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CATTLEMEN'S NEWS



Celebrating Farm Women 



OCTOBER 2019 | VOLUME 23 | ISSUE 3

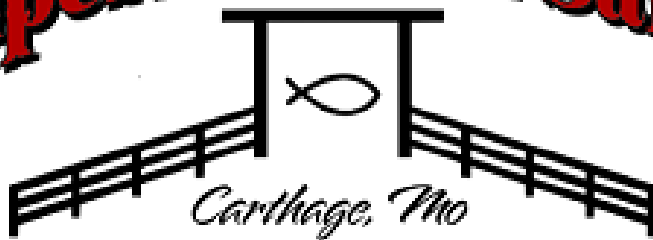
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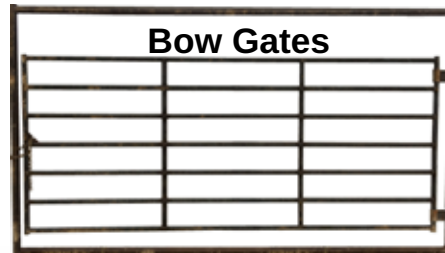
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ON THE BLOCK

We seem to be getting a little more optimism back in the market, especially on the feeders and long-weaned cattle. Regardless of what they weigh, they seem to sell pretty good. Cattle have trended \$5 to \$10 higher than where they were back in August after the Tyson fire.



Slaughter cows and bulls are under a little pressure now, which could even get a little worse before we see it turn around after the first of the year. That's the typical market strategy as

we see this trend most every fall with more supply than demand. Stock cow trade is pretty much a steady affair at about \$1,200 to \$1,500 a head.

With fall in full swing, we've seen some folks buy some of those five- and six-weight cattle to sell from Thanksgiving into the first of next year. Typically, that's a good time to graze cattle and get them to gain 1 ¾ to 2 pounds. You can almost always sell those cattle on video for about what they cost. Year in, year out it's a pretty good bet that those cattle will make money.

Good luck and God bless.

Jackie



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shaskins@amfam.com

Contact Us

Publisher/Advertising:

Mark Harmon | Email: markh@joplinstockyards.com

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

Fax: 417-548-2370

Editor/Design/Layout:

Joann Pipkin | Email: editor@joplinstockyards.com

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INSIDE THIS ISSUE

About the Cover

From the office to the field, women play key roles in the success of farming operations. Learn how Julie Block and Kathy Wilmoth help keep their farm businesses on the cutting edge.

—Cover design by Joann Pipkin.

Photos by Rebecca Mettler and Cattlemen's News staff.

Features

- 14 Are You Culling the Right Cows?
- 18 Building Plan Basics
- 20 Fenced In
- 28 Making Room for the Next Generation
- 30 Crunching the Numbers
- 31 Top-Notch Block
- 41 How's Your Credit?
- 44 Building Your Nest Egg

In Every Issue

- 3 View from the Block
- 8 Health Watch with Dr. David Rethorst
- 10 Data-Driven Decisions with Justin Sexten
- 12 Under the Wire with Gary Hodgson
- 13 Home on the Farm with Anne Kennison
- 48 Network Know-How with Erin Hull
- 56 Event Roundup
- 60 Market Watch



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Weaning and Gut Health

Find success through good gut health

By Garrett Preedy

With fall weather finally here, weaning time for spring-calving producers is quickly approaching. This means you're thinking of all the last-minute projects that still need to be finished. Like welding up the corral from where the calves pushed out last year and got mixed back in with the cows. Or replacing the busted water pipe in the sick pen that froze and cracked last February while calving heifers.

Now these projects must all be completed because weaning is the last thing standing between you and the paycheck you have worked all year to get. Regardless of what's on your mind today, odds are you're not spending much time worrying about the gut health of your calves.

Usually when one thinks of the word "health" related to weaning calves, you may think of preconditioning

practices and immune function. For decades, producers have strived to improve their weaning management while also working to reduce animal stress and disease susceptibility. Rightly so as bovine respiratory disease (BRD) is the most common denominator of sickness and death loss in beef cattle with the highest rates occurring shortly after the time that calves have been weaned from their dams. The practice of preconditioning has been shown to greatly reduce the incidence of BRD in calves at weaning.

Preconditioning programs include vaccinating calves using a recommended vaccination protocol and weaning calves for 30+ days. Even with the

success that these programs can bring to an operation, I still run into producers that have issues year after year when weaning calves. From the road, they seem to have every piece of the puzzle to make it go smoothly. Proper nutritional program, timely vaccination schedule, and low-stress handling practices, but still they seem to run into issues with the health of their calves. One piece that they may be over-looking is gut health.

Gut health, or rumen health in beef cattle has been an area of research that continues to expand every year but recently has taken the spotlight. The implementation of the veterinary feed directive (VFD) has pressured producers to rethink their antibiotic usage, so producers are now searching for new ways to minimize the need for antibiotics.

A calf's intestinal tract, like that of humans, is full of billions of bacteria, some of which are beneficial to the animal and others that are not. The issues begin when the bad bacteria, specifically *E. Coli*, *Salmonella* and *Clostridium*, start to multiply and outnumber the good bacteria, which can result in sickness. Oral antibiotics kill those bad bacteria but unfortunately damage the good bacteria along with the bad.

Promoting gut health entails laying the building blocks for a healthy foundation starting from the inside as it enables the calf to better use the nutrients in the ration. Feeding probiotic yeast-based supplements maintain the good gut bacteria while supporting the calf's natural defenses. Supplements containing mannan-oligosaccharide (MOS), derived from *Saccharomyces cerevisiae* yeast, bind onto bad bacteria by providing an alternative binding site for the pathogenic bacteria to bind to.

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WEANING AND GUT HEALTH • FROM PREVIOUS PAGE

strated to promote immune function in young calves by boosting antibody levels and reducing the incidence of scours, yet it can also be beneficial during stressful events such as weaning and receiving.

Research has shown that freshly weaned calves supplemented with MOS in the ration outperformed the unsupplemented calves with an increase in ADG during the weaning phase. Respiratory treatment rates and death losses were both reduced with the supplementation of MOS. Overall, the supplementation of MOS during weaning improved overall calf performance and enhanced calf health. This performance yields larger, healthier calves to take to market resulting in more money in your pocket.



5 Quick Tips: Managing Spring- Calving Cows

1 Pregnancy check (if not already completed).

2 If candidates for culling were not selected in September or October, it should be completed now.

3 Consider feeding cull cows to increase body weight, 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.

4 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.

5 In late fall and early winter, start feeding supplement to mature cows using these guidelines:

- Dry grass 1½ - 2 lbs. supplement/day of a 40% CP supplement
- Dry grass 3 - 4 lbs. supplement/day of a 20% supplement
- Dry grass 10 lbs. good nonlegume hay, no supplement needed
- Compare supplements on a cost per pound of nutrient basis.

—Source: Dale Blasi, Kansas State University extension beef specialist.

Weaning time is just around the corner, which means all weaning protocols need to be planned out now. Proper nutrition, vaccinations and stress management can greatly improve your odds at successfully weaning your calves without running into major health issues.

Also, don't forget what is going on inside the gut of the calf. Probiotic supplements containing MOS have shown to support the gut's natural bacteria, while improving calf performance and health. Hubbard Feed's product, HF BEEF RGH 0.5 PELLET, contains MOS and is formulated to support overall gut integrity, and therefore improve calf performance and your bottom line. Stop by our booth to hear more or visit hubbardfeeds.com to locate a dealer near you.

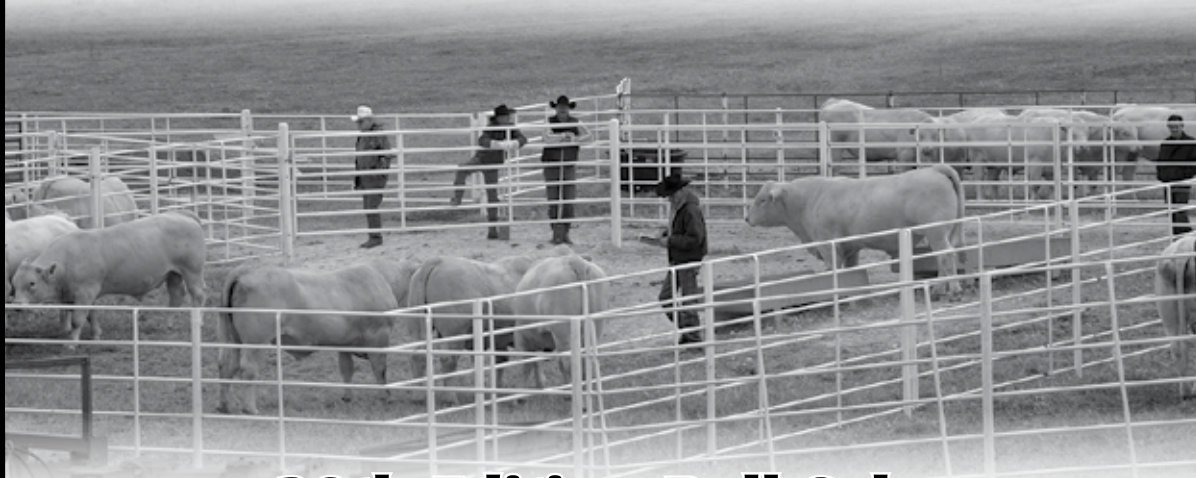
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HEALTH WATCH

Health of the Newly Weaned Calf

Making changes that will last

By David Rethorst for Cattlemen's News

Recently, I saw a “Lifestyle Change” Facebook meme that I found to be very thought-provoking. Two customer service windows were side by side with one labeled “Pills and Surgery” while the other was labeled “Lifestyle Change.” A long line of people waited at the pills and surgery window, and no one at the lifestyle change window.

My first thought was about how true that is in society today. Then the thought occurred to me about what it would look like if the windows were beef cattle health customer service windows with one labeled “More Vaccines and More Antibiotics” and the other “Animal Husbandry Changes.”

Most likely, a long line would be at the more vaccines and more antibiotics window, and a short, but slowly growing line at the animal husbandry changes window. What I see in the beef industry, especially related to weaning health, is eerily similar to subscribing to Einstein's definition of insanity: Doing the same thing over and over again expecting different results.

At the risk of subscribing to this definition myself, I would like to revisit some portions of previous columns pertaining to weaning health and preventive medicine. I find that if I keep talking about some of these changes, I can affect some change. Such is the producer that reduced weaning morbidity on 500 head of calves from 12% to 6% a year

ago following some simple changes, or the producer that commented he had never treated as few calves as he did last year following some changes that actually reduced the number of vaccines given associated with weaning as well as vaccine cost.

“Despite years of work, there is still much more to do in the area of health. Cattle simply need stronger immunity at the time they leave their farm or ranch of origin, and this problem is more about producer education and implementation than it is about technology or know-how. There are still way too many cattle entering feedyards with naïve immune systems.”

These words, spoken by Tom Brink (who at that time was

with Five Rivers Ranch Cattle Feeding) at a Beef Improvement Federation meeting several years ago, are still true today. Preconditioning, the vaccination, castration, weaning and feeding of calves on the ranch of origin for 45 days prior to marketing, improves the function of the immune system of many cattle entering the feedyard by addressing the major causes of immunosuppression.

Remember, cattle get sick for two reasons. Either the immune system is suppressed or it is overwhelmed. The key is figuring out what caused the immunosuppression or overwhelmed the system. Immunosuppression, whether caused by stress, inadequate nutrition, a heavy internal parasite load, infectious bovine rhinotracheitis (IBR) virus, or bovine virus diarrhea (BVD) virus, is the real culprit in the development of bovine respiratory disease (BRD). Immunosuppression is what allows viral infections such as bovine respiratory syncytial

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NEWLY WEANED CALF FROM PAGE 8

virus (BRSV), bovine corona virus (BCV) and parainfluenza virus (PI3) to develop into BRD. It is also what lets bacteria such as Mannheimia hemolytica, Pasteurella multocida, and Histophilus somni become involved in the disease process.

Bovine respiratory disease costs the cattle industry millions of dollars each year in lost performance, death loss, drug costs and labor costs. Despite the fact that new vaccines and new antibiotics become available on a fairly regular basis, the incidence of respiratory disease continues to rise. Quite frankly, we are wasting many of the resources that have been entrusted to our care every time a calf gets sick and/or dies from respiratory disease. All of the inputs required to get the calf to that stage of life whether it be grass, harvested feed, labor, or pharmaceuticals are wasted. Included in that is the inputs necessary to get the cow pregnant and carry that pregnancy to term.

Cattle size and performance have increased dramatically in the past 40 years. I can remember when if you weaned a 450-pound calf, you had quite a calf. Today we routinely wean calves that weigh 600 to 650 pounds or more. Yet, many times those calves are managed the way they were 40 years ago.

The good Lord did not bless cattle with very efficient cardiac and respiratory systems. As we have increased the size and growth rate of cattle, we have placed further demands and stress on these inefficient systems. I believe that is at least part of the reason we see an increasing incidence of respiratory disease.

So, how do we combat this? We manage the details and make sure they are done properly. Many times, this does not require major cost inputs. We need to reduce stress on these calves and optimize the immune system function. Areas where we need to concentrate our efforts include:

- Low-stress cattle handling

- Low-stress weaning
- Early-in-life castration (and dehorning if necessary)
- Emphasize docility
- Eliminate BVD from the cow herd
- Adequate protein and energy for the cow, especially during late pregnancy
- Adequate trace mineral supplementation, especially during late pregnancy
- Internal parasite control
- Sound vaccination program for both cow and calf with major emphasis on viral vaccination.

Just two months ago, my opening paragraph was "One of my observations after 42 years of practicing predominately beef cattle veterinary medicine is that spring born calves weaned the fall after a tough winter can be an absolute wreck after they are weaned. About any respiratory bug can be involved, but it seems that Mycoplasma and Histophilus are more prevalent in these calves.

Twenty years ago, I attributed this to tough winter, thin cows, poor colostrum, compromised immune system. While this is true, we now know that there is more to it than just the quality of the colostrum. I bring this up because of the severity of this past winter and spring,

which resulted in a number of thin cows, down cows, weak and dead calves. Just because the surviving calves are alive, does not mean they are normal. Perhaps this is the year to think outside the box on how you prepare your calves for weaning and/or sale".

In that column two months ago, I asked you to think outside the box as to what you could do to improve the weaning health of your calves. I also ask you to consult your veterinarian to see what they recommend for your area. Please do your part in reducing the morbidity and mor-

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tality associated with weaning in the beef industry this fall by planning ahead and provide what is needed for the resources that God has entrusted to your care.

If we all would start addressing these areas, striving to get a little better every day, every month, every year, we can create a momentum and begin reducing the waste associated with respiratory disease in the beef cattle industry and do it without chasing “pathogens” that are normal inhabitants of the bovine respiratory tract. Which beef cattle customer service window are you visiting?

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

DATA-DRIVEN DECISIONS

A Look at Traceability

Aren't we already there?

By Justin Sexten for Cattlemen's News

With spring-calf weaning in full swing and yearlings coming off grass cattle movements abound and so a timely opportunity to address traceability. Before reading on, I challenge you to write down your definition of traceability in the context of the beef industry.



As we discuss traceability economics, our view or definition of traceability and the process involved shapes our perspective of the premium and implementation cost. Back to our exercise, if we use the Wikipedia definition, traceability is the ability to trace or verify the history or location of an item by documented records.

Going through the exercise myself I quickly began thinking about the infrastructure to implement traceability: electronic tags, cattle handling, affidavits, regulations, readers and fees. We should first consider what traceability seeks to accomplish before jumping to what is required to achieve the goal.

If we consider the goal in the most simplistic form, traceability can be achieved without technology, government and few, if any, records — simply sell direct to the consumer cattle you feed at home. This freezer beef model is implemented across the country today and in most cases the beef trades at a reasonable premium.

More traditional sources of traceable product exist in the market today. We just don't think about this beef in the context of traceability. Process verified products such as organic, naturally raised or non-hormone treated cattle are accompanied with a certain level of traceability to verify these product claims.

This raises the question, are consumers paying premiums for product claims, traceability or both? I submit the consumer is more interested in the methods used to manage cattle rather than knowing the geography the calf traveled to get to the retail store or restaurant. Or another way to think about it is that the how and what are more important than the who and where.

The CattleTrace pilot project is an example where the who and where are

CONTINUED ON NEXT PAGE

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A LOOK AT TRACEABILITY FROM PREVIOUS PAGE

the primary focus. This project demonstrates what private infrastructure is needed to achieve traceability for animal disease control using four pieces of data: electronic ID, GPS location, date and time.

A recent paper presented by James Mitchell and his K-State co-workers at the Agriculture and Applied Economics Annual meeting suggests privately run traceability programs, like CattleTrace, are the clear preference of cow-calf and feedlot producers compared to government-managed programs.

The K-State group also reported several key producer attitudes toward traceability. Traceability was defined as above, source verification only. Interestingly, they reported no premiums for traceability in fed cattle, further supporting my suggestion that consumers are interested in the how and what rather than who and where.

Not surprisingly with no economic incentive in finished cattle related to traceability, Mitchell reported cost reduction of traceability implementing as the key driver to increased participation by feeders and cow-calf operations.

They expanded on this finding to make comments on future policy, suggesting cost-share or cost reduction programs as the more effective path to increasing participation. If visual traceability is the standard, then policies that incentivize electronic systems would be more effective than discounts on non-traceable cattle.

In the K-State paper they reported cow-calf producers and feeders have a preference toward traceability, seemingly counterintuitive, since we supposedly don't have traceability in the beef supply chain. But the data suggest the discount to move away from traceability ranged from \$2.53 to \$118.52 per head with cow-calf producers citing a \$11.30 per head discount before they

would share health records and a \$12.65 per head premium need to participate in a program tracking cattle origin.

What's unique about the current beef supply chain's traceability model is we focus on sharing records documenting practices at the point of sale. Unfortunately, our communication often doesn't extend beyond this transaction. As a seller you give your name and all the management information you have to drive value but after they leave the scales there is little chance the feedyard processing crew has any knowledge of this information to modify their management. This is likely why feedyard operators cited no preference

for traceability information in the K-State paper.

Traceability to track cattle movement for disease control is indeed a cost, much like insurance, one you hope to never need. While the definition of traceability is limited to who and where, for many operations you built a management system around the how and what. Look for emerging technologies and programs to simplify this system while enhancing management at your operation as well as the next by digitally sharing documented records to capture value.

