

JOPLIN REGIONAL STOCKYARDS
CATTLEMENS NEWS



Herd Health: Where should you begin?

What Does BQA Really Mean?

Tips to Get Quality Hay

APRIL 2014
Volume 17 | Issue 9

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¹Ridpath, J. F., G. Lovell, J. D. Neill, T. B. Hairgrove, B. Velayudhan, and R. Mock. 2011. Change in predominance of bovine viral diarrhea virus subgenotypes among samples submitted to a diagnostic laboratory over a 20-year time span. *J. Vet. Diagn. Invest.* 23:185-193.

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VIEW FROM THE BLOCK

The market seems to be just like the Energizer Bunny. We had an unfavorable Cattle on Feed Report that said we have 15 percent more cattle on feed in February than we did a year ago. A lot of that has to do with the drought in the western States. Everyone thought that after the Cattle on Feed Report, the market would come out lower, but it just keeps rockin' on. If we can get corn planted and get some rain, we will just continue to see prices climb. Fed cattle will probably get a little cheaper this summer simply following seasonal trends, but long-term the market still looks good. The weather is the only limiting factor—it's got to rain!

Beef prices are at all-time highs. Decreased supplies of all proteins are short across the world. I don't know where we're headed but for now, let's sit back and enjoy the ride.

There won't be much graze-out wheat this year. A lot of the cattle that would be ready for market in May have already been moved because of how



dry it is in those wheat-grazing areas. When we get to May that will run us short of those yearlings. We normally see a big run of those cattle then, but that's where the 15 percent more cattle on feed came from.

Replacement cow prices are good, whether for a bred cow or one that's open. A 400 lb steer calf will bring about \$1000 and the cows are in good demand. Our monthly cow sales have been really, really good. We'll have a special video sale Thurs., April 17 and our April Replacement Cow Sale is set for Fri., April 18. Then on Memorial Day, we'll have the Best of the Best Calf Roping where the top 15 calf ropers in the world and 15 invited rope for \$100,000. It'll be a great time and we look forward to having everybody come out to the Risen Ranch Cowboy Church Arena for that event.

I'm going to keep on livin' the dream. Good luck and God bless.

Jackie

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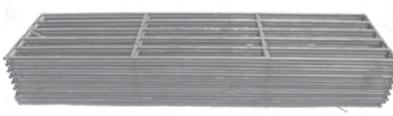
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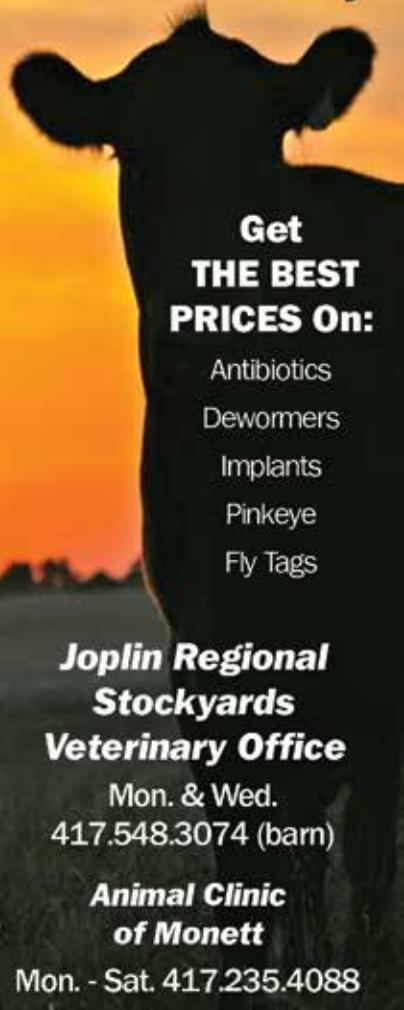
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INSIDE THIS ISSUE

About the Cover

Cattle working time is here! Learn the ins and outs of developing a herd health regimen and why you should consider Beef Quality Assurance certification inside this issue.

—Cover design by Joann Pipkin

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

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

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BEEF IN BRIEF

Net Farm Income Headed Lower

The net farm income is forecast to be \$95.8 billion in 2014, according to an updated report released by the USDA Economic Research Service. That's down 26.6 percent from 2013's forecast of \$130.5 billion. If realized, it would be the lowest since 2010. The value of crop production is expected to decline substantially in 2014, falling back to pre-2011 levels. Commensurate with this drop is an expected decline in both crop cash receipts and the value of crop inventory adjustment. Large anticipated declines in the 2014 price of corn are impacting farm operator decisions regarding a number of their major crops.

—Source: USDA Release

Grants to Improve Water Resource Quantity, Quality

In an effort to help farmers, ranchers and forest landowners mitigate the impacts of drought, the U.S. Department of Agriculture will make \$6 million in grants available this year and up to \$30 million over the next five years to develop management practices, technologies and tools to improve water resource quantity and quality.

