genetics and pest management. When successful at all these things, it pays well. The trick is that a farmer must be good, or ‘better-than-average’ to get paid well.

For instance when comparing profit per acre across the most common Missouri crops (Figure 1), not all made money in 2014. These profits might not reflect your values for your own crops, but these numbers were estimated so that they could be compared from crop

to crop. Not only did alfalfa do well, it brought in an estimated profit of \$270 per acre. But these are estimated values right? They might not be trustworthy, although we are very good at estimating these things. I found some historical farm record data from some Midwest states. In the last 10 years, 500 farms in the upper Midwest that grew alfalfa reported making at least \$100 profit per acre. The last three years, including 2014, alfalfa profit per acre was well over \$200 per acre. Corn farmers in the same states also reported three years of profits at over \$200 per acre in 2010, 2011 and 2012. But the rest of the decade, corn profit was much worse. Corn farmers had two



years where profits were less than \$50 per acre and another two years where their profits were below zero. The negative profits occurred in 2013 and 2014.

These alfalfa profit numbers are pretty exciting, but these are average profits. They are not automatic. The University of Minnesota, where I found this data, also presents it by different levels of returns for each of these 500 alfalfa farms. If all the alfalfa per-acre profits are averaged across all farms over the 10 years, the average per-acre profit is \$171 per acre. In Figure 2, the net returns are ranked in groups of 20 percent — lowest 20 percent to highest 20 percent.

If the corn crop management is going to be a higher priority than the alfalfa crop, it would be more profitable to grow corn than alfalfa. Figure 2 shows that if your net returns are in the middle 40 to 60 percent of the farms, the average profit of \$129 is still \$42 below the average profit for all the farms (\$172).

Alfalfa is not a difficult crop to grow; it simply requires a lot of attention and management. If the pH is off, it needs attention. If weeds or insects begin to settle in, it needs attention. Farmers who focus on being above average at alfalfa

production are rewarded for those efforts.

We have great resources in MU Extension to help everyone interested in growing alfalfa. Contact your local extension office. The American Society of Agronomy publishes an Alfalfa Management Guide that is easy to read for \$12. Although it is not our guide, we can help you find it to order online.

Alfalfa production might not be for everyone. Most of the farmers who attended our workshops were there to learn what it took to grow it. At the end of the workshop, they were glad for the education but weren't totally convinced the reward was worth the effort.

The take-home message here is pay attention. Profitable farms of any kind get paid on the operator's management skills. Excellent managers get paid the most. Poor managers get paid the least. Farm record data for any enterprise looks very similar to Figure 2. If you want to receive above average profits, you also have to operate above average in management.

—Mark Jenner is University of Missouri Extension agricultural business specialist.

Crop	Profit/ac over Total Costs
Dryland Corn	-\$9.78
Irrigated Corn	-\$25.09
Grain Sorghum	-\$97.68
Soybeans	\$47.23
Soybeans (after wheat)	\$121.80
Wheat	-\$40.38
Wheat + Beans	\$81.42
Alfalfa (small squares)	\$271.56
Fescue Large round bales	\$1.80

Figure 1. Comparison of 2014 MO Profits in MU Crop Budgets

Protecting Against Scours

Preventing scours early

Protecting calves against disease as early as possible after birth is essential to maximize lifelong health and performance. Because of the many stressors they face in the first few hours of life, calves are especially vulnerable to scours. The combined effects of scours — death loss, treatment costs and poor performance — can add up to thousands of dollars each year, so protecting against these potential losses is critical.

"The first two to three weeks of life is vital to getting calves started off right," said Craig Bieber of Bieber Red Angus Ranch in South Dakota. "If you lose performance in these first few weeks, you set yourself up to lose a lot of performance over the entire life of the animal. By using a vaccine intervention, specifically Scour Bos®, we've seen the incidence of scours reduced significantly, getting calves off to a better start."

Broad protection against scours

According to Bieber, the reduction in scours on his ranch can be tied directly to the broad-spectrum protection Scour Bos provides against the primary causes of the disease — coronavirus, rotavirus, K99 *E. coli* bacteria and *Clostridium perfringens* Type C. Compared to competitors, Scour Bos covers a larger number of key antigens and isolates to ensure this broad protection.

"With so much potential infection due to a variety of causes, choosing the vaccine with extensive coverage ensures more protection, and that's what Craig has experienced on his operation," said Kenton Carlson, Bieber's Elanco sales representative.

Bieber used Scour Bos for approximately 10 years with satisfaction, but decided to try another product that appeared to be "a better deal."

"When we tried the other product, we almost immediately started having issues with scours during calving that we hadn't had before," Bieber said. "Last year, we switched back to Scour Bos, and this spring, we had virtually no scours problems."

Vaccination flexibility

"The Midwest typically sees a higher incidence of scours, especially because of a wide range in temperatures and weather conditions during calving time," said Carlson. "Scour Bos has a flexible vaccine window of up to 16 weeks prior to calving that allows Craig and other producers to ensure their vaccine protocol will help protect their calves against that stress."

Unlike other scours vaccines that have a shorter vaccination window, Scour Bos can be administered 8 to 16 weeks pre-calving, offering the flexibility to vaccinate at preg-check or other timing based on each operation's protocols and management practices.

"Many producers in our area give their vaccine in August or September, during ultrasound time,"



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said Bieber. "For our operation, we maximize our immunity by giving Scour Bos 9 in October, followed by Scour Bos 4 four to six weeks before calving. We have a lot of flexibility with this product."

Herd-health planning

"Improving cattle production is a critical part of why I do what I do," said Carlson. "Fall is a critical time to evaluate your health management protocols, and I enjoy working with producers like Craig to help identify areas of opportunity."

That continual evaluation of your herd-health protocol can make a big impact.

"We take a look at all of our vaccination protocols every year to make sure we're doing the best job we can. We obviously left using Scour Bos and realized it

was a mistake," said Bieber. "Scour Bos is a product that works well for us."

To learn more about the powerful, flexible protection of Scour Bos, contact your Elanco sales representative or visit www.ScourBos.com.

The label contains complete use information, including cautions and warnings. Always read, understand and follow the label and use directions.

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Panel #1:

My Cow's Last a Lifetime: Giving your cows the maternal edge

- Bill Tucker, Tucker Family Farms
- Dr. Larry Kuehn, U.S. Meat Animal Research Center
- Kelli Retallick, American Gelbvieh Association

Moderated by: William McIntosh, American Gelbvieh Association

Panel #2

Worth My Weight in Gold: Multiplying dollars available for cattle at each stage of the supply chain

- Scott Hamilton, Hamilton Farms
- Brian Bertelsen, U.S. Premium Beef
- John Butler, Beef Marketing Group

Moderated by: Angela Vesco, American Gelbvieh Association



MANAGEMENT MATTERS

How Big Should She Be?

Monitor industry trends to help determine the best size cow for your herd

Beef cows come in all shapes and sizes. And, as you wean calves this fall, it's a good time to consider just how big your cows need to be.

"When discussing cow size in this area, we do not know exactly how big the average cow is," said University of Missouri Extension Livestock Specialist Eldon Cole. "I did know several years ago I started using 1,200 pounds as a weight when balancing rations for the average cow. That weight may need to be increased now."

Cole and other MU Extension specialists recently scored the 70-head beef cowherd at the Southwest Research Center near Mt. Vernon. Weights were caught on all of the cows that began calving in early September.

According to Cole, the average weight of the high-percentage Angus-Simmental cross cows was 1,386 pounds. Their ages varied from 3 years to one 14-year-old. Weights ranged from 1,760 down to 1,050 pounds. The oldest cows, nine years plus, averaged 1,553 pounds, the next age group with a 1,493 pound average were the 7-year-olds.

"The downsizing of beef cow weights and frame is viewed as a way to improve cow efficiency.

However, some feed studies using the Grow Safe system raise questions," said Cole. "The bottom line seems that there are very efficient large cows and some inefficient small cows. Researchers will continue to study that important trait and incorporate it into genetic predictions via genomics and expected progeny differences (EPD)."

