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## ON THE BLOCK

**I**t's unbelievable how much our scenery has changed in 30 days! We've gone from a full-fledged drought to cutting hay again. The feeder calf runs have been pretty good, but I actually look for them to slow down and be fairly light. A lot of calves were sold late summer and early fall because of the drought and lack of available forage. We've seen the calf market climb \$10 to \$20 per hundred because some places around the country are finally getting some rain. As we go through fall, in most instances the calf market would be under a lot of pressure. However, I think a lack of cattle being marketed might just hold prices together. We've sold a lot of cattle this year. Exports and domestic demand have also been favorable. So, I'm pretty bullish on the cattle market. I think it has a chance to get a lot better than some think it could.



added and preconditioning programs a try. Weaning and vaccinating your cattle is a good way to add extra value to them at marketing. We have a value-added sale coming up on Dec. 6, with a wean date of Oct. 22. Some folks have extra forage now, and you can gain cattle for 65 or 70 cents per pound. Seven-weight cattle on our Sept. 17 video auction brought from \$1.53 up to \$1.60 for December delivery. You get a \$1.60 for the gain, and if you put it on those calves for 65 or 70 cents, then that is \$1 for every pound of gain that you can put in your pocket. If you can put 200 pounds on a calf, that makes for a pretty good deal!

We're gearing up for the Ozark Fall Farmfest, Oct. 5, 6 and 7 in Springfield, Missouri. We'll all be there. Stop by and visit with us!

Good luck and God bless.

*Jackie*

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## INSIDE THIS ISSUE

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They are wives, mothers, cattlemen, veterinarians and more. Join us as we salute all women who work hard every day, paving their own path in agriculture. —Cover photo by Rebecca Mettler.

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# Too Much, Too Early

## Are implants a fit on your farm?

Story by Justin Sexten

**F**all- and spring-calving herd managers don't often find themselves facing the same decision as those who buy calves for backgrounding, but this is one of those times. Should you implant the calves, and if so, what product should be used? Answers will vary, of course.

It's simple if increasing gain is the singular goal. Given adequate nutrition, the return

on investment in growth-promoting implants makes it one of the best ways you can spend your dollars. But let's examine that given: are there adequate dietary resources to support the implant? Data suggests calves need enough nutrition to gain at least a pound per day to make any implant pay. Few operations plan for gains lower than that, but for those who try to hold calves back to change

marketing windows, this might be a consideration.

Another reason implants might not make sense is a contradiction with your marketing plans, such as those who sell natural or non-hormone treated calves (NHTC) at a premium. Implanting would limit marketing to conventional outlets, where facts might not support perceptions. I hear of ranchers forgoing the calf performance from implants because they think nonimplanted calves bring more in the everyday market, but the evidence does not support that. Calves that are verified Natural or NHTC might indeed receive premiums, but simply assuming buyers pay more for nonimplanted calves goes against data from Superi-

or Livestock from 2010 to 2017. Calves were not discounted because of implanting.

Bull calves and replacement heifers are other cases for consideration. Bulls should never be implanted unless they are very young and steered at the same time. Debate as to the benefits and risks of implanting replacement heifer prospects exists; a practical option is to implant only late-born females, whether on the cow or at weaning. They benefit most from additional gain and are least likely to be retained.

With considerations as to the IF behind us, now on to the WHAT. New research from the University of Nebraska bolsters previous work on implant protocol development. In that older study, Colton Oney and coworkers evaluated the influence of aggressive implant protocols in feedyard cattle. It might seem like a large jump from a discussion of implants for nursing and weaned calves to feedyard protocols, but it's really the next step. This work and previous data from Henry Hilscher's work at Nebraska looked at the effects of using increasingly aggressive implants in long-fed calves starting shortly after weaning.

Previous data recommends using implants that match nutrition and stage of life, with potency growing progressively as nutrition improves and calves mature. In other words, use the least potent implant while calves are still nursing, and advance hormone levels as those cattle approach finished harvest. Some have argued that genetic improvement and advancing implant technology could present opportunities to use more potent implants earlier for faster gains, sooner. This collection of recent Nebraska work explored that idea in 500- to 600-pound beef steers and heifers as well as Holsteins.

A variety of implant combinations were evaluated as the groups looked at the concept of using terminal implants earlier in the feeding period. It didn't work. Even with improved genetics, nearly ideal nutritional conditions and improved implant options to administer increased hormone levels early in the feeding period, neither



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If the application, contract or loan agreement form was signed by someone other than the participant who is deceased, FSA will determine whether the person submitting the form has the legal authority to submit the form to compel FSA to pay the deceased participant.

Payments will be issued to the respective representative's name using the deceased program participant's tax identification number. Payments made to representatives are subject to offset regulations for debts owed by the deceased.

FSA is not responsible for advising persons in obtaining legal advice on how to obtain program benefits that may be due to a participant who has died, disappeared or who has been declared incompetent.

—Source: Missouri Farm Service Agency newsletter, Aug. 2018.

## TOO MUCH, TOO EARLY FROM PREVIOUS PAGE

cattle performance nor feed efficiency improved. The only achievement was a depression in quality grades, and that outcome fits very few programs.

This work reaffirms previous data where failing to match implant with nutrition and animal maturity results in lower marbling scores. For those who do not own the cattle from weaning through harvest, these results also support an idea we can borrow from wider use: it

takes a village. People at each step in the supply chain must do their parts to ensure management in their segments doesn't negatively impact those at a later step. While not the researchers' goal, this data demonstrates a model where aggressive implant programs designed to enhance early performance not only failed to deliver – they cost a later segment by the loss of carcass merit opportunities.

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

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## HEALTH WATCH

# Managing Drought-Stressed Calves

## Nutrition matters – for cows and calves

Story by David Rethorst for Cattlemen's News



**W**ith eastern Kansas and western Missouri working their way out of a drought year, managing the drought-stressed calves that will be weaned this fall is top-of-mind in these areas. Many of these calves appear to be good, healthy calves, but they have certainly been through

nutritional stress earlier this summer. The impact of the drought will not be limited to this year's calves as the drought also had an effect on the calves that were in-utero this summer due to the nutritional stress they experienced.

Many of the calves coming out of drought areas have, at

times, been short on water and available forage this past summer. Recent rains have rectified much of this problem by filling ponds and allowing for late-season grass growth. Yet, many effects of the earlier nutritional stress will be evident this fall.

When dealing with drought-stressed calves coming into backgrounding yards in 2012, I realized that many of the things we discuss in this column worked well in getting these calves started. First, address their nutritional needs. Plenty of water and grass hay are needed to get the rumen functioning after a trip to the sale barn and a truck ride to a new home. Once they have been shown where the feedbunk is and are eating some hay, a mixed ration can be introduced. I prefer a limited intake ration that keeps the calves a little on the hungry side. Avoid overfeeding the calves. Overfeeding can result

in rumen acidosis, which will throw the calves off feed and many times precipitate a respiratory disease outbreak.

Keep handling stress to a minimum. Acclimate the calves to a new home by spending time with them each day to show them where the tank and the feedbunk are, as well as get them accustomed to being handled. A good rule of thumb is to let the calves rest one hour for each hour they were on the truck, before they are processed.

Use a simple receiving vaccination protocol. Viral vaccination, clostridial vaccination and a dewormer are the basics that should be covered. I prefer to use an injectable trace mineral product in these drought-stressed calves to help address the nutritional stress they have been through by improving immune function. Minimize the use of gram-negative bacterial vaccines such as Mannheimia and Histophilus to reduce the immunosuppression created by the endotoxin in these vaccines. Booster vaccines can be given in 21 to 28 days along with an implant.

Consider what can be done to minimize the effects of drought stress on the in-utero calf as various fetal programming studies have shown that undernutrition or overnutrition at critical times during a cow's pregnancy can affect the lifetime health and performance of that in-utero calf.

A University of Nebraska study showed that protein supplementation in late pregnancy affected the performance of both steer and heifer calves. Steer calves born to supplemented dams gained better in the feedyard and graded better than the steers born to unsupplemented dams. Protein supplementation improved the weaning weight of the heifer calves and improved yearling conception rates when compared to the heifers born to unsupplemented dams. This heifer data reinforces a conversation I had with a Flint Hills rancher about two years ago. She told me that their cows born in 2013 (in-utero during the 2012 drought) did not perform as well as the cows born before or after 2013.

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## DROUGHT-STRESSED CALVES FROM PREVIOUS PAGE

A four-year New Mexico State University study showed that protein supplementation, and possibly the manner in which trace mineral was supplemented, reduced the number of calves that were treated for respiratory disease and the number of calves that died of respiratory disease in the feedyard.

In a one-year follow-up study, the number of calves treated and the number of calves that

died related to respiratory disease was reduced to zero in the steers out of dams who were on a free-choice bypass protein with trace mineral incorporated into the protein supplement. Of particular interest in both of these studies was the fact that the calves went through a 45-day preconditioning program on the ranch of origin prior to being shipped to the feedyard.

More recently, an Oregon State University study looked specifically at the impact of trace mineral supplementa-


tion during late pregnancy on the health of cattle in the feedyard. These studies showed that trace mineral supplementation reduced sickness and death loss in the feedyard, but the type of trace mineral had an impact also.

In an older study at the University of Idaho looking at weak calf syndrome, protein supplementation in late pregnancy was shown to increase the amount of colostrum that was absorbed by calves born to 2-year old heifers. Once again, nutrition during pregnancy af-

fected the lifetime health and performance of the in-utero calf.

This year's drought has impacted not only this year's calf crop but next year's as well. By keeping things simple and following sound animal husbandry practices, these effects can be minimized.

Nutrition matters.

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

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“Having the right Connections in rural America is extremely important. Our LandLINK service is all about helping farmers make those connections,” says David Janish, CEO, FCS Financial.

LandLINK is a new service provided by FCS Financial. It connects young, beginning farmers with landowners through completion of an online form. The young, beginning farmer completes a form where they describe their current farming operation, experience and agricultural goals regarding the size of farm they want to purchase or lease and location.

The landowner completes a landowner form where they indicate if they want someone to buy or lease their property, the location and number of acres.

FCS Financial reviews all forms submitted. If a landowner and a young, beginning farmer appear to have similar goals, the landowner will receive the young, beginning farmer's contact information and form. This allows the landowner to maintain their privacy if selling or leasing their property. This service is free, and participants do not have to be FCS Financial member-owners.

These forms and more information are located on the LandLINK page on myfcsfinancial.com. Contact FCS Financial at 1-800-369-3276 extension 1173 for more information.

—Release from FCS Financial. 

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## TRENDING NOW

### U.S. Beef Exports Grow Again

Asian markets make up two-thirds of exports this year

Story by Derrell S. Peel

**T**otal beef exports were up 16.8 percent year-over-year in July contributing to a year to date increase of 15 percent for the first seven months of the year. Japan, the largest beef export market, had a monthly increase of 12.9 percent and is up 7.5 percent for the year to date.

No. 2 market South Korea continues a very strong pace, up 61.1 percent year over year in July and up 45 percent so far this year. Beef exports to the third largest market, Mexico, increased 17.1 percent year over year in July and are up an even 10 percent for the January to July period.

Canada, the No. 4 beef export market, was down 1 percent in July and is holding to a scant 0.7 percent year to date increase over last year. No. 5 market Hong Kong is worrisome. After increasing January through March, monthly exports to Hong Kong have decreased year over year for the last four months capped by a 32.6 percent year over year decrease in July. Year to date totals for Hong Kong are still up 5.6 percent but declining fast.

Asian markets account for nearly two-thirds of U.S. beef exports so far this year with Japan (28.4 percent of total exports) and South Korea (20.2 percent) totaling 48.6 percent total exports. Hong Kong (9.5 percent); Taiwan (5.6 percent) and Vietnam (0.9 percent) bring the total exports to Asia up to 64.6 percent. Mexico at 14.1 percent and Canada at 9.9 percent shares make the North American total 24.0 percent of U.S. beef exports. The top seven export markets represent 87.7 percent of total exports so far this year.

U.S. beef imports were down 1.9 percent year-over-year in

July and are up fractionally at 0.5 percent above last year for the first seven months of the year. Canada, by a slim margin is the largest source of beef imports, up 1.1 percent in July and up 8.4 percent year over year so far this year. Slightly behind Canada is New Zealand, up 3.5 percent in July and up 7.7 percent for the year to date.

Australia, the largest source of beef imports from 2012-2016, dropped to second place in 2017 and is in third place this year, still struggling with drought effects. Australia is experiencing severe drought again this year and is expected to struggle in 2019 as well. Beef imports from Australia were down 7.5 percent year over year in July and are up slightly from last year by 0.8 percent for the year to date. Mexico is the fourth largest source of beef imports, down 14.7 percent in July and down 14.9 percent so far this year. Nicaragua is the fifth largest source of beef imports this year and is up 6.1 percent year over year in July and up 13.6 percent thus far in 2018.

Canada (24.7 percent) and New Zealand (24.4 percent) account for nearly half of U.S. beef imports (49.1 percent) followed by Australia (20.9 percent) and Mexico (16.1 percent) for a top four total of 86.1 percent of total beef imports. Central and South America add another 12.5 percent to beef imports with Nicaragua (4.6 percent); Brazil (4.3 percent) and Uruguay (3.6 percent). The top seven import markets account for 98.6 percent of U.S. beef imports thus far in 2018.

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

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**F**ood.

You can't live without it. And it seems with four kid-dos and a husband (and me), we go through it QUICKLY! As soon as one meal is done, they're asking about snacks or it's time to eat an entire meal again. It's a never-ending, exhausting, expensive merry-go-round.

Homeschooling only adds to it. All those hours at home. All those cups. All those dishes. UGH!

It really does paralyze me at times. And yes, we go through cycles when we are hitting the drive-thru WAY too often, but I think that's just the times we live in (ahem: lazy and busy).

But life never gets any slower, and I never seem to be find any more energy or time. It's during these drive-thru cycles that I really need to dig deep and use all these nifty kitchen hacks I've relied on these years of motherhood.

### Kitchen Hacks

Clean the kitchen first.

One thing I've found for sure is that the kitchen is the heart of the home. Cliché but SO true. When the kitchen is a wreck, we are more likely to eat out. I am more likely to be snippy. And the general atmosphere of the house is a little off.

The kiddos are on a rotation for dishes. One kid is assigned to each meal (dinner has two), and they rotate through the meals so they have a different meal every day of the week. Score for lots of kids!!! They load and unload the dishwasher pretty much on their own nowadays. (Yes, we have graduated to two loads of dishes a day and even more when I'm

canning or preserving in the summer.)

Keeping the sink relatively empty and the counters wiped down is the most important. Mopping and all the rest? Well, get a dog and dirt-colored laminate. Boom. You're done.

Have a pantry backup.

One of my biggest money savers is my basement pantry. It took me a while to stock it, but now it's a miracle. I keep two or more of everything we use. We have a ketchup in the fridge and a ketchup in the basement. If a kid takes the basement ketchup, he puts ketchup on the lists. When I go to the store, I'm buying for the pantry NOT the fridge. That way, if money's tight one week it's not an emergency to get to the store.

Write dates on leftovers.

We use a Sharpie to write dates on opened jars of sauces or on containers of leftovers. We write any leftovers we have on a whiteboard. This cuts down on food waste.

Make a broth bag.

I keep a zip-close bag in the freezer where I keep random vegetable scraps and leftovers and any meat bones. When the bag is full, I pop it into the slow cooker overnight for home-made broth. You can then can or freeze the broth. I rarely ever purchase broth any more.

Crown yourself the Condiment Queen.

Yes, we save free condiments from fast food. Yes, I force my children to squeeze the ketchup packets into our giant bottle in the fridge. Doesn't everybody?! (My kids don't think so!)

Save up a chicken/pig bowl.

We scrape all plates and put any throwaway foods into a plastic bowl by the sink. When we've got pigs, they get the scraps. When we don't, the chickens get the feast. Right now we don't have any pigs, but I've been storing up food for them in my freezer. Every time we have a cracked egg come through, it goes into the bag for my future pigs. I HATE throwing food in the trash. When I can feed it to animals, it eases the guilt.

When it comes to tips on meal planning and creating food, I fall pretty short. I want to be a successful meal planner, but I'm not. We typically go with the mood rather than what I have planned. One thing I can pride myself on is management. I know what food I've got on the shelves and in the freezers. I keep up a pretty thorough meat inventory (which is a must when you butcher your own animals). Most of the time we do a good job eating it!

Knowledge is power, and I would love to hear your kitchen hacks! Email me at [newspaperlady@gmail.com](mailto:newspaperlady@gmail.com).

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<sup>1</sup>Perry, G. et al. (2016). Safety of vaccination with an inactivated or modified live viral reproductive vaccine when compared to sterile saline in beef cows. *J. Vet. Sci. Res.*, 1(3), 000117.

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## What Your Lender Needs to Know

Don't wait for a crisis to communicate with your lender

Story by Lisa Henderson for Cattlemen's News

**I**n August, USDA projected 2018 net farm income, a broad measure of farm profitability, at \$65.7 billion, the third lowest level in a decade, behind 2016 and 2009. The projected figure would be 13 percent below 2017.

U.S. farmers' net farm income is watched closely by economists, banks and government agencies because it is a comprehensive indicator of U.S. farm profitability — for all crops and livestock — and includes cash receipts from farming as well as farm-related income, including government payments and noncash items like changes in inventories, economic depreciation and gross imputed rental income, minus cash expenses.

The significant reduction in farm income this year means an increase in demand for farm loans. Farmers and ranchers sometimes struggle to keep up with all of the costs associated with running a farm, and the federal government helps by providing lower interest agricultural loans.

Agricultural loans are designed to:

**1 Purchase farm land.** Whether you are just starting out as a farmer or wish to expand your current farm business, agricultural

land loans help you purchase the land you need.

**2 Cover operating expenses.** Besides needing farmland financing, many farmers also need help covering some of their operating costs. Farm equipment is expensive, but it's necessary to run the farm.

**3 Help with the marketing of farm products.** If they want to make a profit, then farmers need to sell the product they create. This means that they need an effective marketing plan and money to pay for marketing costs in addition to farm land loans.

Tough markets for both grain and livestock mean you need to be prepared if you plan to visit a bank or lending institution for an ag loan.

To provide an overview of what lenders expect from farmers and ranchers seeking capital for their operation, Cattlemen's News sought the expertise of Jay Sloniker, vice president, Commercial and Ag Business for FCS Financial, Joplin, Missouri.

"Ag lenders need, at a minimum, to know what an operation's capital and earning look like," Sloniker says. "To report these to a lender, an applicant should provide accurate balance sheets, income state-

ments, tax returns and cash flow projections."

To develop such financial documents, farmers and ranchers can consult with their tax advisors or state extension. Beyond those basic disclosures of income and liabilities, lenders will require a certain level of equity in land, machinery and livestock, all of which is subject to appraisal by a third party.

"Appraisals on real estate will be made by state-certified appraisers who are qualified to appraise the type and amount of property considered for use as collateral," Sloniker says. "The equity required is dependent upon the length of term requested and the frequency of payments. Generally speaking, equity required to margin the loan will be somewhere between 25 percent and 35 percent for land loans. Appraisals for machinery will be completed by either the loan officer or a contracted machinery appraiser; equity requirements on machinery are typically 25 percent but can also vary depending on the term of the loan and payment frequency."

Livestock loans vary slightly, some of which is due to the greater volatility expressed in livestock markets.

"Typical equity required to secure a cattle loan is 25 percent," Sloniker says, "and the lender will verify the value of the cattle usually by obtaining invoices for the purchase of the cattle or by completing an inspection of the cattle. Included in the verifications are items such as the age, condi-

tion, location and method of identification. Once the cattle have been inspected the lender will typically compare reported values against values published by the USDA's Agricultural Marketing Service reports for current markets."

Every season, however, presents new challenges for farmers and ranchers. Weather events such as a drought can often create a crisis. Lenders usually offer options for farms and ranches impacted by weather or other crisis events.

"There are many options available when disasters due to weather create financial stress," Sloniker says. "Options include, but are not limited to, payment extensions, principal deferment, re-amortization of loans, and restructuring or rebalancing of debt."

Staying in touch with your lender during such an event will pay dividends.

"The key for a borrower to maintain access to a range of options is communication with the lender in anticipation of and during a stress event," Sloniker says. "In this scenario, it is typically more comfortable to a borrower to take a 'wait-and-see' approach rather than to aggressively confront the issue. However, procrastination can really increase problems and limit options in this case. A good lender will focus on the long-term viability of a given operation and work to implement strategies that will help operators through crunch times without creating longer term, potentially insurmountable, financial issues."







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## TRENDING NOW

# Time to Body Condition Score Your Cow Herd

Weaning is a good time to evaluate your cows to determine average body condition score of your herd

Story by Robin Salverson

**W**hat does a body condition score (BCS) tell you?

It is a visual estimate of the energy balance of the cowherd. It is based on a 9-point scale with 1 being emaciated and 9 being obese.

**What is the optimal BCS at calving?**

The goal is to have cows at a BCS 5 at calving. A BCS 5 refers to a cow with a generally good overall appearance, the fat cover over the ribs feels spongy and palatable fat cover on ei-

ther side of the tail head. Since heifers are still growing, a BCS 6 is recommended at calving. BCS 6 animals will have a high degree of palpable fat over the ribs and around the tail head and firm pressure is needed to feel the spinous processes.