Research areas will focus on ensuring the water security of surface and ground water needed to produce agricultural goods and services; improving nutrient management in agricultural landscapes focused on nitrogen and phosphorous; and educating impacts of chemicals and the presence and movement of environmental pathogens in the nation's water supply.

—Source: USDA Release

Beef Exports Start 2014 on Positive Note

U.S. beef exports opened the new year on a positive note, but market conditions suggest that 2014 could be a challenging year, according to statistics released by the USDA and compiled by the U.S. Meat Export Federation, a contractor to the Beef Checkoff Program.

Beef exports continued the strong performance set in 2013, rising 13 percent in volume and 16 percent in value year-on-year in January, bolstered by double-digit growth to Mexico, Japan and Hong Kong.

Key Markets

Strong performances in the key markets of Mexico, Japan and Hong Kong, plus solid growth in Central/South America (Chile is the top destination in the region, but with triple-digit growth to Colombia) offset a drop in exports to Canada (down 26 percent in volume and 21 percent in value), partially driven by the weaker Canadian dollar, as well as declines in the value of exports to the Middle East and volume to South Korea.

January 2014 beef exports of 214.5 million pounds were up 13 percent from January 2013.

—Source: Adapted from a release at www.mybeefcheckoff.com

K-State Beef Cattle Research Information Available Online

A competitive edge when managing a beef cattle herd is always important, but never more so than this year with a historically small number of cattle on U.S. farms and ranches and accompanying lofty beef and cattle prices.

Producers interested in the latest Kansas State University beef cattle research, including management, nutrition, reproduction, and meat and food safety studies, can now access a new publication online: Cattlemen's Day 2014. Download it from <http://www.ksre.ksu.edu/bookstore/Item.aspx?catId=562&pubId=17259>.

Presentations on some of the research projects included were featured at K-State's Cattlemen's Day, held March 7 in Manhattan.

—Source: Kansas State University Extension Release

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Checking in on the Checkoff

The Missouri Beef Council and Cattlemen's Beef Board created a partnership to launch a new line of fresh beef products in five Price Cutter grocery stores in Springfield, Missouri. The line of products meet consumer demands for convenient fresh beef and keep preparation to 30 minutes or less, with a complete meal in one dish. The work has included development of five products and labels, point of sale materials, promotional plans, and training for store staff.



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Selection, Use of Growth Promoting Implants

Get the most from implant investment

Story By Justin Sexten for *Cattlemen's News*

Growth-promoting implants offer the second greatest productivity increase for cow-calf and stocker production systems behind deworming. Implant use can improve average daily gain by 0.1 to 0.15 pounds per day in nursing calves and stocker cattle. If an implant costs \$1.25 and lasts 70 to 100 days the return on investment can average \$10 for each dollar invested. Given the potential return on investment with limited increase in feed and labor costs, producers should consider integrating implants into calf management programs this spring.

Developing an effective implant program is more than putting an implant in the ear. Beef producers should evaluate cattle age, sex and weight

in addition to performance goals, such as gain and carcass, and future breeding use. Breed, health and nutrition as well as producer management ability, working facilities and labor will also affect implant program selection.

Depending on the brand of implant used, calves need to be a minimum of 45- to 60-days old before receiving the first implant. For spring calving herds, there are several opportunities to implant nursing calves; consider times when cattle are being processed for other reasons such as prior to pasture turnout, following AI, or at bull removal. Another option is to gather cattle and insert fly tags and implants when flies become a problem later in the summer.



When implanting nursing calves use a mild potency implant labeled for cattle under 400 pounds. Data indicate calves implanted while nursing cows will gain 0.1 lb/day (+3% WW) more than non-implanted cattle.

Implant use in replacement heifer calves is an often debated practice. Potential replacement heifers can be implanted once during the nursing period with a label-approved implant without impacting reproductive performance. For producers concerned about the potential for reduced reproductive performance, consider implanting only those heifers born the second half of the calving season. These calves will be lighter at weaning due to age and would be more likely to benefit from the increased pre-weaning growth.

Implant potency should increase as the animal grows. Therefore producers retaining weaned fall calves should use a more aggressive implant during the stocker or backgrounding period than used when the calf was nursing the cow.

Average daily gain can increase 10-15% during the grazing period in implanted stocker cattle. This response is dependent on forage quality, supplementation and health. As nutrition or health permits greater ADG, response to growth promoting implants can also improve. However for producers planning to grow cattle at less than a pound per day or trying to straighten out "mismanaged" cattle consider delaying implanting until gains exceed one pound a day to observe an implant-related performance advantage.