Cow size has been equated to the desired steer market weight at slaughter. If the packer did not discount and seemed to want an 875-pound carcass (which would be a 1,400 pound live animal), then producers would try to have a mature cow weighing around 1,400 pounds.

"Optimum cow size has been and will continue to be an elusive target. Each geographical region will vary in what size is favored. Each cattle raiser needs to do some record keeping to determine what optimum for their operation is," said Cole.

Cole advises producers to keep an eye on local feeder cattle markets, slaughter cattle price trends, breed association sire summaries and the cows in their herd. All of these can help decide the right cow size for an individual's farm or ranch.

—Source: University of Missouri Extension.



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BIVI Introduces Quality Feeder Calf Preconditioning Program

New Market Ready® Program Offered to Cattlemen

Boehringer Ingelheim Vet-medica, Inc. (BIVI) introduces its Market Ready® Quality Feeder Calf Preconditioning Program for beef producers. Industry research studies have shown an average net return from preconditioning ranging from \$25 to \$33 per head, making it just one of the many pieces producers need when capturing more value for their calves.

Formerly known as Range Ready®, the re-branded preconditioning program aligns with the needs of today's beef producers and reflects what buyers are seeking. The goal of the program is to help beef producers deliver healthy, high-performing calves while allowing management flexibility.

"This program offers an effective tool that utilizes sound vaccine and deworming protocols, which ultimately lead to a healthier animal throughout the remainder of its life," said Matt Williams, brand manager U.S. cattle marketing for BIVI.

The program includes three flexible protocol options:

1. KCH 34 PLUS: Calves vaccinated at branding age and vac-

cinated two to six weeks prior to shipping.

2. KCH 45: Calves must be vaccinated twice. Producers can choose vaccination at preweaning or weaning and at weaning or post weaning. Calves must be weaned 45 days.

3. KCH 45 PREMIUM: Calves must be vaccinated three times including branding age, preweaning or weaning age and weaning or post weaning. Calves must be weaned 45 days.

Producers can receive a sale barn certificate from a BIVI representative for verification, which captures what products were used when and where.

"When a buyer receives a signed Market Ready sale barn certificate, they can be confident that the animals purchased received a high-quality health program they can believe in and BIVI stands behind," said Williams.

The preconditioning program expands upon BIVI's philosophy of Keeping Calves Healthy (KCH) from the very beginning.

—Source: Boehringer Ingelheim Vetmedica release

ZACTRAN®
(gamithromycin)

150 mg/mL ANTIMICROBIAL

NADA 141-328, Approved by FDA

For subcutaneous injection in beef and non-lactating dairy cattle only. Not for use in female dairy cattle 20 months of age or older or in calves to be processed for veal.

Caution: Federal (USA) law restricts this drug to use by or on the order of a licensed veterinarian.
READ ENTIRE BROCHURE CAREFULLY BEFORE USING THIS PRODUCT.

INDICATIONS

ZACTRAN is indicated for the treatment of bovine respiratory disease (BRD) associated with *Mannheimia haemolytica*, *Pasteurella multocida*, *Histophilus somni* and *Mycoplasma bovis* in beef and non-lactating dairy cattle. ZACTRAN is also indicated for the control of respiratory disease in beef and non-lactating dairy cattle at high risk of developing BRD associated with *Mannheimia haemolytica* and *Pasteurella multocida*.

CONTRAINDICATIONS

As with all drugs, the use of ZACTRAN is contraindicated in animals previously found to be hypersensitive to this drug.

WARNING: FOR USE IN CATTLE ONLY. NOT FOR USE IN HUMANS. KEEP THIS AND ALL DRUGS OUT OF REACH OF CHILDREN. NOT FOR USE IN CHICKENS OR TURKEYS.

The material safety data sheet (MSDS) contains more detailed occupational safety information. To report adverse effects, obtain an MSDS or for assistance, contact Merial at 1-888-637-4251.

RESIDUE WARNINGS: Do not treat cattle within 35 days of slaughter. Because a discard time in milk has not been established, do not use in female dairy cattle 20 months of age or older. A withdrawal period has not been established for this product in pre-ruminating calves. Do not use in calves to be processed for veal.

PRECAUTIONS

The effects of ZACTRAN on bovine reproductive performance, pregnancy, and lactation have not been determined. Subcutaneous injection of ZACTRAN may cause a transient local tissue reaction in some cattle that may result in trim loss of edible tissues at slaughter.

ADVERSE REACTIONS

Transient animal discomfort and mild to moderate injection site swelling may be seen in cattle treated with ZACTRAN.

EFFECTIVENESS

The effectiveness of ZACTRAN for the treatment of BRD associated with *Mannheimia haemolytica*, *Pasteurella multocida* and *Histophilus somni* was demonstrated in a field study conducted at four geographic locations in the United States. A total of 497 cattle exhibiting clinical signs of BRD were enrolled in the study. Cattle were administered ZACTRAN (6 mg/kg BW) or an equivalent volume of sterile saline as a subcutaneous injection once on Day 0. Cattle were observed daily for clinical signs of BRD and were evaluated for clinical success on Day 10. The percentage of successes in cattle treated with ZACTRAN (58%) was statistically significantly higher ($p < 0.05$) than the percentage of successes in the cattle treated with saline (19%). The effectiveness of ZACTRAN for the treatment of BRD associated with *M. bovis* was demonstrated independently at two U.S. study sites. A total of 502 cattle exhibiting clinical signs of BRD were enrolled in the studies. Cattle were administered ZACTRAN (6 mg/kg BW) or an equivalent volume of sterile saline as a subcutaneous injection once on Day 0. At each site, the percentage of successes in cattle treated with ZACTRAN on Day 10 was statistically significantly higher than the percentage of successes in the cattle treated with saline (74.4% vs. 24% [$p < 0.001$], and 67.4% vs. 46.2% [$p = 0.002$]). In addition, in the group of calves treated with gamithromycin that were confirmed positive for *M. bovis* (pre-treatment nasopharyngeal swabs), there were more calves at each site (45 of 57 calves, and 5 of 6 calves) classified as successes than as failures. The effectiveness of ZACTRAN for the control of respiratory disease in cattle at high risk of developing BRD associated with *Mannheimia haemolytica* and *Pasteurella multocida* was demonstrated in two independent studies conducted in the United States. A total of 467 crossbred beef cattle at high risk of developing BRD were enrolled in the study. ZACTRAN (6 mg/kg BW) or an equivalent volume of sterile saline was administered as a single subcutaneous injection within one day after arrival. Cattle were observed daily for clinical signs of BRD and were evaluated for clinical success on Day 10 post-treatment. In each of the two studies, the percentage of successes in the cattle treated with ZACTRAN (86% and 78%) was statistically significantly higher ($p = 0.0019$ and $p = 0.0016$) than the percentage of successes in the cattle treated with saline (36% and 58%).

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MANAGEMENT MATTERS

Keep or Cull?

Proper cow culling is important to your business

Story By Glenn Selk

Cull cows represent approximately 20 percent of the gross income of any commercial cow operation. Cull beef cows represent 10 percent of the beef that is consumed in the United States. Therefore, ranchers need to make certain that cow culling is done properly and profitably. Selling cull cows when they will return the most income to the rancher requires knowledge about health and body condition. Proper cow culling will reduce the chance that a carcass is condemned at the packing plant and becomes a money drain for the entire beef industry.

At cow culling time, producers often face some tough decisions. Optimum culling of the herd requires a sharp crystal ball that could see into the future. Will she keep enough body condition through the winter to rebreed next year?

How old is the cow? 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 usually start to become less productive?

Great variability exists in the longevity of beef cows. Data from large ranches in Florida 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 occurred as cows became 12 years of age. 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 very closely and consider cull-

ing. As she reaches her 12th year, plan to cull her before she incurs health problems or is in very poor body condition.