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

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SUPPLEMENTATION PROGRAM	
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HEIFERS	every 3 months – especially 4 weeks before breeding
(program gives planned dates that can be varied to suit management programs)	

DOSAGE TABLE			
ANIMAL WEIGHT (lbs)	CALVES UP TO 1 YEAR 1 mL/100 lb BW	CATTLE 1 - 2 YEARS 1 mL/150 lb BW	CATTLE > 2 YEARS 1 mL/200 lb BW
50	0.5 mL	-	-
100	1 mL	-	-
150	1.5 mL	-	-
200	2 mL	-	-
300	3 mL	-	-
400	4 mL	-	-
500	5 mL	-	-
600	6 mL	-	-
700	7 mL	-	-
800	-	5.3 mL	-
900	-	6 mL	-
1000	-	6.6 mL	5 mL
1100	-	-	5.5 mL
1200	-	-	6 mL
1300	-	-	6.5 mL
1400	-	-	7 mL



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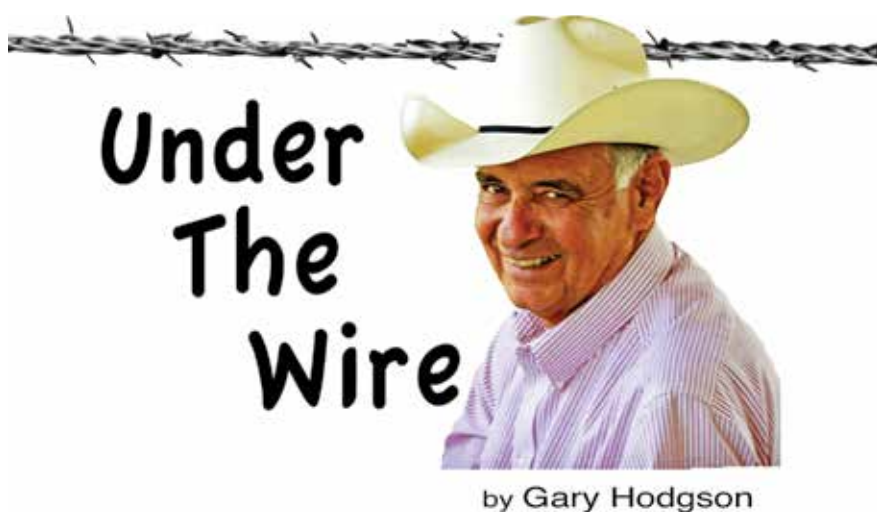
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A Plateful of Advice

Without going into great detail, I must admit my office is a bit messy. OK, so it is really messy. It is the way I like it because I know where everything is lying or what it is beneath. Mostly.

Some things get hung on my limited wall space. Those, I tend to forget about completely. I stare out my windows not at my walls. Occasionally, one of those prized, yet ignored, wall ornaments jump out and surprise me. That's where I found this story.

If you are in the cattle business or just watch from the sidelines, you are aware that the market has been rather unpredictable lately. I have been in the business more decades than I care to admit, yet sometimes I feel like a beginner. An item on my office wall dating back to when I was a beginner in the cattle trading, buying, selling and marketing part of our industry caught my eye. Perhaps it might interest some of you as well.

In my mid- to late-20s I met an experienced order buyer and occasional cow trader named Dick Davis. We didn't hold any real classes on the subject but he let me follow him around and observe.

One day, however, he gave me a textbook of sorts in a highly unusual format.

It is an 11-inch heavy pewter plate, embossed with what I chose to call, since he assigned no title to it, "The Cattle Buyers Prayer." Please allow me to share it with you.

"Lord, help me, a dealer in livestock, to always be able to keep my word.

Give me my share of easy ones, if there is such a thing and protect me from those who are too smart for me.

Save me from dust pneumonia, ptomaine poisoning, long roads, lawsuits and fights over weighing conditions.

Give me more powers of persuasion, so I can talk these ranchers into being easier on me, talk my banker into paying my drafts, and convince my wife there's a future in this business.

Above all give me the nerve to buy when they're cheap and sense enough to sell when they're high.

Deliver me from a slipping market, kicking cattle, slam-

ming gates, short checks, liars, and help me be a credit to the profession."

Amen

I have vivid memories of Dick's stories of trading bulls for handwoven blankets with members of the Hopi and Navaho tribes as we sat in front of a large coffee table whose lid raised to expose dozens of the beautiful blankets piled within.

I haven't seen or heard of Dick for years. He could have become a writer if he had wanted, but I'm going to bet he kept on buyin' and sellin' 'em. If by some chance he is no longer with us, may he be buried in a big, green pasture near the best set of receiving corrals ever built out of big posts, heavy timbers and gates that all swing easily with a good, honest scale.

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

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Keeping Our Nest Full

We got a night off from being parents the other day, and it was glorious.

My parents had taken the kids for an overnight in honor of our 15-year wedding anniversary.

Such an occasion is a big deal and must be celebrated. Fifteen years is a long time. We have not given up on each other or this pact we made before God and family all those moons ago. Since we can't afford big trips and since we do not desire fancy jewelry, we did what we do. We headed to town and ate cheap (but delicious) Mexican food and followed it up with frozen custard. We were home by 9 p.m., and the absolute truth is that I was asleep on the couch 15 minutes after we got home.

Overall, having a quiet house was pretty awesome. Even though my kids are quite self-sufficient, the weightlessness felt when nobody was home was luxurious.

It is funny how freedom can bring burdens of its own.

That next morning, the reality of my parents' gift set in when I realized nobody was home to do a lot of different things.

Nobody to open the chickens. Nobody to take out the dog. Nobody to feed the other dogs or animals. Nobody to unload the dishwasher. Nobody to load the dishwasher. Nobody to gather the laundry. Nobody to...

This list could go on and on.

Of course, somebody was home. I was home. Since my kids were not there, I was

reminded of how much they help.

Our kids are not slaves, but they do a ton around the house and farm. We have been training them since they were little to do chores. Honestly, we needed the help (four kids that were 4 and younger), but we are also trying to prepare them so they can manage their own homes one day.

We want them to be able to slide into adulthood as seamlessly as possible. That impending transition gives me nightmares, actually. So, a big

part of our day-to-day home-school routine is prepping. We prep so they are smart, and we also prep so they can function and be successful within their own worlds.

Some of the things I am proud they can do include baking bread and other goodies from scratch, thoroughly cleaning a terribly messy kitchen, scrounging for food for meals, cooking from recipes, vacuuming, dusting, toilet cleaning, changing sheets and caring for animals.

We do chores on a rotational basis. About once a quarter, the kids get a new list. Here is an example of the breakdown. Our oldest unloads the dishwasher, opens the chickens, cleans the eggs, and handles the cat litter. Another child feeds and waters the outside animals and vacuums the living and dining rooms. Our third-born fills up the milk cups, cleans the kids' bathroom, and collects the eggs. The youngest dusts the two main living areas, gathers the laundry, empties the trash, and folds the cloth napkins and kitchen towels from the laundry basket.

They all clean their own rooms and fold and put away their own laundry. Some of the chores we need to work on include laundry, scrubbing bathtubs, washing floors, and managing money. But there is time. At least a little.

Our oldest is almost 16, and our youngest is almost 12. Time is fleeing quickly. They were all babies just a blink ago. In another blink, we will be left with an empty nest. All, or at least the majority, of the chores will be right back on my shoulders. That is life. The goal of every child is to fly away. God willing, all of mine will do just that. But I am not ready. It was evident after our little 24-hour break that the empty nest can wait. That while this stage is suffocating and hard at times, I don't want it to end. Our kiddos are our best pals and teammates, and we are not ready to adjust to life without them home.

Small breaks from reality can do that. They can remove the stress long enough to see what really resides. And what resides here is love. Times six. 🤠

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Are You Culling the Right Cows?

Cull early, often for the health of your farm business

By Lisa Henderson for Cattlemen's News

If you have a spring-calving cow herd, fall is the time for two of your most important chores: weaning calves and pregnancy checking cows. Even though the calves you sell represent most of your annual cow herd income, the decisions you make while pregnancy checking may be more important to your long-term success.

That's because the primary reason to conduct pregnancy checks is to cull open cows from your herd, and ranchers should be certain that cow culling is done properly and profitably, says Glenn Selk, Oklahoma State extension beef specialist emeritus.

"Cull cows represent approximately 20% of the gross income of any commercial cow operation," he says. "Cull beef cows represent 10% of the beef that is consumed in the United States."

Those facts mean selling cull cows when they will return the most income requires knowledge about cow health and body condition. Proper cow culling will reduce the chance that a cow carcass is condemned at the packing plant and becomes a money drain for the entire beef industry, Selk notes.

Successful ranch managers should cull early and often to keep the ranch operating as efficiently as possible.

"Cows only earn a profit – and therefore their keep – if they

produce a calf each spring," says Jason Faubion, assistant director of the Ranch Management Program at Texas Christian University, Fort Worth. Additionally, he says the decision to cull a cow should be made prior to any other management practice.

"Never vaccinate, deworm or otherwise treat a cow before deciding to remove her from the herd," he says. That saves money and avoids any drug withdrawal periods for cows going to slaughter.

Selk says producers must face some tough decisions on cow culling. "Will she keep enough body condition through the winter to rebreed next year?" he asks. "How old is the cow? Is her mouth sound so that she can harvest forage and be nutritionally strong enough to reproduce and raise a big calf?"

Selk says university research suggests watching for reasons to cull a cow at about age eight. While age is a primary reason to cull, several other factors are important. Those include: eye health, soundness of feet and legs, condition of udders, body condition and temperament.

Eye Health

"One important cause of condemned beef carcass is still cancer-eye cows," Selk says. "Every cow manager should watch closely for potentially dangerous eye tumors."

Soundness of Feet and Legs

"Beef cows must travel over pastures and fields to consume forages and reach water," he says. Cows with bad stifle joints, severe foot rot infections or arthritic joints may be subject to substantial carcass trimming. They will be poor producers if allowed to stay on the ranch while severely lame. They may lose body condition, weigh less and be discounted at the livestock market by the packer buyers.

Bad Udders

"Udder quality affects cow productivity. OSU researchers found that cows with one or two dry quarters had calves with severely reduced weaning weights (50 to 60 pounds) compared to cows with no dry quarters," Selk says. "Plus, cows with bad udders tend to pass that trait along to daughters that may be kept as replacement heifers."

Two key types of bad udders to cull include the large funnel-shaped teats and weak udder suspension. The large funnel-shaped teats may be indicative of a previous case of mastitis and cause the quarter to be incapable of producing milk. In addition, large teats may be difficult for the newborn calf to get its mouth around and receive nourishment and colostrum very early in life. As some cows age, the ligament that separates the two sides of the udder becomes weakened and allows the entire udder to hang very near to the ground."

Body Condition

"Cull cows when in moderate body condition," he says. "Send

older cows to market before they become too thin. Generally, severely emaciated cattle have lightly muscled carcasses with extremely small ribeyes and poor red-meat yield. This greatly lessens the salvage value of such animals.

Just as importantly, emaciated cattle are most often those that 'go down' in transit, as they lack sufficient energy to remain standing for long periods of time. Severe bruising, excessive carcass trim, increased condemnations, and even death are the net results of emaciation."

If cows are already too thin, Selk suggests a short – 45 to 60 days – in a dry lot with a high-quality feed to add condition to cows. Do not put excess flesh on cows as the market will not pay for excessive fatness.

Temperament

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

Cull Open Cows

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





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MANAGEMENT MATTERS

Make the Most of Abundant Forage

Spring, summer rains can bring nutrition challenges

By Michael Hodges

How will the rains and abundant grass affect cattle growth?

With the abundance of rainfall and surplus of forages, grass not properly managed can quickly mature resulting in lower quality and lack of proper utilization by cattle. As this maturity happens, cattle are unable to properly ferment all the avail-



Michael Hodges

tion for what is lacking, gains will be below average; however, if we supplement and give cattle proper nutrition, abundance of rainfall and low-quality forages will not hold us back from having above-average gains. It will be solely up to the producer and the nutritional plan provided to the livestock.

able energy that is locked up, and this typically results in lost performance. In order to stay on top of this and ensure we stay in line with adequate to above-average growth, it is important to supplement properly to ensure we as producers give cattle every opportunity to convert a much lower quality forage (TDN) as possible to achieve the gains we hope for. A quote I was once told that I strongly believe in is, "Cattle will only gain what we allow them to gain." If we do not supplement proper nutri-

With the late baling of hay, how will producers need to rethink nutrition?

As seasons change into fall and winter, our feed programs will need to change as well. As I have talked to many producers from all across the state, bailing tall, mature forages was more common than not due to lots of moisture throughout the "hay season." With this being the case, our hay crop quality will be lower than that of an average year. We will need to supplement with higher protein in order for the rumen microbes to fully ferment the energy (TDN) in the mature forages we will be providing. When late baling occurs, the crude protein (CP) and energy (TDN) decrease 3-5%, while the digestibility will decrease up to 10%. Symptoms can be seen in stacking of manure, loss of body condition score or cattle that appear restless (hungry) in spite of being belly-deep in forage. Producers will need to recognize this and supply adequate CP to help the rumen microbes overcome this deficiency in order to get the most out of our late hay crop. While we certainly want to focus on protein first in order to fully extract the energy that is in the forage, poor-quality forage will still be energy-deficient and will need to be addressed. Be sure to watch body condition closely and intervene early if cows are losing body condition.

What kinds of feedstuffs will producers need for supplementation?

For producers to take full advantage of the surplus of forage standing and harvested, they will need to supplement with high-protein products. This might come in the form of a tub, liquid or a complete feed. For cattle to have the opportunity to break down the forages and fully use them, we will need to provide higher levels of protein. When crude protein (CP) levels are less than 7% in the diet, we starve

CONTINUED ON NEXT PAGE

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MAKING THE MOST OF ABUNDANT FORAGE FROM PREVIOUS PAGE

the rumen microbes of nitrogen, making it much tougher for those microbes or bugs in the gut to digest forage or feedstuffs we provide. By adding a high-protein supplement to the diet, it allows the microbes to thrive and better digest the low-quality forages, creating microbial protein that will then in turn feed the animal's lower gut. When I mention high protein, I am referring to products 30% or greater, which will give you the best opportunity to take full advantage of the poor quality hay we have this year. It is no secret that hay quality is below average this year due to above average rainfall.

A lot of hay has also been rained on, which lowers the protein, TDN and digestibility. Another problem with hay getting rained on is leaching of nutrients. If any mineral nutrients were in the hay, the nutrients will decrease as the hay matures or gets rained on after being cut. I would recommend producers look into ADM's Roughage Buster® or MoorMan's® Mintrate® in order to supply protein to cattle. These are both free choice products that have been backed with research and innovative technology that is second to none. If you want to feed cattle daily, look at using DDG or Cotton Seed meal which will give you the added protein you need for cattle to better use the forages at hand.

What types of minerals will producers need to think about with different pasture and hay quality conditions?


As pastures and hay quality change, producers will need to pay attention to phosphorus (P) going into the fall and winter months. Not only is phosphorus one of the most important macro minerals, it is also the single most expensive nutrient in a complete mineral product. Over-supplementation will not increase performance, but under-supplementation can be detrimental for reproduction and growth. Over the years, the phosphorus levels producers feed has changed drastically due to the P in by-product feedstuffs; however, you could very well be cutting yourself short if not feeding adequate levels. As forages mature going into winter, P levels will decrease in the forages we are feeding, thus we will need to make certain we are meeting P requirements. The only way to really know what P level is needed is to test the forage, but typically 6% to 8% is a minimum that should be targeted during this time of year depending on calving season. Be sure to account for all sources of P in the diet such as supplements for by-products as they can provide significant amounts to the overall diet and change the P needed in a mineral.


If you have a scenario you would like us to look into a little further, please reach out to myself or your local representative at ADM Animal Nutrition for additional advice about nutrition and supplementation. I am confident we have products that will be a ben-

efit to your operation and a simple solution we can offer you.

To discuss products and solutions specific to your operation, call us at 866-666-7626 or email us at AN_BeefHelp@adm.com. You can learn more about our products by visiting ADMAnimalNutrition.com, and join the conversation on our Facebook page by searching ADM Cattle Nutrition. For information on locating a dealer near you or how to become a dealer, visit ADMAnimalNutrition.com/Dealers.

Many thanks to Joplin Regional Stockyards' Cattleman's News for allowing ADM Animal Nutrition the opportunity to be a part of this great organization. We are proud to support you all and look forward to continuing to work together in the future.

—Michael Hodges is the Springfield, Missouri, area beef specialist for animal nutrition for ADM Animal Nutrition. Specializing in beef nutrition, he works with producers in Arkansas, Kansas, Missouri and Oklahoma. 



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Business Plan Basics

Be prepared: tell your lender why your business will succeed

By Joey Orr

Writing a business plan is a great exercise regardless if you are applying for a loan to a financial institution or just trying to walk through the steps of an idea for yourself. In my opinion, writing a business plan separates the emotion from the decision-making process and allows you to focus on the facts. Separating your emotions from

the process will help you make a clearer business decision.

You can find many useful tools online to help you establish a business. I like to refer individuals to the Small Business Administration's (SBA) website www.sba.gov. Here they have a section on writing your own business plan that not only helps you through the steps

but also provides a couple of examples.

Business Plan Steps

- Executive Summary
- Company Description
- Market Analysis
- Management
- Service or Product Line
- Marketing/Sales
- Funding Request
- Financial Projections

If you are researching online you will find that most business plans will contain some or all of the steps listed. We

know that not all businesses are the same and not all businesses will focus on every step of the process in the same detail. The basics give you a general guideline to get started.

I will not touch on every one of these steps, but the first step begins with the executive summary. When presenting your business plan, the executive summary is the first thing that the reader will see. While it is a summary, provide enough information that your reader can get a good idea of the business that you already have or that you are wanting to put into place. Let us know why you feel your plan will be successful. The summary sets the tone for the rest of the business plan.

The next step that I would touch on would be the market analysis. You can never do enough market research. How does your business align itself with similar businesses? You need to determine the trends and see how the market has reacted over time for the business you are presenting. History can tell us so much. Past performance is often a good indicator of future success. Do your research and understand the market you are in as well as where you think it is heading.

As lenders we always want to know your management ability and experience. A good operator is key to a successful business. Management experience can be through education or often times through experiences you have had in the work force. It can also be in managing your household and personal finances. We review credit reports not only to tell us how you have handled paying your personal debts, but it is a good indicator to your lender how you manage your personal business. Often times if you manage your personal finances well, your business will also be as successful.

I'm going to skip down to discuss financial projections. This can often be an overwhelming task and one that I feel is most important to the success or failure of a business. This step also determines whether we pursue the business plan going forward.

CONTINUED ON NEXT PAGE



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BUSINESS PLAN BASICS • FROM PREVIOUS PAGE

You have a plan, you have studied the market, and you have had some management experience in the past, but will your business make money? Obviously as the banker, I am very focused on the numbers of seeing if the business will generate income. It is very important that you are as realistic and as conservative as possible when determining your financial projections.

I would not be seeing your business plan if you did not believe that it would make money and be successful. The most difficult part of any business plan is not determining the success but trying to determine the failures. Make sure throughout your plan and during the discussion of the financials that you make mention of how you will overcome a declining market, weather-related issues, sales not hitting expectations, a key employee quitting, etc. You need to have plans in place to cover the “what ifs”.

We are often emotionally attached to our plan and excited for the future of our success. Keep in mind that it doesn't always go as planned, and we need to plan for that as well.

You will find when reviewing this information that no matter whether you have a feeder operation, dairy farm, or running a business in town, the business plan is relatively the same. Determine the purpose of what it is that you are trying to accomplish, research the market, determine financially if it makes sense, and plan for the “what ifs.” Whether you are going to the bank and have your plan on paper or not, your lender is going through this process. It is helpful for us to know that you have been through this thought process already and are prepared to answer the questions.