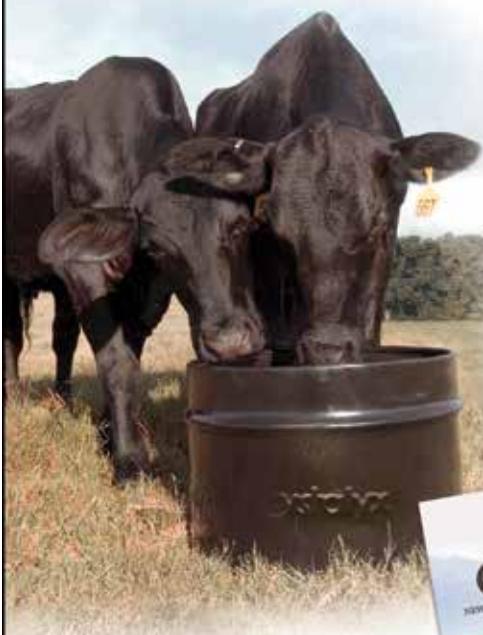
Implant program development for post-weaning programs differ due to nutritional status. For operations turning light calves out to grass this

CONTINUED ON PAGE 11

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IN THE NEWS

Additional Funding for Water Quality Initiative in Missouri

Jasper, Barton county landowners may be eligible

Story from Missouri Natural Resources Conservation Service

The USDA's Natural Resources Conservation Service (NRCS) announced the availability of additional funding for the second year of an initiative to improve water quality in three watersheds in Missouri.

Landowners in the three watersheds have until April 18 to apply for assistance through their local NRCS offices. The watersheds include: Lower Little Medicine (Grundy and Sullivan counties in northern Missouri); Upper Troublesome (Knox and Lewis counties in northeastern Missouri); and Opossum Creek-North Fork Spring River (Jasper and Barton counties in southwestern Missouri).

NRCS will make \$837,000 available this year to help farmers, ranchers and forestland owners in those watersheds install conservation practices that manage nutrients, pathogens and sediments. Funding comes through the agency's National Water Quality Initiative.

Eligible producers will receive assistance for installing conservation systems that may include practices such as nutrient management, cover crops, conservation cropping systems, filter strips, terraces, and in some cases, edge-of-field water quality monitoring.

"This initiative provides an opportunity for farmers in the project areas to do even more to improve the quality of their local water sources," says State Conservationist J.R. Flores. "It's also a good opportunity for farmers to try a conservation practice that maybe they haven't tried before, like cover crops."

Flores says NRCS will work with landowners with approved applications to determine how alternative conservation systems they are considering will impact water quality improvement. Additionally, state water quality agencies and other partners will do in-stream and watershed-level monitoring to track water quality improvements in the project watersheds.

NRCS accepts applications for financial assistance on a continuous basis throughout the year, but applications for funding consideration during this fiscal year must be received by April 18. For more information about NRCS' programs, initiatives and services in Missouri, visit www.mo.nrcs.usda.gov.

Trailer Winner Announced

Catie Edmondson, Cassville, Mo., was the winner of the Coose Trailer drawing at Joplin Regional Stockyards. (L-R) Heather Edmondson, Skyler Moore, Catie Edmondson and Roy Frank Edmondson.



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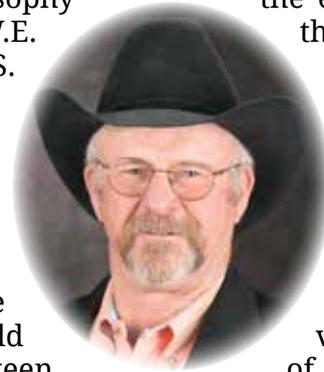
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Talk About Fall Weaning in March

How to get quality beef from conception to consumption

Story by Dave Rethorst for Cattlemen's News

“Total Quality Management” was a philosophy put forth by W.E. Deming. A U.S. statistician, Deming was responsible for the resurrection of the Japanese manufacturing industry from the ashes of World War II. His “Fourteen Points of Management” emphasize quality and planning from the raw product to the finished product. These points can be applied to nearly any business including the beef industry.



When I do presentations about Beef Quality Assurance (BQA), I ask the question, “What is beef quality assurance all about?” The correct answer to that question is, “BQA is the production of safe, wholesome beef that will provide an enjoyable eating experience AND comes from cattle that have been properly cared for from conception to consumption.”

This statement is designed to help us think about doing all we can to reduce the waste that occurs within the beef industry associated with weaning. As an industry, we waste many resources that have been entrusted to our care when we treat high numbers of calves with antibiotics due to mismanagement at the time of weaning. Also, mismanagement at weaning leads to increased death loss each year as a result of bovine respiratory disease (BRD). The “conception to consumption” philosophy implies that we should begin planning our end product before the bulls are turned out to start breeding season.

We all realize that the largest pothole in the beef production road from the time of conception to the time of consumption is BRD associated with weaning. BRD creates potential residue, injection site and eating experience is-

sues, as well as perceptions in the eyes of the consumer that we aren't doing things quite right for the cattle. To change this outcome, we need to improve the function of the immune system of the calf at the time of weaning. While vaccine use is part of this immunological equation, it is not the complete answer. In this column, we have previously discussed fetal programming that shows protein supplementation in late pregnancy has a positive effect on the lifetime performance of the calf, trace mineral supplementation and its effects on immune system function, as well as the intake of colostrum in the prevention of calf scours. Colostrum also affects how the calf's immune system functions in the prevention of respiratory disease at the time of weaning.