Other reasons to cull cows:

Examine the eye health of the cows. One of the leading causes of condemned beef carcasses remains "cancer-eye" cows. Although producers are doing a much better job in recent years of culling cows before "cancer-eye" takes its toll, every cow manager should watch the herd closely for potentially dangerous eye tumors. Watch for small pinkish growths on the upper, lower or corner eyelids. Also, notice growths on the eyeball in the region where the dark of the eye meets with the white of the eyeball. Small growths in any of these areas are very likely to become cancerous lesions if left unchecked. Likewise, be aware of cows with heavy wart infestations around the eye socket. Many of these become cancerous over time. Culling these cows while the growth is still small will allow the cow carcass to be utilized normally. If, however, cancer engulfs the eyeball and gets into the lymph nodes around

the head, the entire carcass will likely be condemned as not fit for human consumption.

Check the feet and legs. Beef cows must travel over pastures and fields to consume forages and reach water tanks and ponds. Cows with bad stifle joints, severe foot rot infections, or arthritic joints might be subject to substantial carcass trimming when they reach the packing plant. They will be poor producers if allowed to stay on the ranch while severely lame. They might lose body condition, weigh less, and be discounted at the livestock market by the packer buyers. Culling them soon after their injury will help reduce the loss of sale price that might be suffered later. If the cow has been treated for infection, be certain to market the cow after the required withdrawal time of the medicine used to treat her infection.

Bad udders should be culled. One criterion that should be examined to cull cows is udder quality. Beef cattle producers are not as likely to think

CONTINUED ON NEXT PAGE

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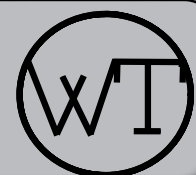
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KEEP OR CULL • FROM PREVIOUS PAGE

about udder health and shape as are dairy producers, but this attribute affects cow productivity and should be considered. Oklahoma State University studied the effect that bad udders had on cow productivity. They found that cows with one or two dry quarters had calves with severely reduced weaning weights (50 - 60 pounds) compared to cows with no dry quarters. Plus, cows with bad udders tend to pass that trait along to daughters that might be kept as replacement heifers. Two key types of “bad” udders to cull include the large, funnel-shaped teats and weak udder suspension. The large funnel-shaped teats might be indicative of a previous case of mastitis and cause the quarter to be incapable of producing milk. In addition, large teats might be difficult for the newborn calf to get its mouth around and receive nourishment and colostrum very early in life. As some cows age, the ligament that separates the two sides of the udder becomes weakened and allows the entire udder to hang very near to the ground. Again, it becomes difficult for the newborn calf to find a teat when the udder hangs too close to the ground. Select against these faults and over time, your cowherd will improve its udder health.

Cull cows when in moderate body condition. Send older cows to market before they become too thin. Generally, severely emaciated cattle have lightly muscled carcasses with extremely small ribeyes and poor red meat yield. This greatly lessens the salvage value of such animals. Just as importantly, emaciated cattle are most often those that go down in transit as they lack sufficient energy to remain standing for long periods of time. Severe bruising, excessive carcass trim, increased condemnations and even death are the net results of emaciation. Very thin cows have a low dressing percentage (weight of the carcass divided by the live weight). Because of these factors, cow buyers will pay less per pound for very thin, shelly, cull cows. In addition, thin cows will weigh less. As you combine these two factors (weight and price per pound), thin cull cows return many fewer dollars at sale time than if the cow was sold when in moderate body condition. If they are already too thin, a short (45 to 60 days) time in a drylot with a high quality feed will put condition back on the cows very efficiently. There is no need to put excess flesh or fat on cows. They become less efficient at converting feed to bodyweight after about 60 days, and the market will not pay for excessive fatness on cows.

Cull any really wild cattle. They are hard on you, your equipment, and they raise wild calves. Wild calves are poor performers in the feedlot and are more prone to producing dark-cutting carcasses as they reach the packing plant. “Dark cutters” are discounted severely when priced on the rail.

Cull open cows. Why feed a cow all winter that will not have a calf next spring? Call your veterinarian, schedule a time for pregnancy checking, and find cows that have not bred back. Cull them while they are in good body condition after summer pasture and before you spend \$200 or more on the winter feed bill.

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

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IMPORTANT SAFETY INFORMATION: For use in cattle only. Do not treat cattle within 35 days of slaughter. Because a discard time in milk has not been established, do not use in female dairy cattle 20 months of age or older, or in calves to be processed for veal. The effects of ZACTRAN on bovine reproductive performance, pregnancy and lactation have not been determined.

¹ Lechtenberg K, Daniels CS, Royer GC, et al. Field efficacy study of gamithromycin for the control of bovine respiratory disease in cattle at high risk of developing the disease. *Intern J Appl Res Vet Med*. 2011;9(2):189-197.

² Sifferman RL, Wolff WA, Holste JE, et al. Field efficacy evaluation of gamithromycin for treatment of bovine respiratory disease in cattle at feedlots. *Intern J Appl Res Vet Med*. 2011;9(2):171-180.

³ Van Donkersgoed J, Merrill JK. A comparison of tilimicosin to gamithromycin for on-arrival treatment of bovine respiratory disease in feeder steers. *Bovine Practitioner*. 2012;46(1):46-51.



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Got Worms?

What cattlemen are leaving on the table by not treating for parasites

Story by Brittnei Drennan for Cattlemen's News

They cause loss and ailments in cattle. They reduce your productivity. And, a professor at the University of Arkansas says keeping parasite levels down in your cattle will add more pennies to your pocket.

Tom Yazwinski has dedicated his career to the epidemiology and control of parasitic helminthes, or worms, that infect cattle and livestock.

"A calf will have approximately 200,000-300,000 as opposed to an older cow who will typically have 50,000-70,000 worms."

*Tom Yazwinski
University of Arkansas*

"You will have worms in your cattle," Yazwinski said. "It's just a matter of keeping those worm levels down enough so you take the loss that you give to worms at a minimum to put more dollars in your pocket. The more worms you have, the less animal poundage you have."

At the Fall Cattlemen's Seminar in Springfield, Missouri, last month Yazwinski explained how helminths are detrimental and why it is important for producers to control worms. Worm

damage can cause anorexia, reduced feed efficiency, lower productivity, inflamed intestines, loss of blood and tissue and reduced immune competence. What does this mean for producers? Ultimately, it means money left on the table due to underachieved performance.


Intestinal worms are not visible, and Yazwinski said that makes it difficult to recognize their harmful effects. Producers cannot visually see the detriment they are causing inside the animal, unlike that of horned flies and even weeds. Worms thrive internally on the blood or tissue of the animal, so they stay subclinical and out of sight. Additionally, they are so small they cannot be seen with the naked eye.

Ostertagia, or the brown stomach worm, is the most prevalent kind of worm in beef cattle. Yazwinski explained adults in the abomasum lay eggs that are dispensed into feces. Once hatched in the manure, larvae within the next week will grow through three larvae stages. The larvae will then migrate from the feces to about 3 to 4 feet away and crawl up the grass where there is moisture and back down when it is dry. They repeat the process until they die or get consumed by another grazing animal. The ingested larvae will go into the intestinal tract of its host, peel its protective sheath in the rumen and then go to the animal's abomasum where they develop into adults and start the whole cycle all over again. An adult worm's lifespan is 1 to 7 months.