—Joey Orr is senior vice president and loan officer for Old Missouri Bank.

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Fenced In

Understanding fence laws and your responsibilities

By Macey Hurst for Cattlemen's News

Good fences make good neighbors. Many landowners and agriculturalists believe in that phrase and can only hope they have both. One of those individuals is Wesley Tucker, agricultural business field specialist for University of Missouri Extension in Polk County. With years of experience in the field, he has some tips for how to maintain good shared fences and healthy neighbor relationships.

“As with any relationship, the key is communication. Communicate with your neighbor in a friendly manner that you want to be a good neighbor and want to do your part to maintain the fence,” Tucker said. “Ask them what they think needs to be done. Hopefully they will reciprocate and take their responsibility serious as well.”

This is first simple step to developing those relationship and lines of communication with other parties involved in the matter. Even then, it is important to understand who is responsible for the maintenance of the fence. Legally, both you and your neighbor have an obligation if you both have livestock on your respective properties.

“If you own livestock or benefit from livestock being on your property, such as leasing it to someone to run livestock, then you are responsible to help maintain a portion of the fence,” Tucker said. “You and your neighbor are to meet in the middle of your common boundary, face one another, and you are to maintain what is on right hand. It’s called the right half principle.”

Tucker encourages producers to become familiar with the state and county laws regarding fencing, as some counties have local laws. Local county authorities and extensions offices should be able to help in identifying applicable policies.

Having an understanding of these rules and responsibilities should provide clear boundaries for both you and your neighbor. However, Tucker said they may not respond or accept responsibility right away, but that it should not be cause for flared tempers or defensive action. Communication is still key.

“If you can keep your wits about you and continue to share that you both have a responsibility, hopefully the

neighbor will begin to feel guilty and eventually get on board. But if they do not, let’s face it, the cost of a legal battle usually far outweighs the benefits gained,” said Tucker.

When a neighbor is unwilling to discuss the topic or do their own part, it can be difficult and frustrating. It can also lead to times of neighborly conflict and challenging issues down the road.

“The most difficult situation is when a neighbor refuses to do their part. It is very hard to ‘force’ them to do what they should,” said Tucker. “However, when your cattle get into their property and do damages, if they go through the section of fence the neighbor was responsible to maintain, you may not be liable for those damages if you can prove the neighbor was not doing their job of maintaining a legal fence.”

Although the situation might not be ideal, it is important to maintain some type of working relationship with a neighbor, even in these times of disagreement. Tucker said relationships that go sour as the result of a conflict can have long-lasting and widespread effects.

“Unfortunately, the damage will go well beyond the cost of repairing the fence or dealing with trespassing animals. Hard feelings cause neighbors to turn against one another, and spills over into every as-

pect of their relationship,” Tucker said. “Instead of neighbors supporting and helping one another, the entire community suffers.”

In this case, it is important to know your rights as a landowner. Tucker said you do have the right to restrain trespassing animals and charge the neighbor for the cost of their care, but it is illegal to deny their return. When in this situation, doing what is right and holding up your end of the deal is crucial.

“Taking your responsibility serious to maintain a fence and keep your livestock contained on YOUR property can help sustain a positive relationship between neighbors. Neglecting that responsibility, can cause that relationship to go sideways quickly.”

To combat all of these many potential issues, Tucker’s advice is simple.

“Dealing with noncompliant neighbors is difficult to say the least,” Tucker Said. “Try to continue to communicate and reason with them, otherwise the relationship will just turn dark and ugly. Nobody wins in those situations.”

For more information on state fencing laws, visit the ‘Missouri Fencing and Boundary Laws’ and the ‘Missouri’s Fencing and Boundary Laws: Frequently Asked Questions’ portions of the MU Extension Website at extension.missouri.edu.



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¹J.C. Williams, A.F. Loyacano, A. DeRosa, J. Gurie, B.C. Clymer and F. Guerino (v0.1) p. 1. A comparison of persistent anthelmintic efficacy of topical formulations of doramectin, ivermectin, eprinomectin and moxidectin against naturally acquired nematode infections of beef calves. *Vet Parasitol.* 85(4):277-288.
^{2,3}Data on file. Bayer, Shawnee Mission, KS.



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PASTURE PLANNING

The Costs of Low Protein in Forage

Avoid higher supplemental feed costs this winter

The intermittent rains that have saturated Arkansas for most of the past year have taken their toll on forage quality, confirming the suspicions of producers and forage quality researchers alike.

Shane Gadberry, professor of ruminant nutrition for the University of Arkansas System Division of Agriculture, said the rains affected every aspect of raising forage, from planting and fertilization to pest management.

"Putting up good-quality hay was challenging for Arkansas ranchers in 2019," Gadberry said. "Rain and water-logged soils kept ranchers from getting fertilizer out, weeds sprayed, and hay harvested in a timely manner. We're starting to see the consequences in the lab."

Between May 1 and August 27, 92 cool season grass hay samples and 368 warm season grass hay samples were analyzed through the Division of Agriculture's Diagnostics Laboratory in Fayetteville. Testing results show protein averaging 9% in cool-season grasses and 9.8% in warm season grasses, with total digestible nutrients (commonly referred to as TDN) averaging 51% in cool season grasses and 56% in warm season grasses.

"We typically see protein above 10% and TDN around 54% in fescue, our most commonly harvested cool season grass," Gadberry said. "Bermudagrass is the predominate warm season grass harvested for hay, and historically we've seen the protein around 12% and TDN close to 58%."

A drop of 2 to 4 percentage points in overall quality means cows will need more supplementation through the winter. About 50% of available hay is testing too low in protein and energy for non-lactating cows in late gestation, Gadberry said. About 80% of the hay is too low in protein and energy for early-lactation cows.

"It's uncommon to see this many hay samples not meeting the nutrient requirements of non-lactating cows," Gadberry said.

In the short term, the extra body fat many cows are carrying from this summer's abundant pasture growth will help them endure the winter. But if they lose too much body conditioning before calving, or are in a negative energy balance during breeding, next year's calf crop will suffer, Gadberry said.

"The current excess supply of pasture forage is going to start dropping in quality as we move into fall," he said. "Ranchers should visit with their county extension agents about testing pasture forages for protein and TDN, like they would hay. If pastures test below 8% protein, supplemental protein may help the cows better digest those carryover grasses."

Supplemental feed costs are likely going to be higher this winter, Gadberry said.

"The best approach to choosing the right type and amount of supplement is testing on-farm hay stocks," he said. "Hay quality is too variable, from farm to farm and cutting to cutting, to make assumptions about supplemental feeding. A routine hay analysis will cost \$18 a sample."

—Source: University of Arkansas Extension.

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MANAGEMENT MATTERS

Weaning: Longer is Better

45-day weaning period for calves adds significant sale value

It is weaning time for many cow-calf producers, and the wean date for the Joplin Regional Stockyards Dec. 5 Value-Added Feeder Cattle Sale is fast approaching.

“Most cow-calf producers are aware of the 45-day weaning period requirement associated with these sales, but some may wonder why the post-weaning period needs to be so lengthy,” said Glenn Selk, Oklahoma State University Cooperative Extension emeritus animal scientist and managing editor of the university’s popular Cow-Calf Corner newsletter.

Data from Iowa over a 9-year period in several feed-out tests compared the health status of calves weaned fewer than 30 days prior to being sent to a feedlot to calves weaned more than 30 days. Data from more than 2,000 calves were summarized.

“Calves that had been weaned fewer than 30 days when they had been sent to a feedlot had a higher incidence of bovine respiratory disease – 28%– compared to calves weaned for more than 30 days, which was 13%,” Selk said. “The percentage of calves that required three or more treatments also was significantly different – 6% versus 1% – in favor of calves that had been weaned more than 30 days.”

In fact, the study indicated calves weaned fewer than 30 days were no different in health attributes than calves that were weaned on the way to the feedlot. A summary of this lengthy study was published in 1999 and is available online at <http://www.extension.iastate.edu/Pages/ansci/beefreports/asl-1648.pdf>.

“Medical costs attributable to the treatment of BRD are substantial, and the economic impacts of BRD on carcass merit and meat quality further increase the economic costs,” said Kellie Raper, OSU Cooperative Extension agricultural economist, part of a team of OSU scientists who studied

the economic effects of BRD on feedlot cattle during backgrounding and finishing phases. The OSU report is available online at <http://facts.okstate.edu>, listed as Extension fact sheet P-1027.


Selk stressed “Vac-45 calves” have a real advantage in terms of health compared to calves weaned for less than a month or those weaned on the way to the livestock market.

“Certainly, part of the value in value-added calves can be attributed to properly applied vaccinations,” he said. “However, there is little doubt that a portion of the improved health is due to the length of time between weaning and the

movement of calves to the next owner.”

To participate in Joplin Regional Stockyards Dec. 5 Value-Added Feeder Calf Sale, wean calves by Oct. 21. Forms and additional information can be found at https://www.joplin-stockyards.com/value_added_sales.php.

—Source: Release adapted from Oklahoma State University Extension.




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Top 5 Reproductive Failures

Learn ways to avoid them in your operation

By Ryon Walker

Achieving high pregnancy rates is an important goal in every cow-calf operation. After every breeding season, we are either satisfied with the results or wondering why our pregnancy rates were so low and focusing on ways to improve them.

Traditional thinking trains us to be satisfied with our results when we have met the industry average, or are as good as, if not better than, our neighbor's pregnancy rates. Non-traditional thinking should redirect our focus more on the causes of some of these failures and on correcting or minimizing the problem.

Reproductive failures can occur in any cow-calf operation and lead to a significant chunk of the financial loss incurred from that calf crop.

Let's take a look at the top five reproductive failures that I believe are often seen in a cow-calf operation, beginning with No. 5.

5 Leaving the bulls in too long

I can already tell that some of you are shaking your head "yes" in agreement with this statement. This is not scientific. It's common sense. The longer we leave the bulls in with the cows, the more likely we are to shift some of the herd to calve later in the season. This ultimately causes some of the cows to fall out of the herd because they come up open. We have trained some of those animals that it is OK to go through several attempts to get bred. Sometimes when those animals are stressed prior to or during the breeding season, it makes it that much easier for that animal to fall out of the breeding season. Leaving your bulls in too long can lead to other pitfalls including lack of uniformity in your weaning date, weaning weight and marketing of calves. Although fertility is

lowly heritable, we can select for fertility through a shorter breeding season. "Defined" is the key word in a defined calving season.

4 Infectious causes of reproductive failure

A good herd health program is invaluable. It helps prevent certain diseases such as blackleg, pink eye, and respiratory diseases, as well as some diseases that can cause reproductive failure at different stages of pregnancy. Infection by these pathogens (viruses, bacteria and protozoa) can significantly reduce your calving rate through abortions and stillbirths. Bovine viral diarrhea (BVD) virus can cause abortion if the cow is infected in the first three months of gestation and is transmitted through horizontal transmission (animal to animal) or vertical transmission (dam to fetus). Infectious

bovine rhinotracheitis (IBR) virus can cause abortion from four months of gestation to term and is transmitted horizontally through direct contact or airborne. Brucellosis (Bang's disease) is a bacterial disease that causes abortion at any stage of pregnancy and is transmitted through direct contact of milk or via the aborted fetus, afterbirth or other reproductive tract discharges.

Leptospirosis is a bacterial disease that causes abortion within one to three months after infection and is transmitted directly between animals or indirectly through the environment. Vibriosis is a bacterial venereal disease that causes abortion between four and seven months of gestation and is transmitted to the bull from breeding infected cows and then passing the bacteria back to naïve cows during the breeding season. Neosporosis is a protozoal disease that causes abortions during mid-gestation and is transmitted by other host such as canines. Trichomoniasis is a protozoal disease that causes abortion during the first three months of gestation and is transmitted to the bull from breeding infected cows and then pass-

ing the protozoa back to naïve cows during the breeding season.

To reduce the incidence of infectious disease in your herd, maintain proper nutrition (including a good mineral program), minimize stress, maintain a good vaccination program, and properly control internal and external parasites.

3 Poor nutrition

Most people would say that nutrition is the most important factor contributing to poor fertility, and I agree to an extent. Cows need to be in good body condition at calving to speed up uterine recovery and reduce the days to first estrus. If a cow starts off in a low body condition at calving, the increase in nutrient demands during and after calving can delay a cow's ability to recover from calving sooner and begin cycling again. Good management practices allow a producer to increase nutrient availability during the last month of gestation, depending on the nutritional status of the cow at that time, to ensure those cows are maintained at

CONTINUED ON PAGE 26

Bull management is often overlooked as a reproductive failure with blame often shifted to cow management. Fertility issues with one bull could affect up to 30 calves or lack thereof.

—Photo by Joann Pipkin for Cattlemen's News.





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REPRODUCTIVE FAILURES FROM PAGE 24

a body condition score of 5 to 6 at calving. Cattle that calve in a poor body condition can still conceive during a longer breeding season. However, those cattle will typically conceive later on in the breeding season, eventually falling out of the herd because they were open.

2 Forgetting the bull

Bull management is overlooked most of the time and often comes second to cow management when it should be the other way around. Fertility issues with one cow only affect one calf. Fertility issues with one bull could affect up to 30 calves, or lack thereof. Breeding soundness exams are a cheap investment when compared to the alternative with a sub-fertile bull.

A study conducted at Kansas State showed that pregnancy rates dropped more than 6% in cows serviced by bulls that did not have a breeding soundness exam conducted compared to bulls that passed a breeding soundness exam prior to the breeding season. Statistics show that 1 out of 5 bulls are sub-fertile across a random population. We are sometimes guilty of not paying attention to the bulls when they have their work clothes on, meaning when they are out with the cows. Problems with the bull during the breeding season are often not detected until after the breeding season or pregnancy diagnosis at weaning, and then it's too late.

It is always a good practice to monitor each bull's behavior throughout the breeding season and to make sure he is breeding cows. A bull may not be servicing cows for multiple reasons such as lameness, disease, other mature bulls, or a lack of libido. Libido is a measurable trait and measures how aggressive a bull is at servicing a cow, regardless of any management or environmental factors that may get in his way. While we spend a lot of time on managing our cows,

we need to spend more time managing and observing our bulls and how they perform during the breeding season.

1 Uncontrolled infertility

Probably the biggest contributor to reproductive failure is one we cannot control, and that is embryonic mortality during early pregnancy. Up until recent years, early detection of pregnancy was limited due to method of detection (ultrasonography and blood test vs. rectal palpation alone). In addition, survival rates early

Reproductive failures can occur in any cow-calf operation and lead to a significant chunk of the financial loss incurred from that calf crop.

on during pregnancy were difficult to diagnose until recent findings. Recent work has reported that early embryonic survival in beef cattle at seven days after breeding is approximately 95%. That means almost all cattle conceive and have a live embryo within the first seven days of gestation. By day 28, embryonic survival has dropped to approximately 70%. There is a 25% loss in embryo survival from day 7 to day 28 of gestation. By day 42, embryonic survival is approximately 62%. The reason behind such a drop in embryonic survival is still not understood. Is it management, environment or genetic?

These five contributors to reproductive failure should be evaluated every year. With this in mind, identifying what contributed to a failure is the first step to improving the results of an outcome. Once we accept that, we can react on that and reduce or eliminate the failure.

—Source: Noble Research Institute. Visit them on the web at www.Noble.Org.

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MANAGEMENT MATTERS

Metaphylaxis Response

National changes in antimicrobials used for metaphylaxis

By Elliot Dennis

Metaphylaxis is an animal health practice where at-risk feedlot cattle are treated with an FDA-approved injectable antimicrobial, generally upon arrival at feeding.

A recent publication called "Antimicrobials Used for Metaphylaxis and Implications for Product Diversification in the Animal Health Sector" provides context on how metaphylaxis use in U.S. cattle feedlots has changed between 2011 and 2016.

The publication focused on the intensity and type of antimicrobials used for metaphylaxis in 1,000+ head capacity feedlots. The discussion surrounding the use of metaphylaxis should be held

within the context of injectable antimicrobials use in livestock production, of which metaphylaxis is a contributor. Injectable antimicrobial use steadily decreased from a high in 2010-2011. It has maintained near its current level since 2013. Thus, the overall use of injectable antimicrobials has been relatively stable for the last five years.

Examining the number of feedlots using metaphylaxis reveals the prevalence of metaphylaxis as an animal health practice. Between 2011 and 2016, the number of feedlots using metaphylaxis statistically decreased from 59.3 (4.2)% to 39.3 (3.4)%. Numbers in parentheses are standard errors reported by NAHMS. Likewise, the number of cattle

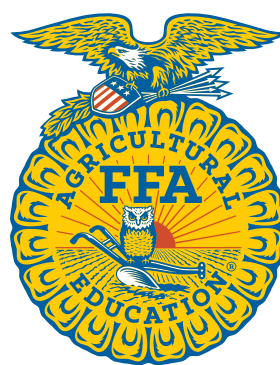
managed using metaphylaxis statistically decreased from 21.3 (2.3)% to 17.0 (1.6)%.

U.S. cattle feedlots have moved away from Tilmicosin and Ceftiofur in favor of different or newer antimicrobials. For example, between 2011 and 2016 the share of feedlots using Tilmicosin (Ceftiofur) was reduced from 32.91% to 15.58% (22.69% to 13.55%), respectively. In other words, fewer feedlots are using Tilmicosin and Ceftiofur for metaphylaxis. The share of feedlots using Tulathromycin increased from 25.89% to 28.66%. Tildipirosin and Gamithromycin demonstrated the largest growth in feedlot share of use.

The Herfindahl-Hirschman Index (HHI) is one way of examining market diversification. Changes in U.S. feedlot preferences have increased market diversification of injectable antimicrobials labeled for metaphylaxis use. The HHI based on feedlot antimicrobial share decreased from 2,401 to 1,560. Likewise, the HHI based on cattle antimicrobial share decreased from 3,240 to 1,753.

These conclusions and findings should be held in the context of the limitations stated within this publication.

—Source: University of Nebraska Extension



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11	1.6	66	123	1.02	.96	84	182	320

Making Room for the Next Generation

It's not as easy as it used to be

By Lisa Henderson for *Cattlemen's News*

While technology has made family farming and ranching more efficient and productive, passing the operation on to the next generation has only become more difficult. A generation ago, farms were generally smaller and the land and equipment were less valuable.

As today's farms and ranches have become more valuable, operation is more complicated. The farm's assets — and debt — are often much greater, requiring better management skills. That's why any plan to pass the farm or ranch to the next generation must begin with realistic financial goals.

"That's the kicker," says University of Missouri Ag Business Specialist Jim Spencer. "There's no exact answer to know if a farm or ranch can afford to bring in the next generation. It is very tough."

It's tough because net farm income has been tight in recent years even for established farmers. Overall, according to USDA's Economic Research Service (ERS), farm cash receipts are projected to decrease by \$2.4 billion in 2019 to \$371.1 billion. Adjusted for inflation, total animal/animal product receipts are forecast to decline \$2.3 billion.

As net farm income shows decline, ERS projects farm debt to increase \$3.4 billion to \$415.7 billion in 2019. That means debt-to-asset levels for agri-

culture are set to rise again in 2019, continuing an upward trend since 2012.