**If you calve in the spring, why should you be concerned about BCS this fall at weaning?**

Moving a cow one full body condition score requires a cow to gain 75 to 100 pounds of body weight. While she is lactating or during rapid fetal growth in late gestation, the more challenging and expensive it is to change a BCS. During late gestation, a fetus will grow by 70 percent, taking up

more room in the body cavity and displacing the rumen. As a result a higher quality feed needs to be fed, to offset the inability of the rumen to hold more feed. At the same time the rumen is being displaced, the cow's requirements are increasing making it more challenging. While at weaning, the cow's nutrient requirements are at her lowest. This is the perfect opportunity to put additional condition on a cow.

**Why is it important to determine BCS?**

A cow's body condition score prior to calving has the largest impact on re-breeding success. Important research by Selk et al. in 1986 reported 88 to 98 percent of the cows in a BCS 5 or greater at calving were cycling at 80 days postpartum, compared to 62 percent of the cows in BCS 4 or less. Also pregnancy rate was lower amongst BCS 4 or less cows compared to the cows 5 or greater (61 percent versus 90 percent). Based on this research, 38 percent of the cows that were not cycling by day 80 post calving will not maintain a 365-day calving interval and should be culled from the herd.

**What factors influence BCS?**

Age, lactation, feed quality and availability, and parasite load are all factors that influence BCS. Young, old and heavy milking cows are typically the thinner cows in the herd. Lack of quality or quantity of feed (i.e. grass) during drought or poorly managed grazing will draw cows down. Regardless if cows are thin due to drought, age, or lactation, early weaning may be the best option to increase BCS prior to late gestation. A 3-year research study conducted at the NDSU Dickinson Research Station, noticed cows that had their calves early-weaned gained body condition from August to November. While cows that were in the November weaned group lost BCS during the same time period. During the same research, an average herbage savings of 18.9 pounds per cow per day or 36 percent, resulted when early weaning was used as a management.

—Source: Robin Salverson is a cow-calf field specialist with South Dakota State University Extension.



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## TRENDING NOW

# Making Sure It's Meat

## Decoding Missouri Meat Advertising Law

**M**issouri is the first state to take steps to prevent misrepresentation of products as meat that are not derived from livestock or poultry. The Missouri Department of Agriculture would like to provide clarification on how these changes will be implemented.

Missouri first enacted the Meat Advertising Law in 1985 with the intention of promoting truthful and accurate advertising. Since that year, the state has provided specific requirements on meat advertising through the Missouri Meat Advertising Law. On Aug. 28, 2018, Missouri made effective new provisions, which are intended to prevent the misrepresentation of a product as meat if it was not derived from livestock or poultry.

The Missouri Department of Agriculture promotes transparency for consumers while balancing that with common sense to minimize market disruptions for existing products.

As with any piece of new legislation, it is important to our team that we implement these changes in a way that is both transparent to citizens and clear to the regulated business community. We have completed our thoughtful review of current state and federal standards, evaluated existing products in the marketplace and visited with stakeholders.

### Meat Advertising Guidelines

The Missouri Department of Agriculture is providing the following guidance to our Meat and Poultry Inspection Program to implement the law.

Products must include a prominent statement on the front of the package, immediately before or immediately after the product name, that the product is "plant-based," "veggie," "lab-grown," "lab-created" or a comparable qualifier; and

Products must include a prominent statement on the package that the product is "made from plants," "grown in a lab," or a comparable disclosure.

No enforcement referrals will be made until Jan. 1, 2019.

The full list of guidelines can be found on the web at <https://agriculture.mo.gov/animals/pdf/missouri-meat-advertising-guidance.pdf>.

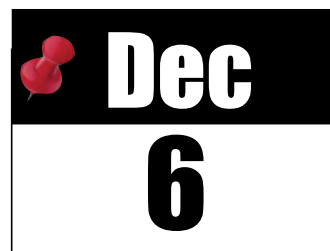
The Missouri Department of Agriculture's Meat and Poultry Inspection Program will phase in the new guidelines during the next four months to give companies time to update prod-

uct labels and bring packages into compliance. Accordingly, we will not make any referrals of violations to the Attorney General or county prosecutors until Jan. 1, 2019. Our team will make any necessary changes to this guidance based on future action by the Missouri General Assembly, Congress, federal agencies or any court.

—Source: Missouri Department of Agriculture, [www.mda.mo.gov](http://www.mda.mo.gov).

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## Planning for the Future

### Cattlemen's Beef Promotion and Research Board Approves FY 2019 Plan of Work

**T**he Cattlemen's Beef Promotion and Research Board will invest about \$40.5 million into programs of beef promotion, research, consumer information, industry information, foreign marketing and producer communications during fiscal 2019, subject to USDA approval.

In action at the end of its Sept. 11-12 meeting in Denver, the operating committee approved

checkoff funding for a total of 14 authorization requests, or proposals, brought by seven contractors for the fiscal year beginning Oct. 1, 2018. The committee, which includes 10 producers from the Beef Board and 10 producers from the Federation of State Beef Councils, also recommended full Beef Board approval of a budget amendment to reflect the split of funding between

budget categories affected by their decisions.

The seven contractors had brought a total of \$45 million worth of funding requests to the operating committee this week, almost \$5 million more than what was available from the CBB budget.

"The members of the operating committee listened with open minds as contractors presented their requests for funding," said Beef Board Chairman Joan Ruskamp, a feedlot owner from Nebraska. "The committee engaged in respectful debate as they went through the funding for each request, mindful of program committee comments from summer

convention. Trimming nearly 4.8 million dollars to meet the budget of \$40,521,900 was not an easy task, yet the committee remained focused on program funding that would best strengthen demand for beef.

In the end, the operating committee approved proposals from seven national beef organizations for funding through the FY 2019 Cattlemen's Beef Promotion and Research Board budget, as follows:

- National Cattlemen's Beef Association (five proposals for \$27.4 million)
- U.S. Meat Export Federation, a subcontractor to NCBA (one proposal for \$8.3 million)
- North American Meat Institute (four proposals for \$1.9 million)
- Cattlemen's Beef Board (one proposal for \$1.7 million)
- American Farm Bureau Foundation for Agriculture (one proposal for \$700,000)
- Meat Import Council of America (one proposal for \$417,000)
- National Livestock Producers Association (one proposal for \$60,000)

Broken out by budget component, the FY 2019 Plan of Work for the Cattlemen's Beef Promotion and Research Board budget includes:

- \$10.5 million for promotion programs, including continuation of the check-off's consumer digital advertising program, as well as veal promotion.
- \$9.2 million for research programs, focusing on a variety of critical issues, including pre- and post-harvest beef safety research, product quality research, human nutrition research and scientific affairs, market research, and beef and culinary innovations.
- \$7.6 million for consumer information programs including a Northeast public relations initiative; national consumer public relations including nutrition-influ-

CONTINUED ON NEXT PAGE

## OZARK & HEART OF AMERICA FALL ROUNDUP BEEFMASTER SALE

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## PLANNING FOR THE FUTURE FROM PREVIOUS PAGE

encer relations; and work with primary- and secondary-school curriculum directors nationwide to get accurate information about the beef industry into classrooms of today's youth.

\$3 million for industry information programs, comprising dissemination of accurate information about the beef industry to counter misinformation from anti-beef groups and others, as well as funding for checkoff participation in a fifth annual national industrywide symposium focused on discussion and dissemination of information about antibiotic use.

\$8.3 million for foreign marketing and education in 80 countries in the following regions: ASEAN region, Caribbean, Central America/Dominican Republic, China/Hong Kong, Europe, Japan, Korea, Mexico, Middle East, Russia/Greater Russian Region, South America, Taiwan and new markets.

\$1.7 million for producer communications, which includes investor outreach using national communications and direct communications to producers and importers about checkoff results; as well as development and use of a publishing strategy and platform, and a state beef council content hub.

The full fiscal 2019 budget is \$43.9 million. Separate from the authorization requests, other expenses funded include \$227,000 for evaluation; \$300,000 for program development; \$800,000 for USDA oversight/CBB legal; and about \$2 million for administration. The fiscal 2019 budget represents an increase of \$3 million from the \$40.9 million FY 2019 budget.

—Source: MyBeefCheckoff.com

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## TRENDING NOW

# Five-Year Plan for Antimicrobial Stewardship Released

## Antimicrobial resistance also to be monitored

From our staff

**O**n Friday, Sept. 14, Center of Veterinary Medicine's William Flynn introduced a five-year plan for antimicrobial stewardship and monitoring of antimicrobial resistance. As part of the stewardship principles, the agency plans key actions on products presently used in the livestock industry.

Medically important products now sold "over-the-counter" will fall under the supervision of the veterinarian by 2021. This change will impact Zoetis products such as Liquamycin LA-200, Albon Boluses, AlbaDry Plus, Terramycin Scours Tablets, and Terramycin Ophthalmic Ointment. Other industry-leading products will also fall under this new guidance.

Also, medically important products now requiring Veterinary Feed Directives (VFDs) for food producing animals will specify duration of use for all indications by 2023. For cattle, that means Aureomycin/Chlormax for anaplasmosis and Aureomycin/Chlormax 350 mg/head/day for bovine respiratory disease (BRD) control will have requirements on how many days it can be used. This is similar to the Aureomycin 10mg program, which indicates a five-day use period.

Additional information is available online at <https://www.fda.gov/AnimalVeterinary/NewsEvents/CVMUpdates/ucm620378.htm>.

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## TRENDING NOW

# Winter's Coming; Get Forage Ready

## Options for managing cows through the winter with limited forages

Story by Jaymelynn Farney

The drought that plagued most of the state through the previous winter and this summer was a perfect storm that has some operations concerned about winter forage. Some areas have limited pasture growth and even with the recent rains, the moisture may be too late or insufficient to change the pasture situation.

Across the nation last winter, producers fed more hay than typical, which used up a significant amount of hay reserves. Given all these factors, cattle producers need to find alternative feedstuffs to maintain current cow numbers. Here are a few things to consider when trying to stretch forages.

**Use of annual forages.** With the recent August moisture, producers might be able to grow small grains and brassicas for fall to early winter grazing. If planted before Sept. 15, sufficient growth may offer some relief to perennial cool season pastures. All of these fall/winter annuals are high-energy and high-protein feeds that more than exceed a dry, pregnant cow's maintenance requirements. Strip grazing and limit grazing these annuals can increase the stocking density on the paddock and can stretch the grazing days. The annuals that seem to grow the fastest for fall/winter grazing include oats, barley and all the brassicas (i.e. turnips, radishes, rape). Annual forages are not a silver bullet when other forage resources are limited. They still require moisture, and an early freeze can severely inhibit growth.

**Substituting hay with a high-energy feed.** Feeding a starchy feed such as corn is an option for cow-calf operations. Generally, we consider this a "no-no" for the cow operation as it can potentially inhibit voluntary forage intake. Traditionally grass is the cheapest commodity and the resource that

producers want to use to the greatest extent. However, in limited forage situations cost per unit of energy may favor use of corn or other high-energy feeds. We do need to be aware of the substitution effect that comes into play.

Some report that feeding corn to cows at less than 0.3 percent of body weight will have limited impact on voluntary hay intake and fiber digestion. Offering corn at levels greater than this can result in reductions in fiber digestion and hay intake. At certain proportions, adding corn to the diet could reduce total energy intake. Nutrition and extension professionals can develop a feeding program that determines how much corn and how much harvested forage should be offered to meet performance objectives.

Correctly balancing the diet can result in feeding less hay to the cows, thus extending the forage supply. To more accurately develop a feeding strategy, a forage analysis will be beneficial. The following is an example of how to stretch your hay by feeding a high-energy feedstuff such as corn. Assume your hay is 8 percent crude protein and 46 percent TDN, and corn averages 8 percent crude protein and 88 percent TDN (all dry matter basis). For each pound of corn fed, you can feed 1.9 pounds less hay to achieve a diet that has the same protein and energy as hay alone. Another thing to think about is there are some high-energy, and high-protein byproduct feeds that can be used as a substitute for hay. These are often a preferred feed because of reduced bloat and acidosis potential since the starch has been removed.

**Limit feeding.** Nutrient-dense diets can be fed to cows, especially if limiting the total amount offered to meet but

CONTINUED ON NEXT PAGE



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## GET FORAGE READY FROM PREVIOUS PAGE

not exceed requirements. Typically, cows on a high-quality forage can easily consume 2.5 percent of body weight (dry matter basis) daily. If cows are in good flesh prior to start of feeding, the goal would be to maintain, not gain weight. Thus, feeding a primarily silage ration at 1.8 percent of body weight could meet cow requirements while extending feed resources.

When limit-feeding cows the first couple of weeks, you will think that they are losing weight. These cows will appear gaunt as compared to full feed on pasture. If you run them across the scale, they will also weigh considerably less. The difference in weight is purely based on rumen fill. Monitor body condition score to evaluate if the ration is meeting goals.

Other things to consider when limit-feeding cows is that cows will be hungry, and all cows will want and need to eat at the same time, thus a minimum of 24 inches of liner bunk space needs to be provided. Cows should be fed at the same time each day. High-energy, limit-fed diets require little time for consumption and leave many hours in the cow's day to find trouble. These cows could also be somewhat more vocal and might do some moderate damage to the facilities (driven by boredom). When limit-feeding cows make sure to mix the salt, mineral and vitamins into the ration. Do not offer free choice because they will over consume.

**Ionophore use.** Ionophores are a feed antibiotic (veterinary feed directive not required) that alters the rumen microbes to generate higher energy metabolites to the animal. This improvement in efficiency has been demonstrated by research out of Oklahoma State University where cows maintained the same body condition on 10 percent less hay when consuming an ionophore as compared to cows that did not receive the ionophore. Ionophores are cheap (roughly \$0.02/hd/d) and improve feed efficiency. At this time, only one ionophore is approved for use in the repro-

ducing cow (tradename Rumensin).

**Sort and feed by body condition and requirements.** Sorting cows by need will minimize over- and underfeeding. If you have the space, place all thin cows and cows with a high nutrient demand (pregnant replacement heifer, early lactation cow) in the same location and offer these cows a more nutrient-dense diet. The cows that are in adequate body condition and just need to maintain weight can be fed either a less nutrient-dense diet that is cheaper or the same nutrient-dense diet at a restricted amount, whichever is most economical. This approach will increase the overall feed efficiency and will result in less waste (overfeeding the fatter cows).

**A few other options to consider include:**

**Limit access to hay.** Some studies have shown that you can remove cows from hay for 12 hours a day, and they will consume less hay and maintain the same condition as cows with free choice access.

Hay feeder type can have significant effects on the amount of hay wasted thus reducing the number of bales that go through a feeder and time to clean up feeding sites.

**Pregnancy check if you haven't already.** Make sure to remove cows that have no


chance of producing a calf in the short term. Feeding open cows can become very expensive if you have limited resources.

**Graze crop residues.**

**Make strategic culling decisions.**

As you are making the tough decisions, it will help to have accurate estimates of the available resources, costs, feed analysis and labor restrictions. Not all of these op-

tions will work in every operation but being willing to do an in-depth evaluation of your capabilities will help you to determine what works for you. Take advantage of the resources provided by your local extension, nutritionist and state extension specialist to help evaluate resources to maintain your cow herd.

—Source: Jaymelynn Farney is a beef systems specialist with Kansas State University Extension, based in Parsons, Kansas. 

High-energy and high-protein byproduct feeds can be used as a substitute for hay if you are short on forage this winter. Correctly balancing the diet can also help you feed less hay and extend your forages.

—Photo by Joann Pipkin.



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# Soybeans May Be Viable Cattle Feed Option

## Use current market to your advantage

**S**oybeans can be used as a protein supplement for beef cattle, as long as the beans are a small part of the cattle's diet, according to Karl Hoppe, extension livestock systems specialist at NDSU's Carrington Research Extension Center.

"Whole soybeans typically contain about 40 percent protein and 20 percent fat," he says. "Nutrient analysis is recommended on soybeans prior to feeding to correctly balance rations."

Researchers have found that when the oil content of the ration exceeds 7 percent, it can be toxic to the microbes in the cattle's rumen and decrease digestibility. Too much oil in cattle rations will lead to scours (diarrhea), cessation of rumen fermentation and eventually death.

"Because of these limitations, the recommended upper limit of feeding would be about 20 percent of the ration," Hoppe says. "Practical feeding levels are probably more like 2 to 3 pounds per head per day. At this low rate of supplementation, soybeans provide an excellent source of protein and energy."

For example, he recommends feeding 2.5 pounds of soybeans if the ration requires an extra pound of crude protein to meet protein requirements. For a 1,400-pound cow eating 40 pounds of feed, whole soybeans are about 6 percent of the ration.

Cattle are better able to tolerate whole soybeans than swine. Whole beans contain anti-nutrition factors, or substances that reduce the use of nutrients or food intake, which affects livestock growth. The beans need to be heat-treated, which inactivates these substances.

Heat treatment can be done by extruding (processing) or roasting. Soybean meal is

heat-treated during the oil extraction process.

"Mature cattle appear to not be affected by the same anti-nutrition factors as swine," says John Dhuyvetter, extension livestock systems specialist at NDSU's North Central Research Extension Center. "However, unprocessed soybeans should not be fed to young calves under 300 pounds."

Also, producers should not use raw soybeans in conjunction with protein tubs, blocks or other supplements containing urea. Soybeans contain urease, which breaks down rapidly into ammonia. The combination of urea-containing products and soybeans can lead to ammonia toxicity and death.

Green soybeans, which are beans that are harvested early or frost damaged before they can become mature, also can be fed to cattle at low rates in the ration, says Janna Kincheloe, extension livestock systems specialist at NDSU's Hettinger Research Extension Center. However, mycotoxins can be a problem in damaged soybeans.

"So, in addition to testing for oil content, producers should consider testing soybeans for mycotoxins that can impact animal health," she notes. "Mold does not have to be visible for mycotoxins to be present, although proper drying and storage of beans reduces this potential."

Hoppe says soybeans haven't been used much in cattle rations because they have been more expensive than other feeds such as distillers grains, alfalfa hay and wheat midds, but the recent trade disputes that have limited U.S. soybean exports may make beans a more affordable option to provide cattle with protein.

—Source: Adapted from a release from North Dakota State University Extension.



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### 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	Parasites	Durations of Persistent Effectiveness
<i>Bunostomum phlebotomum</i> – Adults and L <sub>4</sub>	<i>Dictyocaulus viviparus</i> – Adults	<b>Gastrointestinal Roundworms</b>	
<i>Cooperia oncophora</i> – Adults and L <sub>4</sub>		<i>Bunostomum phlebotomum</i>	150 days
<i>Cooperia punctata</i> – Adults and L <sub>4</sub>		<i>Cooperia oncophora</i>	100 days
<i>Cooperia surrabadia</i> – Adults and L <sub>4</sub>		<i>Cooperia punctata</i>	100 days
<i>Haemonchus placei</i> – Adults	<b>Grubs</b>	<i>Haemonchus placei</i>	120 days
<i>Oesophagostomum radiatum</i> – Adults	<i>Hypoderma bovis</i>	<i>Oesophagostomum radiatum</i>	120 days
<i>Ostertagia lyrata</i> – Adults		<i>Ostertagia lyrata</i>	120 days
<i>Ostertagia ostertagi</i> – Adults, L <sub>4</sub> , and inhibited L <sub>4</sub>		<i>Ostertagia ostertagi</i>	120 days
<i>Trichostrongylus axei</i> – Adults and L <sub>4</sub>	<b>Mites</b>	<i>Trichostrongylus axei</i>	100 days
<i>Trichostrongylus colubriformis</i> – Adults	<i>Sarcoptes scabiei</i> var. <i>bovis</i>	<b>Lungworms</b>	
		<i>Dictyocaulus 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 tested at label dose. Treatment-related lesions observed in most cattle administered the product included swelling, hyperemia, or necrosis in the subcutaneous tissue of the skin. The administration of LONGRANGE at 3 times the recommended therapeutic dose had no adverse reproductive effects on beef cows at all stages of breeding or pregnancy or on their calves. Not for use in bulls, as reproductive safety testing has not been conducted in males intended for breeding or actively breeding. Not for use in calves less than 3 months of age because safety testing has not been conducted in calves less than 3 months of age.

#### STORAGE

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, Inc., Duluth, GA, USA. ®The Cattle Head Logo and ®LONGRANGE are registered trademarks of Merial, Inc. ©2015 Merial, Inc. All rights reserved. 1050-2889-06, Rev. 2/2015, 8LON016C





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Warnings and Precautions: For use in cattle only, not for use in humans or other animal species. Keep out of reach of children. Not for use in breeding bulls, or in calves less than 3 months of age. Not for use in cattle managed in feedlots or under intensive rotational grazing. 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. Not for intravenous or intramuscular use. Do not underdose. Do not treat within 48 days of slaughter.



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<sup>1</sup>Dependent upon parasite species, as referenced in FOI summary and LONGRANGE product label.

<sup>2</sup>Results based on actual on-farm comparative demonstration. Individual herd results may vary. Data on file at Boehringer-Ingelheim.

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## EPDs: Reasonable Expectations in Commercial Crossbred Operations

Use genetics properly to be more profitable, sustainable

Story by Jared Decker

**O**ne point must be clear from the very beginning: EPDs work. When we select parents based on EPDs, the genetic merit for that trait increases in our herds. When we select the parents using EPDs, the performance of the next generation improves.

### EPDs Defined

EPD stands for Expected Progeny Difference. These three words are loaded with meaning, thus the need to define them here. The most loaded word is Expected. Here we use Expected the way a statistician would use the word. Expected means we are making a prediction of a future value. But, in this context, Expected also means we are describing the average of a group.