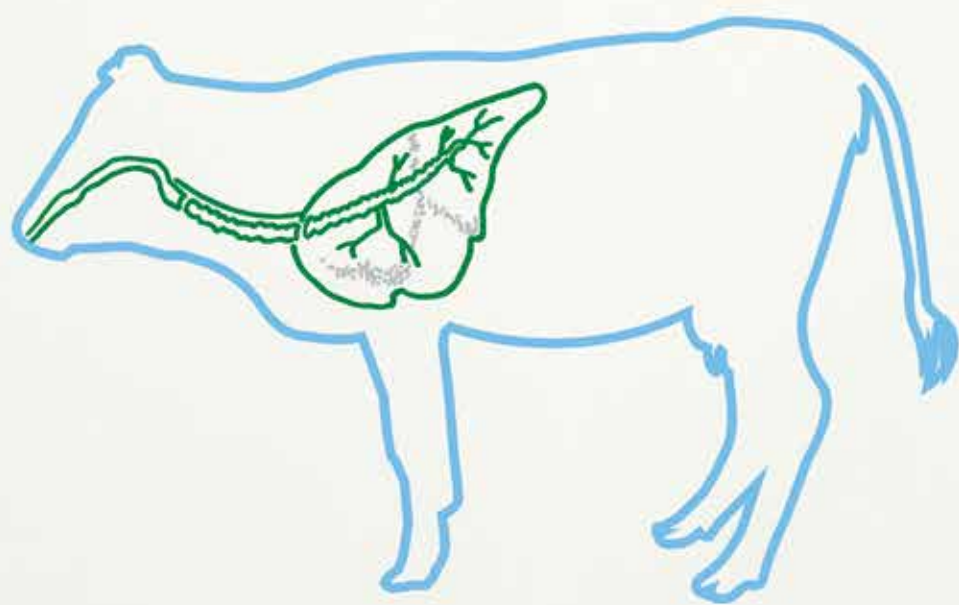
"Every time an animal eats grass, it consumes worms and brings in new replacements," Yazwinski said. "Generally speaking, the younger the animal the more worms it will have. A calf will have approximately 200,000-300,000 as opposed to an older cow who will typically have 50,000-70,000 worms. And, bulls have a less effective immune system than cows do, so they get more worms than cows do."

Various types of worms have different life cycles and might reside in a dif-

CONTINUED ON NEXT PAGE



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GOT WORMS • FROM PREVIOUS PAGE

ferent part of the animal. Some burrow in the intestine, and some can hibernate for up to two years. So, it is important to correctly identify the parasite when combatting worms to determine which kind of treatment is best.

Giving an incorrect dosage of dewormer at an incorrect time is the primary contributor to ineffective worm control. Yazwinski said the best time to deworm animals is in the spring and fall when risk of infection is highest. The best time to deworm calves is at weaning. He also said resistance is a problem producers often notice, particularly after using the same product for several applications.

Worms must be constantly moving to survive, so they are constantly mobile in the intestinal fluids, Yazwinski said. Drugs work by knocking out the worm’s ability to move. How worms develop resistance to drugs is by moving even while the drug is present. Once a worm builds resistance to a drug, giving higher dosage does not help because worms build resistance to the molecule in the drug rather than the number of molecules exposed.

Although different types of dewormers are available, pour-ons are the most popular treatment despite their wasteful nature. Yazwinski said only 20 to 30 percent of the product reaches the worms. The most effective way to administer a dewormer is by injectable or oral drench, allowing more of the drug to reach the worms.

For best chances for control, Yazwinski suggested producers take fecal samples prior to treatment and again two weeks after treatment from the exact same animals. The test is called a fecal egg count reduction test (FECRT).

“That’s the only way you’re going to be able to see if your drug is working,” Yazwinski said.

A study performed on cattle entering a feedlot indicated treated animals only lost 3 percent rate of gain rather than a 12 percent loss recorded for untreated animals prior to entry. A different study showed treating both cows and calves resulted in an additional 26-pound gain in a 140-day period, demonstrating properly treated animals not only gain more weight, but also have a higher rate of gain.

Sub-clinical disease caused by parasite infection has a costly effect on cattle production and health. Untreated animals are more susceptible to disease, have a reduced appetite and a decreased rate of gain. It is also proven that infected cows milk less, have lower conception rates and have compromised reproduction cycles.

Beef Cattle Deworming Program

Animal	Time of Treatment
Mature cows	Near freshening
Bulls	Spring and fall
Calves	3-4 months of age
Replacements and Stockers	Weaning/purchase and at spring/fall (minimum)
	Weaning/purchase and every 3-4 months until yearlings
	Weaning/purchase and placed on safe pasture
Yearlings	Spring and fall until mature

Source: www.extension.org

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ECONOMIC INDICATORS

10 Tips for Tough Financial Times on the Farm

Keep communication open with your lender

In recent years, farmers and ranchers have enjoyed profitable times, but many experts, including the USDA, are predicting stress ahead in the ag economy. The American Bankers Association is helping producers prepare by providing key financial considerations.

"Thanks to recent boom times, many farmers and ranchers are well-positioned financially for the next couple of years, but falling commodity prices, a stronger dollar and a probable increase in interest rates should encourage all producers to get their financial house in order," said Steve Apodaca, senior vice president of the American Banker's Association's Center for Agricultural and Rural Banking. "One of the most important things a farmer can do during volatile times is keep the lines of com-

munication open with his or her lender."

To help producers prepare financially for the changing agricultural economy, ABA has prepared the following tips:

1. Cash is king. Carefully examine every capital purchase that will require additional debt. Ask yourself if the expenditure will generate the cash flow needed to pay for itself. If the new item can't create enough new cash to pay for itself over a reasonable period of time, defer the purchase.

2. Let a farm budget be your financial road map. Without a budget, you'll be financially lost. Use a farm budget to track all income and expenses and update it frequently—it will help you maintain the direction of the business.

3. Analyze your farm's financial position and performance. Are you getting the maximum return from your investments? If not, why? Are your non-farm assets generating a maximum return? If not, can any be sold?

4. Examine your debt structure. Finance long-term assets, like real estate, with long-term debt. Finance shorter-term assets, like machinery, with shorter-term debt. Is it possible to increase your long-term debt to pay down your short-term debt? When deciding to use your long-term equity, make sure your need is extremely significant.

5. Prepare for your financial review with your banker. Have current inventories, cash flows and balance sheets ready, and provide the information your banker requests. If you are having financial problems, put your thoughts about how to resolve them on paper so your banker can review them with you.

6. Ask your banker about the USDA's guaranteed farm and rural development loan programs.

Your debt can be restructured over a longer period at a lower rate if the USDA provides a credit guarantee to the bank. If your banker does not know about the programs, set up an appointment for you both to visit a USDA Service Center.


7. Review your hazard and fire insurance coverage. Increasing your deductibles can lower your premium. Carefully review every item on your inventory list and consider eliminating coverage on obsolete or low-risk items.

8. Examine your life insurance policies. Many whole-life policies contain provisions that allow you to borrow against or deduct premium costs from the cash surrender value at low rates. What type of life insurance do you have? Is it worthwhile to maintain a costly whole life policy when you could get similar coverage from a less expensive term policy?

9. Deal with financial problems immediately. Talk to your banker early and often. A good

CONTINUED ON NEXT PAGE

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10 TIPS

FROM PREVIOUS PAGE

way to avoid serious financial problems is to identify and resolve them early. Take a team approach; create a personal “board of directors” of people you know and respect—including your banker—who can be your sounding board.

10. Keep a clear perspective. Think through business prob-

lems by temporarily getting away from them. Take a week-end off, or resolve to see at least one movie before it comes out on DVD. However you do it, it is important for you balance and shift your focus to other activities—it will make your home team stronger.

—Source: American Banker's Association release. 🐮

10 Financial Tips for America's Young and Beginning Farmers

You're not alone in making important financial decisions

Unlike established farmers, young and beginning farmers might need to learn the basics of creating business relationships and what goes into making financial decisions.

“Farming is a tough business, and as with any other business, bankers are eager to lend a helping hand,” said Frank Keating, president and CEO, American Bankers Association. “If you're launching a new ag business or taking over an existing operation, be sure to talk to your local banker. Let the financial experts guide you while you focus on the farm.”

When speaking to a banker, young and beginning farmers should keep the following in mind:

Sweat the small stuff. Keeping accurate and detailed records encourages both short-term and long-term financial planning. Not only does it help you stay organized and make better management decisions, it makes it easier for your lender to assess your financial situation.

Develop a business and marketing plan. You will work smarter and improve your odds when you focus and organize your goals.

Evaluate your capital investments for profitability and payback. Keeping track of how long it will take to generate enough cash flows from a capital investment to justify the investment will help you make better financial decisions for the future.