Next, we need to consider what beef producers can do between now and spring turnout to help prepare the calf for weaning.

The most important thing in my mind to do before turnout is to make sure the bull calves get castrated. If castration is delayed until weaning or after, it creates a huge stress on these calves and is a substantial risk for BRD in those calves at weaning. In addition, the increased pain that goes along with weaning-associated castration gives the beef industry a huge black-eye. The use of an implant in calves castrated pre-turnout will result in calves similar in weight to calves left intact until weaning.

Next on the pre-turnout list is to use a viral respiratory vaccine in these calves. While both killed (KV) and modified live (MLV) vaccines are available, I prefer using a MLV in these calves. At this stage of life, nearly all calves have some maternal antibody pres-

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FALL WEANING FROM PREVIOUS PAGE

ent, so getting an antibody response to a vaccine is going to be difficult regardless of whether we use a KV or a MLV vaccine. The analogy I use to explain the difference between a KV and a MLV is, given the choice, would you prefer to go hunting with a single shot shotgun or a double barrel? The second barrel of the MLV vaccine is its ability to stimulate T-helper cells in the face of maternal antibody. KV vaccines do not have this ability. This stimulation primes the immune system so viral immunity is present over the summer. Additionally, when a viral vaccine is given at weaning to these calves, the immune system is primed and the vaccination acts as a booster rather than as a pri-

mary dose. Proper vaccination timing and administration is critical in producing an immune system that can reduce the viral load in these calves at weaning.

Over the next few months, we will be discussing other ways we can reduce weaning-associated stress, reduce the incidence of BRD, and improve our product in the eyes of the consumer. Remember, it's all about producing safe, wholesome beef that will provide an enjoyable eating experience AND comes from cattle that have been properly cared for from conception to consumption.

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

New Farm Bill: What's Up?

Farm business expert explains ins, outs of new farm law

Story From Our Staff

A new farm bill was signed into law earlier this year, and many farmers are wondering the ramifications of the legislation.

Farm bills have been part of our national heritage since the depression in the 1930's according to Mark Jenner, an agriculture business specialist with University of Missouri Extension.

"For the last 80 years, farmers, food consumers and the U.S. government have been experimenting and adjusting our food security safety net. This idea of 'experimenting' is important to note because there are some big changes with the Agricultural Act of 2014," said Jenner. The biggest changes, according to Jenner, are the end of direct payments to farmers and an increasing reliance on crop insurance to provide protection from the unexpected. The ink is still drying on the new law as the implementation regulations are being written. This is a big undertaking, and USDA will be pressed to get it all done by the 2015-cropping season.

"There is still a lot that is unknown with this new legislation, but we can review the parts that we do know," said Jenner.

In the new farm bill, three commodity program choices

are available to farmers in the Commodity Title: One counter-cyclical program and two revenue-based programs. The new law requires a farmer to pick a single program and stay with it for five years. "The new counter-cyclical program is now called the Price Loss Coverage program or the PLC. The support target prices are set much higher than they have been in the past. This means that program payments will kick in much sooner than the prices we have been used to," said Jenner. There are also two revenue-based program options within the Agriculture Risk Coverage program or the ARC. The ARC program is based on five years of historical revenues that include both crop yield and price information. The ARC program is offered at both the county and an individual farm level. These options are very different.

The county-level option is based on yields and prices for the entire county, and not on one's own farm revenue history. The other revenue-based option, the individual ARC, is based the yields and prices from your own operation.

"There seems to be a large policy penalty for selecting the individual farm option. When a

CONTINUED ON PAGE 12

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What's the Best Time to Do Legacy Planning?

Financial, legacy planning together sets next generation up for greater success

Story By Darren Frye for Cattlemen's News

Thinking that there's a 'best' time to start a legacy plan can lock us into a bit of a trap on the farm. Until something becomes urgent in the operation, we might not make it a priority. During a typical day, we respond to what is happening around us, and whatever is most urgent usually wins out.

But legacy planning usually isn't urgent, unless something happens to suddenly make it a priority. There's so much to get done in a farming operation each day. The idea of planning for something that's going to happen in what seems like the distant future can slide down the priority list.

I've heard of situations where the older generation hasn't made these plans a priority. Frankly, they're putting it off. Some may be doing that unintentionally – meaning to address it, but more urgent things keep getting in the way. For others, it's about maintaining control or not wanting to open up the emotions that could be behind the topic.



When this happens on a farm, the younger generation might start to believe they don't have any alternative but to wait for others to do something. Maybe they try to get the conversation started, but meet resistance. So they give up until later, give in to frustration – or, something I've seen more recently – do something about it.