While those statistics are daunting, every farm's financial situation is different, and Spencer says many programs are available to support new and transitioning farms, such as the beginning loan program available through USDA.

Additionally, the 2018 farm bill signed into law last December, made funding available for state mediation programs to work with families specifically on family farm transition. That means, for the first time, farmers have access to free legal advice and family mediation. The farm bill also made it possible for those without a clear title, like those with heir's property, to be able to apply for USDA loans and programs.

For those who are ready to begin the process of transitioning the family farm to the next generation, Spencer says they should be able to answer a few basic questions.

"First, how is the new generation going to be financially stable going into the succession?" he asks. "And, is there a succession plan in place?"

Further, he says it's important that the older generation is firmly committed to stepping away.

"After how many years will the younger generation be the

sole proprietor?" he asks. "Succession planning is key, and the younger generation must be involved from a financial standpoint."

One of the hurdles to modern farming and succession planning is the fact farmers are able to remain active and productive longer. Modern machinery, while expensive, also gives farmers the ability to work large tracts of land alone, until much later in their lives. Often, that has the effect of driving children toward other careers.

If an operation wants to encourage a younger generation to return to the farm, get them involved early, Spencer says.

The principle operator must get them involved with the operation. The younger generation doesn't have a clear understanding of the management side of the business yet, so they are the workforce to start. But, they have to be included to transfer into the business side."

Other than labor, the younger generation should bring new ideas to the operation.

"That can be a double-edge sword as the older generation may have the mindset 'that's not how we do it here,'" Spencer says. "The younger generation may also help generate some revenue with off-farm income, and they could also bring ideas of new marketing tools through social media, etc., that could add value."

He says the younger generation must be involved in management decisions in order to take ownership of operations later.

"It's hard to pass those skills on unless they are involved.

More interest, more success," Spencer says.

Diversification of the farm or ranch might be necessary for the succession plan to work, and in many cases diversification is the best way to add value to current operations.

"Diversification is definitely a tool if applicable," Spencer says. "Is the older generation willing to diversify to let the younger generation be self-supporting? In some instances it is not possible. Every farm is different."

A farm could add a new commodity to generate new income, but Spencer says both generations must understand the goals and options. Trying to add value to the farm's existing products in the market is another option.

There are not necessarily right or wrong answers, but all parties should know and understand the situation before committing to an arrangement. Open dialogue will help make the transition as smooth as possible and ensure everyone involved understands the expectations of the others.

Launching a farm succession plan can be difficult, but Spencer says one of the keys to success is communication.

"The older generation must be accessible and be willing to communicate how things need to be done," he says.

To establish a succession plan, all parties should know and understand the situation before committing to an arrangement. Open dialogue will help make the transition as smooth as possible and ensure everyone involved understands the expectations of the others.

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Crunching the Numbers

Data-based decisions help Wilmoth Ranch maintain herd efficiency

By Kelsey Harmon for Cattlemen's News

The Wilmoth Ranch is a family Angus operation in Southwest Missouri owned by brothers Greg and Brent Wilmoth and their families and managed by Jeremy McBride.

Kathy Wilmoth is married to Greg Wilmoth and plays a vital role in the operation by electronically tracking the cattle's performance records and helping make data-based decisions.

When reflecting on her background in agriculture, she smiles and recalls it fondly. She was born in Texas but grew up in Missouri as a suburban kid that participated in 4-H and lived on a small acreage with chickens, ducks, horses, a cow and a garden. She says her stepdad was a crop and beef farmer. "I developed a love of agriculture early on," says Wilmoth. "The [interest in] cattle and stuff like that came with my stepdad."

Today, she puts that same love for agriculture to use when tracking data for the cattle. "Eight years ago was about when I started really doing record-keeping," says Wilmoth. "We decided we needed to keep this ranch going, making money and moving into the future." She explains that one day her husband Greg asked if she could research cattle programs, and she ended up with a full-time job, using CattleMax.

"My job here is to keep track of every cow and every calf," she says. "I keep all of the performance records being genomic scores and all the weights (birth, weaning, and gain during background period on calves)."

She notes that heifers and cows are weighed and frame and body scored. Bulls also have their bi-annual breeding soundness exams (BSE) during which they are weighed and body condition and frame scored. "Pasture location for each herd and individual ani-

mal is always updated, so we always know where each animal belongs," says Wilmoth. "This also allows us to keep track of pasture rotation for optimum grass and plant health."

"We were doing electronic livestock identification (EID) before EID was cool," says Wilmoth. "We started it a long time ago, and I can scan those cows like a can of green beans and 90 percent of the time, when we work cattle, I'm at the chute."

Wilmoth says that using EID and detailed record-keeping maintains efficient cattle. She highlights that the goal is to produce a high-quality, uniform set of calves. "Everything we're doing is based on what the market, end consumer and the feeder wants," says Wilmoth. "We started seeing a correlation between the genomic numbers, and then we took it seriously."

She explains that the operation initially ran the gamut of Bran-

gus, SimAngus and Hereford bulls, but they now run a 100% Angus bull battery. "We came up with the theory that our worst bull has to be better than our best cow in order to continually improve our herd," says Wilmoth. "We are Top-Dollar Angus genetically verified, and there is a lot of support for Angus breeders and advertising."

"I love cattle and to drive through the field and pull up my cattle records on my phone and see who that calf's sire is, to look at her genomic numbers," she adds. "And, if it's a registered cow or calf to look at her Expected Progeny Differences (EPDs)."

She adds that she enjoys seeing the genetic results of embryo transfer (ET) calves. "You can take those ET calves, raise them right next to commercial or other registered calves that are good cattle, but for those ET calves, I would say eight out of 10, blow your mind," says Wilmoth. "You can see good genetics standing in the field."

The record management system also serves to make the operation's tasks run more efficiently. Wilmoth explains that she can print worksheets to help organize the logistics during breeding season, vaccinations and health programs,

when they load out cows to sell, and for rotating cow groups on pastures.

The records also help Wilmoth to make data-based decisions for culling cows. "Every year when we preg, I pretty much look at each individual cow record," says Wilmoth. "I print off their calf, their last calving date and their calf ear tag and if that calf ear tag column's blank, then I go to calving date. Then if she didn't have one this year, or her calf died, I look at her individually."

She explains they have a two strikes and you're out cow culling system protocol. "Anything that that cow does, any kind of whoopsie that she has, she gets added to that strike list," says Wilmoth. "If she's on there twice, then at preg, we mark her. They're either open to cut out, or they're bred." She highlights that the records help manage cull decisions and as a result of genomics, that cull rate is going down.

When it comes to the ranch's heifer replacement protocol, Wilmoth explains that heifers are sorted on paper before weaning. Next, if they meet the paper criteria, they are run through the chute to make sure that they meet the weight criteria. She explains that they also must meet phenotype criteria.

"We look at their feet, legs, gait, headset and muscle," Wilmoth says. "If they look like a promising heifer, then we keep them to try to develop until we get them weaned." She adds the next step is to turn them out on pasture.

"We give them a certain diet and then as yearlings, we bring them in, and we want them to weigh around at least 750 pounds," says Wilmoth. "We want them to have that frame, to pelvic score, and to look good."

The final step is to get them ready to artificial insemination (AI) breed. "We keep the very best ones, bred to the AI bulls that are going to calve quickly," says Wilmoth. "Our preg rates are pretty good. They run about 95 percent on heifers."

For more information on Wilmoth Ranch, visit them online at wilmothranch.com or on Facebook.

At Wilmoth Ranch, Kathy Wilmoth tracks every cow and her progeny. She maintains performance records and genomic scores as well as birth and weaning weights and average daily gain. The ultimate goal of the ranch is to produce high-quality, uniform calves.

—Photo by Cattlemen's News staff.



Top-Notch Block

Julie Block is a Jill of all trades

By Rebecca Mettler for Cattleman's News

After meeting Julie Block and walking through Stagecoach Ag's 800,000-bushel capacity grain storage facility outside of Carthage, Missouri, you'd think she has handled grain her whole life.

You'd be wrong. Although she's always been immersed in agriculture, her proficiency and confidence in the row crop business is thanks to her quick-study nature.

Block, of rural Carthage, Missouri, works at Top Notch Farms, the company that owns Stagecoach Ag grain facility. She grew up near Diamond, Missouri, on a cattle, poultry and custom hay harvest operation. She became involved in crop farming when she met her husband.

Block started with Top Notch Farms in 2014 when the operation underwent an expansion. Top Notch Farms is a large family-owned and managed diverse agricultural operation. In addition to a grain storage facility and a sizable commercial

cow-calf operation, the farm's primary business is the production of corn, soybeans, wheat and alfalfa.

The farm owns and rents land from Granby, Missouri, to Golden City, Missouri. Carthage, the location of the Top Notch Farms office and Stagecoach Ag's grain storage facility, is centrally located and provides convenient access to Interstates 44 and 49.

"We are close to the interstates and in close proximity to places that take our products," Block explained. "We don't have a lot of expense for trucking, which is nice."

Most of the grain is sold locally and is made into chicken feed, with the exception of the wheat, which is human grade and sold to ADM in Carthage, Missouri. It's likely that their wheat ends up in Little Debbie bakery items, according to Block.

At that time when Block started at Top Notch Farms, she was responsible for checking in, weighing and unloading grain

trucks. Now, she fills in for most any job on the farm while still being responsible for those aforementioned tasks, plus the addition of handling grain settlement checks, managing the grain contracts with customers, and running the farm's social media and public relations.

Block's plans for the day can change at the drop of a hat, but that's what she loves about her job.

"A lot of the days are the same, but I can come to work and think that I'll be in the office all day catching up on paperwork," she said. "Then my plans change by 9 a.m., and I'll be in the tractor all day long or hauling hay."

Or, when rain is in the short-term forecast, and 400 acres of alfalfa are mown down it's all hands on deck, which is exactly what happened this spring. The Top Notch Farms crew, Julie included, wrapped 990 round bales of haylage in 24 hours—a monumental task. Julie's job on that mission was to run the in-line wrapper.

"It was insane. We were a tired bunch, but we were trying to beat the rain. It started to sprinkle on us when we were wrapping the last five bales. We couldn't have cut it any closer!"

Another perk of the job, aside from the varied schedule, is the ability for Block to work with her husband, Marty Block. Marty serves as the operations manager for Top Notch Farms.

Julie often gets asked what it's like to work with her husband on a daily basis, to which she says she is fortunate. While

they work for the same company, and their jobs intertwine, they don't work alongside each other every day. However, Julie says she most enjoys the days when they do get to work side by side.

"Everyone gets a kick out of him being so hard on me on the radio," Block said. "He'll say, 'Hurry up, dear. I'm waiting on you.' when we are in the field and I'm driving the grain cart tractor."

Block explains that she's been married to Marty long enough (13 years) to understand how he likes things around the farm to be accomplished, so he probably asks more of her than another person in his position would do, but that's OK with her.

"Basically our whole lives together have always been agriculture. I remember helping him rake hay when we were dating and helping him haul hay. We've always worked well together," she said.

Like many other farming families, Julie and Marty have dreams to expand their own farming operation. The couple couldn't imagine raising their four kids, ages 12 to 4, any place else but on the farm. Just this year they purchased a farm that Marty had been leasing since he was 15 years old. Currently, they raise wheat, corn, and soybeans on the land, but plan to add cattle to the land in the future.

"Both my husband and I grew up on farms and have several generations of farming in our families' lineage," she said. "You could say it's in our blood."

Although she was raised on a farm, Julie Block's knowledge of the grain industry has come through quick-study. At Top Notch Farms, Carthage, Missouri, she checks in, weighs and unloads grain among a variety of other responsibilities. —Photos by Rebecca Mettler.



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A photograph of four Angus cattle in a grassy field. On the left, a white cow with a pink ear tag and a small brown calf with a yellow tag. In the center, a dark brown calf with a yellow tag. On the right, a large reddish-brown cow with a yellow tag. The background shows a vast field under a clear blue sky.

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Educating Others about Agriculture

MU Southwest Research Center Field Day 2019

The University of Missouri Southwest Research Center's 56th Annual Field Day was held on Sept. 12. Nearly 1,600 high school agricultural students attended from 53 Southwest Missouri schools. In addition, around 70 registered members of the public attended. Speakers presented many diverse and informative topics ranging from industrial hemp (not medical marijuana) production to white-tailed deer, and from forage management to applying for a loan. The event had many industries represented, including agritourism, construction, biomass, dairy, food safety, elderberry, horticulture, electric,

medical, government, banking, wildlife and others.

Morning beef topics included beef cattle reproduction, why Red Angus?; social media advocacy and association membership; the basics of forage management in Missouri; the importance of good shade; and diverse native grasslands for grazing.

Of particular interest for high school students was the fistulated steer stop. Five cannulated steers were on hand for students to explore the inner workings of the rumen, after which each student donned an OB sleeve and experienced firsthand the

sights, smells and feel of the rumen on one of the steers.

The Vice Chancellor and Dean of the MU College of Agriculture, Food and Natural Resources, Chris Daubert, delivered a presentation on "The Food Science Behind Ice Cream Manufacturing," where he demonstrated ice cream making with liquid nitrogen and ice cream mix. Several students then got to immediately taste what the dean had made. All students then had a cup of MU Tiger Stripe ice cream to enjoy. Schreiber Foods provided lunch for everyone.

After lunch, a tour of the beef operation and current research was given. Eric Bailey, state beef extension specialist, showcased his plot work researching the effect of spring forage burning on fescue endophyte levels in southwest Missouri pastures.

Next, Jordan Thomas, assistant extension professor, explained his work in using sexed semen from several genomic-tested Red Angus bulls through multiple timed-AI protocols on the Southwest Center's cow herd. The resulting offspring were then shown as said cow herd is currently in the middle of its calving season. At present, around 20% bulls and 80% heifers are born from female sexed semen.

Thanks to all the attendees and volunteers, MU Extension, NRCS, Missouri Department of Agriculture and others who helped in the success of the 2019 Annual Southwest Research Center Field Day.

—Information provided by MU Southwest Research Center.

(Left) The fistulated steer was a popular stop during the annual MU Southwest Research Center Field Day. (Below) Nearly 1,600 high school agricultural education students from 53 southwest Missouri schools took part in the University of Missouri Southwest Research Center's 56th Annual Field Day held last month near Mount Vernon, Missouri. Topics ranged from industrial hemp production, white-tailed deer and forage management to beef, dairy and agritourism. —University of Missouri Extension photos.





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Castration Timing

Think young: find profit in doing the right thing

By W. Mark Hilton, D.V.M

I wrote about this subject back in April 2009 and wanted to revisit it. A Kansas State University study showed that bulls castrated and implanted at an average of 3 months of age weighed 2 pounds more at 7.5 months of age than did the intact bull calves in the same study. At 7.5 months, the bulls were castrated and then both groups were weighed 28 days later to assess gain. The steers castrat-

ed as calves gained 48 pounds while the bulls that were cut at an average of 578 pounds only gained 33 pounds. That is a lost potential gain of 15 pounds as these late-castrated bulls deal with the stress of healing from surgery.

The fallacy is that a positive “testosterone effect” justifies not castrating until bulls weigh 500 pounds or more. This is a myth. When bull calves were blood tested to measure testosterone levels, significantly high levels did not occur until 8-9 months of age. Studies show that bulls castrated over 500 pounds will lose weight for two weeks after castration. How can that be beneficial? While there are many reasons to be in the cattle business, two that generally lead the list are to provide best care for the animals and to have a successful and profitable business. Castrating calves late accomplishes neither of these goals.

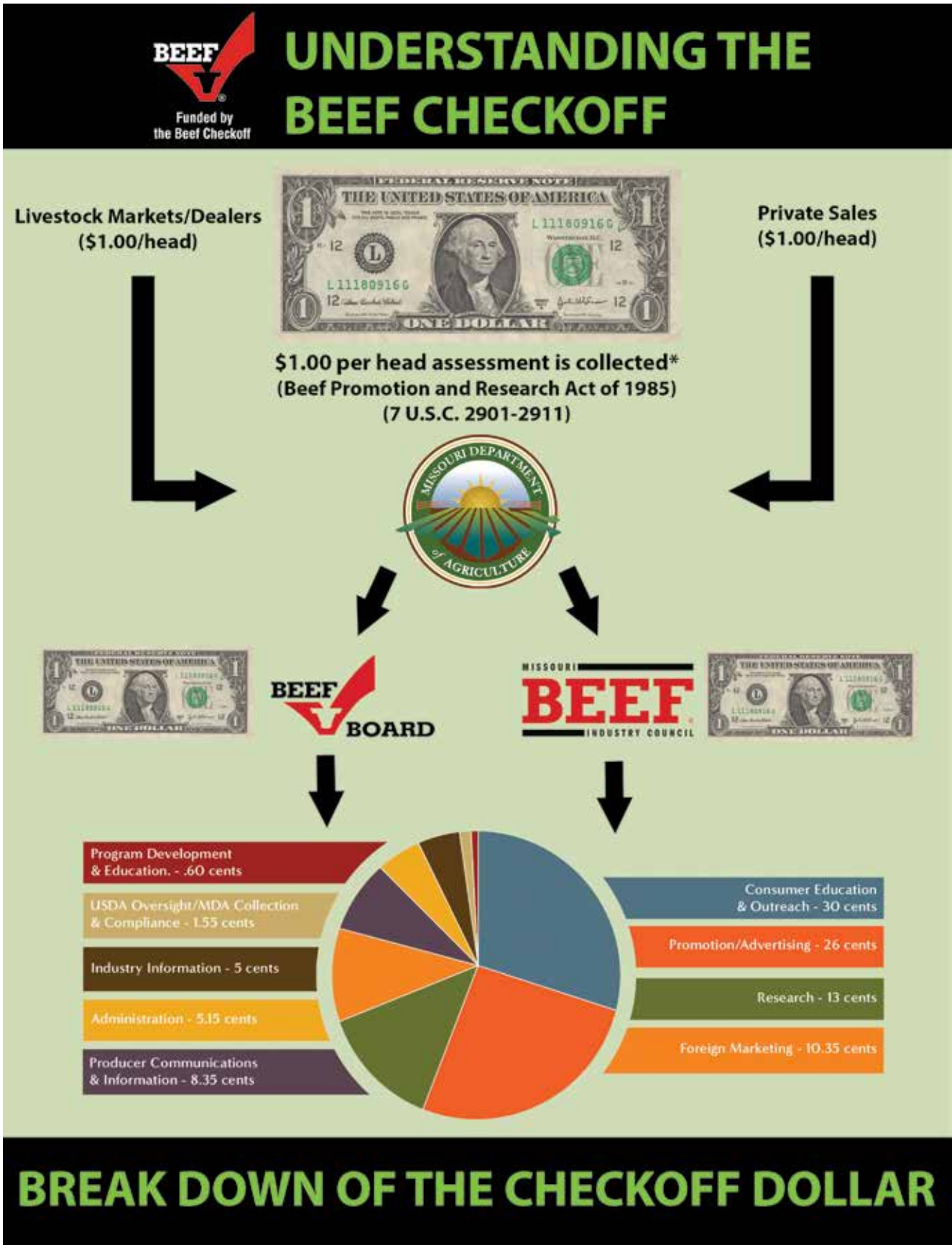
In five studies that examined weight at weaning, the bulls averaged only 7 pounds higher than steers that were cut early (< 3 mo). Studies also show an average gain from implanting the suckling calf with a low-dose implant at 18-24 pounds. Add the weight with none of the stress with a suckling calf implant.