We are predicting the average performance of the Progeny or calves out of an animal. An animal's own performance and its EPD can be quite different because that is not the purpose of an EPD. The EPD is predicting the average performance of that animal's calf crop. Finally, EPDs are used to measure Differences. A single EPD profile is useless. We must compare the EPD between two animals or compare the EPD to the breed average.

Imagine for a moment that we have two bulls, Black Bull and Gold Bull. Black Bull has a Weaning Weight EPD of 2, and Gold Bull has a Weaning Weight EPD of 22 (Figure 1). A Weaning Weight EPD of 2 does not tell us much about the weaning weight of the Black Bull. However, we can see that the difference between the Black Bull's EPD and the Gold Bull's EPD is 20 pounds.

In this example, we produce 100 calves out of the Black Bull and 100 calves out of the

Gold Bull. These calves are born and raised at the same ranch with the same environment and management. When we weight these calf crops, the average of the Gold Bull's

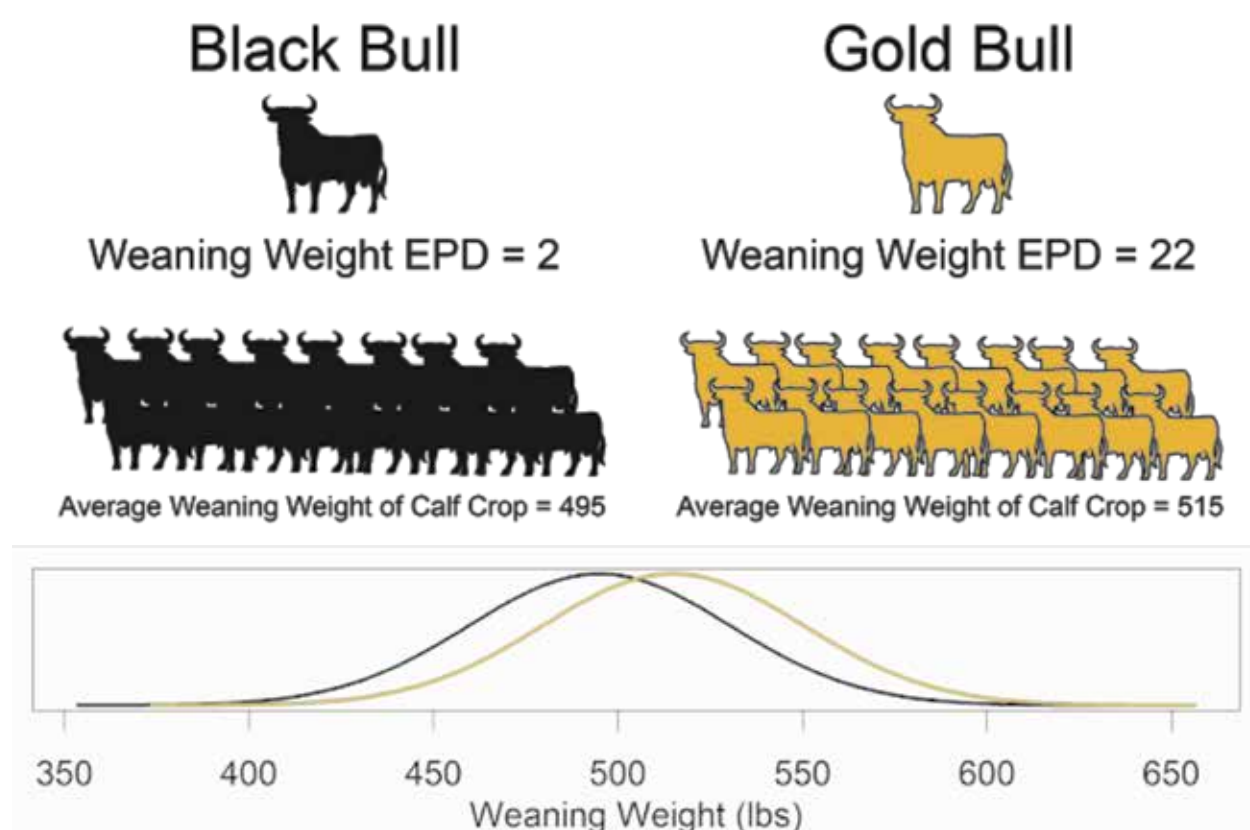
economic selection index is simply a genetic prediction of profit differences.

The economic selection index predicted a profit difference of \$187.38 per head between the High \$B group and the Low \$B group in the trial. The actual profit differences were \$215.47 per head between the two groups. Thus, the economic selection index accurately predicted profit differences between the two groups. The Zoetis GeneMax Feeder Advantage Scores (genomic predictions) also predicted the ge-

calf's performance for Weaning Weight, Milk, Marbling, Carcass Weight and Fat Thickness. For example, a 1-point increase in GMX Score predicted a 0.57 pound increase in the calf's weaning weight. A cow with a Weaning Weight GMX score of 99 would wean calves that on average weight 55 pounds heavier than a cow with a Weaning Weight GMX score of 1.

At the Thompson Research Center weaning weight performance has been increasing by 1.5 pounds per year.

**Figure 1. Example of Weaning Weight EPDs, calf crop weaning weight averages and weaning weight distribution of two hypothetical bulls.**



calves would be 20 pounds heavier than the average of the Black Bull's calves. This difference in average weaning weight of the bull's calf crops is predicted by the EPDs. This is how EPDs work.

However, we should note that some of the Black Bull's calves outperform the Gold Bull's average. Some of the Gold Bull's calves underperform the Black Bull's average. This is due to the randomness of inheritance.

### Validation of EPDs

Top Dollar Angus, Inc., Gardiner Angus Ranch, Triangle H Grain & Cattle Co., and Zoetis, Inc. conducted a field test of the \$BEEF economic selection index in Angus cattle. An

netic differences between the two groups.

Along with several other traits, we analyzed weaning weights records from the University of Missouri's Thompson Research Center commercial cowherd. For every 1-pound increase in a sire's WW EPD, we observed a 0.94-pound increase in the average of his calf crop. This is not statistically different from the expected value of 1. In other words, a sire's EPD predicts the performance of his calf crop.

We also validated Zoetis GeneMax Advantage tests at Thompson Research Center. GMX scores are on a 1 to 99 scale, with 50 being average. The GMX score of the cow significantly predicted the

This is not the genetic trend, but the actual change in performance. While a 1.5-pound difference between 1996 and 1997 is not a big deal, a 30-pound difference between 1996 and 2016 is substantial. Add this to improvements in calving ease, marbling, carcass weights, all while moderating mature cow size, and the impact of selection using EPDs becomes evident.

### Considerations for Using EPDs

Producers should be aware of a few issues when using EPDs in commercial operations: traits without EPDs available, selection for optimal performance, multiple trait selection and environmental stressors.

CONTINUED ON PAGE 24



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## Traits Without EPDs Available

While the number of traits for which there are EPDs available is growing, not all important traits have EPDs. One example is structural soundness. Currently, farmers and ranchers must use visual appraisal when selecting for structural soundness. However, this does not have to be the case. Data needs to be collected and analyzed to produce soundness EPDs.

For example, the American Angus Association has published a research Foot Score EPD. Other breed associations have conducted research projects related to structural soundness. Some breed associations now publish EPDs for Heifer Pregnancy and Stayability/Reproductive Success. We do not have predictions for male fertility. For most traits that are economically important, but lacking EPDs, what we need is simply more data collection.

## Selection for Optimal Performance

Unfortunately when using EPDs, a common mistake is selecting for extremes. For many traits this is not a problem. However, we need to watch a few traits including milk EPDs. This is especially true in environments where forage resources are limited, such as the Southwest. Cows with high milk EPDs often fail to perform at their genetic potential. Further, high milk potential leads to larger internal organ size, which increases the maintenance requirements of these cows. So, not only do these cows fail to reach their genetic potential, they also underperform compared to cows with more moderate milk EPD levels.

Another drain on maintenance is mature cow size. We do not want cows that are too large, require extra resources for maintenance, and struggle to become pregnant. We also do not want cows that are too small and sacrifice the growth potential of their calves. One of the most underused traits is the Mature Weight EPD. Just as we need cattle that bend



Cows with high milk expected progeny differences fail to reach their genetic potential, they also underperform compared to cows with more moderate milk EPD levels.

— Photo by Joann Pipkin.

the beginning of the growth curve from birth to weaning, we also need cattle that bend the end of the growth curve from yearling weight to mature weight.

We are also receiving reports of extreme birth weights, specifically calves that are too small. Birth weight is an indicator of calving ease. We want calves that are small enough to be born without difficulty. But, we do not want calves so small that they struggle to thrive once born. One way to avoid this trap is to select on Calving Ease Direct for bulls and Calving Ease Maternal for females and not use actual birth weight and Birth Weight EPD in selection decisions.

## Multiple Trait Selection

Another challenge for commercial producers is identifying which traits are most important and placing proper emphasis on the various traits. We have all learned that single trait selection causes major issues. But, for many the question remains, what traits should I emphasize and how much focus should I put on different traits? In other words, how do I use the information to make a decision? What is the most important trait in beef cattle production?

The answer, if given a friendly

hint, is quite simple. The most important trait in cattle production is profit. Economic selection indexes are genetic predictions (i.e. EPDs) for profitability. Economic selection indexes weight each EPD trait by its economic importance and combine them into one number. Economic selection indexes allow us to use multiple trait selection, focusing on our economic well-being. Selection indexes also simplify our decisions because they combine all of the information into one number on which to rank cattle.

## Environmental Stressors

Cattle performance at commercial farms and ranches can suffer from interactions between genetics and environment. These interactions between genetics and environment can cause cattle to re-rank between environments. In other words, the most profitable bull who produces the best calves in one environment may not be the most profitable bull in a different environment.

Cattle in challenging environments may see re-ranking compared with national cattle evaluations. These challenging environments may include the Gulf Coast with heat and humidity, Desert Southwest with heat and limited

feed, Fescue Belt with toxic fescue, and the Rocky Mountains with altitude stress. Until selection tools that consider these environmental stresses are published, producers in these regions may want to purchase genetics raised in a similar environment to theirs. Two USDA-NIFA funded research projects are investigating environmental stressors, one led by the University of Florida and the other led by the University of Missouri. The goal of the University of Missouri research is to prototype the use of environmental region-specific EPDs. These region-specific EPDs will allow us to match a cow's genetics to the environment she is producing in.

## Conclusion

Farmers and ranchers who manage beef operations, whether seedstock or commercial, need to fully embrace the use of EPDs. Genetic evaluations and the EPDs they produce are old technologies that are firmly on the plateau of productivity. However, far too many producers fail to use the technology. Some of this blame lies on academics and industry professionals. We have failed to explain EPDs in a way that the average farmer and rancher can understand and trust. We continue to work to publish EPDs for all traits that are important to beef producers.

Further, we have failed to account for environmental stressors that reduce the predictive ability of EPDs. Academic and industry professionals are currently working to remedy these issues. However, beef producers are independent and take responsibility for their own operations. For the beef industry to be successful and sustainable, independent-minded producers must realize the value of EPDs. We value the traditions that have been handed down to us. But to have a vibrant beef industry for the next generation, we must use genetics properly to be more profitable and sustainable.

—Source: Jared Decker, University of Missouri beef geneticist. Reprinted with permission from *A Steak in Genomics™*, a blog for stakeholders in beef production, genetics and genomics.



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## In the Black

### Financial tips for managing through the tough times

Story by Lisa Henderson for *Cattlemen's News*

**F**armers and ranchers across America are facing financial hardships due to low market prices and weather extremes. The result: an increasing U.S. farm debt. According to the U.S. Department of Agriculture's August forecast, farm debt is projected at a record \$406.9 billion, an increase of \$13.8 billion from last year.

Working through these tough times with your lender is critical to your long-term success, advisors say.

"A good set of financial records is crucial to making good plans for these types of contingencies," says Kendall Cook, community president at Mid-Missouri Bank, Willard, Missouri. "Production records, financial statements, and income records are the basis of understanding what equity an operation has to lean on, where expenses can be cut to help cash flow, and how much the income picture may change in the downturn."

They also make reacting to the situation much faster, he says. "It's part of a risk management plan that anticipates the next downturn or disaster and prepares a decision model that will put an operation in the best position to move through it," Cook adds.

Austin Mooneyham, assistant vice president at Old Missouri Bank, Mount Vernon, Missouri, urges producers to use various forms of risk management.

"Depending on the operation, hedges are one way to protect against market price swings," Mooneyham explains. "Crop insurance and livestock insurance protection are a few ways to protect yourself from unexpected events. Producers should also be up to date with the Farm Service Agency to qualify for any weather-related programs they may initiate."

He emphasizes that another, sometimes overlooked alternative, is to maintain a positive history with your lender.

"Most agriculture lenders are aware of these types of events and if the producer has kept the relationship positive, sometimes a lender might be able to work with a producer to 'weather the storm', so to speak," Mooneyham says.

One important indicator of the financial health of your farming or ranching business is the debt-to-asset ratio.

"The goal is to continually increase the equity position as that is the measure of net worth and overall wealth," Cook says. "Debt is a tool to help gain more equity, but it has to be managed so it doesn't outgrow what it's trying to gain."

Mooneyham says producers should know three standard ratios for their operations: 1) Current ratio; 2) Debt-to-asset ratio; and 3) Debt service coverage ratio. These will give a producer or lender a good idea of the financial condition of the operation.

"The current ratio is used to determine the operation's ability to pay its current obligations," Mooneyham says. "Take current assets and divide by current liabilities (from the financial statement)."

Also from the financial statement, the debt-to-asset ratio is total debt divided by total assets.

"Under 30 percent debt-to-assets is considered strong, 30 percent to 70 percent is considered by some as stable, and over 70 percent is considered weak," Mooneyham says. "These percentages are subjective with regard to how a lender might view each bracket. The lower the debt-to-assets, the stronger the operation would appear to be. The third ratio of debt service coverage is simply the income plus depreciation plus interest minus living expenses divided by annual payments. More than 1.5 times would be considered strong, 1.2 to 1.4 times stable, and under 1.2 times weak."


While tough times present chal-


lenges, depressed market prices may also offer opportunities for farmers or ranchers who are financially sound to expand their operations. How do you know if you're a candidate for expansion?

"Two main signals will show that an operation has the capacity to grow," Cook says. "First, does it have an equity position to either fund the expansion or allow for financing that covers a lender's requirement for sufficient equity in the project? Next is the capacity of the operation's cash flow to absorb the growth, cover any additional expenses, and have a plan for 'what if.'"

Mooneyham says any expansion using additional debt should be considered from the

perspective of a new operation, "because the expansion will create additional income and debt. It will also require additional expenses, labor and possibly capital assets. A well-run 150-cow beef herd might not be as efficient when expanding to 200 or 250 cows. But starting from a solid financial position will usually benefit any plans for expansion."

Lenders emphasize that you should 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. 



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Before using Baytril® 100, please consult the product insert, a summary of which follows:

**CAUTION:**  
Federal (U.S.A.) law restricts this drug to use by or on the order of a licensed veterinarian.  
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To assure responsible antimicrobial drug use, enrofloxacin should only be used as a second-line drug for colibacillosis in swine following consideration of other therapeutic options.

**INDICATIONS:**  
**Cattle - Single-Dose Therapy:** Baytril® 100 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; and for the control of BRD in beef and non-lactating dairy cattle at high risk of developing BRD associated with *M. haemolytica*, *P. multocida*, *H. somni* and *M. bovis*.  
**Cattle - Multiple-Day Therapy:** Baytril® 100 is indicated for the treatment of bovine respiratory disease (BRD) associated with *Mannheimia haemolytica*, *Pasteurella multocida* and *Histophilus somni* in beef and non-lactating dairy cattle.  
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Use within 30 days of first puncture and puncture a maximum of 30 times with a needle or 4 times with a dosage delivery device. Any product remaining beyond these parameters should be discarded.

**RESIDUE WARNINGS:**  
**Cattle:** Animals intended for human consumption must not be slaughtered within 28 days from the last treatment. This product is not approved for 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 this product in pre-ruminating calves. Do not use in calves to be processed for veal.  
**Swine:** Animals intended for human consumption must not be slaughtered within 5 days of receiving a single-injection dose.

**HUMAN WARNINGS:**  
**For use in animals only. Keep out of the reach of children.** Avoid contact with eyes. In case of contact, immediately flush eyes with copious amounts of water for 15 minutes. In case of dermal contact, wash skin with soap and water. Consult a physician if irritation persists following ocular or dermal exposures. Individuals with a history of hypersensitivity to quinolones should avoid this product. In humans, there is a risk of user photosensitization within a few hours after excessive exposure to quinolones. If excessive accidental exposure occurs, avoid direct sunlight. For customer service or to obtain product information, including a Safety Data Sheet, call 1-800-633-3796. For medical emergencies or to report adverse reactions, call 1-800-422-9874.

**PRECAUTIONS:**  
The effects of enrofloxacin on cattle or swine reproductive performance, pregnancy and lactation have not been adequately determined.  
The long-term effects on articular joint cartilage have not been determined in pigs above market weight.  
Subcutaneous injection in cattle and swine, or intramuscular injection in swine, can cause a transient local tissue reaction that may result in trim loss of edible tissue at slaughter.  
Baytril® 100 contains different excipients than other Baytril® products. The safety and efficacy of this formulation in species other than cattle and swine have not been determined.  
Quinolone-class drugs should be used with caution in animals with known or suspected Central Nervous System (CNS) disorders. In such animals, quinolones have, in rare instances, been associated with CNS stimulation which may lead to convulsive seizures. Quinolone-class drugs have been shown to produce erosions of cartilage of weight-bearing joints and other signs of arthropathy in immature animals of various species. See Animal Safety section for additional information.

**ADVERSE REACTIONS:**  
No adverse reactions were observed during clinical trials.

**ANIMAL SAFETY:**  
In feeder calves, clinical signs including depression, incoordination, muscle fasciculation and inappetence have been observed at higher than approved label dosages. In swine subcutaneous safety studies, incidental lameness of short duration and musculoskeletal stiffness have been observed at higher than approved label dosages.  
In swine intramuscular safety studies, transient decreases in feed and water consumption were observed after each treatment. Mild, transient, post-treatment injection site swellings were observed in pigs receiving the 37.5 mg/kg BW dose. Injection site inflammation was found on post-mortem examination in all enrofloxacin-treated groups.

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<sup>1</sup>Davis JL, Foster DM, Papich MG. (2007). Pharmacokinetics and tissue distribution of enrofloxacin and its active metabolite ciprofloxacin in calves. *J Vet Pharmacol Ther.* 30(6):564-571.  
<sup>2</sup>Blondeau JM, Borsos S, Blondeau LD, et al. (2005). The killing of clinical isolates of *Mannheimia haemolytica* (MH) by enrofloxacin (ENR) using minimum inhibitory and mutant prevention drug concentrations and over a range of bacterial inocula. In: ASM Conference on Pasteurellaceae; 23-26 October 2005; Kohala Coast, Big Island, Hawaii: American Society of Microbiology; Abstract B12.  
<sup>3</sup>Blondeau JM, Borsos SD, Hesje CH, et al. Comparative killing of bovine isolates of *Mannheimia haemolytica* by enrofloxacin, florfenicol, tilmicin and tulathromycin using the measured minimum inhibitory concentration (MIC) and mutant prevention concentration (MPC) drug values. In: International Meeting of Emerging Diseases and Surveillance (IMED); Vienna, Austria: International Society for Infectious Diseases. February 23-25, 2007. Figures 8-10.

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## PASTURE PLANNING

# Are You Teff Enough?

Little-known forage shows promise for hay or silage



**W**ith all of the concern about forage during dry weather, many local landowners have been asking about the viability of teff in southwest Missouri.

According to Tim Schnakenberg, agronomy field specialist with University of Missouri Extension, livestock producers often need a summer forage alternative that will fill the gap during the hot summer months.

"Traditionally the summer forage options include sor-

ghum, sudangrass and millet," Schnakenberg said.

Teff has been around southwest Missouri for about 10 years with only limited use. This warm season annual forage has been used for commercial hay sales. Schnakenberg has even grown it twice himself.

Known as a Summer Lovegrass (*Eragrostic tef*), teff originates in Ethiopia where it has been grown as a grain crop. Recent research in Oregon, South Dakota and Kentucky has shown

that it can be a viable option for American farmers as a forage crop.

"Teff will not compete with sudan or millet for tonnage produced but has potential to be a higher quality forage. Some have compared its quality to timothy, making it a forage that can be appealing to horse owners," Schnakenberg said.

In 2009, the University of Kentucky evaluated nine varieties of teff at two locations. Yields in Lexington averaged 1.6 tons per acre and 3.1 tons in Princeton. From these trials, the yield potential may not be high, though Oregon research yields ranged between 4 and 6 tons per acre.

The University of Missouri conducted a study in 1991 at the Southwest Research Center in Mt. Vernon on Dessie Lovegrass, which is the same thing as teff. In that test, teff made 2.5 tons per acre, and the steers gained 1.8 pounds per day on it.

"Its use may be more suited for hay or silage production over grazing," Schnakenberg said. "I have observed that its shallow root system does not lend

itself well to grazing. Cattle tend to pull it out of the ground on the first grazing in some cases. Probably best for hay."

In addition, teff is not tolerant of frost, so it will only last one growing season.

"You can get at least two cuttings, maybe three," he said. "It responds well to nitrogen fertilizer and can make very fine, quality forage for hay. We have had some difficulty getting stands with it, and it seems to do best with some light tillage at establishment."