Rather than feeling left in the dark to worry about an uncertain future, some farmers from the younger generation are getting a legacy plan in place for their own families – before the older generation. They're taking action first by taking responsibility for moving forward with their own legacy plans.

The younger generation here is 'leading up' – setting an example with their actions. If the older generation has been resistant to suggestions of starting, they can watch the younger generation go through the process. The old saying 'actions speak louder than words' is at work there.

They watch them do the very thing that they'd been suggesting – taking real action rather than sitting back or complaining why someone else isn't doing it. These younger farmers are modeling the way for others – and that behavior can be very persuasive.

If you're in the younger generation on your family's farm, realize that you can take action on your own plans for the future. You don't have to wait indefinitely, wondering what's going to happen, if you have not yet started a plan.

Remember that your actions may be influential to others. While no one can make anyone do what they want, you can guide them in a particular direction through what you say and do.

It's important for both generations to have strong financial awareness of the operation before you start a legacy plan. Financial knowledge helps both generations make plans accordingly to manage the farm now and into the future.

In the current state of the ag economy, the first priority for many farmers is to get a close handle on their financials.

CONTINUED ON PAGE 12



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*French et al, 2013, presented at the 2013 BIF 45th Annual Research Symposium and Convention

GROWTH IMPLANTS FROM PAGE 6

spring without supplementation consider using moderately aggressive implants with pasture label indications in order to match implant potency with nutritional supply.

Confinement-based backgrounding systems or supplemented stocker operations will target greater average daily gains, greater than 2.5 lbs/day. Managing cattle for greater ADG might benefit from using more aggressive implants. Cattle performance benefits from re-implanting at 70 to 100 days following previous implant depending on marketing goals.

Most producer concerns related to implant selection has been related to reduction in quality grade due to implant. Aggressive implants adminis-

tered at less than 70 days prior to harvest may negatively impact quality grade. Producers should consider cattle's genetic capacity to grade and market premium for choice or better carcasses when developing an implant program focused on maintaining quality grade.

Developing an implant program for beef production systems requires consideration of management, nutrition, genetic, labor and marketing plans within the operation. With rising cattle prices and increased value of gain, return on implant investment also improves.

—Source: Justin Sexten is University of Missouri state extension specialist, beef nutrition. Contact Justin at sextenj@missouri.edu.

LEGACY PLANNING FROM PREVIOUS PAGE

It's best to view this through a short-term lens by gaining a strong grasp of the farm's current financial situation – as well as projecting out what that scenario may look like in the near future.

Many farmers may want to have someone who specializes in ag finance run a financial analysis of their operation. This allows the farmer to then use the ratios and other pieces of financial insight for their decision-making.

The ultimate long-range plan for the operation is the legacy plan – so the family can address how the farm will transfer to the next generation and who will be in charge of operations once the current leader steps out of that role.

Engaging in both financial and legacy planning together ultimately sets the next generation up for greater success. They're more prepared because they understand the financial situation and pro-

jections. Meanwhile, the older generation will be able to get the best possible plan in place for the operation – being fully aware of the financial outlook and situation.

How do you plan to tie together your short- and long-term plans for your farm? Older generation: What will the certainty of a written legacy plan mean, both to you and to the younger generation? Having a plan in writing brings everyone more piece of mind when they know how the farm is going to transition in the future.

If younger members of your farm – perhaps your successor leader – are asking you to start a plan, maybe now is the time to make it a priority. It's the most powerful tool you have to ensure your farm's successful future.

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Right to Farm Legislation Gathers Support

Amendment to appear on November ballot

Story By Rebecca Mettler for Cattlemen's News

You farm, but do you have the right to?

Farmers and ranchers gathered Feb. 27 at the Missouri State University Bond Learning Center in Springfield, Mo., to learn about the Missouri Farming Rights Amendment.

The amendment designed to protect Missouri family farms

law instructor and shareholder with Ellis, Ellis, Hammons & Johnson.

"It gives a strong basis to protect us from statutes that negatively affect agriculture," Elliott said.

Parson says it is time to fight back against animal rights groups. He credits Proposition

to regulate zoning and air quality control, for example.

"It permits local government to do what they do best," Elliott said.

What Can You Do?

Kleinsorge explained that the activist groups against agriculture have the finances to support their side but don't have the broad-based grassroots organization of Missouri farmers.

"This legislation gives us a golden opportunity to educate consumers about agriculture," Kleinsorge said.

He urged producers to take the information they learned at the meeting and spread it throughout their communities. He suggested writing letters to the editor of local newspapers explaining why

Missouri needs this amendment.

Continue learning about the topic and stay educated. Kleinsorge says the opponents will try to twist the truth in support of their arguments. Updated information can be found online at www.mofarmerscare.com.

Parson passionately described what a privilege it was to grow up on a farm. He believes that everyone should have that right and nobody should be able to take that away.