Castration Guidelines:

National Cattlemen’s Beef Association Cattle Care Working Group Guidelines: “Early castration improves animal performance gain and reduces health complications. Castration prior to 120 days of age or when calves weigh less than 500 pounds is strongly recommended.” (<http://www.neacha.org/resources/CattleCareGuidelines.pdf>)

Beef Quality Assurance guidelines on castration: “All bulls that are not herd sire prospects should be castrated as early in life as possible. Early castration is less stressful on bull calves.

CONTINUED ON NEXT PAGE



CASTRATION TIMING FROM PREVIOUS PAGE

Preferably, castration should occur between birth and 4 months of age.” (<https://www.bqa.org/Media/BQA/Docs/nationalmanual.pdf>)

American Veterinary Medical Association policy on castration and dehorning: “Both dehorning and castration should be done at the earliest age practicable.” (<https://www.avma.org/KB/Policies/Pages/Castration-and-Dehorning-of-Cattle.aspx>)

This is the science of when to castrate. Our leading advisors all recommend castrating early.

As a cow-calf producer, don't we want the stocker/backgrounder and feedlot owners to make a very healthy profit on our calves? The more profit made up the supply chain the more money they have to buy again next year. Every business transaction needs to be win-win or that relationship won't last.

What are additional reasons to castrate early?

- Improved health for the calf as he moves to the next segment of the industry.
- Increased price/cwt for steers vs. bulls,
- Improved gain and feed efficiency, increased carcass marbling/quality.
- Improved carcass tenderness.

The reasons to castrate late are as follows: none.

On the health side, KSU has kept data on 2,762 head of high-risk steers and bulls that they have purchased in their stocker research trials over the past years. While the steers have had a 0.72% death loss, the bulls that were castrated at the yard had a 2.28% death loss. On a 1,000 head basis, that is a loss of 7 steers and 23 bulls. Over a 3-times increase in death loss. If you are a cow-calf producer selling feeder bulls, this number should make you wince. I know it does me.

I heard Dr. Dave Daley from Chico State speak at an NCBA meeting a few years ago, and he said that we need to stop saying things like, “Well, I take good

care of my animals because it makes me money.” That does not resonate with the public. He suggested a more heartfelt answer of, “I take great care of my animals because it's the right thing to do. I love working with livestock and caring for them regardless of the conditions – season, weather or time of day.” Many times we do profit from ‘doing the right thing,’ and castrating early is one of those ‘right things’ that also improves our profit.

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*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. vaccin 10596-2 | USBVUSH00038

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MANAGEMENT MATTERS

Maintaining BCS

Using weaning date as a supplement strategy

By T.L. Meyer and Travis Mulliniks

Many beef producers are preparing to wean, or at least thinking about it. After weaning and prior to winter can be one of the most economical times to improve the body condition score (BCS) of a spring-calving cow. Producers should look at weaning date within each year as a supplement strategy to put body condition back on cows before winter.

If cows are thinner than normal, a producer may want to consider weaning earlier to give those cows a chance to gain body

condition, especially with the younger females. Heifer and cow BCS at calving can impact subsequent rebreeding performance.

Data from the Gudmundsen Sandhills Laboratory Practicum teaching herd illustrates how the time of weaning affects cow BCS over the winter and into the next summer. By weaning in September, cows maintained almost an entire BCS greater than weaning in October. This can be especially important if we have a wet and cold winter like 2018-2019.

If it gets cold enough, there may be times producers cannot feed enough to give cows the energy needed to withstand the cold. In periods like this, cows lose body condition to offset an energy-deficient diet. Body condition scoring is an effective management tool to estimate the energy reserves of a cow. In essence, cows with a BCS of 5 or greater going into the winter are an insurance policy or risk management tool.

In some years, forage quality, weather conditions, and time of weaning can make putting body condition on cows more difficult. Last year, in many parts of Nebraska, high amounts of early rainfall caused tremendous forage growth. By July, that forage quality had declined and was similar to September/October forage quality. As normal weaning time occurred in 2018 for many producers, cows tended to be thinner on average. This was coupled



with the increased maintenance energy requirements during the winter due to the cold stress, which left cows calving in less than optimum BCS.

In 2019, saying we have had above average rainfall is an understatement in many Nebraska locations. Although forage growth came on late due to cooler temperatures, native range quality is sitting close to average in the Sandhills. Unfortunately, the extra precipitation has challenged hay production for many beef producers. In spite of adequate range quality, the potentially decreased hay production is an additional reason to monitor cow BCS to decide a weaning date.

—Source: University of Nebraska Extension.

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Livestock Insurance and Your Operation

MU guide explains USDA livestock insurance revisions

With volatile livestock market prices, farmers now have more appealing insurance underwritten by the USDA. The federally subsidized protection has been revised and simplified.

Ryan Milhollin, University of Missouri Extension economist, says that while crop farmers are protecting against losses, livestock producers haven't done as much.

USDA Risk Management Agency heard complaints and revised Livestock Risk Protection (LRP), Milhollin says. Higher subsidies on premiums may especially appeal to farmers growing feeder calves.

A policy covers unexpected lower sale prices. When prices fall, a policy softens loss. Buyers can obtain full or partial coverage. Lower protection costs less.

New policies fit small producers and are more flexible. The policies partially cover price shortfalls below expected prices. Percent of coverage can be adjusted.

The premium subsidy, which had been 13%, now ranges from 20% to 35%, depending on the plan chosen.

MU agricultural economists, including Milhollin, wrote MU Extension publication G459, which explains LRP and other livestock and dairy risk plans. The newly updated four-page guide is available for free download at <https://extension2.missouri.edu/g459>.

Missouri farmers avoided complexities of the old system. That left them exposed to risk. This year, Missouri farmers insured only 5,000 head of feeder calves, down from 30,000 in 2014.

While USDA underwrites LRP, policies come only from local insurance agents. Usually, they also sell crop insurance.

"Local agents help farmers pick a plan to fit their situation," Milhollin says.

Many LRP advantages exist, he says. Risk management protects from financial loss when sale prices drop. Most appealing, USDA helps pay premiums.


LRP provides protection similar to a "put option" on the futures market. But it's easier and more flexible. Policy coverage fits the number of weeks a calf herd is held. There are no broker fees.

LRP insurance covers only market prices. It doesn't compensate for other losses, such as death by disease or lightning.

Further, ending values aren't based on actual sale prices. Payments rely on indexes and market data sets. "Farmers need to understand their local markets," Milhollin says.

LRP covers much more than feeder calves. But fewer farmers retain feeders into the feedlot. LRP also covers hogs and sheep. A separate risk plan covers dairy.

MU Extension publication G459, "Livestock Risk Protection (LRP) Insurance in Missouri," is at extension2.missouri.edu/g459.

—Source: University of Missouri Cooperative Media Group. 

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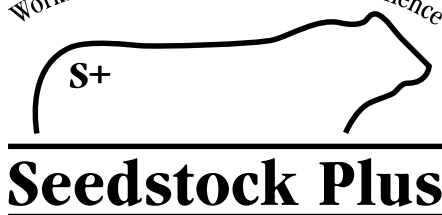
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MANAGEMENT MATTERS

The Value of Certification

Study: premium in cattle from BQA-certified producers

While producers have traditionally participated in Beef Quality Assurance (BQA) because it's the right thing to do, sound research indicates BQA-certified producers can benefit financially as well. According to a recent study by the Beef Checkoff-funded BQA program and conducted by Colorado State University (CSU), results show a significant premium for calves and feeder cattle sold through video auction markets.

The research study "Effect of Mentioning BQA in Lot Descrip-

tions of Beef Calves and Feeder Cattle Sold Through Video-based Auctions on Sale Price," led jointly by CSU's Departments of Animal Sciences and Agricultural and Resource Economics, was conducted to determine if the sale price of beef calves and feeder cattle marketed through video auction companies was influenced by the mention of BQA in the lot description. Partnering with Western Video Market, CSU reviewed data from 8,815 video lot records of steers (steers, steer calves or weaned steers) and heifers (heifers, heifer calves or weaned heifers) sold in nine western states from 2010 to 2017.

The result was a premium of \$16.80/head for cattle that had BQA listed in the lot description. This value was determined by applying the \$2.71/cwt premium found in CSU's statistical analysis to the average weight of cattle in the study data. When the BQA premium was constant on a per head basis, it implied higher weight-based premiums for lighter cattle (for example \$3.73/cwt at 450 lbs./head) and lower premiums for heavier cattle (\$2.24/cwt at 750 lbs./head).

"This study was a first-of-its-kind opportunity to use advanced data analysis methods to discover if there was a true monetary value to participate in BQA," said Chase DeCoite, director of Beef Quality Assurance. "Study results clearly show that participation in BQA and BQA certification can provide real value to beef producers. It means that the initiatives within the industry are rewarding cattlemen and women who take action to improve their operations and our industry."

Additional study findings show that over the past 10 years, consistent frequency of BQA mentions have been included in the lot descriptions of cattle selling via video auctions. In some states, like Montana, the frequency of mentions has been fairly sizable and upwards of 10 percent or more of all lots of calves/yearlings offered for sale. Even without documentation of a premium in the past, the results imply that over time many producers have proactively chosen to highlight and emphasize their participation in BQA when marketing their cattle.

"The value of a seller being BQA-certified can really only be captured when information is shared between seller and buyer, which is consistently done via the sale of cattle by video auction companies," said Jason Ahola, Ph.D. and professor of animal sciences at CSU. "By sharing the BQA status of the owner or manager of a set of cattle, the buyer can access information that is generally otherwise difficult to find in traditional marketing channels. This was a big reason for us to conduct the study, as it became clear that data on sellers' BQA status were available on a large number of cattle sold through video auctions as well as other traits associated with the cattle. This information affected the ultimate selling price of the cattle."

The results of the BQA value study emphasize the importance of trans-

CONTINUED ON PAGE 42



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ECONOMIC INDICATORS

How's Your Credit?

What your credit report tells a lender

By Kelli Jo Buettner

As a farmer or rancher, you know the importance of good record-keeping and using it to track the progress of your operation. Predicting or estimating results is part of your daily decision-making. You spend time watching weather reports, reading publications, and looking back on previous experiences to make decisions. Similarly, your lender uses a variety of information sources to analyze risk and predict future credit behavior when making financing decisions. One of those sources is your credit report.

Essentially a grade card for your financial management, your credit report verifies your identity and illustrates how you handle financial obligations. It includes your

social security number, date of birth, current and past addresses, occupation, financial history, and details past and present performance on loans and credit card accounts. It also often includes information related to judgments, liens, bankruptcies, and collection accounts.

The information comes from the creditors and lenders with whom you do business. The three major credit bureaus are Equifax, Experian and TransUnion. Lenders may voluntarily share information with any of them. Creditors have the right to choose which of the three bureaus they furnish information to, which means your credit report from each bureau may contain slightly different information. Your credit report

can affect approvals, interest rates, terms and more. It's critical you understand what information is in your credit report and how it may impact your farm operation.

Similarly, it is important that you understand your credit score. Derived from the information contained in your credit report, your credit score is a quick measure of financial health. In addition to the three different credit bureaus, several widely used scoring models exist. Depending on the bureau and model used, your score may vary slightly.

A score generated by Fair Isaac Company known as the

FICO score is commonly referenced. FICO scores range from 300-850, and they move constantly as information is reported. While no magic recipe for a perfect score exists, your score is influenced by your payment history (35%), debt level (30%), length of credit history (15%), new accounts (10%) and types of credit in use (10%).

The credit reporting process is governed by the Fair Credit Reporting Act (FCRA), which requires data furnishers (creditors and lenders) to provide timely and accurate information to the credit report-

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HOW'S YOUR CREDIT FROM PREVIOUS PAGE

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Additionally, free credit education apps are accessible

online. Companies like Credit Karma offer access to your credit report with multiple bureaus if you agree to view the ads on their site or app. They may also include estimates of your credit score free of charge. The online apps allow you to actively monitor your credit report more than once a year and offer tips to improve your credit score.

The next time you visit with your lender, ask if they use credit bureau reports or scores in making decisions. If they do, share the information you know is in your report. Your lender understands your credit report is a good indica-

tor of future behavior, but certainly not a perfect one. Just as you watch your freshly cut hay get wet and think back to the sunny forecast, sometimes indicators aren't representative of the whole story.

—Source: Kelli Jo Buettner is the FCS Financial vice president of scored lending and credit operations. She has worked in the Farm Credit System since 2010, beginning with the Farm Credit Administration until she joined FCS Financial in 2015. Raised in agriculture, Kelli's parents still own and operate a small cow-calf farm in Callaway County, Missouri. To learn more about FCS Financial, visit myfcsfinancial.com.

VALUE OF CERTIFICATION FROM PAGE 40

ferring information from sellers to buyers as well as the importance of collecting BQA certification information during the auction process. Daniel Mooney, Ph.D. and assistant professor of agricultural and resource economics at CSU, said a lot of information is transmitted from buyers to sellers in video auctions, which made it ideal for the analysis.

"In addition to the BQA mention, our study controlled for other factors – such as lot characteristics, cattle attributes, and value-added practices like age/source verification and natural certification – that also influenced beef calf and feeder cattle sale prices. Importantly, the BQA premium existed even after accounting for these influential variables," Mooney said.

"Our cow-calf and stocker consignors represent family operations from throughout the western United States who make their living in the cattle business. Profit margins in these sectors can be very marginal. Finding ways to enhance the marketability of cattle by adhering to best practices is a low-cost means of improving the quality and consistency of the cattle they market," said Holly Foster, video operations manager of Western Video Market. "By sharing our historical data with researchers at CSU, we felt it would help our sales representatives and consignors as they try to understand the different attributes that cattle buyers are looking for to meet end user requirements."

For more information on the study or to complete online BQA training, go to www.bqa.org/certification.

—Source: bqa.org

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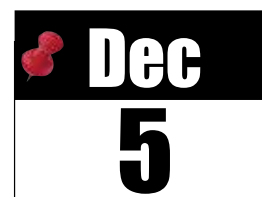


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PASTURE PLANNING

Step One: What's Growing?

Bumper crop of pasture weeds needs action

Leonardo da Vinci might have been describing the last few growing seasons for pastures when he wrote, "Even the richest soil, if left uncultivated, will produce the rankest weeds."

establishment process of warm season perennial forages and can begin this fall," Schmitz says.

This option calls for spraying glyphosate in fall and then



University of Missouri Extension livestock specialist Gene Schmitz says the Renaissance polymath's words ring true.

"The past one to two years have been hard on pasture stands," Schmitz says. "Last summer's drought followed by a wet winter and summer this year has led to a bumper crop of ragweed, foxtail and other pasture weeds. Trying to control weeds and rejuvenate pastures looks to be a major challenge in some areas."

The first step is to assess what plants are growing in the pasture. If more than half of them are undesirable plants, consider complete renovation.

If renovation seems the best option and forage is in short supply during summer, adding native warm season grasses allows for grazing and haying flexibility. It also provides important rest for cool season forages, he says.

Start now for spring warm season grass establishment. Test soil and fertilize accordingly. "Weed control is crucial in the

seeding a winter annual such as wheat, triticale or cereal rye. Promptly remove the winter annual crop in spring. Apply glyphosate again when winter annuals regrow after spring harvest, then seed native warm-season grasses. Monitor weed pressure in the new seeding and be prepared to control both broadleaf and grassy weeds.

Select the type of forage in a renovation program based on soil fertility, renovation and maintenance expense, and ability to manage different forage types efficiently.

These are not easy decisions, says Schmitz. Poor and weedy pastures may force some producers into hasty pasture-seeding decisions. When deciding what's best for your pastures, plan and use current information such as soil fertility, desirable forage plant density and the need to fill forage voids throughout the year, he says.

—Source: University of Missouri Extension release.

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Building Your Nest Egg

How to save during times of market uncertainty

By Rob Black

From cattle markets to stock markets, this year has definitely been one of uncertainty leading to increased market volatility. For example, the S&P 500 has seen a swing of nearly 24% from low to high, and October feeder cattle futures plummeted nearly \$35/cwt from April to August. Whether failed trade talks, a White House tweet, or beef plant fire, markets react quickly. Often, in times like these, human nature is to hunker down and take a do-nothing, wait-and-see approach.

However, just as our favorite sports teams spend hours on the practice field drilling in the fundamentals of the game, so too we, as beef producers, know the importance of focusing on the fundamentals of good production practices. The fundamentals of proper nutrition, the right genetics and a proactive health protocol remain, regardless of where calf prices are. For proof, just watch the price differential this fall between preconditioned and un-weaned calves.

Be sure you know the difference in investments versus costs to your operation and focus saving on costs without sacrificing the fundamentals to the game of beef production.

The basic fundamentals of saving and investing are also applicable regardless if general markets are rising or falling. During times of economic uncertainty, our emotions can often negatively influence our judgement and lead to poor decision-making. By having a business and financial plan in place, developed

with a team of trusted advisors, we should be in a position to successfully navigate through uncertain times.

The first fundamental is making sure we have “hay in the barn.” This basic savings principal starts with establishing an emergency fund of 3-6 months worth of living expenses, which comes in handy when the AC goes out. A bank savings or money market account would be a safe choice for an emergency fund.

In conjunction with establishing an emergency savings, we may need to do some culling. This might mean eliminating credit card debt and evaluating family living expenses. Just as getting rid of ol’ yellow tag #57 can be hard, so can making lifestyle changes. A must is maintaining a separate bank account for the farm operation and family living. This can be a real eye-opener.

Before we know it, another year has passed, and we’re thinking about the next calf crop and herd replacements. Here is where intermediate savings and investments can be useful to help with expenses such as college tuition and upgrading vehicles. While these funds are not needed immediately, they should be invested with a short-term horizon in mind. A bank money market or a certificate of deposit (CD) can make a wise choice where principal preservation is important.

Beef producers in for the long haul know it is critical to long-term success to make investments that will reap rewards down the road, such as continuous improvements in herd genetics and soil health.

Likewise, investing for the long-term is crucial to our financial health. In many farm families, one or both spouses have off-farm income with an eye to the day they can retire from their town job and spend more time on the farm. Retirement planning can seem a daunting task but really is not. Start by sitting down with your

CONTINUED ON NEXT PAGE









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These could include laddered bank CDs. This investment provides some liquidity and typically will maximize the rate of return as longer term CDs usually pay the highest

Next, an investment portfolio of stock and bonds are common long-term investments. Stock investments give ownership in companies in the form of stock shares. Bonds are essentially loans to companies, making the bondholder a lender. Typically, the rates of return and risks are higher when we are owners/stock investors than when we are lenders/bondholders. These investment choices are commonly found in employer-sponsored retirement benefits, like a 401k. Of course, farmland and other real estate are long-term investments as well.