The seed is very small and can be planted at a rate of 4 to 6 pounds of raw seed per acre. If coated seed is used, it can be planted at 8 to 10 pounds per acre.

"This forage needs further testing before it is adopted on a large scale," Schnakenberg said. "However it has potential to give producers another tool for a summer annual forage crop that has some appealing traits over sudangrass and millet."

—Source: Story and photo from Univ. of Missouri Extension.



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## TRENDING NOW

# Managing Footrot in Beef Cattle

## Control the cause, treat early

Story by A.J. Tarpoff

**D**uring the summer months, many producers run into issues with lame cattle. The effects of lameness may show itself by decreased fertility, weight loss, decreased performance, and increased labor and medicine costs. Research estimates that 88 to 92 percent of lameness in cattle stems from the foot. Several issues could be the cause, but we will review some of the common ones and treatment considerations.

Footrot is a common disease process that occurs in pasture cattle. However, not every lame animal has footrot. Footrot is a bacterial infection of the foot. The name of the bacteria is called *Fusobacterium necrophorum*. However, other bacteria can be involved. These bacteria are found naturally in the rumen and manure of cattle. The skin is an amazing barrier and shield to the pathogens in the environment.

An injury to the skin, more importantly the skin in between the two toes, is necessary for the infection to take hold. Many things can cause the skin to break down, but physical trauma is often the culprit. This trauma might be caused by walking on rough, abrasive surfaces or rocky areas. Puncture wounds from hard stubble, recently mowed pastures, or frozen/dried mud can also be the culprit.

Once the bacteria break through the skin barrier, they release a toxin that causes necrosis and destruction of the cells. This cellular destruction leads to large amounts of inflammation then swelling. The foot swells uniformly, and lameness occurs. Early in the disease process, swelling may be located on the backside of the foot under the dewclaws. As the disease progresses, the swelling can incorporate all of the space between the fetlock and hooves. Footrot also has a

foul, pungent type smell that is very indicative of those anaerobic bacteria.

Footrot occurs more commonly in wet, humid conditions, but hot, dry summers can have high rates as well. Hot, dry conditions can lead to cracking and chapped skin in between the toes. Managing the external environment can be extremely difficult.

Commonly visited areas of the pasture often are the areas leading to footrot in the herd. These areas could be wet, muddy spots around water bowls, shaded or resting spaces, or mineral feeding locations. These areas will have increased amounts of environmental contamination, particularly from manure. Moving mineral and supplement sites, and monitoring water tanks for leaks can be helpful in limiting these conditions. Controlling access to watering sites in a pond can also reduce the threat.

Other control methods include proper mineral supplementation. It has been indicated that supplementing with proper

levels of zinc and iodine may help reduce overall occurrence. A footrot vaccine is available, but it has mixed reports on overall efficacy. The vaccine does need two initial doses. It may help in some circumstances to reduce overall occurrence, but will not eliminate footrot cases entirely.

Work with your local veterinarian to choose the proper treatment regimen. The treatment typically consists of an injectable antimicrobial. Many antimicrobials are approved for treatment of footrot, including oxytetracycline, tulathromycin, ceftiofur, florfenicol and sulfa products.

CONTINUED ON NEXT PAGE



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# Southwest Research Center: Expanding, Improving Beef Herd

Focus on making model farm for beef producers in region

Story by Jared Decker



**W**hat does it mean to have a successful cow herd in the Ozarks? What should be the genetic focus? How do we select and manage cattle to perform on toxic endophyte-infected fescue? What technologies can be used profitably? What marketing opportunities could add value to the cattle? These are questions facing every beef operation in Southwest Missouri, including the University of Missouri Southwest Research Center.

As the center moves away from a focus on grazing dairy production, faculty and staff at the Southwest Research Center and on campus at the University of Missouri recognize now as an opportunity to increase the emphasis placed on beef cattle research and extension at the Southwest Research Center. With support from the Southwest Research Center Advisory Board and key stakeholders in the regional and national beef industry, an effort to expand and improve the Southwest Research Center beef herd is now underway.

## A Beef Focus for Southwest Missouri

A defined objective and structured breeding plan is critical to the success of any beef operation. Based on input from producers and stakeholders in the region, the primary focus of the Southwest Research Center's breeding program will be on maternal traits that result in functional, fertile cows that excel in this region of the country. The breed-

ing plan for the center will be structured to maintain a commercial herd of crossbred, Red Angus-based commercial females. Replacement heifers will be generated through use of artificial insemination (AI). Therefore, primary emphasis will be placed on the Herd-Builder index, Stayability EPD and Heifer Pregnancy EPD in selecting sires for AI. Carcass and marketability will be a secondary focus of the herd, with consideration given to these traits when selecting sires as well. In selecting natural service sires, terminal growth performance will be emphasized, with natural service sires selected from different breeds for maximum heterosis and breed complementarity in a defined crossbreeding program.

## Southwest Missouri: The Heart of Missouri Cow-Calf Production

The University of Missouri Southwest Research Center is located in the heart of Missouri cow-calf country. With expansion and improvement of the Center's cowherd, the Southwest Research Center seeks to become a model farm for beef producers in the region, demonstrating profitable use of reproductive and genomic technologies.

## A Model Farm for Use of Reproductive and Genomic Technology

Rather than purchasing new females and depopulating the current cowherd, the herd will be converted over the coming years through progressive use of reproductive and genomic

## MANAGING FOOTROT FROM PREVIOUS PAGE

Since footrot is a painful condition, a new topical flunixin product is available to control the pain associated with this condition. Early treatment in the disease process is typically very rewarding. To find these cases, be sure to check mobility of all animals in the herd while monitoring your pastures. Because as the disease progresses, deeper structures of the foot can be involved, making treatment difficult. If left untreated, the infection can spread up the leg, causing systemic issues or turning into a clubfoot. In these cases, salvage may be the only option for treatment. Contact your veterinarian to discuss non-responsive cases. Non-responders typically have in-

volvement in the joints, bones, or tendons. If the swelling is consolidated to one toe, it may indicate a septic joint or a sole abscess. Surgical debridement and aggressive treatment by your veterinarian may be indicated to ensure return of function.

Treating cattle in a pasture has its challenges. Have a plan in place to restrain and properly treat cattle. As with any treatment, proper dosing, administration and documentation is essential. Treating these cases early will help ensure treatment success, as well as a reduced impact on the performance of the affected animal.

—Source: A.J. Tarpoff is a beef veterinarian with Kansas State University Extension.

- Managing cattle on toxic endophyte-infected fescue
- Novel strategies for estrus synchronization and timed AI
- Genomic prediction and selection
- Profitable use of sex-sorted semen
- Development and application of region-specific EPDs
- Facilitating crossbreeding through use of reproductive technologies
- Reducing rates of early embryonic loss

technologies. This is intended to serve as a demonstration to producers in Southwest Missouri and the broader region of the value of these technologies in improving a cowherd over time. To provide an opportunity for producers to see reproductive and genomic technologies in action, demonstration days and workshops will be organized at the Southwest Research Center in partnership with MU Extension Faculty and Regional Livestock Specialists. In addition, the efforts to expand and improve the herd over the coming years will provide real-world data about the impact of reproductive and genomic technologies, such as:

- Improvement in genetic merit
- Improvement in the proportion of females conceiving early
- Improvement in calf performance, value, and marketability
- Improvement in calf crop uniformity over successive breeding seasons
- Integrating Applied Research and Extension

In addition to serving as an example in the region of effective use of technologies, the Southwest Research Center beef herd will be a valuable resource for applied research efforts. In partnership

with the Southwest Research Center, faculty in the Division of Animal Sciences at the University of Missouri have identified the following areas of research interest:

Expansion and improvement of the Southwest Research Center beef herd will involve ongoing support from University of Missouri Beef Extension Faculty, including Jordan Thomas, Jared Decker, Scott Pooch, Eric Bailey and Eldon Cole. David Cope is the superintendent at the Southwest Research Center.

—Source: Jared Decker, University of Missouri beef geneticist. Reprinted with permission from *A Steak in Genomics™*, a blog for stakeholders in beef production, genetics and genomics.



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\*Cattle prices are the average paid for 425-pound steers when the study started, \$221.75/cwt, and value at completion of the study was the average sale price received for 850-pound steers, \$142.50/cwt.

<sup>1</sup> Data on file, Study Report No. 16CARGFA01, Zoetis Services LLC.

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## MANAGEMENT MATTERS

# It's Sale Time: Could Your Checks Have Been Bigger?

New research reveals the truth about premiums for nonimplanted cattle

**R**ecent video auction market sales data (from 2014-2017) busts the myth on premiums available for nonimplanted cattle.

The report demonstrates no difference in sale price on a per-pound basis between implanted and nonimplanted cattle. In fact, implanted lots of cattle sold for slightly more than nonimplanted lots (184.12 versus 183.03 \$/cwt). However, among cattle sold only 1,421 of 7,525 lots (19 percent) were previously implanted. Findings also revealed that of cattle sold as recently as last year, 55 percent of the nonimplanted lots did not receive any additional premiums from special mar-

keting programs where implants are not leveraged.

So what does this mean for producers? Tom Short, PhD, associate director in Outcomes Research with Zoetis, analyzed the recent sales data and summarized how the results have a significant impact.

"If producers are not implanting their cattle, they are leaving money on the table," Short said. "By not implanting cattle in hopes of receiving a premium, these cattlemen lost out on the added pounds and profit an implant could have offered. Data from this report also confirms that implanting more than offsets qualifying for special marketing programs where implants are not utilized."

## Room for Growth

According to Doug Hilbig, senior veterinarian, Beef Technical Services with Zoetis, implanted cattle often bring a premium for producers. "Implanted cattle have more muscle and frame — the look most buyers are after. Implanted cattle are also more likely to have been vaccinated. Through vaccinations against harmful diseases, they are more likely to have better health," he said.

Why the variance across the industry? Hilbig believes this is due to different levels of education and awareness about the benefits and administration of implants. On the cow/calf side, a common misconception exists that implants only benefit cattle in a stocker or feedlot setting. But any cattle producer can improve weight gain with implants.

Calves implanted with Synovex® C gained an average of 19 pounds more than nonimplanted calves at weaning. At \$1.77 per pound for

weaned calves, that's an extra \$33 per head at sale time and a 30-to-1 return on investment. That amounts to \$3,300 in lost profit for every 100 head of cattle sold if producers opted not to implant.

## Developing a Program

Hilbig recommends cattlemen work closely with a veterinarian or nutritionist to develop an implant program that is right for their operations and to optimize their current implant program results. Having expert guidance on proper implanting techniques can help reduce any concerns a producer may have regarding implanting for the first time, as well. Hilbig assures that after implanting a few head, implant administration is simple.

"With the added weight gain from an effective implant program, it's like getting one free calf for every 25 head implanted," Hilbig said. "Cattle prices are in constant flux. One thing producers can know for sure is the value of their implant programs."

—Source: Release from Zoetis. 🐄

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BW	~100	~110
WW	~150	~180
ADG	~100	~130
% Choice or Better	~100	~140
Premium per Head	~100	~130

Source: Compilation of kill data collected by Vaughn Family Farms

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## TRENDING NOW

# Oklahoma State Releases New Wheat Varieties

## Breeding program reaches field and beyond the mill

Story by Leilana McKindra

**T**he Oklahoma State University Division of Agricultural Sciences and Natural Resources released four hard red winter wheat varieties. The new varieties are Showdown, Green Hammer, Baker's Ann and Skydance.

This is the first time the OSU Wheat Improvement Team has released four varieties at the same time. Including this newest quartet of offerings, OSU has released nine wheat varieties since 2015.

Brett Carver, OSU wheat breeder, said the recent bounty reflects the breeding program's maturity and its ability to use many of its products in a multitude of ways, both in the field and beyond the mill.

"We could not do that 20 years ago simply because we didn't have the genetic foundation, or what I call the 'genetic spunk,' to stretch beyond the conventional thought process of growing winter wheat in Oklahoma, with or without grazing," Carver said.

Showdown features high yield potential and is Hessian-fly resistant. It performs well statewide as well as thrives in a broad range of environmental conditions, including from well-watered to mildly drought-stressed.

While carrying some of the visual features of one of its parents, OSU-bred OK Bullet, Green Hammer offers strong yield potential, high protein content and excellent test weight along with impressive leaf rust and stripe rust resistance.

"Green Hammer has perhaps the best combination of resistance to these two diseases altogether at this level of protein and test weight compared to any other offering from this program, and possibly many others," Carver said.

The high yield potential of Baker's Ann, along with its strong disease resistance, especially for stripe rust, will appeal to producers who wish to capture the added value in the grain. This variety's premium milling and baking qualities will be attractive to end users.

"Not since Ruby Lee have we observed this level of baking performance and Baker's Ann may just be one step above that," Carver said.

Interestingly, Skydance already is being used in an artisan flour for an out-

of-state commercial operation. It also can be used in both bread and tortilla products, a rare dual function an OSU-bred variety has only previously achieved through Billings, one of this variety's parents.

A good candidate for organic production, though it was not necessarily bred for that purpose, Skydance performs best in southwestern Oklahoma, but also will do well in the central parts of the state.

Currently, OSU-bred varieties account for about 50 percent of the wheat acres planted in Oklahoma.

Wheat is Oklahoma's largest cash crop, with 4 to 5 million acres of winter wheat sown annually. Additionally, depending on market conditions, 30 to 50 percent of the state's wheat acres will be grazed by stocker cattle over the winter months.

—Source: Adapted from an Oklahoma State University Extension release.



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## Charting the Course

### Young women pave the way in veterinary medicine

Story and photos by Rebecca Mettler for *Cattlemen's News*

**D**edication, determination and education all factor into the equation of becoming a veterinarian. Two young women's journeys as licensed practitioners are just beginning. They've jumped right in and are making a reputation for themselves as knowledgeable and capable veterinarians with an innate passion for beef production medicine.

ily owns a small cow-calf operation in Maryland, and she was involved in FFA and 4-H. She knows it sounds cliché, but being a veterinarian is all she's ever wanted to be. Ask anyone back home, and they will describe her as always loving animals and wanting to be a vet.

As a mixed animal practitio-

ner, Price says she never has a dull moment on the job.

"You always have the scheduled herdwork and consultations, and then there are fire engine emergencies like dystocias," Price explains. "But then there's the small animal side, which is similar in the sense that you have the scheduled preventative care and then the hit-by-a-car unplanned emergencies."

Beef production medicine has its challenges, like most any career.

"It's not uncommon that we don't get called out unless there's a train wreck emer-

gency," Price notes. "It's not like this is unique; similar situations happen everywhere."

Instead, Price would rather have the opportunity to spend some time establishing relationships with clients and working with them to develop herd health plans and have added background knowledge of their operations to better assist them when problems do arise.

One of Price's areas of emphasis is reproductive performance in beef cattle herds. She offers breeding season analysis for producers interested in gaining cowherd reproductive efficiency.

### Rebecca Price, DVM

2018 will be remembered as a year of change for Rebecca Price, DVM, who recently moved to Monett, Missouri, after graduating from Mississippi State University College of Veterinary Medicine.

Price is one of the latest veterinarians hired at the Animal Clinic of Monett, which is owned by Ted Dahlstrom, DVM, and Carol Dahlstrom, DVM. Animal Clinic of Monett is a mixed animal practice with a large beef industry clientele base. Ted Dahlstrom and his team are also charged with the veterinary services performed at Joplin Regional Stockyards.

While Price hails from Cumberland, Maryland, she became familiar with southwest Missouri and other locations around the Midwest during an externship last summer that included a stint at Dahlstrom's clinic. After her summer experience, she came back two separate times before graduation to continue her fieldwork experience.

"Contrary to what people might think, the area is a lot like home in Maryland with a small town feel and some small mom and pop operations," Price explains.

Price was raised in the agriculture industry. Her fam-



(r) Rebecca Price, DVM



Through her rigorous education and experiences in the field, she has gained knowledge of the entire beef industry from start to finish. While a large part of her work has been with cow-calf operations, she has also worked with calf backgrounders and feedyards in the Midwest.

“Every cow in the herd has benchmarks they should be able to hit,” Price says. “Because of what I’ve seen from the cow-calf side, to the backgrounder and the feedyards, I know what areas that might not be affecting the cow-calf operation but might affect the calves down the road.”

Price explains that there’s a misunderstanding to breeding season analysis makes producers think they need to set up extra time to run cows through the chute on a separate occasion. However, data can be collected when she’s already on the farm to do herdwork.

Data points such as body condition score, pregnancy status, age of cow and date of bull turnout are all used to provide analysis of the reproductive health of the cowherd. Price interprets the data collected looking for areas of strength and weakness within the herd. For example, pregnancy diagnosis can be used

to determine gestational age and further information can be gleaned. She explains that if cows are consistently taking two cycles to get pregnant, management or herd health inefficiencies can be further investigated. In this scenario, an infectious cause or nutritional deficiency could be the culprit.

“Management changes equates to monetary value to the client and the ultimate goal for cow-calf producers is to wean more pounds of calf per cow exposed,” she says.

Because Price has experience as a cow-calf producer, she understands the producer mind-

set and knows the reasons why a cattleman might make a decision in a given scenario.

“I hope that everyone sets out raising beef and producing beef with the goal of selling a good product and knowing that doing so is a group effort,” Price says. “Proper nutrition, vaccination and weaning protocols are not only affecting the cow-calf operation, but the backgrounder and feedyard.”

## Sarah Cook, DVM

“Work smarter, not harder” is a motto Sarah Cook, DVM, has heard from her dad as long as she can remember. Dad’s advice of giving it everything she has to accomplish her goals and always remembering that the proof is in the pudding, has served her well during the infancy of her career of veterinary medicine.

Despite adhering to the often-repeated motto, Cook is, indeed, also a hard worker. As one of the newest veterinarians on staff at the Animal Clinic of Monett, near Monett, Missouri, she’s on the road to building a reputation and clientele base as a large animal practitioner specializing in beef cattle production medicine.

Originally from Alexandria, Louisiana, Cook is a recent graduate of Louisiana State University School of Veterinary Medicine. She first got to know southwest Missouri when she came to the area to complete an externship externship during her clinical rotations. The area and the opportunities in southwest Missouri caught her eye during her stay; because she chose to settle down here rather than in South Texas or Montana where her other externships were located.

“I enjoyed my first experience, so I opted to come back in March and April, and then moved here this year in June,” Cook explains.

CONTINUED ON PAGE 38

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## (I) Sarah Cook, DVM





A full-page background image showing a sunset over a field. The sun is a bright white circle in the center of the horizon, surrounded by a large, glowing orange and yellow sky. In the foreground, the silhouettes of several cattle are visible against the bright light of the sunset. The grass in the field is also silhouetted.

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<sup>a</sup> Average 2014-born bulls, adj. to Angus base, U.S. Meat Animal Research Center Across-breed EPD Adjustments, BIF 2016. <sup>b</sup> Here's the Premium study, 2014, Certified Angus Beef LLC

<sup>c</sup> Packer Premium Survey, 2015, Certified Angus Beef LLC

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## CHARTING THE COURSE • FROM PAGE 35

She's quick to admit that it is a combination of the opportunities offered at the clinic and the concentration of beef cattle that brought her to the area. The senior veterinarians on staff at the Animal Clinic of Monett are good mentors, Cook says. Plus, with a high concentration of beef cows in southwest Missouri, opportunities for large animal veterinarians are more prevalent than in other areas of the country.

"The volume of large animal work is what drew me here," Cook says. "There are more cattle per square mile here than almost anywhere in the U.S."

Cook's roots in agriculture and the Southeast run deep; she's a fifth-generation cattle producer. Her family has a cow-calf operation, and she has two small herds of cattle herself — one a commercial cow-calf operation and the other a registered Grey Brahman herd.

"The biggest difference is the type of cattle by far," she notes. "At home, most of the cattle have at least a touch ear, at least an 1/8 of Brahman influence."

Cook has also observed that cattle producers where she grew up were a little bit more focused on forage management. It's important for them to take advantage of the longer growing season in the South, whereas producers in the Midwest have the capability to use more crops and feed silage. One dominant producer advantage in the Midwest, when compared to the Southeast, is market price due to proximity to feedyards and commodity production.

Cook describes herself as a practical thinker, which is a trait she finds extremely beneficial in her line of work. Throughout her life, she has been actively involved in her family's cattle operation, and a producer mindset is something that she understands and appreciates. It's likely she's experienced life

on the producer's side of the fence at some point, so she knows what the producer is up against when the call to the veterinarian has to be made during an emergency.

Vet work is challenging, which Cook openly welcomes. Sometimes the challenge is to balance the ideal treatment with the practical treatment because the two don't always match up evenly.

"What I love about the beef industry is the challenge of combining animal health, producer profitability and industry efficiency with the goal of producing a product that matches what the market dictates," Cook explains.

There's also the challenge of looking at every case from a big picture view and narrowing down to the possible causes of disease presence. Practitioners have to take into consideration vaccination protocol and biosecurity concerns, for example. Then, there's the producer education aspect of helping them through the understanding of disease risk factors, causes and prevention.

In an era of change and a push toward stricter antimicrobial stewardship, the client-vet relationship is almost mandatory in some situations. A good working relationship entails a mutual agreement to benefit both animal health and economics.


Cook also believes that a tailored approach to treatment is something both the veterinarian and producer should strive for. In regard to antibiotics, the ultimate goal of the beef industry should be to prevent disease to reduce the need for antimicrobial treatment.