Although Missouri Farmers Care and other agriculture groups are organized and promote the Missouri Farming Rights Amendment, help will be required of farmers and ranchers.

Constitutional Amendment 1—the "Farming Rights Amendment:

"That agriculture which provides food, energy, health benefits, and security is the foundation and stabilizing force of Missouri's economy. To protect this vital sector of Missouri's economy, the right of farmers and ranchers to engage in farming and ranching practices shall be forever guaranteed in this state, subject to duly authorized powers, if any, conferred by article VI of the Constitution of Missouri."

November 2014 Ballot Will Read:

"Shall the Missouri Constitution be amended to ensure that the right of Missouri citizens to engage in agricultural production and ranching practices shall not be infringed?"

will be voted on by the public in the November 4, 2014 election. Missouri State Senator Mike Parson, (R), representing the 28th District, was the sponsor of Constitutional Amendment 1, the "Farming Rights Amendment."

Parson, raised on a Hickory County farm, is a 3rd generation farmer and currently owns a cow/calf operation near Bolivar, Mo. He understands how important agriculture is to the state and said this is one of the most important votes to be made.

"The right to farm should be in the Constitution," Parson said. "Agriculture is the number one industry in Missouri, and sometimes we take that for granted."

If passed, the amendment will offer long-term protection for Missouri agriculture because it is much more difficult to change the constitution said Travis Elliott, MSU agriculture

B of 2010 for giving a reason for all of the Missouri agriculture groups to come together as one team. Now many key agriculture groups make up the Missouri Farmers Care organization.

Dan Kleinsorge with Missouri Farmers Care agrees that Missouri agriculture is united in this effort.

"What this amendment will do is protect small family farms who can't afford to fight in court legal battles," Kleinsorge said. "It creates a firewall around family farms."

Kleinsorge was quick to mention that the amendment will not give a "blank check" or give someone the right, as an example, to pollute the air or water.

Elliott said that there shouldn't be concerns about local government not having control. He said that the amendment would allow local government

FARM BILL FROM PAGE 9

program payment kicks in, only 65% of the historical revenue is covered under the individual ARC. The county-level ARC covers a larger, 86% of historical revenue," said Jenner.

Base acres are another variable in the new farm bill. Program participants have the opportunity to update their program base acres, or not update them. In the time since the county base acreage values have been last updated, individual commodity acres within a county have increased or decreased depending on the commodity in question.

According to Jenner, this local acreage change will play a role in whether a participant wants to update their base acres or not. "Both the PLC and the ARC cover 85% of the historical acres," Jenner said. "A separate, supplemental insurance program is available for the balance of the 15% of the acreage not covered."

This program is called the Supplemental Coverage Option, but this option is only available for the Price Loss Coverage program," said Jenner. Now that the legislation has become law, the USDA has many rules to write. They have prioritized all the programs that need attention, focusing on the most financially critical and time-sensitive rules first.

USDA already has the rules in place for providing disaster assistance for the previous years that have not yet been funded in 2012 and 2013. USDA has set a goal to begin the signup for disaster relief for these previous years by April 15, 2014.