Know your costs. When you consider your cost of living and

expenditures, including depreciation and family living, you'll have a better understanding of your overall financial situation. Your local banker can provide guidelines to monitor your financial ratios.

Decide on what type of operation you want to run. New farmers and ranchers should either be very efficient, low-cost producers or should add value that someone else will pay for.

Consider supplementing your operation with off-farm income until your operation is large enough to employ you profitably full-time.

Consider renting farm equipment or custom hiring instead of purchasing.

Shop around. Getting price quotes on supplies such as feed, fertilizer and fuel can uncover lower cost sources. Your research might get you a discount from a local, preferred supplier that gives excellent service. Make sure product quality is part of your evaluation.

Ask your banker about how to get access to state and federal credit enhancement programs. Some banks also offer special benefits for first-time schedule F tax filers.

When in doubt, ask for help and guidance from someone you trust—an experienced farmer or rancher, a trusted adviser or your local banker. You don't have to make these important financial decisions alone.

—Source: Adapted from an American Bankers Association release. 🐮



Fall 2015

Ranch Tested. Rancher Trusted.

Red Angus

Herd Builder Sale



Lots Selling:
15 Registered Red Angus Bulls
50 Registered Females
(Breds, Pairs, Opens)

Ray Paslawski
314.630.0332
Ray@MapleOaksRedAngus.com
www.MapleOaksRedAngus.com

1:00 PM, Saturday, November 7, 2015

Miller County Regional Stockyards, #4 Kent Road, Eldon, MO 65026



Save the Date for the Ag Celebration with Alumni & Friends

on Saturday, October 17, 2015 at the

Bond Learning Center located at

2401 S. Kansas Expressway, Springfield, Mo.

Doors open at 6 • Tickets \$25

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You're invited to join us in celebrating 110 Years of Missouri State Agriculture. This year's event will feature great food, live music, silent auction and live auction. All proceeds go back to MSU Ag Students.



EVENT ROUNDUP

October

- 2-4 Ozark Fall Farmfest
Ozark Empire Fairgrounds, Springfield, Missouri
FMI: 417-833-2660
- 3 Jacs Ranch Angus Production Sale
at the ranch, Bentonville, Arkansas
FMI: 479-273-3030
- 4 Missouri Heritage Hereford Production Sale
Dent County Commons Livestock Barn, Salem, Missouri
FMI: 417-693-7881
- 7 Bull Breeding Soundness Exam Clinic
Barry County Veterinary Service, Cassville, Missouri
FMI: 417-847-2677
- 10 Mark Yazel Cattle Co. Fall Highlight Sale
Ratcliff Ranch Sale Facility, Vinita, Oklahoma
FMI: 918-323-4108
- 10 New Day Genetics Bull & Female Sale
Wheeler & Sons Livestock Auction, Osceola, Missouri
FMI: 660-492-2777
- 10 12 p.m. Replacement Cow and Bull Sale
Joplin Regional Stockyards, Carthage, Missouri
FMI: 417-548-2333
- 10 XL Angus Fall Production Sale
Springfield Livestock Mktg. Center, Springfield, Missouri
FMI: 816-244-4452
- 12 Parker Angus Ranch Angus Bull Sale
at the ranch, near Waurika, Oklahoma
FMI: 580-313-0249
- 13 Schepmann Angus Bred Replacement Female Sale
Holyrood, Kansas
FMI: 913-645-5136
- 13-14 Bull Breeding Soundness Exam Clinic
Dake Veterinary Clinic, Miller, Missouri
FMI: 417-452-3301
- 14 RA Brown Ranch Bull & Female Sale
at the ranch, Throckmorton, Texas
FMI: 940-849-0611
- 17 Circle A Angus Ranch Bull & Female Sale
at the ranch, Iberia, Missouri
FMI: 1-800-CIRCLEA
- 17 Missouri State University Ag Celebration
Bond Learning Center, Springfield, Missouri
FMI: 417-836-5638
- 17 Red Poll National Sale & Membership Meeting
Springfield Livestock Mktg. Center, Springfield, Missouri
FMI: 765-425-8542
- 17 Seedstock Plus Fall Bull Sale
Joplin Regional Stockyards, Carthage, Missouri
FMI: 877-485-1160
- 17 Road to Success Sale
Chappell's Sales Arena, Strafford, Missouri
FMI: 417-236-3899
- 20 Management Intensive Grazing School
Bois D'Arc, Missouri
FMI: 417-831-5246
- 20 Bull Breeding Soundness Exam Clinic
Animal Clinic of Diamond, Diamond, Missouri
FMI: 417-325-4136
- 22 Bull Breeding Soundness Exam Clinic
Countryside Animal Clinic, Aurora, Missouri
FMI: 417-678-4011
- 24 Aschermann Charolais Bull Sale
at the farm, Carthage, Missouri
FMI: 417-723-2855
- 24 Flying H Genetics Bull Sale
at the ranch, near Butler, Missouri
FMI: 417-309-0062

October

- 24 Light Up the Vern 5K Run
Mount Vernon, Missouri
FMI: lightupthevern@gmail.com
- 26 Southwest Missouri Performance Tested Bull Sale
Springfield Livestock Mktg. Center, Springfield, Missouri
FMI: 417-345-8330
- 28 Fink Angus & Charolais Bull Sale
Randolph, Kansas
FMI: 785-532-9936
- 29 OBI Fall Bull Test Sale & OCA Fall Cattle Drive
OBI Test Station, Stillwater, Oklahoma
FMI: 405-624-1181

November

- 1 Jack Baker Angus Production Sale
at the farm, Butler, Missouri
FMI: 660-679-4403
- 3-5 Angus Means Business National Convention & Trade Show
Overland Park, Kansas
FMI: 800-821-5478
- 6 Special Video Sale
Joplin Regional Stockyards, Carthage, Missouri
FMI: 417-548-2333
- 6-7 Genetrust Brangus Sale
Chimney Rock Cattle Co., Concord, Arkansas
FMI: 877-436-3877
- 7 Pitts Angus Production Sale
at the farm, Hermitage, Missouri
FMI: 417-399-3131
- 7 Professional Beef Genetics Bull Sale
Windsor Livestock Auction, Windsor, Missouri
FMI: 888-724-2855
- 7 Maple Oaks Red Angus Herd Builder Sale
Miller County Regional Stockyards, Eldon, Missouri
FMI: 314-630-0332
- 10 Bowling Ranch Hereford & Red Angus Sale
at the ranch, Newkirk, Oklahoma
FMI: 580-761-9257
- 14 The Moser Ranch Bull Sale
at the ranch, Wheaton, Kansas
FMI: 785-396-4328
- 20 Show-Me-Select Replacement Heifer Sale
Joplin Regional Stockyards, Carthage, Missouri
FMI: 417-466-3102
- 20 LeForce Herefords Production Sale
at the ranch, Pond Creek, Oklahoma
FMI: 580-984-0015
- 21 12 p.m. Replacement Cow and Bull Sale
Joplin Regional Stockyards, Carthage, Missouri
FMI: 417-548-2333
- 21 Genetrust Brangus Sale
Cavender's Neches River Ranch, Jacksonville, Texas
FMI: 877-436-3877
- 23 Yearling and Holstein Steer Special Sale
Joplin Regional Stockyards, Carthage, Missouri
FMI: 417-548-2333

December

- 3 Value-Added Feeder Cattle Sale
Joplin Regional Stockyards, Carthage, Missouri
FMI: 417-548-2333
- 12 American Gelbvieh Assoc. Cattlemen's Profit Roundup
Embassy Suites KCI, Kansas City, Missouri
FMI: 303-465-2333
- 19 12 p.m. Replacement Cow and Bull Sale
Joplin Regional Stockyards, Carthage, Missouri
FMI: 417-548-2333

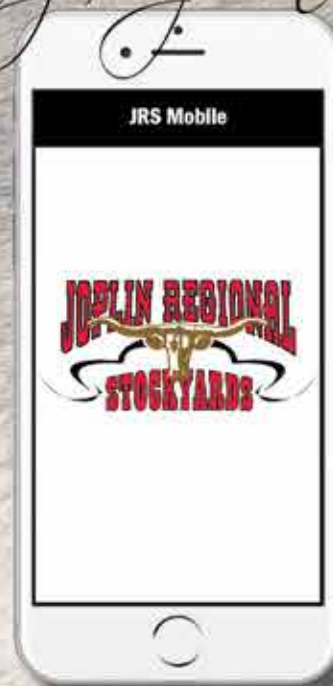
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ON THE CALENDAR

Speaker Sensation at the National Angus Convention

Entertaining and educational, an impressive line-up headlines Angus events Nov. 3-5 in Overland Park, Kan.