"We sign an oath when we become veterinarians, which is something we take seriously," Cook notes. "We take an oath to do no harm, and that's for the animal's sake, the producer's sake and our sake." 🐾


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## PASTURE PLANNING

# A Unique Forage

## MU researchers analyze intercropping summer forage possibilities

Story by Logan Jackson

**A**n odd forage is growing at the University of Missouri (MU), and it could make a difference for beef producers.

Harley Naumann, an assistant professor in the Division of Plant Sciences, has been working with a unique forage since he arrived at MU in 2014 – sunn hemp. His work progressed into a methodology, with a focus on how producers could possibly incorporate sunn hemp into a tall fescue grazing system. Naumann's research has continued to build on itself, leading to new projects and grants.

Naumann has a research and teaching appointment in forage physiology. His research focuses on understanding the critical physiological components of warm- and cool-season forages that lead to improved forage-livestock production systems.

Josh Tooley, a graduate student in Plant, Insect and Microbial Sciences, has been working with Naumann on a recent project. This will analyze if intercropping sunn hemp can provide summer forage, and, if so, how it compares to the traditional nitrogen and non-nitrogen tall fescue systems in the state. The work is taking place at the Forage Systems Research Center (FSRC) in Linneus, Missouri.

"It's a very unique crop for sure," Tooley said. "At the producer level, there are a few who are using sunn hemp. From a research standpoint, though, we've only found one other study where grazing sunn hemp was attempted. Within the scientific community, this is a novel project."

Sunn hemp is a warm-season annual crop, meaning that it thrives in warm weather. The extreme heat and drought through the summer actually helped the sunn hemp at FSRC.

"Having one of the hottest months of May in years was the best thing to happen to our sunn hemp," Tooley said. "It has grown through the drought and heat. I've never worked with a forage that has been this drought-hardy. And when sunn hemp is well-watered, it does even better."

Tooley and Naumann are having the calves graze through three treatments – a nitrogen-fertilized tall fescue treatment, a no-nitrogen tall fescue treatment and a sunn hemp intercropped into tall fescue treatment.

"Once the calves learn to eat sunn hemp, they'll eat it down to 12 inches, where the crop starts getting a little woody," Tooley said. "It takes them about 24 hours to figure out that it's good stuff. They'll eat sunn hemp first and move to fescue once it's all gone. So far, the sunn hemp seems to be their preference within this system."

Along with the positive results in terms of grazing, Tooley noticed other interesting forage quality trends with the project in 2017.

"Sunn hemp was terminated in early October of last year, due to frost, and the last quality sampling was done in November," Tooley said. "We noticed that sunn hemp intercropped pastures

CONTINUED ON NEXT PAGE



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## PASTURE PROFITS

# Good Opportunities for Winter Wheat Grazing

### Markets will play big role

Story by Derrell S. Peel

**C**onsiderable interest and excitement appears to surround winter wheat grazing this year. The Sept. 11 USDA-NASS Crop Progress report shows 2 percent of Oklahoma winter wheat planted, equal to the previous 5-year average for that date. Planting progress may jump sharply in the coming days. Anecdotal indications are that many producers are preparing to plant winter wheat soon, with some waiting for wet conditions to dry down and permit planting. I have received some reports of fall armyworms damaging pastures and hay fields; armyworms may be a significant threat to early-planted wheat.

Despite seasonal tendencies for lower prices, prices for Oklahoma steers under 500 pounds increased last week. This sometimes happens when demand for stockers outpaces the fall run of calves coming to town in September. Calf prices will likely hold steady or decline some into October, but the seasonal pressure may be muted with strong stocker demand.

The market appears to be developing a typical fall market pattern for mid-weight steers with a sharp break on prices from 475 to 525 pounds and prices relatively flat for steers weighing 525 to 700 pounds. Heifer calf prices continued a modest seasonal decline last week. Stocker producers should evaluate a range of possible purchase weights and look at steers versus heifers to determine the best purchase opportunity.

Budgets for winter grazing appear to pencil out quite attractively at this point. Feeder futures have remained remarkably strong, with March feeder futures trading near \$153/cwt. at the end of last week. With normal basis, these contract levels offer an opportunity to price spring cattle above projected breakevens for winter grazing.

However, this may be a fleeting opportunity as several factors might drive a futures market correction. One is that current feeder price levels result in negative projected feedlot margins in coming months.

### A UNIQUE FORAGE FROM PREVIOUS PAGE

had nearly 2 percent greater crude protein than unfertilized pastures at that time. The intercropped system was around 12.6 percent crude protein."

Tooley discussed more details about the project during the FSRC field day on Tuesday, Sept. 11, at the Center in Linneus, Missouri.

"We were excited to have Josh at our field day to talk about the sunn hemp research tak-

ing place at FSRC," said David Davis, superintendent of the Center. "This work is incredibly unique, and I'm glad they shared some of the results with those in attendance."


Tooley earned his undergraduate degree from MU in plant sciences. The grant is through the United States Department of Agriculture National Institute of Food and Agriculture.

—Source: University of Missouri College of Agriculture, Food and Natural Resources release. 

The reality is that feeder cattle supplies are still plentiful, and the September cattle on feed report could indicate a large feedlot placement level with implications for spring feeder markets.

Cost of wheat pasture is a major factor in winter grazing budgets. The market for wheat pasture is always difficult to determine, and this year, with potentially strong demand for wheat pasture matching up against potentially abundant wheat pasture supplies, is no exception. This makes it challenging to anticipate wheat pasture rental rates. However, wheat pasture owners can budget the breakeven cost of providing wheat pasture based on seeding and fertilizer adjustments needed for grazing as well as expected loss of wheat yield to grazing.

For dual-purpose wheat, research shows that winter grazing decreases wheat yields by about six bushels per acre on average. This average is quite variable from year to year. Given expected wheat price along with fertilizer and seed cost, the projected cost of wheat pasture (above other wheat production costs) is estimated around \$70/acre. The cost per pound of gain depends on cattle average daily gain, number of days of grazing and wheat pasture stocking rate. Across a range of these assumptions, wheat pasture break-even cost calculates out to a range from \$0.30 to \$0.45/lb. gain for winter grazing.

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

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## TRENDING NOW

# Drought Challenges Linger Despite Welcome Rains

Make sure your herd is ready for winter

Story by Bob Weaver

**F**or many producers in Kansas, the last couple of weeks have brought much needed rain to rangeland and helped fill ponds for watering livestock. Much of central and northeast Kansas received 2 – 10 inches of rain during the Labor Day weekend. Undoubtedly, the rain was welcomed by many and does much to relieve the short surface water supplies.

Many cattle producers will remember the spring and summer of 2018 for its persistent hot and dry conditions. The lack of rain resulted in sub-par forage production for both cool and warm season grasslands. As a result, cattle producers will face a wide range of lingering effects of the drought over the coming months and perhaps years.

The lingering effects of a drought can be broadly classified into cow nutritional effects, cow reproductive effects, calf performance effects and rangeland/forage effects. All will take time for recovery but in each case, careful management can make it happen more quickly.

In some cases, the reduced forage supply has resulted in cows losing substantial body condition after calving. If calves have not been weaned, consider weaning them to reduce nutritional demands of the lactating cows. Weaning calves will help extend feed resources in short supply and help stop the slide in body condition.

Remember cows should be in BCS 5-6 at calving. The interval immediately following weaning of springborn calves provides the best chance of correcting body condition in cows as inexpensively as possible. Spring-calving cows at this time are in their second or early third trimester and, without the demand of lacta-

tion, are at the lowest point of nutritional needs during the production cycle.

Each body condition score that needs to be replaced represents approximately 80 pounds of body weight. Getting cows to gain 2 pounds per day for 90 to 100 days is easy and can be done inexpensively. Seek out your local extension professional for assistance developing a low-cost supplementation strategy.

Two pounds per day gain for 90 days can improve flesh on a BCS 4 cow and account for growth of the fetus. Neglecting recovery of BCS in the thinner cows will result in extended postpartum intervals and decreased lactation performance in 2019. Worse yet, if these cows don't recover adequate condition by the 2019 breeding season, conception rates will suffer, and the 2018 drought effects will carry into 2020. Correcting BCS in drought-affected cows should be a high priority.

The 2018 drought has resulted in reduced fertility or in-

creased embryonic mortality in some cases. Several reports suggest the excessive heat in late June and early July may have stressed cows sufficiently to cause early embryonic losses. A timely preg check by your veterinarian can help uncover the effects of the drought on reproduction in your herd. Embryonic losses may have resulted in cows returning to estrus and settling late in the breeding season and shifting the expected calving distribution for 2019. Knowing that shift now may allow producers to adjust feed supplementation and labor needs for the coming calving season to more appropriately align with demands.

The drought may result in a larger than typical number of open cows in your herd. The timely preg check can help find these open cows and assist in developing either a strategy for culling or shifting them to a fall calving system. If feed resources are extremely tight, culling opens can extend feed availability for the reproductive herd.

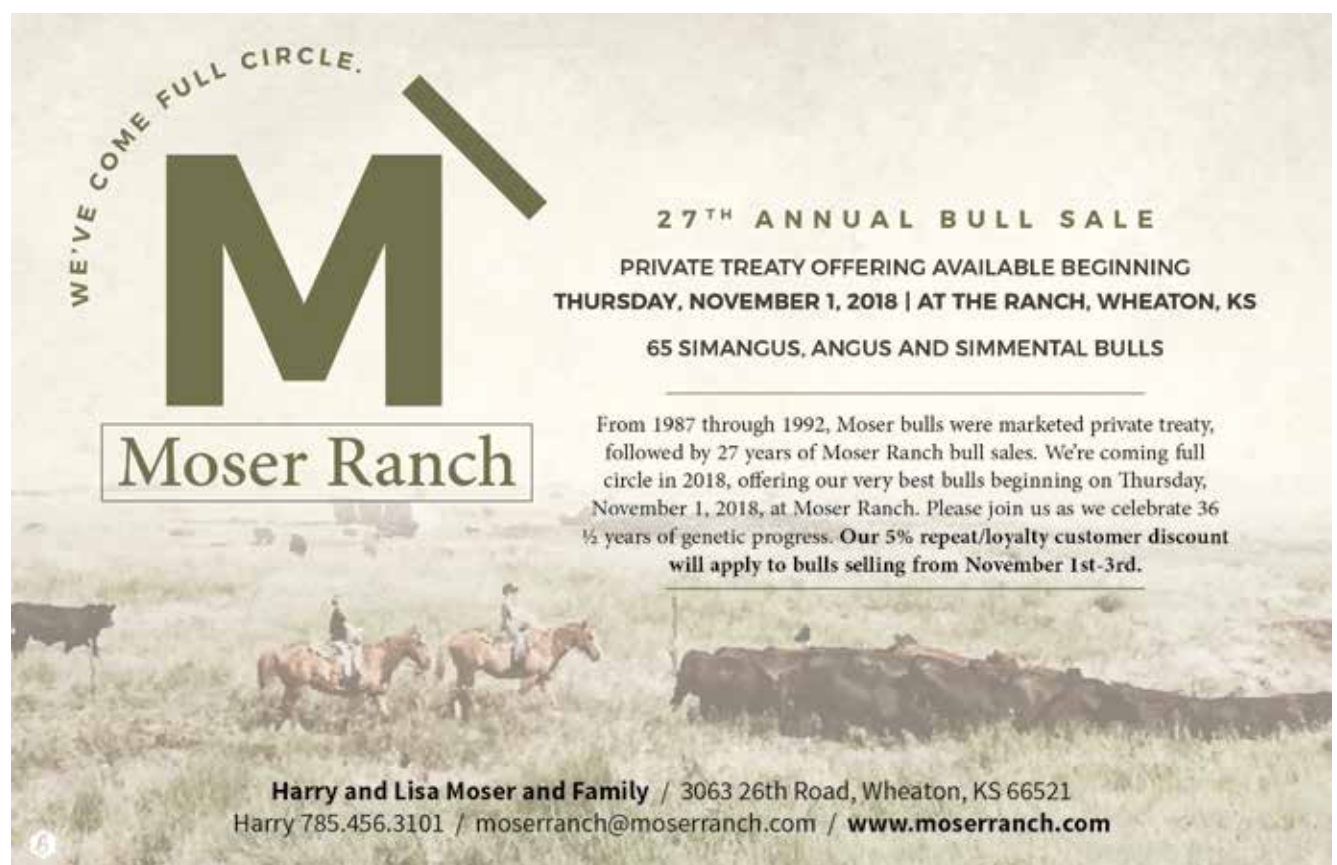
A large majority of calves born in Kansas are sold at weaning. It is not atypical for calf weaning weights to suffer during times of drought and exacerbate the challenge of a period of potentially increasing costs with a marked decrease in ranch income. Early weaning of calves can complicate this further. To gain back weight and revenue, produc-

ers should evaluate the profit potential of backgrounding calves.

The substantial recent rains don't alleviate the short supply of standing forage available for grazing in many areas or the short hay supply. Careful range management and rest following the recent rains can help the grass stands regenerate root resources preparing them for the next spring growing season. If producers have tillable crop acreage, winter annuals or cover crops can help take the burden off pastures. The recent rains should make for good planting and germination conditions. Hay prices are likely to remain high in many parts of Kansas so alternative forage or energy sources for cows is worth exploring. Corn remains fairly inexpensive and can be used as an effective energy source for cows.

Cow-calf producers are encouraged to critically evaluate their cow herds and forage conditions over the next few weeks to devise strategies to mitigate the 2018 drought effects. The clock is ticking on the options available. Don't let the recent rains and green up of pastures be an excuse for inaction.

—Source: Bob Weaver is a cow-calf specialist with Kansas State University Extension. 🐄



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## TRENDING NOW

### Where's the Meat?

Joint meeting between USDA and FDA on animal cell culture technology

**O**n Sept. 10, 2018, the United States Department of Agriculture (USDA) and the Federal Drug Administration (FDA) announced they will be holding a joint public meeting on Oct. 23-24, 2018, to discuss the topic of cell culture technology used to imitate livestock and poultry products.

Missouri Cattlemen's Association (MCA) has been a long-time advocate of the USDA as the regulatory body for lab-grown and plant-based protein sources.

MCA supports this union because the USDA is the best regulatory body for fake meat with a record of enforcing the law.

"All we ask for is marketing for integrity," said MCA Executive

Vice President Mike Deering. "Consumers deserve a regulatory body that will ensure their food is safe and correctly labeled. It is good to see that the USDA will play a role in the issue."

In late July, the National Cattlemen's Beef Association issued a letter to President Trump, urging him to ensure the USDA acts as the primary regulatory agency for lab-grown fake meat products. Seeing positive action on the issue is another encouraging step forward, according to Deering.

MCA has been at the forefront of the fake meat debate, supporting marketing with integrity and appropriate enforcement.

—Source: Missouri Cattlemen's Association Prime Cuts.

## TRENDING NOW

### Comfort in Compliance

EPA changes structure of National Compliance Initiatives

**M**issouri's cattlemen now have a more powerful voice in environmental regulation.

The Environmental Protection Agency (EPA) recently renamed its National Enforcement Initiatives. They are now National Compliance Initiatives. A change in name goes hand-in-hand with a change in the structure and selection process of EPA environmental priorities that result in regulation programs.

Previously, National Enforcement Initiatives were created and enforced by the EPA based on priorities decided at a national level with little state or local input. According to MCA Executive Vice President Mike Deering, this resulted in cattle producers often becoming the victim of overbearing, unrealistic enforcement that did not take into account the unique needs of Missouri producers

Now, the EPA intends to use state and local representation as a resource when creating priorities in order to ensure real conditions are recognized and addressed. The structure change also adds additional means for ensuring compliance before the need for enforcement. When implementation becomes necessary, the EPA encourages local bodies to do so if authorized.

With a more regionally centered approach to National Compliance Initiatives, compliance and enforcement will be more reasonable. With more focus on local needs, cattle producers can now be better stewards for the protection of natural resources. The shift from enforcement to compliance is expected to benefit producers statewide.

—Source: Missouri Cattlemen's Association.

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## MANAGEMENT MATTERS

# Heat Stress, Early Pregnancy Loss

**Cows heat stressed after breeding may have unseen pregnancy losses**

**P**rolonged heat stress this year may bring a smaller calf crop next year. Herd owners are seeing cows known to be pregnant coming back into heat to be rebred.

Pregnancy losses are due to several reasons, says Scott Pooch, University of Missouri Extension veterinarian. "The first is increased internal temperature of the cow."

In July, a northern Missouri beef herd owner saw his bull breeding cows that were known to be pregnant from an earlier pregnancy check. Pooch said, "It's probably heat stress."

To find out more, he took his ultrasound device to the field for rechecks of pregnancies.

"Roughly, we saw 20 percent open in herds on average. There are a few outstanding exceptions, but they bred early in April prior to May heat."

At the MU Foremost Dairy, Pooch found up to 25 percent loss of pregnancies after early pregnancy diagnosis (30-32 days of gestation). He also found dead embryos from AI breeding from mid-May through June.

"I am getting lots of calls on this," Pooch added.

"The early embryo is sensitive to temperatures above normal body heat," he says. However, at six to eight days the embryo becomes heat-tolerant. "Early heat stress could lead to embryo loss right away. Those cows come back into heat on schedule."

High temperatures also disrupt ovarian and uterine functions. That affects quality of the egg, with oocytes being compromised. Fertilization occurs, but the fertilized egg does not develop normally. The embryo dies later.

"Those cows return to heat at strange intervals," Pooch says.

"I have reports of beef cows showing heats at 30 to 50 days after timed AI. These cows likely conceived but then lost their embryos."

Heat stress also affects bulls with cow herds. "Heat decreases sperm quality, which leads to decreased pregnancies," he says.

Herd owners ask what to do with non-pregnant cows.

"With the lack of grass and hay, these open cows rise to the top of the list for culling," Pooch says. "In a normal year, I might evaluate genetics of individual cows to see whether to move them to the fall-calving herd."

This has not been a normal year. With drought-stressed grain crops, feed costs may rise. Forage prices shot up with lack of baled hay.

At the MU Thompson Farm, Spickard, cow herd pregnancy checks have been near normal, says Jon Schreffler, farm manager. The heifers were slightly lower this year compared to 2017. But last year pregnancies were above normal.

"We'll do final ultrasounds in late September," Schreffler adds.

The MU herd was bred mid-April into May. They missed high heat at artificial-insemination time.

Research at the MU herd led to protocols used in the Show-

Me-Select Replacement Heifer Program. Part of that protocol calls for ultrasound within 90 days after start of timed AI. Cleanup bulls are turned in with AI-bred heifers. They catch any missed conceptions. That is done before summer heat arrives.

Show-Me-Select protocols give high conception rates and calving-ease births. Fixed-time AI leads to short calving seasons and uniform calf crops.

—Source: University of Missouri Extension release.

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## Arkansas Launches Preconditioned Calf Program

Interested producers can benefit from going green

Story by Shane Gadberry

**T**he University of Arkansas Division of Agriculture is working with producers, health and marketing segments of the cattle industry to highlight Arkansas cattle raised using best management practices that promote lifelong calf health and performance. The program is called the Natu-

ral State Preconditioned Calf Program, with the slogan “Go-GREEN” because the green tag qualifying calves receive for marketing.

The program was launched this summer, and Arkansas agents are working hard to educate producers about preconditioning calves and program

requirements. The program is very similar to many other Vac-45 type programs.

To participate in the GoGREEN program, producers must be BQA-certified, so agents are offering BQA classes. Producers can also complete BQA certification online at [www.bqa.org](http://www.bqa.org).

In addition to BQA certification for ranch operators, calves must meet a set of minimal processing and vaccination standards that include the first and second (booster) shot requirements for respiratory disease vaccines and black-leg vaccines. Calves must also be treated for internal parasites and external parasites as needed. Bulls must be castrated and completely healed. Horns must be completely removed and healed. Heifers cannot be pregnant at time of marketing, and no cattle can be marketed within any product withdrawal period.

A 45-day minimal holding period between weaning and marketing also exists. This is a good time to train calves to drink from a water trough and eat supplemental feed from a feed trough.

The health history of these calves is documented on a qualifying form, which serves as the producers affidavit that all program guidelines were met. The qualifying form and attached copies of product purchase receipts are supposed to go with the calves to market so buyers know who raised the calves and the history.

We’re teaming up with auction markets by asking them to use the program however they see it benefiting their markets,

sellers and buyers. The main thing we ask is if the program tag shows up at their market, relay the information. Request the qualifying form from the seller, and make the program and history and copies of the qualifying form available to buyers.

We’re also teaming up with health product providers. Although the program does not require a veterinarian to administer the health products, producers are encouraged to work with their veterinarian to determine the best solution that meets or exceeds the program minimal standards.

For example, the program does not require a modified live or killed vaccine history because of possible reproductive risk in introducing modified live into naïve herds. A veterinarian can determine if and how modified live vaccines can be safely used. Also, producers that like to work with all products from the same company may find that they can co-market cattle for meeting other programs. Producers should visit with their pharmaceutical reps about preconditioning programs and guidelines.

Arkansas producers can enroll in the program through their county Extension offices and pick up tags from the county office. The general enrollment is \$10 for three years, and each tag costs \$2.

For more information about the program, visit the program website at [www.uaex.edu/go-green](http://www.uaex.edu/go-green) or Arkansas residents can contact their county Extension agents.

—Source: Shane Gadberry, University of Arkansas.

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## TRENDING NOW

# Growing Bred Heifers

Maintaining body condition is key

Story by Glenn Selk



**B**red replacement heifers that will calve in January and February need to continue to grow and maintain body condition. Ideally, 2-year-old heifers should be in a body condition score 6 at the time that first calf is born. See example below of a heifer in body condition 6.