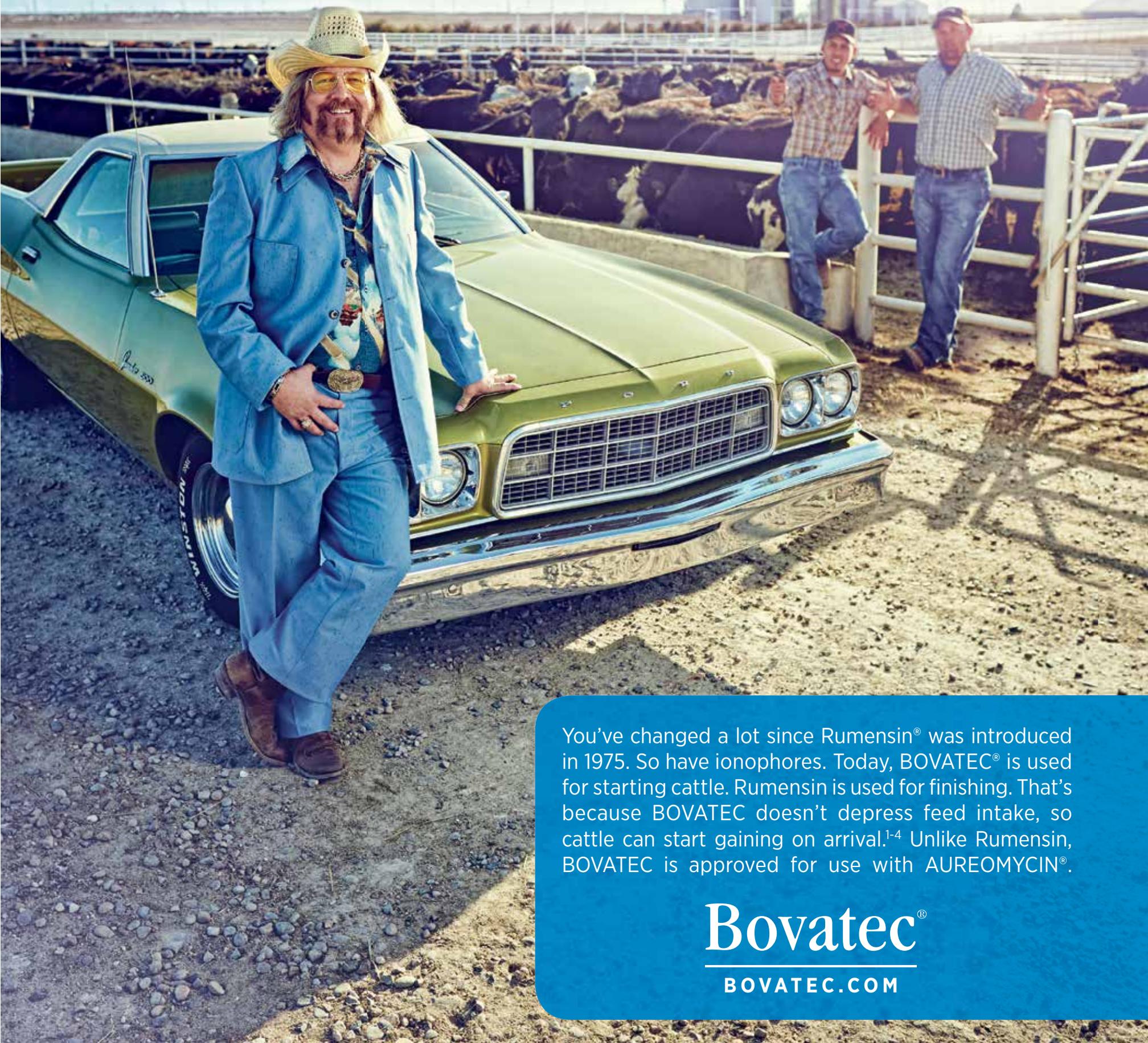
"The news for the Conservation Title is that the funding has been reduced and the total acreage in the program will decline over the next few years to levels about three quarters of our current program levels," said Jenner.

The Crop Insurance Title of the new farm bill has double the funding of the Commodity Title. Crop insurance is clearly the workhorse of the new farm safety net. Since these programs will not be implemented until next year, new crop insurance programs will be covered at a later date. The federal crop insurance program in the new farm bill will still be tied to conservation compliance. This means individual conservation plans will need to be current.

"The evolution of this farm bill has been several difficult years in the making, but it is now on the books and this new experiment in farm and food security is off and running. For now, pay attention to the current crop insurance program that best suits your needs, and also pay attention to the April 15 livestock disaster relief signup," said Jenner.

—Source: University of Missouri Extension

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Robbing Peter to Pay Paul

What is sustainable livestock production?

Story By Beth Walker for Cattlemen's News

In Missouri we are blessed with four weather seasons. Where I am from in Texas, we have two seasons – summer and winter. Winter occurs in January and is usually over by February when summer promptly returns. I suspect creatures great and small living in the Nation's bread basket are getting excited with the approach of spring and the renewal of our pasture resources that come with it. I am tired of brown—brown leaves on the trees, brown leaves on the

ground, brown grass, brown everywhere. I feel like instead of looking through rose-colored glasses in John Conlee's song, I am viewing the world through brown ones.

Spring is on the verge of erupting around us and with it, comes a new set of production challenges. Seems like everyone these days wants us to be sustainable, so I figured I would throw it in for good measure as well. Now is the time to think sustainably. How can I man-

age my grass through grazing of my cows to make my (insert your word choice—grass, income, lifestyle) sustainable for not only myself, but also for successive generations? To be blunt, continuous grazing is not sustainable. Argue with me if you would like, but how can continually eating plants down to the roots, depleting them of their energy reserves and their methods by which they produce energy be sustainable to anything but weeds? Cows love grass, not weeds and many weeds can be toxic to livestock.



on a pasture isn't as important as grazing height of the grass. Stocking rate and density, as well as previous condition of the paddock and production goals, all influence time spent in each paddock. Grazing management is a combination of science, production goals, time management and gut instinct. Back in Texas rotational grazing consisted of one section-sized pasture cut into four "equalish" parts. Animals were "rotated" every four months. Not a perfect plan, but still an improvement over continuous grazing.

Grasses, including fescue, and legumes can be encouraged to grow through fertilization, reseeding, or grazing management. One of the benefits of having more than simply a "fescue desert" in your field is the dilution of the toxic effects of the endophyte, *Neotyphodium coenophialum*, which is common to pastures in Missouri. Unfortunately, the negative effects of endophyte-infected fescue can be seen throughout the year. Even while on current stockpiled fescue pastures, cows may be looking for some relief of the "heat" in March and April by standing in area ponds and creeks. And, it's hard for those cows to nurse a calf or gain weight while hanging out in the local pond.