The complete program for the 2015 Angus Means Business National Convention & Trade Show, which takes place Nov. 3-5 in Overland Park, Kansas, features an incredible slate of speakers.

Highlights of the week's events include an International Angus Genomics Symposium on Tuesday, Nov. 3, sponsored by

Neogen®'s GeneSeek Operations, during which keynote speaker and genetics pioneer Richard Resnick will discuss the evolving progress of genomic technology. The afternoon will provide hands-on Genomics Innovation Workshops sponsored by Zoetis.

On Wednesday, Nov. 4, Angus University, sponsored by Merck Animal Health, returns to follow "A Story of a Steak" and share insights on increasing quality in the nation's beef production chain. Ken Schmidt, former Harley-Davidson communications director is the morning keynote speaker. The afternoon will feature 21 educational breakouts with emphasis on management, animal health, advertising and marketing, commercial cattle production, ag markets, social media training and low-stress cattle demonstrations.

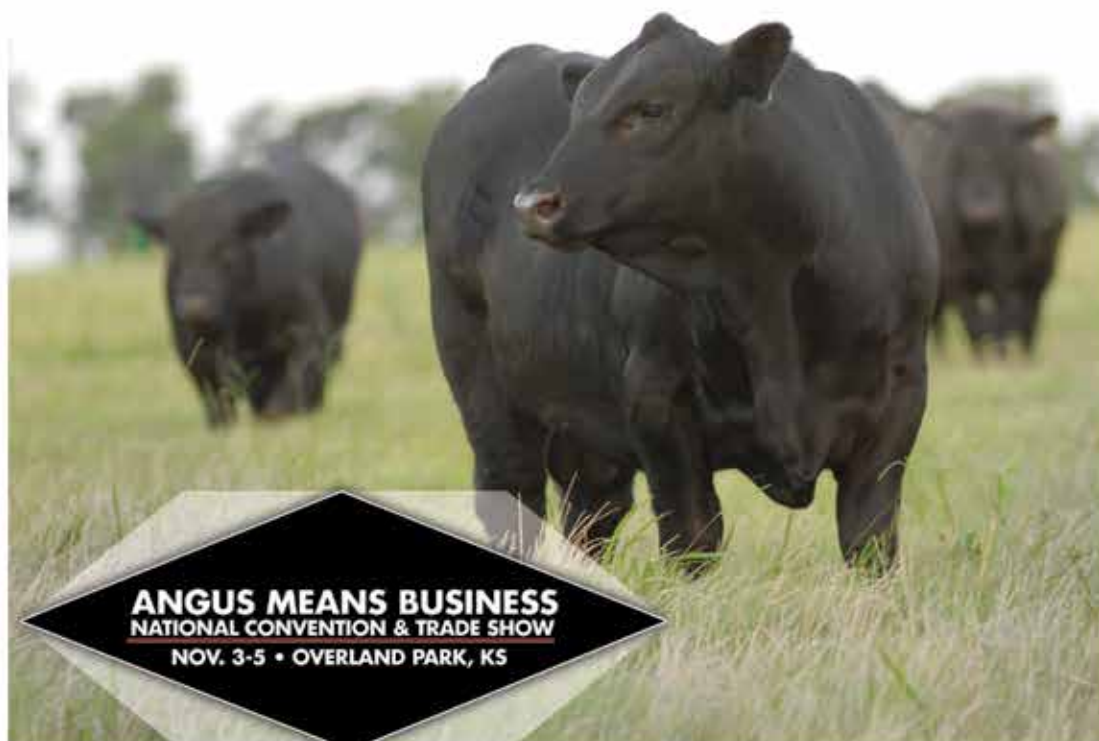
In response to attendee feedback, a few sessions will be repeated so there is a better chance of attending all desired sessions.

"We are incredibly proud of the slate of education and entertainment available at the 2015 National Angus Convention," says Becky Weishaar, creative media director and lead contact for the event. "We encourage cattle producers to reserve their place in advance of the early registration deadline of October 2 for only \$75 per person. Hotel reservations are also made on the convention website, and the hotel block features a variety of price points and amenities on a first-come, first-serve basis."

Registration increases to \$125 per person from Oct. 3 to Oct. 16. After that date, advance registration will be closed, and participants may register onsite for \$150 per person. Delegates elected to represent their state during the association's annual convention may attend the association business meetings for free; however, participation in convention education, meals, entertainment and trade show requires a full convention registration.

Go online to www.angusconvention.com to access a convention schedule, trade show map and more information on travel arrangements to Overland Park, Kansas.

—Source: American Angus Association release.



No matter where you land in the beef production chain, there is something for everyone at the Angus Means Business National Convention & Trade Show Nov. 3-5 in Overland Park, Kan.

The convention hosts a number of opportunities to learn practical tips for your operation, connect with fellow cattle producers and enjoy social events and entertainment like country-western singer Sammy Kershaw.

Plus, one lucky Tuesday convention participant will win a Cat® 262D Skid Steer.

Important Deadlines and Rates

OCT. 2	Early Registration Deadline \$75/person
OCT. 2	Hotel Block Closes (availability and discounted rate guarantee ends)
OCT. 16	Advance Registration Deadline \$125/person
OCT. 17-NOV. 2	Registration Closed
NOV. 3-5	On-site Registration \$150/person

ANGUSCONVENTION.COM

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**Schedule Bus Transportation
From
Joplin Regional Stockyards.**

**Contact
Sarah Engler at JRS
417.548.2333**

ON THE CALENDAR

Help Cattle Earn Good Reputation with Steer Feedout

Entry Deadline is Oct. 10

“Reputation cattle” is an often-used term in the cattle business. But, how do a producer’s cattle get a good reputation?

“It is not easy, especially if you have a small cow herd, and you’re fairly new to the area,” said Eldon Cole, livestock specialist with University of Missouri Extension. “A reputation herd usually is one with over 150 to 200 breeding females. They sell in large lot sizes and may be a farm or ranch that’s been in the business for two or three generations, and are probably branded.”

Cole says smaller operations are hard pressed to come up with the reputation marketing clout, especially if they are just entering the business. However, any quality producer can do a few things that help their cattle develop the right kind of reputation.

“The first item is to use outstanding bulls, either naturally or artificially. The traits feedlot buyers would look for are growth and carcass. Some breeds combine these into an index that helps simplify selection,” Cole said.

Once a genetic breeding program is established a producer will need to test their feeder calves in a commercial feedlot and see how they grow and how the carcasses turn out.

“There’s a world of average cattle out there, and you should strive to consistently have cattle that are above average in those traits desired by feeder buyers. This means the Expected Progeny Differences (EPD) should be above average,” said Cole.

Missouri Feedout

The surest way to get that data is to enter a representative sample of calves in a program like the Missouri Steer Feedout. This program is arranged through the University of Missouri Extension regional livestock specialists. Several other states have similar programs

under different names.

The Missouri program sends steers to feedlots in southwest Iowa where the Tri-County Steer Carcass Futurity, managed by Darrell Busby, collects and analyzes the data. The results might not always be what a producer would think, but the information can be used to make corrections.

The next Missouri Steer Feedout is designed for steers born after Jan. 1, 2015, and weighing at least 550 pounds in early November. An entry consists of five head or more, ideally out of a known sire. They should have been weaned 45 days upon delivery. There is no maximum number of steers and the more entries a producer has, the more reliable the data.