This allows them the best opportunity to provide adequate colostrum to the baby, repair the reproductive tract, return to heat cycles, rebreed on time for next year, and continue normal body growth. From now until calving time, the heifers will need to be gaining about 1 pound per head per day, as-

suming that they are in good body condition coming out of summer.

Heifers will need supplemental protein if the major source of forage in the diet is bermudagrass or native pasture or grass hay. If the forage source is adequate in quantity and average in quality (6 - 9% crude protein or CP), heifers will need about 2 pounds of a high protein (38 - 44% CP) supplement each day. This will probably need to be increased with higher quality hay (such as alfalfa) or additional energy feed (20% range cubes) as winter weather adds additional nutrient requirements. Soybean hulls or wheat-

mids may also be used to insure adequate energy intake of pregnant heifers.

Wheat pasture (if adequate rainfall produces growth) can be used as a supplement for pregnant replacement heifers. Using wheat pasture judiciously makes sense for pregnant heifers for two reasons. Pregnant heifers consuming full feed of wheat pasture will gain at about 3 pounds per head per day. If they are on the wheat too long, the heifers can become overweight and cause calving difficulty. Also the wheat pasture can be used for gain of stocker cattle or weaned replacement heifers more efficiently. If wheat pasture is used for bred heifers, use it with good sense as a protein supplement by allowing the heifers access to the wheat pasture on at least alternate days.

Some producers report that one day on wheat pasture and two days on native or bermuda will work better. This encourages the heifers to go rustle in the warm season pasture for the second day, rather than just stand by the gate waiting to be turned back in to the wheat. Whatever method is used to grow the pregnant replacement heifers, plan to have them in good body condition (BCS = 6) by calving so that they will grow into fully developed productive cows.

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

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## TRENDING NOW

# Finding her Passion

## Riley Israel thrives in her role on the ranch

Story by Macey Hurst for Cattlemen's News

**D**o what you love, and love what you do. It's one of the most over-used clichés in history. Everybody's heard it. Everybody's said it. Love what you do, and you'll never work a day in your life. They're all the

same. However, those phrases might be right, at least that's the case for Riley Israel.

At just 22 years old, Israel knows exactly where she wants to be — and she's there. The young woman, formerly

a college athlete and student at Missouri State University (MSU) and Ozarks Technical Community College (OTC), Israel works for Moriondo Farms LLC in Mount Vernon, Missouri, where she is managing a large herd of cattle and making her dreams come true.

"There's not a lot of people that are dead set on what they want to do at my age," Israel explains. "I was never wishy-washy about it. I always knew I was going to do something with cattle."

Israel found her passion growing up around cattle in her hometown of Crane, Missouri. Her father had a cattle operation, which growing up encompassed much of her time. Her fascination with animals quickly became a career when she was hired by a ranch near her home.

While working at that ranch, Israel completed high school and began her college education as an animal science, pre-veterinary medicine student at MSU. She quickly learned that she did not have to be a vet to work with cattle and decided to go the agriculture business route instead. During her freshman year, Israel was asked to try out for the basketball team.

"I actually decided I didn't want to play basketball my senior year of high school," Israel said. "I wanted nothing to do with basketball. I had played year-round since fifth grade, and I was burned out and tired of it. I was just going to go to school, be a regular student."

However, at the urging of some hometown friends, Israel decided to give it a try. After missing the initial tryout, MSU women's basketball coach Kellie Harper said they would host another for her benefit. "I ended up walking on, and I played the first year with them," she said. "It was definitely an experience, and I'm glad I got to do it."

At that time, Israel was working, taking college courses and playing basketball. She survived that full schedule, though she admits it wasn't easy.

"It was a lot," Israel said. "It was stressful. Like calving heifers, we did a lot of night checks, and there were many nights I sat in the field and did homework in the truck. You just figure out how to make it all fit."

After a year, she decided to transfer to OTC to continue her education. Soon after, though, she was given what she calls the chance of a lifetime when the ranch she had worked on since high school offered her a promotion.

"When I was 20, I was managing the cattle on an operation, and not many people are given

**CONTINUED ON PAGE 48**

### (I) Riley Israel

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<sup>a</sup>MidAmerica Ag Research Inc., Dr. Donald H. Bliss, PhD.

<sup>b</sup>1. 1992. World Association for the Advancement of Veterinary Parasitology (W.A.A.V.P.) methods for the detection of anthelmintic resistance in nematodes of veterinary importance. Vet Parasitol. 44, 35–44. 2. 2006. The detection of anthelmintic resistance in nematodes of veterinary importance. Vet. Parasitol. 136, 167–185. Consult your local veterinarian for assistance in the diagnosis, treatment and control of parasitism.

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Israel considers herself lucky to have known at such a young age what her passion was and to have so many chances to grow in it. While the experiences she's gained helping her father and working in a ranch setting both impacted her, it was a trip to the Graham School for Cattlemen that assured her she was in the right place.

"The first couple days were rough," she recalls. "I had never preg-checked a cow before, but by the end of the week, I was fairly confident. Now that I've come back and done it, I'm more confident. I enjoyed it so much. There's just a feeling you get when you can say for sure she has a baby in her or she doesn't. I knew then I fit there. It was very reassuring that yes, this really is what I love."

Israel has pulled calves, given intravenous medications and assisted with cesarean sections. "Knowledge is always good, and you can never have too much of it, but some things you just have to experience," she says.

CONTINUED ON NEXT PAGE



"To me, there is nothing more rewarding than taking a sick calf in to doctor it and bringing it back and seeing it running out in the field the next week," says Riley Israel.  
— Photo by Macey Hurst for Cattlemen's News.



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## FINDING HER PASSION FROM PAGE 49

Israel has found both rewards and difficulties working in a typically male-dominated field. She has worked with great men that have built her up and has learned to deal with others who were not as kind. As a woman, she says, you do have to prove yourself. There are physical disadvantages and sometimes a struggle to gain trust. However, being a woman typically adds an eye for detail that helps her quickly catch sick calves and her open-mindedness offers new ideas for operations that can sometimes better the cow herd. Her biggest personal struggle is with her pride, always hating to ask for help from men or women. But overall, she says, "Women are equally as capable."

She offers this advice for other women involved in agriculture.

"Don't get discouraged," she says. "Being a woman in a man's world, there are going to be a lot of things that try to knock you down. If you truly want to do it and you're passionate about it,

you'll find a way. It can be a lot to handle, but if it's something you really want to do, there's always a way."

Israel says now is a great time for women in agriculture and that a support system can go a long way, especially when feeling like you must choose between a career and a family.

"I don't think you ever have to choose, especially between a family and being in agriculture," she says. "That's where a lot of good operations come from because they're family-based and that's where a lot of good people come from, just family-based businesses."

While free time is limited, Israel enjoys team roping with her dad and spending time with her family, especially her two nephews. She loves her family dearly and is thankful for their support and the ability to do what she loves and love what she does.

"This is just what I like," Israel says. "I've always been passionate toward it. I love it."

## MANAGEMENT MATTERS

### Disaster and Your FSA Loan

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**F**SA borrowers with farms located in designated primary or contiguous disaster areas and who are unable to make their scheduled FSA loan payments should consider the Disaster Set-Aside (DSA) program.

DSA is available to producers who suffered losses as a result of a natural disaster and is intended to relieve immediate and temporary financial stress. FSA is authorized to consider setting aside the portion of a payment/s needed for the operation to continue on a viable scale.

Borrowers must have at least two years left on the term of the loan in order to qualify. Borrowers have eight months from the date of the disaster designation to submit a complete application.

The application must include a written request for DSA signed by all parties liable for the debt, along with production records and financial history for the operating year in which the disaster occurred. FSA may request additional information from the borrower in order to determine eligibility.

All farm loans must be current or less than 90 days past due at the time the DSA application is complete. Borrowers may not set aside more than one installment on each loan.

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For more information, contact your local FSA farm loan office.

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## MANAGEMENT MATTERS

# Mineral Consumption Matters

## Why measuring mineral can benefit your herd

Story by Adele Harty and Janna Kincheloe

**C**attle mineral nutrition is complex and often confusing, but one strategy to help ranchers better understand their mineral program is to monitor mineral consumption. This goes back to the old adage, "You can't manage what you don't measure."

Mineral supplement tags provide the recommended daily intake based on specific product formulations. Recommended intakes can vary widely depending on the brand and type of product, with the most common being from 1 to 4 oz. per day for loose minerals. Producers should always read the mineral tag to know how much the cattle should be consuming and to determine whether desired consumption is occurring within an individual herd.

This can be accomplished in a variety of ways. For the big picture, figure out pounds of mineral fed in the last year. Multiply the total pounds by 16 to get the number of ounces delivered. Divide the ounces by 365 days. Finally divide the ounces delivered per day by the number of head in the herd to determine average mineral intake per head per day.

### Example:

- 5,000 lbs x 16 oz per lb = 80,000 oz
- 80,000 oz / 365 days = 219 oz per day
- 219 oz per day / 100 head = 2.19 oz per head per day

Another way to monitor consumption is to keep a mineral delivery record. Make note of quantity of mineral delivered each time and how many days a given quantity lasts. This will help identify times when the grass is changing, which can influence changes in mineral consumption. For instance, cattle will consume mineral differently when grass is lush and growing rapidly than when it is dormant. The calculation is the same as listed

above, but the number of days changes, depending on individual situations.

### Example:

- 100 lbs x 16 oz per lb = 1,600 oz
- 1,600 oz / 7 days = 229 oz per day
- 229 oz per day / 100 head = 2.29 oz per head per day

If consumption is less than desired, dried molasses is one tool to increase palatability of the mineral to move consumption to the desired level. It may require some trial and error to find the desired level. A starting point would be adding 1 part dried molasses to 4 parts mineral. This would be approximately 12.5 lbs per 50 lb bag of mineral. If cattle over-consume the mineral due to the addition of molasses, cut the molasses in half. Continue this process until the desired consumption is reached, or consider changing brands or mineral formulations to something more palatable.

If cattle are over-consuming mineral, it may be necessary to

add salt to reduce intake. Other issues besides palatability that may influence consumption of mineral include the animal factors such as age and experience, type and placement of mineral feeder, composition of mineral supplement, and forage quality and availability.

Once producers have an idea of how much mineral their cattle are consuming, they can start to evaluate potential modifications to their mineral supplementation program. First, evaluate the mineral tag compared to the cattle's requirements, along with mineral content of

forage and water. This may require taking samples and sending them to a laboratory for analysis. This will help identify deficiencies, toxicities and interactions to ensure the mineral supplement is providing the correct level of nutrients.

Taking time to monitor mineral consumption is an easy task that can help guide management decisions. Ensuring cattle are consuming mineral at the appropriate level is key to proper mineral nutrition and overall cattle health and performance.



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## All in One

### Professor, veterinarian, cattlegirl, mother – Lacy Sukovaty wears many hats

Story by Macey Hurst for *Cattlemen's News*

**P**erched opposite her desk, a gift from her father-in-law stands 2 feet tall with feathers of red, black and the prettiest shade of turquoise. You'll see an exceptionally beautiful taxidermy rooster below a framed Doctorate in Veterinary Medicine sharing wall space with plaques, certificates, horse decor and pictures of little Emmett. It's hard to miss. Even harder to miss than the surprisingly attractive fowl is Lacy Sukovaty's humility and intellect.

A professor in the William H. Darr College of Agriculture at Missouri State University, Sukovaty spends her days educating students in animal husbandry, dairy production and companion animals; her nights and weekends are for working on her cow-calf operation, taking veterinarian calls, and spending time with her husband, Matt, and 16-month-old son, Emmett,

at their farm in Bolivar, Missouri. A life overflowing with responsibility and career and family success could only be handled with such display of ease and character as an individual as dedicated and hard-working as Sukovaty.

"I grew up in a rural area and had grandparents with a small cattle herd and a menagerie of animals," Sukovaty explains. "I was the first one out of my family to go to college, and I apparently liked it so much I stayed for a while."

Like many young girls, the Anderson, Missouri, native grew up dreaming of moving west and owning a horse ranch. However, her plans changed in high school when she found her passions for production agriculture, problem-solving and science fit perfectly within the field of veterinary medicine. She made her way to Missouri State University to obtain her degree in animal

science, then to the University of Missouri for her doctorate in veterinary medicine.

"Going through vet school, my intention was to be a vet," Sukovaty explains. "I enjoyed small animals in terms of how in-depth you can get with diagnostics and the type of surgeries you can do, but I really enjoyed the production aspect because you're helping somebody make their living, and you're doing something that could help them save a lot of money and headaches."

Following graduation, formerly Dr. Hobbs began her career in mixed practice. On call alternating nights and weekends as a beginning veterinarian, it was not unusual for her to work 70-hour weeks.

"I've always been a hard worker, so that didn't bother me, I just started looking for other avenues," Sukovaty says. "I started doing relief work, so I could still do large animal and a lot of small animal. I got licensed in the United Kingdom and did a little time overseas."

Sukovaty did two two-week stints in Russia practicing on a dairy farm where she learned about the industry

and the vast difference between cultures.

"Things are different in places like Russia," she explains. "They're very traditionalist, and changing ideas is much harder there. It gives you great appreciation for the legal system and setup we have here."

Despite her trip to Russia, Sukovaty's plan was to practice in the UK after she was offered a job. She intended to accept and make the move before immigration challenges arose and changed the plan. Thankfully, other doors opened.

"I was leaving the mixed practice I was with and ended up staying on because the owner asked me to stay for a while longer, and it kind of worked out. That's when I was like 'Oh, this moving overseas for a year isn't quite going to happen like I'd planned.' That's when I started doing relief work."

Sukovaty's job included regular part-time work at several practices. It was during that time she met Matt Sukovaty.

"I ended up taking my stock dog to the vet, and she was the veterinarian," Sukovaty's now husband, Matt, explains. "It was a setup deal after I got

**CONTINUED ON PAGE 54**





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there. Her boss told her, ‘This is a nice guy,’ and she told me, ‘That’s Dr. Hobbs. She’s super good, and she’s single,’ and she did a super job,” Matt recalls.

Long story short, he called her. “He addressed me as Dr. Hobbs, to which I replied, “If you’re calling to ask me on a date, I think you better call me Lacy.”

A full-time farmer and independent sales representative for Joplin Regional Stockyards and Vigortone Mineral, Matt tells how his busy schedule had been trouble for his dating life, but Lacy was different. He knew she was the one

when she understood his long farm hours, but Lacy claims it was her rotten calving story over dinner on their first date that won him over. The couple has now been together for eight years, married for three, and have a son. Matt describes his wife as incredibly hard-working, organized, friendly, spontaneous, easygoing and down-to-earth. He loves how kind she is to his friends and how she will drop everything to help a friend or animal in need.

One night, at Matt’s request, the couple decided to leave Emmett with Grandma and go on a date. As they finished getting ready, Matt went to feed and stumbled upon a

struggling heifer. More than three hours in, the pair ran to town to grab quick food and return—not exactly the relaxing date night they were anticipating, but the priority was the heifer and her calf.

“I’ve had cattle my whole life, and then she came into the picture,” he says. “She drops everything she’s doing to help, for the health of the animals. It doesn’t matter if we’re getting ready to go out, if it’s midnight, or if it’s freezing out, she’s right there beside me.”

The Sukovatys run several head of commercial cows bred to Gelbvieh and Balancer bulls.

After establishing herself as a traveling vet, Sukovaty took

time to volunteer on the MSU Ag Alumni Committee. A co-worker says, “She was always willing to go out of her way to be at those meetings. She carved out time because it was important for her to give back. I think that’s her heart — to give back and to move forward.”

Eventually, she was approached by Dr. Anson Elliot, former director of the MSU Darr School of Agriculture, and asked to teach a class. Sukovaty fell in love with the students and began teaching full-time almost four years ago.

Still, the opportunity brought with it a change in plans for Sukovaty.

“Going through school, they tell you to never eliminate possibilities,” she says. “If you would’ve asked me if I was ever going to teach, I would’ve said, ‘Oh, no!’ I didn’t end up here because I was burned out. I love practice. But I also enjoy interacting with students.”

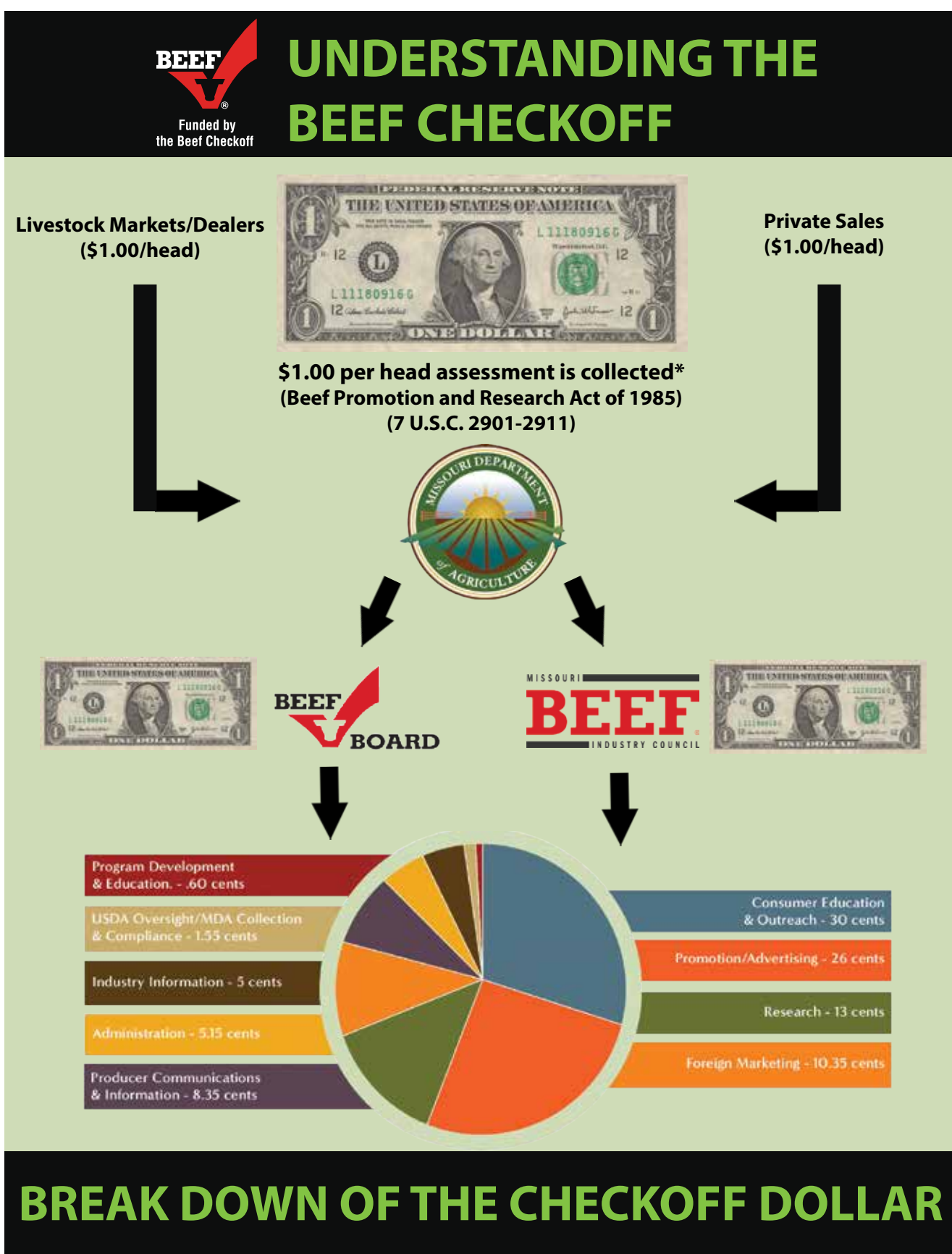
In addition to teaching, Sukovaty holds positions on the Ag Alumni Committee, as the Pre-Vet Club advisor and as academic advisor to 50 students, 16 of which she started with as freshmen.

Lacy is loved by both students and co-workers. A fellow professor said, “Lacy works super hard, and that’s something I admire about her. She has a lot on her plate, but she handles it with finesse.” Another continued, “Lacy is a friend first, helping hand, and an incredibly driven person to do her best every day.” A student says, “Whenever she speaks, wisdom just flows out. She’s incredibly smart and pleasant.”

Lacy brings an impressive amount of knowledge and experience to the classroom, but she also offers something arguably more impactful.

“I was the first one to go to college in my family, and it was not well understood. Between scholarships and working, I put myself through undergrad. Whenever you start out, you really don’t know what you’re doing when you’re first generation, which about a third of our students are. That’s one of

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**ALL IN ONE  
FROM PREVIOUS PAGE**

the things that drew me here, because I've been in those shoes where professors were

so intimidating because they had all these years of education, but we're just regular people."

Sukovaty says part of the rea-

son she was able to overcome this obstacle was her relentless stubbornness.

"A lot of people look at being a first-generation student as a

disadvantage," she says. "But because I had to work and do things without somebody there to hold my hand, it develops a toughness that helps when you get into the industry."

Being steadfast pays off in her daily work. Sukovaty recalls being sent on a call for calving assistance as a recent graduate and new veterinarian. Six large men who had been working for hours to pull the calf looked toward the vet truck to see a little girl hop out. She walked over to the heifer, adjusted the calf's head, and pulled it by hand. When she looked up to address the men, all but the owner had quickly made their way out of the barn.