In conclusion, ask yourself a few questions. What are my farm business, overall finan-

cial and retirement goals? Do I have a plan to achieve them? Who are my trusted advisors? Finally, remember, you are not defined by the size of your herd or net worth. Rather, you are defined as person created in the image of Creator God with intrinsic value.

—Source: Rob Black is vice president of lending with Mid-Missouri Bank, Lebanon, Missouri, branch and a fifth-generation Missouri beef producer. 🤠



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MILLER - 38 AC., Hwy YY, mostly open, past, conv, 269.900

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

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

VERONA - 20 Ac., Farm Rd. 2065 South of Aurora, 3 BR brick home, large 3 bay insulated shop, paved drive, nice fenced pasture, pretty setting \$299,900

LEBANON - 80 Ac., Hwy B, 3 bedroom home, hay barn, good, 349.000

MARIONVILLE - State of the art horse facility, indoor arena, 4 run in sheds, 2 BR home, completely remodeled **REDUCED** \$429,000

MT. VERNON - 158 AC. Lawrence 1170, Open pasture, 2 large ponds, paved road frontage on 2 sides, great location off Hwy M..... \$553,000

FALCON - 485 Ac., Claxton Rd. Mostly wooded w/an abundance of deer & turkey, metal building w/living quarters, well & septic, creek \$570,000

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GROVE SPRING - 280 AC., Red Barn Rd., hay ground & pasture, 14 paddocks, 2 barns, 8 waterers, 3 ponds, spring .. **REDUCED** \$649,000

FAIR GROVE - 103 Ac., Hwy AB, Nice rolling pastures, 3 BR, 2.5 BA updated home, shop, cattle barn, hay barn, 2 - 40x400 ft. operating poultry barns, ponds, waterers..... \$650,000

ASH GROVE - 133 Ac., FR 94, beautiful farm with well, 699.900

LEBANON - 100 Ac. (More Land Avail.) Odessa Drive, Spectacular 4 BR, 1.5 story walk-out basement home, inground pool, greenhouse, pond, pasture \$749,000

VERONA - 205 Ac. Lawrence 2200, Nice rolling pastures, 60 acre bottom ground, 4 BR home, 60x100 equipment barn, 40x100 shed, 12 cow milking parlor, beautiful views!..... \$875,000

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

SPARTA - 252 Ac., Hwy 125, great location bordering Finley River, **SOLD** cross fenced, some bottom land, great views \$1,136,430

MOUNTAIN GROVE - Hwy 95, 244 Acres. Beautiful cattle farm, 3 BR brick home, all open, excellent pasture/hay ground, 3 wells, 2 ponds, 8 waterers, pipe corral, large livestock barn & machinery shed \$1,339,000

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

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

MIL0 - 632 acres, Hwy. EE, 70'x48 cattle barn, equip shed, machine shed, waterers, fenced & cross fenced w/exc. pasture & hay ground, 9 ponds, 2 acre lake, corrals \$1,900,000

NORWOOD - 995 AC., Hwy YY, 90% open w/ excellent pasture & hay ground, pond, waterers, barns, fenced and crossed fenced, pipe corrals, covered working facilities \$3,250,000

OZARK - 495 AC., Tennessee Road, Beautiful rolling pasture, fenced & crossed fenced, several ponds & waterers, pipe corrals, livestock barns, hay barns, 3 homes \$3,732,000

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TRENDING NOW

Is Your Fescue Toxic?

Windshield survey confirms that fescue toxicity syndrome is alive and well

Based on the recent observation of cattle in Barry, Lawrence, Newton, Jasper counties, Eldon Cole, a field specialist in livestock with University of Missouri Extension, says it is evident that the fescue toxicity syndrome is alive and well.

Whether or not your cattle have fescue toxicity syndrome, when it comes time to sell your cattle, be aware of their appearance.

“When you gather your cattle to sell, hairy, mud-caked cattle cause the buyers to either not bid at all on them or do so less aggressively than they would normally,” said Cole. “Experience has taught them those cattle will be a problem when they hit the feedlot.”

Standing in Ponds

Cole says he is often asked if cattle standing in ponds is a sign of fescue toxicity syndrome.

“Honestly, whether cattle are on toxic fescue or not, they will stand in ponds. Sometimes it is for protection from flies and other times, it is simply to cool off when the heat index soars,” said Cole.

A University of Missouri field trial in the 1990s compared cow-calf performance in two groups. One had access to a pond; the other did not and got their water from an automatic waterer from a well. Both groups of cattle were grazing on “hot” fescue.

“There was very little difference in weight gains with a slight edge to those with pond access,” said Cole.

Windshield Observations

While driving the backroads of southwest Missouri counties, Cole says he observed several characteristics worth noting.

- Even on a day when the heat index approached 100 degrees, some cattle were grazing Kentucky 31 fescue.
- Fall-calving cows tended to be slicker-haired than those nursing big calves.
- Most of the herd bulls were not muddy.
- Lighter-colored cattle were more likely to be in the sun grazing.

“This was just a windshield survey on a given day, but it drives home the point that there is still work to be done to reduce the severity of fescue problems,” said Cole.

Steers on toxic fescue will likely be gaining 0.5 pound per day or less. Cows will have lighter weaning weights on their spring-born calves by 50 to 75 pounds.

Perhaps the most staggering cow problem is a pregnancy rate down around 70% or worse if you use a strict breeding season.

“Late summer is a good time to analyze the extent of fescue problems on your place. You should identify pastures that give you and your cattle fescue fits,” said Cole.

—Source: University of Missouri Extension release.

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MANAGEMENT MATTERS

Read the Tag

This is what your feed tag is telling you

By Robert Wells

When purchasing feed, it is essential to take time to read the feed tag that, by law, is attached to every bag of feed or mineral sold. This will help you determine if the feed is legal and safe for the animal species you are feeding and that it will satisfy the animal's nutritional needs. The following sections will be on most feed tags.

Product Name

The feed name and brand will be listed at the top. If it is medicated, the word "medicated" must be at the end of the name.

Purpose/Product Statement

This statement indicates the species of animal and stage of production that the feed can be used for (for example, mineral for beef mature cows on pasture).

Medicated Use Statement

If the feed contains any medication (Bovatec, Rumensin, Chlorotetracycline, etc.), the active ingredient and quantity must be listed.

Guaranteed Analysis

This section defines the nutritional composition of the feed or mineral. If the product is intended as a feed or feed supplement, the following must be listed as a minimum: crude protein, crude fat and crude fiber. For mineral products, minimum and maximum guaranteed levels of calcium and salt are required. Minimum guaranteed levels must be listed for phosphorus, magnesium, magnesium, potassium, zinc, copper, selenium and vitamin A. If a nutrient is listed on the label, it is subject to testing by government agencies to ensure proper inclusion of the nutrient. Unless otherwise indicated with a maximum level, the product may contain higher levels of the nutrient than listed.

Feed Ingredients

This section lists the feed ingredients, typically in order of highest to lowest inclusion rate. Note that many manufacturers will use general descriptive terms like grain products, plant protein products or forage products. The use of generalized terms allows the manufacturer the latitude to least-cost formulate the feed without having to reprint labels for each modified ration.

Feeding Directions

This is a set of instructions for how the feed or mineral should be fed to the animal, including how much to feed daily and, if needed, how to mix the mineral or feed with additional product to achieve the recommended intake rate. If the product contains medication, this section will typically indicate the concentration of the medication as well as the concentration of the

medication to be delivered to the animal on a daily basis.

Cautionary Statements

This section describes potential hazards for other classes of animals and species. Also, if you should adhere to a withdrawal period, it will be indicated here. If it has special mixing or handling considerations, it will also be listed in this section.

Manufacturer

The name and location of the feed manufacturer is typically included in this section.

Net Weight

This is the total weight of the packaged product.

Note: You cannot determine the amount of net energy or total digestible nutrients (TDN) contained in the feed product from most labels. It is wise to have this discussion with your feed dealer since supplying adequate energy to the animal is as important as meeting protein, minerals and vitamin requirements.

—Source: Noble Research Institute. Visit them on the web at www.noble.org.

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NETWORK KNOW-HOW

We Don't Know What We Don't Know

Educating consumers at the New York State Fair

By Erin Hull for Cattlemen's News

Every year, the highlight of my work life is the Dairy Cow Birthing Center at our state fair. The "Great New York State Fair" is the third largest state fair in the United States and welcomes over 1.3 million visitors every year, during its 13-day stretch in late August until Labor Day.



While beef cattle and beef are what make me get excited about life, this exhibit focuses on all things dairy. New York is No. 3 in the country for milk production so it's only natural that a good majority of our fair focuses on dairy. We do have "the beef barn," but beef is not even close to the focus of our fair. Oddly enough, our birthing exhibit is located directly across from the beef barn and nowhere near the dairy barn. I mention this mostly because the difference between beef cattle and dairy cattle is vast.

As agriculture producers, we are aware of these differences. Sadly, the fair going public is not, but our proximity of locations provides a great opportunity for further education as the top question asked at the exhibit is why cows and calves are separated. It gives us the opportunity to explain why beef cattle and dairy cows are different from one another, and what those differences mean (mostly regarding maternal instinct).

At the exhibit, we deliver three calves every day of the 13-day fair in front of a live, fair-going audience. It's a well-oiled machine for the most part. We work with six different large dairy farms to bring cows in every two days. We induce labor (not a perfect science in bovines) and for the most part, it works out well time-wise. When we have a cow go into labor, we send a text message to over 6,000 subscribers, and we also live web stream 24/7 during the 13 days. The text message allows people to explore the fair yet still come back in time

to witness the birth of a calf, or our online viewers to tune in at the appropriate time.

This does not mean we always flow smoothly. We are 100% transparent in our exhibit. We've had to perform a c-section on a cow that was carrying a deceased, deformed calf. Yes, we had a vet perform a c-section on a cow in front of 1,000 people as well as our on-line viewers knowing the calf was dead and deformed. People cried. Literally. While this exhibit focuses on "the miracle of life," to the organizers it's about education. We have people walk in, claim they have no questions, yet stay for an hour asking one of our many volunteers about anything and everything. We are very open and honest and allow any kinds of questions. If you want an answer, we want to you get your information from producers rather than Google.

I have worked with this exhibit since it was started seven years ago. In seven years, I've been blown away with the questions that I am asked, and it has hammered home the point that we need to educate our consumers. Here's a short list of the questions that I was asked just this year by visitors.

1 What do you get when you cross a cow with a bull? (The person asking truly believed they were two different species.)

CONTINUED ON NEXT PAGE

The Result of Discipline is Progress.

The seedstock business seems like a race to see who can create the highest numbered EPDs or indexes, often with little industry connectivity. A quick way to become obsolete is when we forget what makes our customers money OR what drives the consumer's decision to buy our product, beef.

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WE DON'T KNOW
FROM PREVIOUS PAGE

2 Is that the baby? (pointing to the udder and needing serious convincing it was not the calf)

3 How many of these animals are girls? (after being told that all six were either pregnant and ready to deliver or had delivered in the past 24 hours)

4 When will this calf be milked? (assuming all dairy animals gave milk from the start of life. This woman was holding a baby, and I asked her when she started to lactate.)

5 What do beef cows feed their calves? (not realizing that all mammals produce milk to feed their young)

6 Why are there only female cows here? (They didn't realize that only females gave birth.)

These are questions asked by people who are pushing lawmakers to make changes to how we raise our animals. This scares me. Everyday, I would leave the exhibit after 16 hours and wonder if basic biology was still taught in school.

The good news is, that after you sit down and chat with these people, they truly do want to learn. They want to know why we do what we do. This is very good news. It means they're open-minded and want to appreciate the hard work that goes into the food we grow and produce for them to put on their table.

But we don't know what they don't know. We need to actual-

ly make the effort to sit down with them, open up our farms and ranches to them and let them see what we do and, more importantly, why we do it. Ask them questions to get the conversations rolling. And don't be afraid. Most of our farmers who volunteer come in afraid of backlash from animal rights activists yet leave feeling like rockstars because they were able to truly change

the world and the lives of that "moveable middle" who is seeking the information that we hold.

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



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ON THE CALENDAR

Get Your Bulls Ready

Bull breeding soundness exams are important

Optimum cow pregnancy rate and calf crop percentage is important for profit potential of a beef cattle operation. Conducting a bull breeding soundness exam (BSE) to make sure your bull is structurally and reproductively sound prior to the breeding season is important to ensure these results, says Patrick Davis MU Extension regional livestock field specialist. Therefore, Davis urges cattle producers to contact their veterinarians to con-

duct a BSE to ensure bulls are ready for the breeding season.

MU Extension wants to educate cattle producers on other aspects of bull management in addition to the BSE, so Davis and MU Extension Regional Livestock Field Specialist Eldon Cole will be working with local veterinarians and Zoetis to conduct bull BSE clinics. In addition to the BSE, Davis will educate cattle producers on bull body condition scoring (BCS) and foot scoring (FS), which are tools to assess the energy and structural status of the bull.

"Bulls should be in a BCS of 6 as well as have an adequate FS for angle and claw set prior to the breeding season," Davis says. He will also educate cattle producers on use of expected progeny differences (EPDs) and genomic testing information to improve cattle operations.

"Giving booster vaccinations and treating for internal and external parasites at BSE time, ensures your bulls are healthy and do not pass disease or parasite issues onto your cows," Davis says.

To that extent, the partnership with Zoetis during the clinics may allow the veterinarian to provide these products to the bull owner at a reduced cost. If you would like to participate in a bull BSE clinic on a date and location listed, contact that veterinary clinic to schedule your bull's appointment.

"Whether you test your bulls through the BSE clinic or with your local veterinarian, get them tested," says Davis. Since 2005 during southwest Missouri BSE clinics, 3,807 bulls were checked with a fail or defer rate between 10% to 15%. Bulls with poor fertility or structural problems hindering their ability to breed cows reduce operation profit potential due to excessive number of open cows and less calves to sell.

—Source: University of Missouri Extension release.

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Time to Protect Your Crops

Enrollment open for Agriculture Risk Coverage, Price Loss Coverage programs

Agricultural producers can now enroll in the Agriculture Risk Coverage (ARC) and Price Loss Coverage (PLC) programs, two popular safety net programs, for the 2019 crop year. Interested producers must sign up for either program by March 15, 2020.

The 2018 Farm Bill reauthorized and made updates to these two USDA Farm Service Agency (FSA) programs. ARC provides income support payments on historical base acres when actual crop revenue declines below a specified guarantee level. PLC program provides income support payments on historical base acres when the price for a covered commodity falls below its effective reference price.

Covered commodities include barley, canola, large and small chickpeas, corn, crambe, flaxseed, grain sorghum, lentils, mustard seed, oats, peanuts, dry peas, rapeseed, long grain rice, medium grain rice (which includes short grain rice), safflower seed, seed cotton, sesame, soybeans, sunflower seed and wheat.

Elections and enrollment updated provisions in the 2018 Farm Bill allow producers with an interest in a farm to enroll and elect coverage in crop-by-crop ARC-County or PLC, or ARC-Individual for the entire farm, for program year 2019. The election applies to both the 2019 and 2020 crop years. If a 2019 election is not submitted by the deadline of March 15, 2020, the election defaults to the current elections of the crops on the farm established under the 2014 Farm Bill. No payments will be earned in 2019 if the election defaults.

For crop years 2021 through 2023, producers will have an opportunity to make new elections. Farm owners cannot enroll in either program unless they have a share interest in the farm.

Once the 2019 election and en-

rollment are completed, producers on the farm for 2020 can complete an enrollment contract for the 2020 crop year beginning Oct. 7, 2019, and ending June 30, 2020.

Producers waiting until Oct. 7, 2019, to enroll are afforded the opportunity to enroll in either program for both 2019 and 2020 during the same office visit. During this time, farm owners have a one-time opportunity to update PLC payment yields that takes effect beginning with crop year 2020. If the owner accompanies the producer to the office, the yield update may be completed during the same office visit.

For more information on ARC and PLC, download our program fact sheet or our 2014-2018 farm bills comparison fact sheet. To sign up for the program, visit your FSA county office.

—Source: Missouri Farm Service Agency.



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Damage Control

USDA offers disaster assistance for Missouri farmers

Agricultural producers affected by natural disasters in 2018 and 2019 can apply through the Wildfire and Hurricane Indemnity Program Plus (WHIP+). Sign-up for this U.S. Department of Agriculture (USDA) program is now open.

“There is no doubt that extreme weather has greatly impacted Missouri’s agricultural producers over the last several years, and 2019 is no exception,” said Brent Hampy, executive director for Farm Service Agency (FSA) in Missouri. “With record

amounts of crops prevented from planting nationwide and other devastation, more than \$3 billion is available through this disaster relief package passed by Congress and signed by President Trump in early June.”

WHIP+ Eligibility

WHIP+ will be available for eligible producers who have suffered eligible losses of certain crops, trees, bushes or vines in counties with a Presidential Emergency Disaster Declaration or a Secretarial Disaster Designation (primary counties only). Disaster losses must have been a result of hurricanes, floods, tornadoes, typhoons, volcanic activity, snowstorms or wildfires that occurred in 2018 or 2019. Also, producers in counties that did not receive a disaster declaration or designation may still apply for WHIP+ but must provide supporting documentation to establish that the crops were directly affected by a qualifying disaster loss.

A list of counties that received qualifying disaster declarations and designations is available at farmers.gov/recover/whip-plus. Because grazing and livestock losses, other than milk losses, are covered by other disaster recovery programs offered through FSA, those losses are not eligible for WHIP+.

Eligible crops include those for which federal crop insurance or Noninsured Crop Disaster Assistance Program (NAP) coverage is available, excluding crops intended for grazing. A list of crops covered by crop insurance is available through USDA’s Risk Management Agency (RMA) Actuarial Information Browser.

The WHIP+ payment factor ranges from 75% to 95%, depending on the level of crop insurance coverage or NAP coverage that a producer obtained for the crop. Producers who did not insure their crops in 2018 or 2019 will receive 70% of the expected value of the crop. Insured crops (either crop insurance or NAP coverage) will receive between 75% and 95% of expected value; those who purchased the highest levels of coverage will receive 95% of the expected value.

At the time of sign-up, producers will be asked to provide verifiable and reliable production records. If a producer is unable to provide production records, WHIP+ payments will be determined based on the lower of either the actual loss certified by the producer and determined acceptable by FSA or the county expected yield and county disaster yield. The county disaster yield is the production that a producer would have been expected to make based on the eligible disaster conditions in the county.