Missouri has teamed up with the Iowa program since 2001. Producers receive complete individual data on daily gains, temperament scores, feed to gain (calculated), carcass weight, fat cover, ribeye area, marbling score, quality grade, yield grade and retail value per day of age.

“The steers will normally be fed from early November until early April to late May. The carcass price is based on the grid for quality and yield grade,” said Cole.

Steers picked up at Joplin Regional Stockyards in southwest Missouri will be part of an evening program where steers will be paraded through the ring. A market value will be assigned. Two or three buyers or market representatives will critique them individually and as a group.

“Feedouts are revealing and helpful as cow-calf raisers learn the attributes or failings of their cattle,” said Cole.

Entry deadline for the next Missouri Steer Feedout is Oct. 10.

—Source: University of Missouri Extension release.

JOPLIN REGIONAL STOCKYARDS

Process Verified Program Tags for Value-Added Sales

May be purchased from:

- JRS — Monday thru Thursday 8 to 4 p.m.
- Feed & More — Mt. Vernon (417) 471-1410

Only visual tag required for JRS Vac-45, JRS Calf Vac and JRS Stocker Vac. Tags are handled through JRS.

For more information, call Mark Harmon or the JRS office.

417.548.2333

Value-Added Sale:

Dec. 3, 2015

Wean Date Oct. 19, 2015



Light Up the Vern 5k

Contact Us:
lightupthevern@gmail.com

Saturday @ 7:30 pm | Spirit of October 24, 2015 | '76 Park-Mt. Vernon

\$10 Children in grades K-12	\$20 Registration until Oct. 17	\$25 Registration after Oct. 17	\$60 for a group of four
--	---	---	------------------------------------

Registration open at 6:00 p.m.
Entry fees include: glow-in-the-dark t-shirt, post race refreshments, a finishers' celebration, and grab bag. Not a timed run.
Costume Prizes for Most Glowtastic Family and Individual

 **Light Up the Vern 5K**

A 5K RUN/WALK TO BENEFIT MT. VERNON EMERGENCY SERVICES FOR CHILDREN

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

Administration Information: JRS recommends a good vaccination protocol – use name brand vaccines & wormers

PRODUCT ADMINISTERED		JRS Calf	JRS Vac 45	JRS Vac 45		
Vaccine Protocol		Vac Sourced	Weaned Sourced	Non-Sourced		
List Product and Brand in this column		1 st Dose Date	1 st Dose Date	1 st Dose Date	1 st Dose Date	1 st Dose Date
Respiratory Virals		White Tag	Gray Tag	Orange Tag	Orange Tag	Orange Tag
IBR-BVD-P13-PRSV		X	X	X	X	X
1 st Round MLV or Killed						
Booster Dose MLV only						
Clostridial/Blackleg		X	X	X	X	X
Haemophilus Somnus (Optional)						
Mannheimia (Pasteurella)		X	X	X	X	X
Haemolytica						
Parasite Control (Dewormer)			X	X	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 ADMINISTERED ACCORDING TO BQA GUIDELINES ☐ Yes
I certify that the calves listed meet or will meet JRS requirements and products have been or will be administered according to label directions and BQA guidelines.
Signature of either OWNER/MANAGER OR VETERINARIAN IS REQUIRED

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

I wish to enroll in JRS Value Added Program

Check Protocol: ☐ JRS Calf / ☐ JRS Vac 45 / ☐ JRS Vac 45 /
Vac Sourced / Weaned Sourced / Non-Sourced /

RANCH/OPERATION INFORMATION (Please print)

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

Marketing Information

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

Check Marketing Choice:

☐ JRS Livestock Auction ☐ JRS Video Auction

Other Management Practice Information

Please check and date all that apply:

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

♦ PRODUCTS ADMINISTERED ACCORDING TO BQA GUIDELINES ☐ Yes

Location of where tags were purchased: _____

Attach proof of purchase and return documentation and completed form 7 DAYS PRIOR TO SALE DATE to:

JRS Value-Added Enrollment, P.O. Box 634, Carthage, MO 64836 or fax to 417-548-2370: For more info or questions please call Mark Harmon at 417-316-0101 or office 417-548-2333.

Info is also available on our website: www.joplinstockyards.com

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MARKET WATCH

Joplin Regional Stockyards

Market Recap | September 2015

Feeder Cattle & Calf Auction | September 9,748 • Last Month 15,389 • Last Year 19,584

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

Video Markets from 9/1/15 - 9/21/15 – No sales to report.

Feeder Steers Medium and Large 1

Head	Wt Range	Avg Wt	Price Range	Avg Price
26	340-342	341	240.00-277.50	260.25
16	357-376	369	250.00-280.00	268.92
54	404-430	418	240.00-263.00	249.25
83	450-492	470	222.00-245.00	234.81
178	502-549	526	214.00-240.00	222.45
102	557-597	585	213.00-245.00	219.60
54	636-642	641	217.00-224.00	218.54
61	601-641	617	188.00-216.00	201.05 Calves
150	650-696	675	193.00-221.00	208.79
26	663-688	672	195.00-211.00	205.33 Calves
99	700-737	714	198.00-211.00	208.21
284	752-796	769	187.00-206.00	200.51
305	802-846	832	186.00-197.00	190.17
132	859-892	878	183.00-189.00	186.68
179	909-944	917	176.00-185.50	180.51

Feeder Steers Medium and Large 1-2

Head	Wt Range	Avg Wt	Price Range	Avg Price
10	276-281	279	230.00-245.00	237.57
31	347-348	347	220.00-300.00	256.19
45	353-393	378	227.00-263.00	247.09
80	415-449	432	230.00-241.00	236.70
214	455-497	482	210.00-240.00	220.51
121	501-548	528	200.00-226.00	216.37
209	553-595	567	205.00-221.00	212.24
95	604-639	618	199.00-212.00	206.43
69	601-638	629	190.00-203.00	192.25 Calves
132	650-698	673	182.00-210.00	201.20
220	715-744	736	180.00-200.00	197.06
19	700-705	701	180.00	180.00 Calves
191	752-798	775	180.00-194.00	190.50
111	823-845	836	177.00-191.00	184.50
98	860-871	867	182.00-186.50	183.63
54	917-930	922	162.00-177.75	175.04

Feeder Holstein Steers Large 3

Head	Wt Range	Avg Wt	Price Range	Avg Price
12	366-381	375	180.00-195.00	186.10
10	778	778	147.00	147.00

Feeder Heifers Medium and Large 1

Head	Wt Range	Avg Wt	Price Range	Avg Price
33	304-345	323	230.00-250.00	241.83
40	360-384	376	210.00-230.00	222.75
80	402-445	431	205.00-222.50	216.70
113	450-499	478	183.00-217.00	194.50
206	503-548	533	175.00-222.00	201.91
81	552-598	571	172.50-207.00	192.79
127	606-648	624	174.00-216.00	200.49
21	608-619	614	171.00-197.00	183.41 Calves
136	651-699	675	175.00-203.00	188.29
101	702-742	722	172.50-194.00	190.18
125	752-791	785	170.00-183.00	178.10
29	800-822	807	170.00-180.00	178.25
10	964	964	174.00	174.00