"You could have really got offended and tried to start an

**CONTINUED ON NEXT PAGE**

The first in her family to attend college, today Lacy Sukovaty is a veterinarian and college professor in addition to being a wife, mother and cattlegirl.

—Photo submitted  
by Lacy Sukovaty.



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## ALL IN ONE FROM PAGE 55

argument with those guys because they thought you were a small woman, I didn't," she says. "I just introduced myself and pulled the calf. It's not brawn. It's understanding what you're doing and working through it."

Over the years, Sukovaty has found it can sometimes be more difficult for a woman in vet medicine to prove herself, especially with large animals. She says knowing what you're doing is most effective. Still, women in the field have plenty of advantages.

"The big advantage that you have as a woman doing large

animal is that you have to use your head more," she explains. "It helps you avoid a lot of the injuries and wear and tear on your body. You're not trying to muscle through things as much, so you actually think out ways to make life easier. Sometimes there are physical disadvantages, but that doesn't necessarily mean you have to have the muscle. If you get the calf repositioned, you can have an assistant there to help you run the calf jack."

Pros and cons aside, appreciating how far women in ag have come, she says, is key.

"We're in a much better position than women were 20 or 30 years ago. Things are much

wider open in both veterinary medicine and agriculture in terms of women getting respect for what they're capable of. A lot of women paved the way before."

In the same way, she sends a reminder to avoid self-pity. "The most harmful thing we can do is adopt this victim mentality. You need to change your outlook, that's what's most affecting your confidence. You have to prove yourself, regardless. If you're a woman, you have to prove yourself a little bit more. That's just the nature of the beast."

She says separating work from personal life and choosing your attitude and reaction

to unexpected situations can help women find success in any career.

"Regardless of what you're doing, if you think you're perfect at it, you're not because you're not working to improve," Sukovaty says. "Maybe that makes us harder on ourselves, but it's going to make you better. You're never going to be a better producer, clinical diagnostician, or anything if you don't think about how you can improve."

For generations, women have been known to wear many hats, and Sukovaty wears them well. Finding balance helps her accomplish the tasks at hand.

"You've got to find your niche. Balancing work, the kid, the farm, you just do it because it's what you have to do at that point in time. Sometimes when you look back you go, 'I don't know how I did it, I just did it.'"

Being successful can also be attributed to having a good support system. She says it will influence what you can do in your career, especially within the veterinary field.

"For the coming generations, we have fathers that are much more involved in taking care of the kids," Sukovaty explains. "Some practices are more family oriented as far as work-life balance. The things that allow women vets to stay in large animal medicine are a matter of the environment you end up in and that support network. That's regardless of the career path someone chooses."

With all she must balance, no two days are ever the same for Sukovaty. A full day of teaching is often followed by treating an animal, providing calving assistance or raking hay, but always by spending time with her son, Emmett, a fearless animal enthusiast.

For a woman that does it all and more, Sukovaty is quick to say her story isn't out of the ordinary. In the face of being a first-generation student, a career and family woman, and a woman in agriculture, she thinks nothing special of her journey.

"I've done what I wanted to do, and I'm happy with the decisions I've made."

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# Wallace Presented Service to Industry Award

## AI industry highlights career success

**T**he Beef Reproduction Leadership Team presented Tammy Wallace the Service to Industry Award Aug. 29 during the Applied Reproductive Strategies in Beef Cattle Symposium (ARSBC) in Ruidoso, New Mexico. This award recognizes outstanding contributions by individuals working in the AI (artificial insemination) industry toward the application or increased use of AI and estrous synchronization by beef producers.

Tammy Wallace, Stotts City, Missouri, has been a dedicated and tireless employee of GENEX Cooperative for more than 15 years. She began as an

customer service, synchronization and AI services to clients across Missouri, Arkansas and Oklahoma.

In comments of support, Alan Mead and Jennifer Russell of Barnett, Missouri wrote, "This letter cannot begin to express how much Tammy means to the success of our seedstock business. Her customer service has gone above and beyond the call of duty every time we have called on her."

Greg Wilmoth, a commercial producer from Mount Vernon, Missouri, says, "Because of her expertise and knowledge of genetics, we have seen annual improvement in our benchmark numbers, as well as weaning weights and visual appeal of our cattle. With her help, we are meeting our goals at a much more rapid pace than expected. Tammy is a joy to work with, and we greatly appreciate all of the time she dedicates to continually improving our breeding program."

Tammy has worked closely with the University of Missouri personnel on several synchronization trials, including work on sexed semen and split-time artificial insemination. She is consistently involved in providing educational opportunities to producers who want to learn to breed their own cows.

Dave Patterson, University of Missouri, says, "Tammy has been actively involved with herds enrolled in the Show-Me-Select program in southwest and southcentral Missouri and has contributed greatly to the success of their AI programs. Virtually everyone you meet in Southwest Missouri interested in or having experience with

using AI in their herds knows and thinks highly of Tammy. She is a consummate professional in every sense of the word and is respected across the state for her contributions in improving the genetics of cowherds in the state."

More than 200 producers, veterinarians and representatives from the AI and pharmaceutical industries were in attendance at this year's ARSBC. The Beef Reproduction Task Force together with the national Beef Reproduction Leadership Team work to promote wider adoption of reproductive technologies among cow-calf producers; educate cow-calf producers in management considerations that will increase the likelihood

of successful AI breeding; and teach producers about marketing options to capture benefits that result from use of improved reproductive technologies.

The group's mission is to optimize the productivity and improve the profitability of cow-calf operations by facilitating the adoption of cost-effective, applied reproductive technologies. The goal is to educate beef cattle producers on sustainable reproductive management systems to maintain U.S. leadership and competitiveness in the world beef market.

—Source: Kansas State University Department of Animal Sciences and Industry.



Tammy Wallace, Stotts City, Missouri, was presented the 2018 Service to the Industry Award at the Applied Reproductive Strategies in Beef Cattle Symposium in Ruidoso, New Mexico. Sandy Johnson (right), Kansas State University and Beef Reproductive Task Force award committee co-chair, presented the award.

independent contractor and worked her way up the ranks to become one of the most successful territory sales managers in the company. In the past four years, Tammy has sold approximately 35,000 units of semen and performed nearly 25,000 AI breedings.

Her success is not only measured by what she has produced, but the team she leads. Tammy's team is composed of 30 independent contractors, and together they provide world-class genetics, superior



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## TRENDING NOW

# Beyond Seedstock

## Parentage testing has a place in commercial operations

Story by Sandy Johnson

One of the options now available to producers with multi-sire pastures is to identify offspring parentage. Research using parentage tests have shown us the wide range in number of offspring sired by bulls in these settings. Despite economic differences between offspring of sires, determining parentage of all offspring is not currently cost-effective for most commercial producers. However, it may pay to determine parentage in certain situations.

Keeping replacement heifers from high-accuracy AI sires can help producers reach genetic goals more quickly. If neither early ultrasound pregnancy detection nor delayed turn-in of cleanup bulls was used following AI, some heifers might be born with ambiguous birth dates: heifers could be AI-sired or natural service-sired. With a 10-day gap between fixed-timed AI and turn-in of clean up bulls, there is still overlap of birth dates of AI- and natural service-sired calves. A parentage test could clarify which heifers are AI-sired.

The cattle industry has made a good deal of progress in reducing calving difficulty by use of first, calf birth weight EPDs, and now, calving ease EPDs. However, calving difficulty still occurs, and if the incidence seems abnormally high, doing a parentage test on the calves with difficult births may be extremely valuable for deciding future matings. Likewise when working with replacement heifers or weaned calves, some calves could seem more excitable in the chute or even when you enter the

pen. The decision to cull a replacement heifer with this attitude is not hard (for me at least), but if you have a number of them, you might want to see if they share a common sire.

To complete a parentage test, DNA is needed from the offspring and the possible sires. The testing uses a process of elimination to identify individuals that could not be a parent. If possible parents are closely related, such as full or half-sibs, it could be difficult to rule out sires, and DNA from the dam may be needed. In some cases, a bull may have already had parentage markers identified as part of a high-density DNA panel completed for genomically enhanced EPDs. Access to this information may vary with breed associations. The same test and associated markers must be used for the offspring and possible parents. For example, tests run with an older micro-satellite panel would need to be rerun with current markers.

Collecting and storing either a hair or blood card for use for a future parentage test would be a good risk management step for all bulls in a breeding battery. This could be done at the first semen check or other handling. If you needed to determine parentage at a point after one of the possible sires had died or was sold, the samples you collected and stored would still allow you to test. Without DNA from all possible sires, parentage may not be correctly identified.

Commercial producers have several good reasons to strategically use parentage testing. Accurate records of which bulls were used in each pasture is needed. Banking DNA samples from bulls when first purchased may be useful if future troubleshooting is needed.

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

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# Insured Against Drought

## Protect your farm from forage loss

*Story by Brandon Ogden*



**I**n the past livestock producers were the forgotten segment of the agricultural industry, but ranchers can now take advantage of the Pasture Rangeland and Forage (PRF) program. The PRF program has grown in popularity over the last 10 years after it was first introduced in the 2008 Farm Bill.

Rainfall PRF insurance is an affordable and effective risk management tool designed to help ranchers cover replacement feed costs during a loss of forage for grazing or hay due to lack of precipitation. Unlike multi-peril crop insurance, ranchers are eligible for both PRF loss payments and FSA drought assistance program payments if they are enrolled in both programs.

Lack of precipitation is the largest factor that affects the amount of forage a farm can produce. Prolonged dry periods when rain is needed for forage to grow causes grazing and hay shortages. The decrease in forage supply causes the demand for replacement feed to increase. Since the demand is high, the cost of buying replacement feed rises. Forage shortages and high replacement feed often translate to a decrease in livestock prices. PRF insurance can reduce this risk ranchers face every year.

The PRF policy is an area-based insurance plan that covers perennial pasture, rangeland or forage used to feed livestock. The Federal government cost shares from 51 to 59 percent of the premium dependent upon

the coverage level selected, making the rancher-paid premium more affordable. Coverage levels range from 70 to 90 percent of the average precipitation for the index interval and protection factors range from 60 to 150 percent. Eligible policyholders include owners, operators, landlords and tenants.

When precipitation falls below average for the index interval, it triggers a loss payment to all ranchers who have signed up for the program in the grid that are covered under this interval. Each grid is approximately 12 by 12 miles. Producers do not need to submit a loss claim or notify their agents. Risk Management Agency calculates any loss, and your insurance company processes any indemnity due. Losses are calculated based on whether the current year's precipitation in a grid has deviated from historical normal precipitation in the same grid, for the same period.

Increased input and production costs have made risk management strategies valuable business tools. Ranchers understand one catastrophic year could now wipe out several years of profit. PRF rainfall insurance helps ranchers sleep better at night knowing that should they not get precipitation needed for their forage to grow, they will have the financial security to stay in business. In addition to reducing risk and protecting their investments, PRF insurance can help ranchers borrow money to expand and improve their operations by providing lenders more assurance that ranchers will have

sufficient economic security to repay their loans.

PRF quoting tools allow agents to represent historical 5-, 10-, and 20-year rates of return for the policy, allowing ranchers to make informed decisions. Pasture, Rangeland and Forage acres make up 55 percent of the United States. PRF policies now insure over 650 million haying and grazing acres. The number of PRF acres insured increases every year as more ranchers recognize the value of this risk management tool. Similar to how locking in an interest rate long-term on a loan reduces a ranchers risk of rising interest rates, PRF insurance utilized

effectively can help ensure ranchers get the rain they need to grow adequate forage or receive indemnity payments so they can afford to buy replacement feed.

The PRF sales closing deadline is Nov. 15, 2018, for the 2019 year.

Contact Brandon Ogden, owner of Ogden Insurance Agency, at 417-813-0958 or email at [ogden-insuranceagency@gmail.com](mailto:ogden-insuranceagency@gmail.com) to learn more about how PRF insurance may benefit your operation. NAU Country Insurance Company and Ogden Insurance Agency are equal opportunity providers and employers.

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**HOUSTON - 38 Ac., Hwy. B, mostly open, nice pasture, pipe corrals, show barn with office, 4 waterers, run-in sheds, 3 bed home.. **\$279,900****

**WILLARD - 50 acres, Fr Rd 94, mostly open, fenced, between Springfield and Willard, Hwy 160' frontage ..... **\$287,500****

**BOLIVAR - 191 Ac., 325th Rd., near lake Pomme De Terre, mostly open pasture, great hunting next to conservation land, up to 680 ac. available ..... **\$305,600****

**MANES - 160 acres, Hwy 95, mostly open w/1/4 mile of Beaver Creek, corral, well, waterer, great pasture ..... **\$320,000****

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

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

**AURORA - 100 Ac., Elm Springs Rd., rotational grazing system, new well, waterers, creek, pole barn, pipe corral..... **\$375,000****

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

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

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

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

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

**STOUTLAND - 239 Ac., Kennedy Rd. off Hwy T, nice setting, exc. pasture & hay ground, well, waterers, ponds, spring, hay barn .... **\$657,250****

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

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

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

**MTN. GROVE - 354 Ac., County Line Rd., good rolling pasture land, creek, ponds, springs and waterers, excellent pipe coral & working facilities, barn, shop, 3 bed home.... **\$805,000****

**LEBANON - 392 Ac., Lark Rd., off Hwy. BB, pasture & hay ground, fenced & cross fenced, with large pond, corrals, barn, 3 bedroom modular home ..... **\$894,000****

**LEBANON - 297 Ac., Knoll Rd. just off Hwy 5, beautiful cattle farm, pasture land, creek, ponds, 2 wells, 40x60 shed, **SOLD** basement home, exc. fencing, improved pastures & alfalfa field ..... **WILL DIVIDE \$1,015,000****

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

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

**BILLINGS - 257 Ac., Hwy 14, located on west edge of Clever with frontage on Hwy 14 and Metzeltin Road, mostly open with good pasture and possible future development.... **\$1,289,000****

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

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

**CLEVER - 322 Ac., Old Wire Rd., beautiful rolling pasture / hay ground, 2 acre lake, 3 wells, 40x60 shed, **UNDER CONTRACT** frontage (site of Bug Spring Civil War Battle) ..... **\$1,500,000****

**MILO - 632 acres, Hwy. EE, 70'x48 cattle barn, equip shed, machine shed, waterers, fenced & cross fenced w/exc. pasture & hay ground, 2 ponds, 2 acre lake, corrals ..... **\$2,212,000****

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

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

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

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

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## TRENDING NOW

# Meat Supplies Grow

## Trade and tariff doubts hurt on-farm prices

Story by Duane Dailey

**L**arge supplies of meat and dairy, possibly record-setting tons, are coming to U.S. consumers.

For consumers, this can be good news with lower prices at grocery cases. For producers of beef, pork, chicken and milk, it doesn't bode so well.

In a mid-year baseline update for livestock and dairy, University of Missouri economist Scott Brown offers mixed outlooks.

U.S. consumers have shown strong demand. But farmers gearing up for rising exports grew their herds. With shifts in trade and tariff policies, uncertainties cloud markets. If exports falter, supplies will build in this country.

"It is difficult to pin down how much meat and dairy products will go to exports," Brown says.

Combined per capita pounds of beef, pork, chicken and turkey will be almost 19 pounds more this year compared to 2014. That's a 9.5 percent boost. Further, a 3.5-pound increase looms in 2019.

"Producers must hope for strong U.S. consumer demand," Brown says. People eating more could keep products from piling up in freezers. If not, the growing supply moves through the market chain only with price cuts.

With that uncertainty, farm prices are projected to decline for fed cattle, hogs and chickens, Brown says.

"Beef export demand has grown thus far in 2018," Brown says. For the first half of the year, those exports were up 196 million pounds above 2017. That helped offset a 480-million-pound growth.

For pork, exports grew 176 million pounds out of a 422-million-pound growth, January to June. "Weaker pork prices helped move exports," Brown adds.

Beef cow herd expansion slowed in 2018. Drought stress on forage and water supplies helped. Beef prices remain under pressure through 2020, Brown says. Demand for high-quality beef slows what could have been bigger price declines.

For hogs, increasing sow numbers with high production per sow pushed pork growth up for the last four years. Growth continues through at least 2020, Brown says.

Exports offset a large part of pork increases. That left per capita supplies at or below historical levels through last year.

Now trade doubts and production growth push domestic pork supplies next year to the highest levels since 1981.

Big supplies of beef and chicken compete with growing pork supplies. The result could be lowest hog prices in a decade. That dollar drop can lead to financial losses for most hog producers.

Not helping pork is lack of return of the strong bacon demand in 2017.

On the poultry side, wholesale chicken prices hit records for three weeks this spring at \$1.20 per pound. That had been seen only two other weeks in history. That was surprising, Brown says.

CONTINUED ON NEXT PAGE

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Andras New Direction R240 x HXC Conquest 4405P  
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## MEAT SUPPLIES GROW FROM PREVIOUS PAGE

Poultry production was high, and chicken in storage was 10 percent above a year ago.

Chicken prices could retreat as production grows and demand returns to normal.

Turkey prices still struggle as they have for the past 18 months.

Egg demand regains footing following two years of low prices.

In the expansion mode, dairy cow numbers will likely grow in 2018 even as milk prices hit the lowest since 2009. Large herds in Texas, Kansas, Idaho and Arizona keep cow numbers largely unchanged.

Dairy exports have remained impressive, Brown says, although low prices triggered federal milk price margin protection for some dairy farms.

High production in livestock and dairy kept the 2018 consumer price index (CPI) for food below 2 percent for the fourth year in a row. The CPI runs less than the rate of inflation.

This baseline update came in conjunction with the MU Food and Agricultural Policy Research Institute baseline. That covers crops and biofuels. Reports are available at [fapri.missouri.edu](http://fapri.missouri.edu).

Livestock and dairy are covered by Brown and Daniel Madison in the MU Division of Applied Social Sciences. All are in the MU College of Agriculture, Food and Natural Resources.

—Source: University of Missouri Cooperative Media Group. 🐮



## 5 Quick Tips for Late Fall Herd Management

**1** Pregnancy check spring-calving cows (if not already completed). If candidates for culling were not selected in September, it should be completed now.

**2** Consider feeding cull cows to increase body weight and value, and use cheap feedstuffs. Value of gain is equal to the difference between the ending value and beginning values divided by the gain. Compare this to cost of gain figures. When cost of gain is less than value of gain, profit will be realized.

**3** Body Condition Score: Provide thin cows (body condition score 3s and 4s) extra feed now. Take advantage of weather, stage of pregnancy, lower nutrient requirements and quality feedstuffs.

**4** Forage/Pasture Management: Plan winter nutritional program through pasture and forage management.

**5** Plan your marketing program, including private treaty, consignment sales, test stations and production sales.

— Source: Dale Blasi is a beef specialist with Kansas State University Extension. 🐮

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### **Seedstock Plus FALL Bull Sale**

**October 20, 2018 \* 12 noon**

**Joplin Regional Stockyards**

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**November 3, 2018 \* 1 p.m.**

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### **Seedstock Plus Influence**

**Commercial Female Sale**

**November 17, 2018 \* 12 p.m.**

**Kingsville Livestock, Kingsville, MO**

**Selling: 20 - 2 year old Balancer & Gelbvieh bulls from Tucker Farms (originally sourced from Seedstock Plus - Spring 2018)  
400 Females out of or bred to Seedstock Plus bulls- including the complete dispersal of the Spring Calving herd from Tim & Janet Evert. Also a herd reduction for Springhaven Farms.**

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## Breaking Ground

### MU Southwest Center hosts annual field day, agricultural education day and groundbreaking

**O**n Sept. 13, the Southwest Center held their first ever combined annual ag education day and field day, and it was a big hit. Around 1,900 kids representing 56 schools from all over Southwest Missouri attended. Students could stop and listen to a variety of topics from 41 speakers across industry, commodity groups and academia. The topics ranged from artificial insemination and synchronization in beef cattle to soil health, from bale processing to grapevine anatomy, and from food preservation to career opportunities with several industries represented. Some of the most popular stops were the Ozark Electric showcase on electrical safety and an opportunity to use a mini excavator at the Emery Sapp and Sons stop.

Perhaps the highlight of the day, and what seems to be the biggest draw year in and year out, was the cannulated cattle stop. Six cannulated steers were available for rumen palpation by the students after they heard a presentation on rumen function, the purpose of cannulating cattle for research, and the importance of understanding how forages work through a four-part stomach. This stop stayed busy all day long. The 2018 Agricultural Education Day at the Southwest Research Center was a resounding success.

During the Southwest Center's 55th Annual Field Day portion, attendees eagerly listened to Dr. Kevin Bradley's group present on weed management tips and tools. The beef presentations included:

- Taking forage programs to the next level
- Impact of prescribed burning on forage quality
- Missouri Steer Feedout lessons learned, hair shedding scores,
- Drought management considerations
- Improving the Southwest Center's beef herd through reproductive and genomic technologies

Lunch was provided by Schreiber Foods.

After the field day portion of the day was over, a groundbreaking celebration was held for the new Southwest Center Educational Conference facility. The MU Chancellor Alexander N. Cartwright spoke, as did the Vice Chancellor and Dean of the College of Agriculture, Food, and Natural Resources, Chris Daubert. The event was opened by Southwest Center Superintendent David Cope.

Outgoing Senior Associate Dean Marc Linit also spoke at the event.

Attendees could see the drawings and floorplans of the new facility. One could feel the excitement that the University is investing in Mt. Vernon and the opportunity to have and host larger events at the Southwest Center. Chancellor Cartwright, Dean Daubert, Associate Dean Linit, Superintendent Cope, Ag Experiment Station Assistant Director Tim Reinbott, and the Southwest Center Advisory Board ceremoniously broke the ground together. Following the groundbreaking, a reception featured locally sourced food vendors.