WHIP+ payments for 2018 disasters will be eligible for 100% of their calculated value. WHIP+ payments for 2019 disasters will be limited to an initial

CONTINUED ON NEXT PAGE

SMITH REGISTERED ANGUS RANCH PRODUCTION SALE

SATURDAY, NOVEMBER 9, 2019 • 1 PM

NORTH ARKANSAS LIVESTOCK AUCTION • GREEN FOREST, ARKANSAS

SELLING 59 REGISTERED BULLS

HERD SIRES • TWOYEAR OLD BULLS • 18-MONTH-OLD BULLS • SPRING YEARLING BULLS

SELLING 100 REGISTERED & COMMERCIAL FEMALES

COMM. YEARLING OPEN HEIFERS • SPRING BRED COWS • FALL PAIRS, MANY W/AI CALVES

 <table border="1" style="margin-left: auto; margin-right: auto;"> <thead> <tr> <th></th> <th>EPD</th> <th>% Rank</th> </tr> </thead> <tbody> <tr><td>CED</td><td>12</td><td>10%</td></tr> <tr><td>WW</td><td>65</td><td>20%</td></tr> <tr><td>YW</td><td>117</td><td>15%</td></tr> <tr><td>DOC</td><td>29</td><td>4%</td></tr> <tr><td>CEM</td><td>17</td><td>1%</td></tr> <tr><td>MILK</td><td>31</td><td>10%</td></tr> <tr><td>CW</td><td>52</td><td>20%</td></tr> <tr><td>Marb</td><td>0.49</td><td>55%</td></tr> <tr><td>RE</td><td>0.78</td><td>20%</td></tr> <tr><td>\$W</td><td>73</td><td>15%</td></tr> <tr><td>\$B</td><td>135</td><td>40%</td></tr> </tbody> </table> <p>Tattoo: 1098 • 19509541 • DOB: 2/20/18 Quaker Hill Manning 4EX9 x Connealy Comrade 1385</p>		EPD	% Rank	CED	12	10%	WW	65	20%	YW	117	15%	DOC	29	4%	CEM	17	1%	MILK	31	10%	CW	52	20%	Marb	0.49	55%	RE	0.78	20%	\$W	73	15%	\$B	135	40%	 <table border="1" style="margin-left: auto; margin-right: auto;"> <thead> <tr> <th></th> <th>EPD</th> <th>% Rank</th> </tr> </thead> <tbody> <tr><td>CED</td><td>3</td><td>75%</td></tr> <tr><td>WW</td><td>83</td><td>1%</td></tr> <tr><td>YW</td><td>139</td><td>2%</td></tr> <tr><td>DOC</td><td>15</td><td>55%</td></tr> <tr><td>CEM</td><td>4</td><td>90%</td></tr> <tr><td>MILK</td><td>20</td><td>85%</td></tr> <tr><td>CW</td><td>62</td><td>10%</td></tr> <tr><td>Marb</td><td>0.83</td><td>20%</td></tr> <tr><td>RE</td><td>0.89</td><td>10%</td></tr> <tr><td>\$W</td><td>79</td><td>10%</td></tr> <tr><td>\$B</td><td>173</td><td>4%</td></tr> </tbody> </table> <p>Tattoo: 1387 • 19199769 • DOB: 8/28/17 KCF Bennett Fortress x Connealy Capitalist 028</p>		EPD	% Rank	CED	3	75%	WW	83	1%	YW	139	2%	DOC	15	55%	CEM	4	90%	MILK	20	85%	CW	62	10%	Marb	0.83	20%	RE	0.89	10%	\$W	79	10%	\$B	173	4%
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For Sale Information, Contact:
Brock Smith (870) 423-3269 • cell (870) 480-6406
99 CR 5015 • Berryville, AR 72616
smithregisteredangus@gmail.com • www.SmithRegisteredAngus.com

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DAMAGE CONTROL FROM PREVIOUS PAGE

50% of their calculated value, with an opportunity to receive up to the remaining 50% after January 1, 2020, if sufficient funding remains.

Both insured and uninsured producers are eligible to apply for WHIP+. But all producers receiving WHIP+ payments will be required to purchase crop insurance or NAP, at the 60% coverage level or higher, for the next two available, consecutive crop years after the crop year for which WHIP+ payments were paid. Producers who fail to purchase crop insurance for the next two applicable, consecutive years will be required to pay back the WHIP+ payment.

Additional information about WHIP+ program eligibility and payment limitations can be found at farmers.gov/recover or by contacting your local USDA Service Center.

Additional Loss Coverage

The Milk Loss Program will provide payments to eligible dairy operations for milk that was dumped or removed without compensation from the commercial milk market because of a qualifying 2018 and 2019 natural disaster. Producers who suffered losses of harvested commodities, including hay, stored in on-farm structures in 2018 and 2019 will receive assistance through the On-Farm Storage Loss Program.

Additionally, producers with trees, bushes or vines can receive both cost-share assistance through FSA's Tree Assistance Program (TAP) for the cost of replanting and rehabilitating eligible trees and WHIP+ will provide payments based on the loss value of the tree, bush or vine itself. Therefore, eligible producers may receive both a TAP and a 2017 WHIP or WHIP+ payment for the same acreage. In addition, TAP policy has been updated to assist eligible orchardists or nursery tree growers of pecan trees with a tree mortality rate that exceeds 7.5% (adjusted for normal mortality) but is less than 15% (adjusted for normal mortality) for losses incurred during 2018.

Prevented Planting

Agricultural producers faced significant challenges planting crops in 2019 in many parts of the country. All producers with flooding or excess moisture-related prevented planting insurance claims in calendar year 2019 will receive a prevented planting supplemental disaster ("bonus") payment equal to 10% of their prevented planting indemnity, plus an additional 5% will be provided to those who purchased harvest price option coverage.

As under 2017 WHIP, WHIP+ will provide prevented planting assistance to uninsured producers, NAP producers and producers who may have been prevented from planting an insured crop in the 2018 crop year and those 2019 crops that had a final planting date prior to January 1, 2019.

For more information on FSA disaster assistance programs, please contact your local USDA service center or visit farmers.gov/recover. For all available USDA disaster assistance programs, go to USDA's disaster resources website.

—Source: Missouri Farm Service Agency.

SAVE THE DATE!

Upcoming
Prime Time Livestock
Video Sale:
• Oct. 10, 2019

PASTURE PLANNING

Proper Nutrient Distribution is Key

Multiple management options available

By Abbi Ross

Cattle convert grass into meat, but in doing so they have to roam large areas to gather sufficient amounts of plant tissue for growth and maintenance. Dirk Philipp, associate professor of animal science for the University of Arkansas System Division of Agriculture, said that in doing so, cattle redistribute nutrients and concentrate them in a confined area.

Concentrations in a manure or urine patch can reach up to several hundred pounds of nitrogen per acre, Philipp said, if extrapolated. Urine and manure undergo immediate decomposition, mainly driven by soil moisture. The resulting concentrations of nutrients in those confined areas can exceed plant needs by several orders of magnitude, and the excess nutrients are left in the soil.

"Management strategies are needed to redistribute the nutrients as evenly as possible," Philipp said. "But the biological processes involved make redistribution challenging. Since pastures and forage plants benefit most from even soil fertility, producers should strive for managing towards an even redistribution of nutrients as well."

A variety of ways can work to achieve that, including proper grazing methods that move cattle around. Rotational stocking is one option, but a few things should be considered.

Strip grazing is a good method to graze stockpiled forage, Philipp said. If strips are available for cattle daily, they will graze evenly and not trample fresh forage. Placing heavily used areas strategically and monitoring water access are also options for encouraging soil fertility and an even distribution of nutrients. High traffic areas like shade, feeders and salt licks should be moved frequently if possible.

Farmers should also discourage animals from spending extended periods of time around ponds or creeks, Philipp said. Cattle are prone to urinating in bodies of water, leading to many nutrients being lost.

Fencing ponds and only allowing cattle access to one section is a feasible and cost-effective approach, Philipp said.

Soil sampling is another key tool for farmers and ranchers in managing the nutrient load on their acreage.

—Source: University of Arkansas Extension release.

Lacy's Red Angus 4th Annual
BULL & FEMALE SALE
OCTOBER 27, 2019 - 1:00 PM - DREXEL, MISSOURI



LACY COLLUSION 115F | RAAA: 4083822 LACY FREIGHT TRAIN 459 101F | RAAA: 4083808

LACY'S RED ANGUS
Dan & Kelly Lacy - Drexel, Missouri
Dan: (913) 909-1912 - dan@lacysredangus.com
LACYSREDANGUS.COM



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NETWORK KNOW-HOW

Beefing Up School Lunches Helps Kids Get Healthy

Get to know Mo Beef, Mo Kids, Mo Fit (MBMKF)



What is MBMKF?

The Mo Beef Mo Kids Mo Fit (MBMKF) program connects schools and their food service professionals to cattle farmers and ranchers to “beef” up school lunches. Our goal is to at least double the amount of beef volume in the lunchroom, while implementing food and nutrition education in the classroom. This powerful partnership highlights the important message and journey of food and nutrition, while adding important protein to a student’s diet. WIN-WIN!

How does it work?

Regional MBMK team members will help identify a farmer who has interest in donating to the program. A school’s food service provider, local state or federal inspected processor and school administration come together to make this program possible. Regional facilitators will assist with logistical needs and help connect the dots between partners.

Program Components

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

Beef in the Classroom*

Beef in the Classroom is a re-

imbursement educational program for junior and senior high school instructors when teaching lessons around beef storage, selection, preparation and nutrition. The Missouri Beef Industry Council offers reimbursement for the cost of beef used in beef-related classroom lessons, typically as part of their family consumer science or culinary classes.

Pasture to Plate Series*

Participating schools engage in a three-week beef elemen-

tary education series, as part of their school, afterschool or summer school program. This series is an in-depth look at the beef cattle industry and the farmers and ranchers who provide us with nutritious and delicious beef. Curriculum highlights beef’s journey from pasture to plate, allows students to explore beef via virtual farm tours. Plus—students learn how beef’s impressive nutrition profile aides in healthy bodies and minds!

Agriculture Education*

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

*Educational programs offer curriculum that meet standards.

Nutrition and Active Lifestyle

A high-protein diet goes hand in hand with a healthy and active lifestyle. Physical activity and outdoor living is an important component of MBMKF and one that is being developed as the program expands.



Food Insecurity

As part of the program’s strategic plan, beef will be considered as a protein resource for youth who face food insecurity challenges.

Ultimately, this program provides:

- Expanded nutritional food choices in schools (more protein, yay)!
- Food & nutrition education

Resources to engage in an active and healthy lifestyle as an individual and community

MBMKF is supported through the beef checkoff and by more than 50,000 Missouri farmers and ranchers and in cooperation with the Missouri Department of Agriculture.

Want to get involved?

Contact info@mobeefkids.com or www.mobeefkids.com.



Achieving Excellence Together



A Time For Renewal Of Traditions

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

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

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

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

For more information and to contribute, visit:

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

protecttheharvest.com



**Thank You For
Your Generous
Donation!**

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



844.360.8300

info@ProtectTheHarvest.com

Protect The Harvest
480 Southpoint Circle
Brownsburg, IN 46112

EVENT ROUNDUP

October

- 10 Prime Time Livestock Video Sale
Joplin Regional Stockyards, Carthage, Missouri
FMI: JRS office 417-548-2333 or
Colby Flatt, video manager, 620-870-9100
- 12 Ozark & Heart of America Beefmaster Fall Roundup
Locust Grove, Oklahoma
FMI: www.ohoabeefmasters.com
- 17-19 Mushrush Red Angus Online Replacement Heifer Sale
FMI: 620-273-8581
- 19 Aschermann Charolais Bull Sale
at the ranch, Carthage, Missouri
FMI: 417-793-2855
- 19 Circle A Ranch Fall Bull & Heifer Sale
at the ranch, Iberia, Missouri
FMI: 1-800-CIRCLEA
- 19 Seedstock Plus South Missouri Fall Bull Sale
Joplin Regional Stockyards, Carthage, Missouri
FMI: 877-486-1160
- 21 Hinkle's Prime Cut Angus Fall Bull Sale
at the farm, Nevada, Missouri
FMI: 417-448-4127
- 22 B&D Angus & Hereford Fall Classic Production Sale
at the ranch, Claflin, Kansas
FMI: 620-786-9703
- 24 Small Ruminant Nutrition and Management Meeting
SoMo Farm and Ranch Supply, Springfield, Missouri
FMI: 417-865-0312
- 25 Spur Ranch Angus Bull & Female Sale
at the ranch, west of Vinita, Oklahoma
FMI: 918-633-2580
- 25 T Bar S Cattle Co. Bull & Female Sale
at the farm, Billings, Missouri
FMI: 573-690-3813
- 26 Mead Farms Fall Production Sale
at the farm, Barnett, Missouri
FMI: 573-302-7011
- 27 Baker Angus 66th Anniversary Sale
at the farm, Butler, Missouri
FMI: 660-679-4403
- 28 Southwest Missouri All Breed Bull Sale
Springfield Livestock Marketing Center
Springfield, Missouri
FMI: 417-466-3102
- 29 Bowling Ranch Red Angus & Hereford Production Sale
at the ranch, Newkirk, Oklahoma
FMI: 580-761-9257
- 30 Fink Beef Genetics Angus and Charolais Bull Sale
Randolph, Kansas
FMI: 785-532-9936

November

- 1 APEX Cattle Complete Fall Calving Dispersion
Dannebrog, Nebraska
FMI: 308-750-0200
- 1 Moser Ranch Private Treaty Bull Sale
at the ranch, Wheaton, Kansas
FMI: 785-456-3101
- 1 Vaughn Family Farms Advancer Program Dispersal
McAlester, Oklahoma
FMI: 417-793-1830
- 1-2 Genetrust Brangus Sale
Chimney Rock Cattle Co., Concord, Arkansas
FMI: 417-425-0368

November

- 2 B/F Cattle Co. Sale
at the farm, Butler, Missouri
FMI: 660-492-2808
- 2 Seedstock Plus "Fall Edition" Red Reward Sale
Osceola, Missouri
FMI: 877-486-1160
- 2 Worthington Angus Fall Bull & Commercial Female Sale
at the farm, Dadeville, Missouri
FMI: 417-844-2601
- 9 MM Cattle & Moriondo Farms Production Sale
Mount Vernon, Missouri
FMI: 417-366-1249
- 12 Farm to Fork Appreciation Night
Lost Creek Event Center, Bordertown Casino
Wyandotte, Oklahoma
FMI: 417-451-1925
- 15 Show-Me-Select Replacement Heifer Sale
Joplin Regional Stockyards, Carthage, Missouri
FMI: 417-466-3102
- 15-16 Genetrust Brangus Sale
Cavender Ranches, Jacksonville, Texas
FMI: 417-425-0368
- 21 Prime Time Livestock Video Sale
Downstream Casino, Quapaw, Oklahoma
FMI: JRS office 417-548-2333 or
Colby Flatt, video manager, 620-870-9100
- 23 Seedstock Plus The Best of Brandywine Farms
& Showcase Sale XIV
Kingsville, Missouri
FMI: 877-486-1160

December

- 5 Prime Time Livestock Video Sale
Joplin Regional Stockyards, Carthage, Missouri
FMI: JRS office 417-548-2333 or
Colby Flatt, video manager, 620-870-910

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.

Document No: JRS 1 Revised 10/9/2017

I wish to enroll in JRS Value Added Program

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

RANCH/OPERATION INFORMATION

Name cattle will be sold under

Owner/Manager

Address

CityStateZip

Phone/CellFax

Field Representative

Marketing Information

Estimated Number of SteersEstimated Number of Heifers

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

Approximate Marketing Date (mm/dd/yy)

Approximate Sale Weight lbs. to lbs

Breed

Check Marketing Choice:

☐ JRS Livestock Auction☐ JRS Video Auction

Other Management Practice Information

Please check and date all that apply:

☐Castrated/spayed (date)

☐Dehorned (date)

☐Bunk broke (date)

☐Tank broke (date)

☐Guaranteed Open day of Sale

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

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

COMPLETE FRONT AND BACK! INCOMPLETE FORMS WILL BE RETURNED!

Value-Added Feeder Cattle Sale

Thursday, Dec. 5, 2019

Wean Date: Oct. 21

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

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

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

X indicates the vaccine is required and must be administered.

All males are to be castrated guaranteed steers and all heifers are guaranteed "open". If any bulls are found or heifers bred, seller will be billed for the difference in price loss; sellers of bred heifers will be given the option to take home heifers that are bred.

PRODUCTS ADMINISTERED ACCORDING TO BQA GUIDELINES YES

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

Signature of either OWNER/MANAGER or VETERINARIAN is REQUIRED

Signature of Owner/Manager/Veterinarian

Ranch/Operation Name

Date

Get to Know GO CAPS

Program works to broaden students' horizons

GO CAPS is a nationally recognized innovative program that allows students to fast forward into the future and be fully immersed in a professional culture. Students are challenged to solve real world problems and are mentored by actual employees all while receiving high school and college credit. GO CAPS is an example of how business, community and public education can partner to produce a personalized learning experience to educate the workforce of tomorrow, especially in high-skill, high-demand jobs.

The agribusiness and food systems strand is one of five strands - or classes - offered through GO CAPS Monett. This

program is for high school juniors and seniors and gives them opportunities daily to explore and broaden their horizons of all the careers that are available in agriculture. The students meet every afternoon at the University of Missouri Southwest Research Center. Learning on-site at the Southwest Research Center grants students access to cutting-edge research and networking opportunities with researchers from all over the world.

Jadzia Painter is a student at Monett High School currently enrolled in GO CAPS. "I wasn't raised on a farm, but my passion started after my first Ag class in high school," said Jadzia. "I decided to sign up for GO CAPS knowing it would give me

a deeper dive into agriculture career exploration. I've already learned more than I ever could have imagined. Every day I'm experiencing something new, whether it's helping with the Career Exploration Day and educating students on ruminant nutrition, or working on a project to help bring locally raised beef to our schools."

GO CAPS provides a project-based learning environment. Currently, students have partnered with the Healthy Schools Healthy Communities program, developing a comprehensive plan to use school gardens more efficiently. The goal is to give teachers and students across all grade levels the opportunity to experience a true "farm to table" by growing and producing fresh produce served in the school cafeteria.

Last year the superintendent Russ Moreland, prompted students to implement the MO Beef for MO Kids program within the Monett School District. The

agribusiness students are planning a launch party for the first day that locally sourced beef will be served at the Monett Intermediate Campus this fall.

Students recently helped with the planning and preparation of Career Exploration Day at the Southwest Research Center. This event is the largest event held at the Southwest Research Center, hosting 1,800 FFA students. GO CAPS students helped run the cannulated steer area and aided the 1,800 FFA students through this once-in-a-lifetime opportunity, while educating them on the importance of ruminant nutrition. When students are not working on projects, they are taking tours of businesses, or listening to speakers from agriculture-based companies.

Chet Butterworth gained so much from the class during his junior year, he returned for a second year in the agribusiness

CONTINUED ON NEXT PAGE

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

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

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

X indicates the vaccine is required and must be administered.

All males are to be castrated guaranteed steers and all heifers are guaranteed "open". If any bulls are found or heifers bred, seller will be billed for the difference in price loss; sellers of bred heifers will be given the option to take home heifers that are bred.

PRODUCTS ADMINISTERED ACCORDING TO BQA GUIDELINES _____ YES

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

Signature of either OWNER/MANAGER or VETERINARIAN is REQUIRED

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

GET TO KNOW GO CAPS
FROM PREVIOUS PAGE

strand. “GO CAPS is not like a traditional high school class: it puts me in a real-life setting. It’s a challenge, facing real-life situations and working through solutions that will have a positive impact in the agriculture field. I’ve been able to see and do things I would never have been able to do without this program. From meeting agriculture students visiting from Taiwan, to working alongside a graduate student with his research project, cutting samples from the ground and learning directly from him how nitrogen affects grass after cattle grazing.”