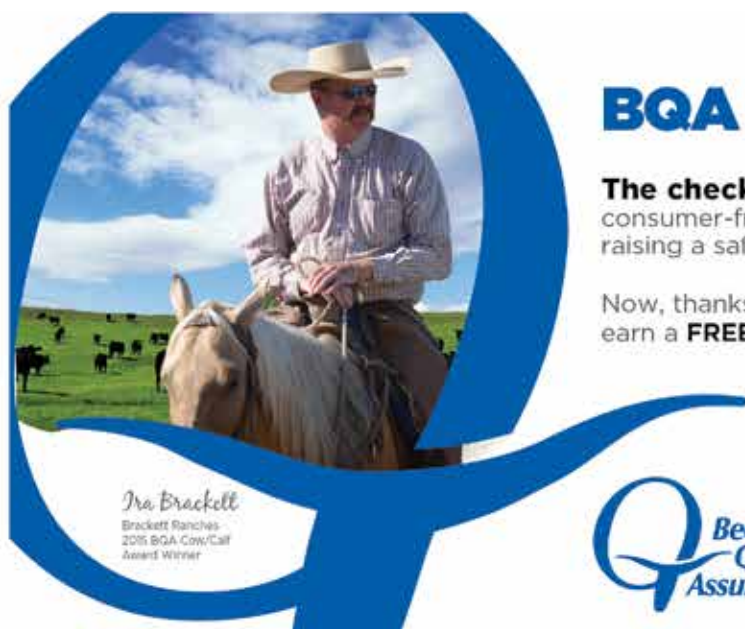
Feeder Heifers Medium and Large 1-2

Head	Wt Range	Avg Wt	Price Range	Avg Price
27	268-290	276	230.00-235.00	231.08
45	308-346	342	210.00-226.00	221.92
79	352-398	366	205.00-220.00	213.12
149	412-448	421	185.00-207.00	202.99
216	451-498	481	180.00-200.00	186.63
10	471	471	217.00	217.00 Thin
183	503-547	527	171.00-207.00	190.69
20	515-540	528	187.00-189.00	187.68 Thin
91	553-594	569	175.00-202.00	186.37
26	570-588	577	170.00-206.00	191.48 Thin
242	603-648	625	170.00-202.00	192.69
63	606-642	629	170.00-184.00	175.12 Calves
125	650-699	686	178.00-195.00	187.61
55	702-741	722	172.50-188.00	185.23
12	715	715	171.00	171.00 Calves
82	753-796	775	162.50-183.00	177.42
10	839	839	171.00	171.00

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ON THE CALENDAR

Time to Check the Bulls

Breeding soundness clinics set for this month

The breeding season for fall-born calves begins in November, which means October is a good time to evaluate your bulls for breeding soundness. October is also a popular time to wean the spring calf crop and prepare them for marketing and wintering. This results in it being a busy time for cattle working, so don't forget the bull.

In order to make bull breeding soundness checks handier for the veterinarian and cattle owner, a series of clinics have been held since 2005. The sessions are held at the veterinarian's clinic, offering less distraction from other calls so the veterinarian can focus on testing.

The BSE clinics offer more than just a semen check. Bulls are examined inside and out, from head to toe for conditions

that could impair their ability to breed and settle cows and heifers. Data over the last 10 years from the clinics shows between 10 and 15 percent of the bulls tested are considered unsatisfactory for breeding.

Some of the bulls might not pass that day but could in 3 or 4 weeks. This is often the case with bulls under 14 months of age. Some problems might not improve in that time while others will.

Besides the breeding soundness exam, the bulls are boosted for their vaccinations and treated for internal and external parasites. Non-virgin bulls may be tested for trichomoniasis and all may be genomic tested for various traits. These tests all do have an additional charge over the basic exam.

Clinic Dates And Locations

October 7

Barry County Veterinary Service, Cassville, Missouri
Phone 417-847-2677

October 13 & 14

Dake Veterinary Clinic, Miller, Missouri
Phone 417-452-3301

October 20

Animal Clinic of Diamond, Diamond, Missouri.
Phone 417-325-4136

October 22

Countryside Animal Clinic, Aurora, Missouri.
Phone 417-678-4011

Call to make an appointment. Eldon Cole, University of Missouri Extension livestock specialist, will be at the clinics to visit about body condition scoring, soundness scores, use of Expected Progeny Difference (EPD) in sire selection, upcoming bull sales and bull management. For more information, call 417-466-3102.

The one item that isn't tested for is libido. Owners should observe the bulls closely early in the breeding season or even before turnout to determine if the bull can physically service a cow or heifer. A bull might score very high on all semen traits, but if he can't or doesn't

want to breed a female, you need to start looking for a replacement.

See above for clinic dates and locations.

—Source: University of Missouri Extension.

Replacement Cow & Bull Sale

12 p.m. | Saturday **10.10.15**

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

Expecting 1000 head.

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Bailey Moore
417.540.4343

Skyler Moore
417.737.2615

Jackie Moore
417.825.0948

JRS Office
417.548.2333



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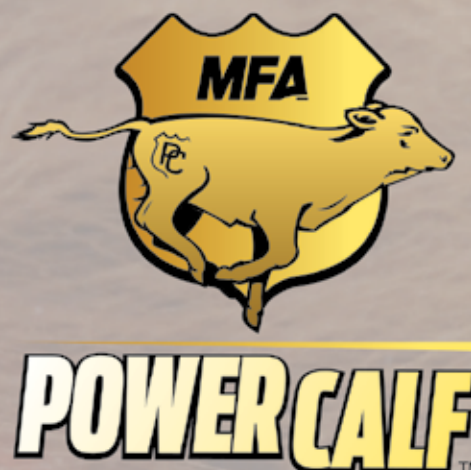
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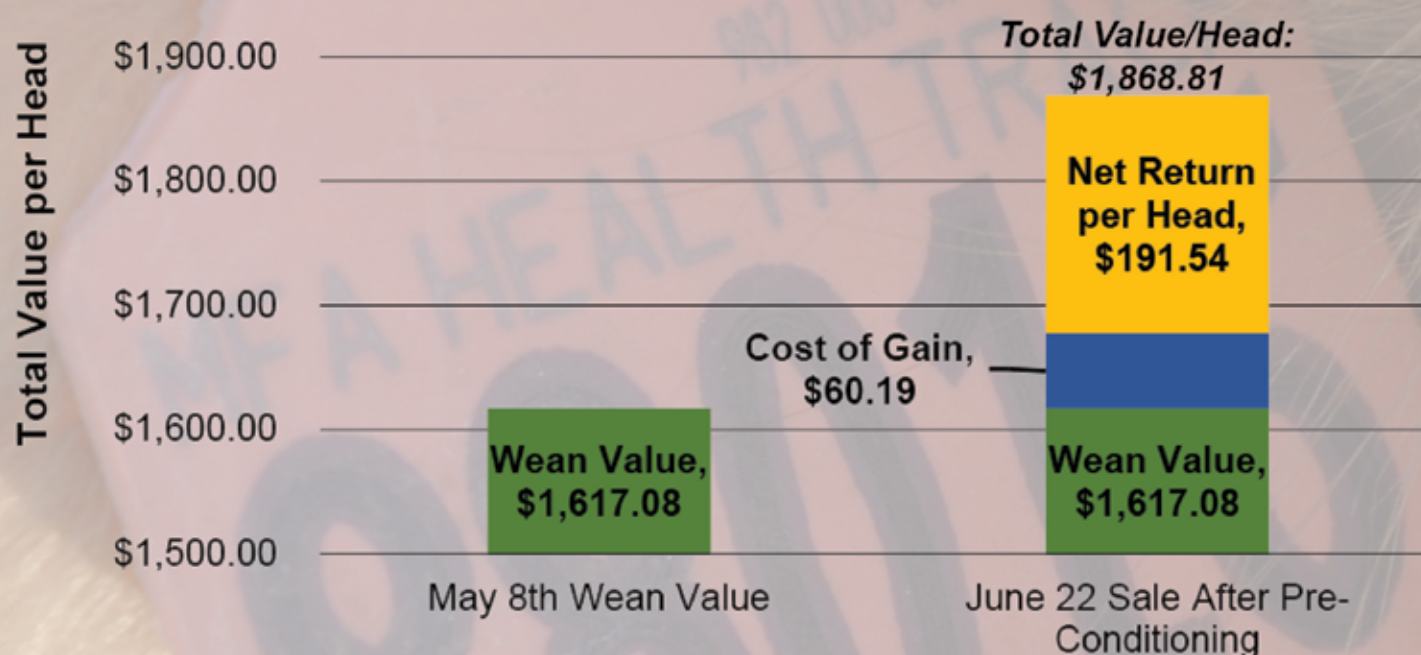
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