—Source: MU Southwest Center. Photos by MU College of Agriculture Food and Natural Resources.





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## ON THE CALENDAR

### Steer Feedout Sign-Up Underway

Register by Oct. 10



**T**he Missouri Steer Feedout signup is underway for steers born after Jan. 1, 2018. Entry deadline is Oct. 10, and delivery is set for Nov. 6.

A farm may consign a minimum of five head. Larger herds are encouraged to enter 10 to 25 head to get a more representative sample of their herd's genetic makeup.

The entry fee is \$20 per head. The balance of the expense for the feeding period will be deducted at the end of the feedout according to Eldon Cole, field specialist in livestock for University of Missouri Extension.

More and more programs are seeking participation from progressive herds that have feedlot and carcass data on their calf crops. The data may be genomic, recent sires, expected progeny difference (EPD) or actual animal performance from feedout type programs.

"Most of those programs seek feeders that have above average performance numbers. The Missouri Feedout helps you determine if you have cattle that perform above average," Cole said.

The feedout steers will be headed to a Tri-County Steer Carcass Futurity feedlot in southwest Iowa on Nov. 6.

"We've used the Tri-County program since 2001 to get feedlot performance and detailed carcass data on each individual steer," Cole said.

Cattle sell on the grid through

Tyson Fresh Meats in Dakota City, Nebraska.

A high percentage of the feedout participants (73 percent) have entered steers in previous feedouts. They use the results to make bull decisions, cull cows and adjust pre-conditioning protocols.

"Entrants readily admit their goals include being above average for the various traits measured both in rate of gain, feed conversions, carcass quality and yield grade. They also like to show a profit and have the feeling their most recent entry was the best they've had," said Cole.

The Missouri Steer Feedout began in Lawrence County in 1981, and the original goals have not changed much.

1) Evaluate the genetics and management of calves as they influence feedlot performance and carcass traits. 2) Owners gain experience retaining ownership without the risk of feeding their entire calf crops. 3) Improve the reputation of southwest Missouri cattle.

Since 1981, three Missouri lots, one in Oklahoma and 12 in Iowa have fed the steers. To date, 362 different owners have entered 7,298 head in the program.

For participation details you may contact your nearest University of Missouri Extension livestock specialist or go online at <http://extension.missouri.edu/lawrence/livestock.aspx>.

—Source: University of Missouri Extension release.

[www.joplinstockyards.com](http://www.joplinstockyards.com)



## EVENT ROUNDUP

### October

- 2 Adaptive Grazing Management for Soil Health Workshop  
Sac River Event Center, Springfield, Missouri  
FMI: 417-831-5246, ext. 3
- 3 Bull Breeding Soundness Clinic  
Barry County Vet Services, Cassville, Missouri  
FMI: 417-847-2677
- 4 Strategies & Economics of Feeding Cattle Through Winter  
Dade County MU Extension Center, Greenfield, Missouri  
FMI: 417-637-2112
- 5-7 Ozark Fall Farmfest  
Springfield, Missouri  
FMI: 417-833-2660
- 6 Jacs Ranch Angus Production Sale  
at the ranch, Bentonville, Arkansas  
FMI: 479-366-1759
- 7 Gast Charolais & Friends Bull & Female Sale  
Springfield, Missouri  
FMI: 417-321-2184
- 9 Strategies & Economics of Feeding Cattle Through Winter  
Vernon County Fairgrounds Diner, Nevada, Missouri  
FMI: 417-448-2560
- 10 RA Brown Ranch Bull & Female Fall Production Sale  
at the ranch, Throckmorton, Texas  
FMI: 940-849-0611
- 11 Primetime Livestock Video Sale  
Joplin Regional Stockyards, Carthage, Missouri  
FMI: Bailey Moore, 417-540-4343; Skyler Moore, 417-737-2615; Jackie Moore, 417-825-0948; or Colby Flatt, Video Mgr., 620-870-9100
- 12 J Bar M Gelbvieh Complete Female Dispersal Sale  
Hartland Farms Sale Facility, Stella, Missouri  
FMI: 417-437-5250
- 13 Missouri Charolais Breeders Association Fall Bull Sale  
Springfield, Missouri  
FMI: 785-672-7449
- 13 Ozark & Heart of America Beefmaster Breeders Sale  
Locust Grove, Oklahoma  
FMI: 417-876-7285
- 15 Hinkle's Prime Cut Angus Fall Bull Sale  
at the farm, Nevada, Missouri  
FMI: 417-448-4127
- 15-16 Bull Breeding Soundness Clinic  
Dake Veterinary Clinic, Miller, Missouri  
FMI: 417-452-3301
- 16 Bull Breeding Soundness Clinic  
El Dorado Springs Veterinary Clinic  
El Dorado Springs, Missouri  
FMI: 417-876-5805
- 16-18 Regional Grazing School  
Fair Grove, Missouri  
FMI: 417-831-5246, Ext. 3
- 18 Bull Breeding Soundness Clinic  
Animal Clinic of Diamond, Diamond, Missouri  
FMI: 417-325-4136
- 18 Bull Breeding Soundness Clinic  
El Dorado Springs Veterinary Clinic  
El Dorado Springs, Missouri  
FMI: 417-876-5805
- 20 Aschermann Charolais Bull Sale  
at the ranch, Carthage, Missouri  
FMI: 417-793-2855
- 20 Circle A Ranch Angus Bull & Heifer Sale  
at the ranch, Iberia, Missouri  
FMI: 1-800-CIRCLEA

### October

- 20 Seedstock Plus Fall Bull Sale  
Joplin Regional Stockyards, Carthage, Missouri  
FMI: 877-486-1160
- 22 Bull Breeding Soundness Clinic  
Countryside Animal Clinic, Aurora, Missouri  
FMI: 417-678-4011
- 22 Wean Date for Dec. 6 Value-Added Feeder Sale  
FMI: 417-548-2333
- 23 B&D Hereford Production Sale  
at the ranch, Claflin, Kansas  
FMI: 620-786-9703
- 24 New Day Genetics Bull & Female Sale  
Harrison, Arkansas  
FMI: 573-453-0058
- 28 Baker Angus Ranch Anniversary Sale  
at the farm, Butler, Missouri  
FMI: 660-679-4403
- 29 Southwest Missouri All Breed Bull Sale  
Springfield, Missouri  
FMI: 417-345-8330
- 31 Fink Beef Genetics Angus & Charolais Bull Sale  
at the ranch, Randolph, Kansas  
FMI: 785-532-9936

### November

- 1 Moser Ranch Bull Sale  
at the ranch, Wheaton, Kansas  
FMI: 785-456-3101
- 2-3 Genetrust Brangus Sale  
Chimney Rock Cattle Co., Concord, Arkansas  
FMI: 417-425-0368 or 877-436-3877
- 3 BF Cattle Gelbvieh & Balancer Bull Sale  
at the farm, near Butler, Missouri  
FMI: 660-492-2808
- 3 Missouri Simmental Association Fall Harvest Sale  
Springfield, Missouri  
FMI: 660-631-2248
- 3 New Day Genetics Bull & Female Sale  
Butler, Missouri  
FMI: 573-453-0058
- 3 Seedstock Plus Red Reward Fall Edition Sale  
Humansville, Missouri  
FMI: 877-486-1160
- 4 Ogden Angus Ranch Production Sale  
at the ranch, near Lockwood, Missouri  
FMI: 417-466-8176
- 10 MM Cattle Co. & Moriondo Farms Production Sale  
at the ranch, Mount Vernon, Missouri  
FMI: 417-366-1249
- 10 Smith Registered Angus Production Sale  
Green Forest, Arkansas  
FMI: 870-480-6406
- 15 Primetime Livestock Video Sale  
Downstream Casino, Quapaw, Oklahoma  
FMI: Bailey Moore, 417-540-4343; Skyler Moore, 417-737-2615; Jackie Moore, 417-825-0948; or Colby Flatt, Video Mgr., 620-870-9100
- 16 Show-Me-Select Replacement Heifer Sale  
Joplin Regional Stockyards, Carthage, Missouri  
FMI: 417-466-3102
- 16-17 Genetrust Brangus Sale  
Cavender's Neches River Ranch, Jacksonville, Texas  
FMI: 417-425-0368 or 877-436-3877
- 17 Seedstock Plus Influence Commercial Female Sale  
Kingsville, Missouri  
FMI: 877-486-1160



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Phone/CellFax

Field Representative

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Estimated Number of SteersEstimated Number of Heifers

Weaning Date, if applicable (mm/dd/yy)

Approximate Marketing Date (mm/dd/yy)

Approximate Sale Weight lbs. to lbs

Breed

Check Marketing Choice:

- ☐ JRS Livestock Auction
- ☐ JRS Video Auction

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Please check and date all that apply:

☐Castrated/spayed

☐Dehorned

☐Bunk broke

☐Tank broke

☐Guaranteed Open

(date)(date)(date)(date)day of Sale

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

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

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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.

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List Product and Brand in this column		Vac Sourced	Weaned Sourced	Stocker Vac
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Respiratory Virals	X	X	X	X
IBR-BVD-PI3-BRSV				
1 <sup>st</sup> Round MLV or Killed				
Booster Dose MLV only				
Clostridia/Blackleg	X	X	X	X
Haemophilus Somnus (Optional)				
Mannheimia (Pasteurella)	X	X		X
Haemolytica		X		X
Parasite Control (Dewormer)				
Implant				

X indicates the vaccine is required and must be administered.

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

PRODUCTS ADMINSTRATED ACCORDING TO BOA GUIDELINES ☐ Yes

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

Signature of either OWNER/MANAGER OR VETERINARIAN IS REQUIRED

Signature of Owner/Manager /veterinarian

Ranch/Operation Name

Date

Value-Added Feeder Cattle Sale

Thursday, Dec. 6, 2018  
Wean Date: Oct. 22, 2018

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



## ON THE CALENDAR

# Angus Genomics Symposium to Feature Top Geneticist

Learn more about genomics during the 2018 National Angus Convention and Trade Show.

**C**attle producers will head to Columbus, Ohio, Nov. 3-5 for the 2018 National Angus Convention and Trade Show, as well as the Fourth Annual Angus Genomics Symposium. Sponsored by Neogen Gen-eSeek, the Angus Genomics Symposium will host speakers to discuss the newest genetic advances in the beef industry and the Angus breed.

Max Armstrong, whose voice is easily recognized as an agricultural broadcasting legend, will host the morning sessions. Mark McCully, vice president of production at Certified Angus Beef, will lead off the discussion on Saturday, Nov. 3. Keynote speaker Dr. Spencer Wells, a geneticist, anthropologist and explorer-in-residence

at the National Geographic Society, will follow.

Wells will talk of his more than a decade of experience in the genetics field. Working as an explorer-in-residence at the National Geographic Center and director of the Geographic Project, his work focused on collecting and analyzing DNA samples from hundreds of thousands of people around the world. This data collection launched the consumer genomics industry and dives into the question of how our ancestors populated the planet.

Visit [www.angusconvention.com](http://www.angusconvention.com) for more information.

—American Angus Association release.

# Replacement Cow & Bull Sale

12 p.m. | Sat. | Nov. 3, 2018

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

Now taking consignments. Call today to get yours listed.

## Early listing includes:

### 80 Black and Red Angus Cows

3-6 years old. Spring calvers bred to Angus or Charolais bulls.

Field Rep: Skyler Moore. Phone 417-737-2615.

### 30 Angus Cow/Calf Pairs

3-5 years old. Cows not exposed to bulls.

Field Rep: Skyler Moore. Phone 417-737-2615.

### 10 Reg. Red Angus Bulls

18 mos. to 2 years old.

Field Rep: Fred Gates. Phone 417-437-5055.

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Jackie Moore | 417-825-0948

Bailey Moore | 417-540-4343

Skyler Moore | 417-737-2615

[joplinstockyards.com](http://joplinstockyards.com)



## JRS VALUE-ADDED CALF TAGS



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

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

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

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



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

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



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# MARKET WATCH

## Joplin Regional Stockyards

Get the complete Joplin Regional Stockyards Feeder Cattle Market Summary online at [www.joplinstockyards.com](http://www.joplinstockyards.com).

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



### Video Cattle Auction Sept. 17, 2018 Receipts 7,883

Demand moderate to good for this Special Prime Time Video Auction at the Joplin Regional Stockyards. The Video Sale was held following Joplin's regular Monday feeder cattle sale. The cattle offered are in Missouri, Texas, Oklahoma, Kansas, Arkansas, Alabama and Florida. A six to eight cent slide or eighty right side on yearlings, and a ten to twelve cent slide on calves. A two to three percent pencil shrink will apply. Deliveries are current through February, 2019. Supply included 74 percent steers, 26 percent heifers, with 90 percent over 600 lbs.

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

#### Feeder Steers Medium and Large 1

Head	Wt Range	Avg Wt	Price Range	Avg Price	Delivery
90	460	460	182.50	182.50	Current VA
500	850	850	153.10	153.10	Current
61	825	825	153.00	153.00	Oct
59	850	850	154.00	154.00	Oct
60	850	850	151.50	151.50	Nov
62	825	825	151.25	151.25	Dec
60	850	850	148.00	148.00	Jan

#### Feeder Steers Medium and Large 1-2

Head	Wt Range	Avg Wt	Price Range	Avg Price	Delivery
182	825	825	150.50-152.00	151.00	Current
513	850	850	148.00	148.00	Current
166	625-635	630	161.50	161.50	Oct
210	750	750	154.75	154.75	Oct
162	850	850	147.25	147.25	Oct
326	750-785	764	149.75-152.00	151.50	Nov
698	850-860	852	147.75-150.00	148.13	Nov
1067	750-775	773	152.50-154.35	154.24	Nov-Dec
800	850	850	147.85	147.85	Nov-Dec
110	900	900	145.00	145.00	Nov-Dec
70	725	725	156.75	156.75	Dec
65	775	775	153.00	153.00	Dec
58	850	850	148.75	148.75	Dec
58	850	850	146.50	146.50	Jan
61	825	825	146.00	146.00	Jan-Feb

#### Feeder Steers Medium and Large 2-3

Head	Wt Range	Avg Wt	Price Range	Avg Price	Delivery
115	450	450	120.00	120.00	Current VA Dairy X

#### Feeder Heifers Medium and Large 1

Head	Wt Range	Avg Wt	Price Range	Avg Price	Delivery
130	460	460	165.00	165.00	Current VA
75	650	650	152.00	152.00	Oct
63	800	800	137.50	137.50	Jan

#### Feeder Heifers Medium and Large 1-2

Head	Wt Range	Avg Wt	Price Range	Avg Price	Delivery
164	625	625	150.50-153.10	151.77	Oct
495	800	800	141.35	141.35	Oct
80	625	625	149.25	149.25	Nov
138	725	725	145.00	145.00	Nov
320	775	775	139.00	139.00	Nov-Dec
165	600-625	612	147.00-150.00	148.51	Dec
68	740	740	141.85	141.85	Jan
130	778	778	141.85	141.85	Jan

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

#### Feeder Steers Medium and Large 1

Head	Wt Range	Avg Wt	Price Range	Avg Price	Delivery
85	590	590	170.25	170.25	Current VA
44	625	625	166.60	166.60	Cur Spl Load

#### Feeder Steers Medium and Large 2

Head	Wt Range	Avg Wt	Price Range	Avg Price	Delivery
45	560	560	151.00	151.00	Cur Spl Load
85	570	570	152.00	152.00	Current VA
40	675	675	146.00	146.00	Cur Calves Spl Load

#### Feeder Heifers Medium and Large 1

Head	Wt Range	Avg Wt	Price Range	Avg Price	Delivery
33	625	625	156.60	156.60	Cur Spl Load

#### Feeder Heifers Medium and Large 2

Head	Wt Range	Avg Wt	Price Range	Avg Price	Delivery
90	540	540	144.00	144.00	Current VA
45	560	560	139.00	139.00	Cur Spl Load
35	675	675	134.00	134.00	Cur Calves Spl Load

—Source: MO Dept of Ag/USDA Market News Service.

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## Tune in to the JRS Market Report



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



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

Monday 12:15 p.m.  
Wednesday 12:15 p.m.



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



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



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



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



## MARKET WATCH

### Value-Added Feeder Cattle Auction | Sept. 17, 2018 • Receipts 4,885

Compared to last week, steer and heifer calves steady to 4.00 higher, yearlings 3.00 to 5.00 higher. Demand good, supply moderate. Live Cattle and Feeder Cattle futures closed sharply higher last Friday and closed on the plus side on Monday, along with lower grain futures is all positive for the cattle trade. Feeder cattle supply included 42 percent Steers, 2 percent Dairy Steers, 45 percent Heifers, and 11 percent Bulls. Feeder cattle supply over 600 lbs was 36 percent.

**Feeder Steers (Per CWT): Medium and Large 1** 300-400 lbs 177.50-195.00; 400-500 lbs 171.00-185.00; 500-600 lbs 160.50-180.00; 600-700 lbs 157.00-169.00, 670 lbs Calves 152.00; 700-800 lbs 152.00-161.00; 800-900 lbs 147.00-154.50; 900-1000 lbs 145.00-147.00. **Medium and Large 1-2** 300-400 lbs 167.50-200.00, 393 lbs Thin Fleshed 172.00; 400-500 lbs 159.00-186.00; 500-600 lbs 155.00-174.00, 533 lbs Thin Fleshed 165.00; 600-700 lbs 152.00-167.00, 606 lbs Calves 154.00; 700-800 lbs 149.00-157.00; 903 lbs 137.00. **Medium and Large 2** 400-500 lbs 142.00-152.50; 600-700 lbs 147.50-154.00, Calves 140.00-147.00; 783 lbs 142.00. **Large 1** 367 lbs 167.50; 506 lbs 159.00; 664 lbs 151.00.

**Feeder Dairy Steers (Per CWT): Small and Medium 3** 335 lbs 97.00; 622 lbs 75.00; 755 lbs 72.00.

**Feeder Heifers (Per CWT): Medium and Large 1** 288 lbs 170.00; 300-400 lbs 160.00-172.00; 400-500 lbs 150.00-168.50; 500-600 lbs 150.00-163.00, 518 lbs Fleishy 147.00; 600-700 lbs 151.00-160.00, 614 lbs Calves 141.00; 700-800 lbs 138.00-143.75; 867 lbs 128.00; 1103 lbs 113.00. **Medium and Large 1-2** 300-400 lbs 147.00-163.00, 354 lbs Thin Fleshed 163.00; 400-500 lbs 142.00-165.00, Thin Fleshed 157.00-165.00; 500-600 lbs 135.00-156.00, 595 lbs Calves 140.00; 600-700 lbs 140.00-156.00, Calves 141.00-142.00; 700-800 lbs 135.00-139.00; 855 lbs 134.00. **Medium and Large 2** 300-400 lbs 37.50-157.00; 400-500 lbs 145.00-147.00; 500-600 lbs 135.00-145.00. **Large 1** 430 lbs 147.00; 600-700 lbs 135.00-140.00. **Medium 1-2** 407 lbs 147.00; 505 lbs 150.00.

**Feeder Bulls (Per CWT): Medium and Large 1** 400-500 lbs 155.00-172.00; 500-600 lbs 153.00-160.00; 600-700 lbs Calves 138.00-151.00. **Medium and Large 1-2** 275 lbs 215.00; 300-400 lbs 170.00-175.00; 400-500 lbs 148.00-170.00; 500-600 lbs 144.50-160.00, 554 lbs Gaunt 160.00; 600-700 lbs Calves 144.00-149.00; 705 lbs 135.00. **Medium and Large 2** 253 lbs 175.00; 300-400 lbs 155.00-160.00; 400-500 lbs 140.00-159.00; 600-700 lbs Calves 127.50-137.50. **Large 1-2** 561 lbs 137.50.

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

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## 19<sup>TH</sup> ANNUAL GOLF TOURNAMENT

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#### Championship

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Cantrell/Show • 56
2. Ford/Johnsen/  
Johnsen/Pickering • 58
3. Yarnall/Edie/  
Tucker/McCullah • 59

### Afternoon

#### Championship

1. Ford/Angus/  
Johnsen/Murray • 55
2. Addudell/Wilmoth/  
McBride/White • 56
3. Stokes/Durbin/  
Linn/Bollinger • 57

### Morning

#### A Flight

1. Scott/Myers/  
Wehrman/Bergman • 65
2. Morrison/Crook/  
Bartlesmeyer/Peete • 66
3. Steelman/Dart/  
Sisco/Gold • 67

#### B Flight

1. Washam • 69
2. Madison/Luebbering/  
Luecker/Bartling • 69
3. Thompson/Mallory  
Gaydou/Dudley • 70

CTP's #2 Josh Ford, #5 Chris Pomeroy, #11 Clifford Miller, #17 Neil Routh, LD #7 Jeff Johnsen

### Afternoon

#### A Flight

1. Lee/Cyrus/  
Phillips/Linson • 62
2. Magnuson/Hancock/  
Pomeroy/Jacobson • 62
3. Patterson/Fox/  
Fox/Husted • 62

#### B Flight

1. Henenberg/Doke/  
Medley • 68
2. Haskins/Ball/  
Ball/Adams • 68
3. Washam • 69

CTP's #2 Darin Banner, #5 Richard Hawkins, #11 Eric Wilmoth, #17 Nate Angus, LD #7 Eric Wilmoth



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