Chet explains how this program has impacted his future plans. “GO CAPS has helped prepare me for what I want to do in college and my future goals. I came into GO CAPS not knowing what I wanted to do, and this program has opened up an entirely new world of agriculture possibilities for me. It

has helped me develop professional skills, and I’m excited to attend Crowder College next fall and earn my associates in general agriculture.”

The agribusiness and food systems strand is in its second year, and has experienced a growth in enrollment including multiple school districts. GO

CAPS is not limited to Monett students. It also has students from Aurora, Billings, Mt. Vernon and Wheaton, as well as students in the past years from Pierce City and Verona. Students in the agribusiness and food systems strand come from all different types of backgrounds: students that live on cow-calf operations,

show livestock, to students that live in town but have a passion for agriculture and want to find a way to contribute to the industry.

If a student is interested in participating in the GO CAPS program, applications become available in January through their website, www.gocapsmonett.com.



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

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

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

X indicates the vaccine is required and must be administered.

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Signature of either OWNER/MANAGER or VETERINARIAN is REQUIRED

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

MARKET WATCH

Joplin Regional Stockyards

Complete Feeder Cattle Market Summary online at www.joplinstockyards.com.

Market Recap | Prime Time Livestock Video Sale Sept. 19, 2019 • Receipts 2,615

Demand moderate for this Prime Time Video Auction at the Joplin Regional Stockyards. The cattle offered are in Missouri, Arkansas, Kansas and Oklahoma. An 8- to 10-cent slide and 2 to 3% pencil shrink will apply. Deliveries are current through December 2019. Current deliveries are cattle that will deliver up to 14 days from the video sale date. Current delivery is through Oct. 3, 2019. Supply included 47% steers, 53% heifers, with 100% over 600 lbs.

Southcentral States: Texas, Oklahoma, New Mexico

Feeder Steers: Medium and Large 1

Head	Wt Range	Avg Wt	Price Range	Avg Price	Delivery
60	840	840	134.00	134.00	Current
60	850	850	138.75	138.75	Current
120	900	900	134.00	134.00	Current
357	825	825	135.00-136.50	135.26	Sep-Oct
246	825	825	135.00-137.25	136.67	Oct
183	850-875	858	132.00-135.50	133.50	Nov
72	700	700	142.00	142.00	Dec

Feeder Steers: Medium and Large 1-2

Head	Wt Range	Avg Wt	Price Range	Avg Price	Delivery
68	750	750	135.00	135.00	Dec
58	850	850	128.00	128.00	Dec

Feeder Heifers: Medium and Large 1

Head	Wt Range	Avg Wt	Price Range	Avg Price	Delivery
59	875	875	120.50	120.50	Current
473	715-725	723	128.00-132.50	131.81	Sep-Oct
265	750-785	760	128.35-130.75	130.07	Sep-Oct
195	790	790	130.00	130.00	Oct
70	750	750	130.75	130.75	Nov
134	775	775	127.75	127.75	Dec

Feeder Heifers: Medium and Large 1-2

Head	Wt Range	Avg Wt	Price Range	Avg Price	Delivery
130	775	775	126.25-127.85	127.05	Oct



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

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

Feeder Heifers: Medium and Large 1

Head	Wt Range	Avg Wt	Price Range	Avg Price	Delivery
65	750	750	128.25	128.25	Oct

Market Recap | Feeder Cattle Auction Sept. 23, 2019 • Receipts 4,667

Compared to last week, steer and heifer calves steady, yearlings 1.00 to 5.00 higher. Demand moderate for calves, good for yearlings, supply moderate. Live Cattle and Feeder Cattle futures closed sharply higher, providing some optimism to feeder cattle Buyers. The USDA Cattle ON Feed report showed 99 percent On Feed, 91 percent Placements, 98 percent Marketed. Supply included: 100% Feeder Cattle (53% Steers, 40% Heifers, 8% Bulls). Feeder cattle supply over 600 lbs was 54%.

Feeder Steers: Medium and Large 1 400-500 lbs 153.00-173.00; 500-600 lbs 144.00-158.00; 600-700 lbs 147.00-155.00; 700-800 lbs 138.00-151.50; 850-900 lbs 131.00-147.25; 900-950 lbs 130.50-132.50. **Medium and Large 1-2** 350-400 lbs 157.50-160.00; 400-500 lbs 140.00-160.00; 500-600 lbs 132.00-153.00; 600-700 lbs 137.00-150.00; 700-800 lbs 128.00-143.50; 800-900 lbs 124.00-140.25.

Feeder Heifers: Medium and Large 1 400-500 lbs 126.00-147.00; 500-600 lbs 130.00-143.00; 600-700 lbs 130.00-144.60; 700-800 lbs 131.50-137.75; 800-850 lbs 127.00. **Medium and Large 1-2** 300-400 lbs 132.50-142.50; 400-500 lbs 120.00-130.00; 500-600 lbs 118.00-136.00; 600-700 lbs 121.00-135.00; 700-800 lbs 117.00-131.00.

Feeder Bulls: Medium and Large 1 pkg 343 lbs 182.50; 400-500 lbs 145.00-170.00; 500-600 lbs 130.00-140.00. **Medium and Large 1-2** 350-400 lbs 142.50-160.00; 450-500 lbs 135.00-140.00; 500-600 lbs 125.00-139.00; 600-700 lbs 125.00-127.00.

—Source: Missouri Dept of Ag-USDA Market News Service, Joplin, MO. Rick Huffman, Market Reporter, 573-751-5618. 24 Hour Market line number 1-573-522-9244

MANAGE YOUR RISK.

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

UPCOMING SALES

OCT. 10, 2019

AT JOPLIN REGIONAL STOCKYARDS
CONTRACTS & VIDEOS DUE OCT. 3

NOV. 21, 2019 "THE FALL FRENZY"

AT DOWNSTREAM CASINO, QUAPAW, OKLAHOMA
CONTRACTS & VIDEOS DUE NOV. 14

DEC. 5, 2019

AT JOPLIN REGIONAL STOCKYARDS
CONTRACTS & VIDEOS DUE NOV. 27



Colby Flatt Video Mgr.
620.870.9100

Skyler Moore 417.737.2615

Bailey Moore 417.540.4343

Jackie Moore 417.825.0948

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20TH ANNUAL GOLF TOURNAMENT

Cattlemen's Classic

\$5,000

TO BENEFIT



Morning

Championship

1. Moore/Moore/LaRue
Hanely/Pomeroy • 55
2. Moore/Cantrell/
Snow/Rahlman • 56
3. Streelman/Rinker
Crayron/Vincent • 57

Morning

A Flight

1. Tegarden/Parks/
Morrison/Crook • 63
2. Boney/Wood/
Gamble/Coleman • 63
3. Stokes/Shevchuk/
Meinders/McMillen • 65

B Flight

1. McDowell/Wright/
McDowell/Stricker • 68
2. Koster/Hogan/
Canaviss/Rust • 70
3. Harmon/Wilmoth/
Edwards/Pietz • 70

CTP #2 Dusty Sturgeon
CTP #5 Paul Strecker
LD #6 Mark Ramsey
CTP #11 GW Fare
CTP #17 Mike Hanley

Afternoon

Championship

1. Ford/Angus/
Johnsen/Murray • 51
2. Moore/Owens/
Snow/Alumbaugh • 55
3. Cyrus/Lee
Weiss/Kennedy • 58

Afternoon

A Flight

1. Eldridge/Eldridge/
Eldridge/Edwards • 62
2. Stokes/Shevehuck/
Lind/Durbin • 62
3. Brown/Brown/
Dyken/McQuenter • 62

B Flight

1. Scott/Meyers/
Bergmann/Wehrman • 67
2. Cribbs/Gregory/
Kirksey/Kirksey • 67
3. Gingerich/Gingerich/
Murray/Lisenmayer • 67

CTP #2 Colton Jones
CTP #5 Fox
LD #6 Jeff Johnsen
CTP #11 Jeremy Weiss
CTP #17 David Officer



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A strong and viable beef industry in Missouri.

Our Mission

To improve the demand for beef.



Scynthia Schnake
Stotts City, Missouri

Thank you producers!

Missouri Beef
Industry Council
Region 4 Director

REPLACEMENT Cow & Bull Sale

2 P.M. | WEDNESDAY | OCT. 9, 2019

DURING OUR REGULAR COW & BULL SALE

JOPLIN REGIONAL STOCKYARDS | I-44 & EXIT 22 | CARTHAGE, MISSOURI
FOR MORE INFORMATION, CALL THE JRS OFFICE AT 417.548.2333

EARLY LISTING INCLUDES:

9 LimFlex Bulls

Field Rep: Jackie Moore. Phone 417-825-0948.

Ear Tag	Number Tattoo	Registration Number	Birth Date
3188	ODGN 188E	LFM2132575	8/20/2017
3190	ODGN 190E	LFM2132577	8/20/2017
3209	ODGN 209E	LFM2132650	9/5/2017
3226	ODGN 226E	LFM2132663	10/5/2017
3242	ODGN 242F	LFM2141908	2/3/2018
3245	ODGN 245F	LFM2141910	2/7/2018
3255	ODGN 255F	LFM2143429	2/19/2018
3256	ODGN 256F	LFM2143430	2/19/2018
3269	ODGN 269F	LFM2141816	3/13/2018

Shoe String Ranch Gelbvieh Bulls

Selling 3 registered black Purebred Gelbvieh bulls. 20 months old with strong phenotype, good temperament and electric fence trained.

Field Rep: Jason Pendleton. Phone 417-437-4552.

3 Charolais Bulls

18 months old. Field Rep: Larry Mallory. Phone 417-461-2275.

Elliott Cattle Company Complete Dispersal | 120 Black and Charolais Cross Cows

4 years to short and solid. Mostly bred cows with few pairs. Cows bred to black bulls.

Field Rep: Charlie Prough. Phone 417-876-7765.

10 Angus Cows

3 to 6 years old. Fall calvers bred to RA Brown bull, Brown Jr. Payweight. He features calving-ease, growth and Basin Payweight genetics. Cows were all purchased through the Show-Me-Select Heifer development program.

Field Rep: Mark Harmon. Phone 417-316-0101.

35 Red Angus Cows

5 to 7 years old. Bred to SimAngus bulls. Start calving Jan. 2020.

Field Rep: Tim Durman. Phone 417-438-3541.

15 Black Angus Cows

5 to 8 years old. Bred to SimAngus bulls. Start calving Jan. 2020.

Field Rep: Tim Durman. Phone 417-438-3541.

35 Brangus Cows

4 to 7 years old. Start calving in January. Bred to Brangus bull.

Field Rep: Tim Durman. Phone 417-438-3541.

15 Charolais Cross Cows

5 to 7 years old. Start calving in January. Bred to Brangus bull.

Field Rep: Tim Durman. Phone 417-438-3541.

90 Mixed Cows

6 years to short and solid. Fall calvers bred to Angus bulls.

Field Rep: Mark Murray. Phone 918-930-0086.

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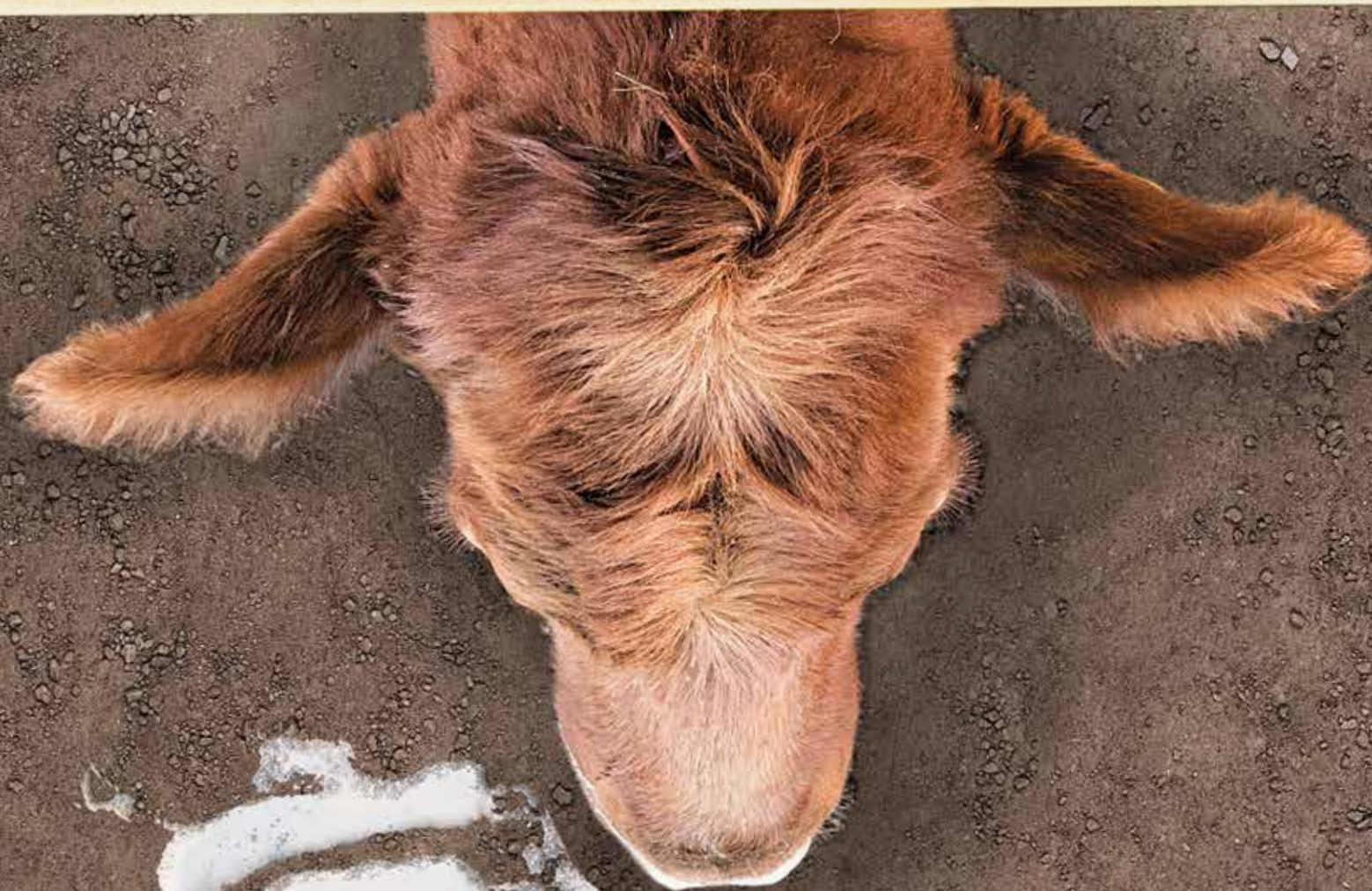
From Jan. 9, 2018, through Sept. 16, 2019,
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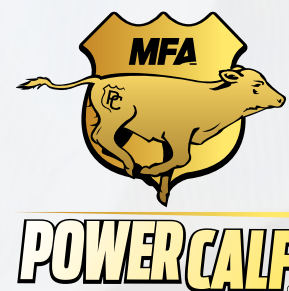
Cattle must not be slaughtered until seven days after treatment. Because a withdrawal time in milk has not been established, do not use in female dairy cattle of breeding age.

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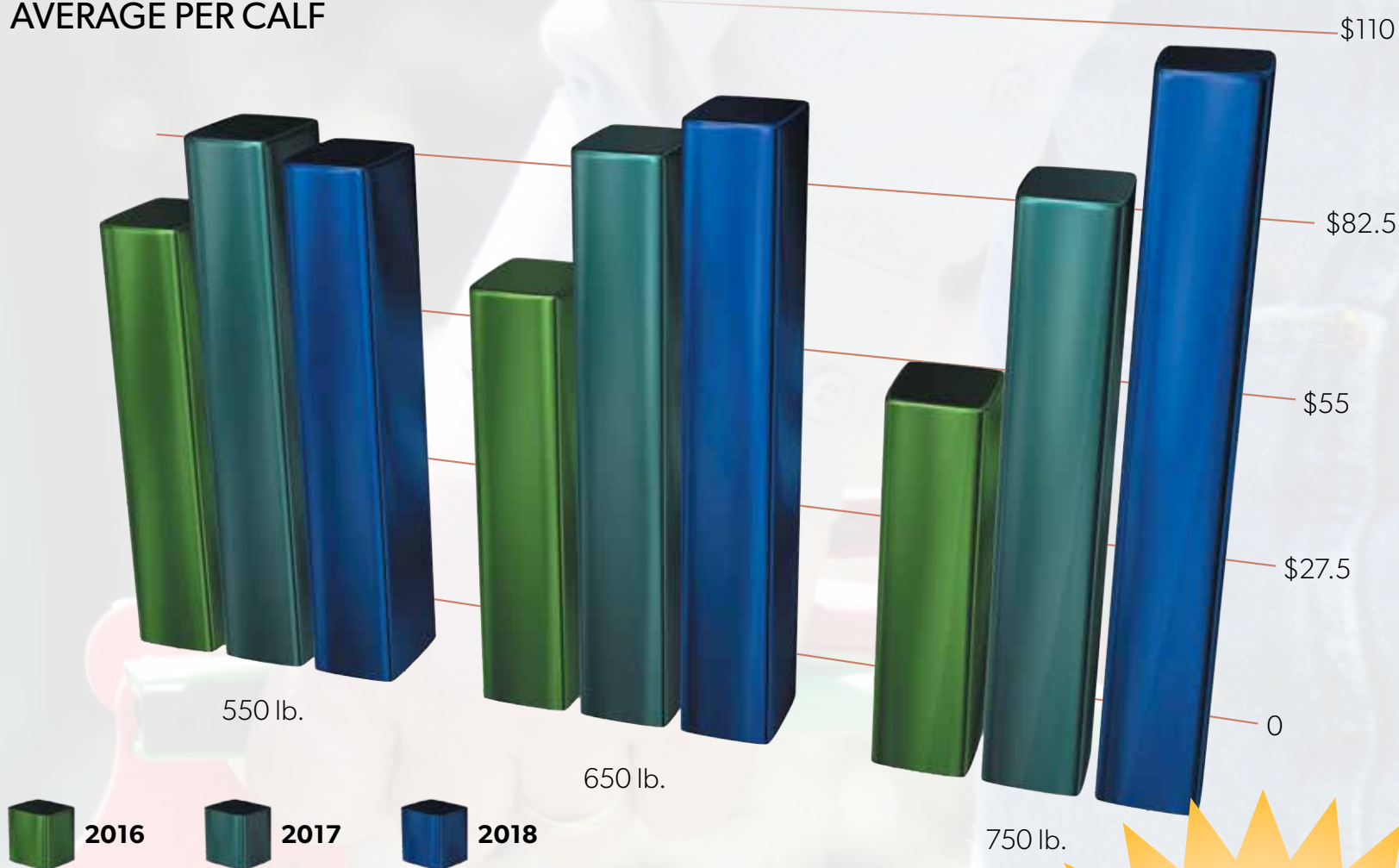
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AVERAGE PER CALF



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