Therefore, the first step in "sustainable" production should be consideration of the forage your animals will be consuming. Reseeding and fertilization can be expensive, so an alternative may be found in rotational grazing. Grazing schools offered by the Natural Resources Conservation Service are being offered around the state that can help producers increase potential income by improving their grazing management strategies. All of us have a toolbox where we keep our miscellaneous doctoring or fencing tools. As I have written before, a big red toolbox is also a metaphor for the information you need to store in your head (or at least a file cabinet), and having a grazing management strategy can save you future time and money.

At our farm near Dadeville, the husband does his best to rotate our animals to new paddocks every one to three days during each of the four seasons. Time

In Missouri, through the use of smaller pastures, more and easier access to water, and improvements in electrical fencing, pastures can be cut into custom-sized paddocks and animals moved daily. There is no wrong way to rotationally graze except by repeatedly overgrazing the area before your plants have time to fully recover. In a way, rotational or the more extreme, high-density rotational grazing, is sometimes managed overgrazing, followed by long rest periods. Overgrazing is simply "re-biting the plant(s) before they have time to fully recover." By either the consumption or trampling of all plants in an area, plants all have a clean slate by which they can each grow. Incorporating rotational grazing makes cattle production more sustainable by increasing the diversity of plants and wildlife on a farm; it improves soil health and biodiversity and mitigates the effects of drought by allowing plants time to develop a deeper root system, thus becoming more drought-tolerant.

Now back to the title. "Robbing Peter to Pay Paul" has never been a good idea and in production agriculture, it simply isn't sustainable. Like I have said before, livestock producers make a profit one out of 10 years on average. They stay in production only by robbing a source of income somewhere else to pay their production costs. If you rob your natural resources too long, neither Peter nor Paul will get paid, and that is not sustainable.

—Beth Walker is associate professor of agriculture at Missouri State University.

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CAUTION: Federal (U.S.A.) law restricts this drug to use by or on the order of a licensed veterinarian. Federal (U.S.A.) law prohibits the extra-label use of this drug in food producing animals.

PRODUCT DESCRIPTION: Each mL of Enroflox 100 contains 100 mg of enrofloxacin. Excipients are L-arginine base 200 mg, n-butyl alcohol 30 mg, benzyl alcohol (as a preservative) 20 mg and water for injection q.s.

INDICATIONS:

Cattle: Enroflox 100 is indicated for the treatment of bovine respiratory disease (BRD) associated with *Mannheimia haemolytica*, *Pasteurella multocida* and *Histophilus somni* in beef and non-lactating dairy cattle.

Swine: Enroflox 100 is indicated for the treatment and control of swine respiratory disease (SRD) associated with *Actinobacillus pleuropneumoniae*, *Pasteurella multocida*, *Haemophilus parasuis* and *Streptococcus suis*.

Enroflox 100 is administered as a single dose for one day (swine) or for multiple days (cattle) of therapy. Enroflox 100 is not approved for a one-day, single dose of therapy in cattle.

RESIDUE WARNINGS:

Cattle: Animals intended for human consumption must not be slaughtered within 28 days from the last treatment. This product is not approved for female dairy cattle 20 months of age or older, including dry dairy cows. Use in these cattle may cause drug residues in milk and/or in calves born to these cows. A withdrawal period has not been established for this product in pre-ruminating calves. Do not use in calves to be processed for veal.

Swine: Animals intended for human consumption must not be slaughtered within 5 days of receiving a single-injection dose.

HUMAN WARNINGS: For use in animals only. Keep out of the reach of children. Avoid contact with eyes. In case of contact, immediately flush eyes with copious amounts of water for 15 minutes. In case of dermal contact, wash skin with soap and water. Consult a physician if irritation persists following ocular or dermal exposures. Individuals with a history of hypersensitivity to quinolones should avoid this product. In humans, there is a risk of user photosensitization within a few hours after excessive exposure to quinolones. If excessive accidental exposure occurs, avoid direct sunlight.

PRECAUTIONS:

The effects of enrofloxacin on cattle or swine reproductive performance, pregnancy and lactation have not been adequately determined.

The long-term effects on articular joint cartilage have not been determined in pigs above market weight.

Subcutaneous injection can cause a transient local tissue reaction that may result in trim loss of edible tissue at slaughter.

Enroflox 100 contains different excipients than other enrofloxacin products. The safety and efficacy of this formulation in species other than cattle and swine have not been determined.

Quinolone-class drugs should be used with caution in animals with known or suspected Central Nervous System (CNS) disorders. In such animals, quinolones have, in rare instances, been associated with CNS stimulation which may lead to convulsive seizures. Quinolone-class drugs have been shown to produce erosions of cartilage of weight-bearing joints and other signs of arthropathy in immature animals of various species. See Animal Safety section for additional information.

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

ANIMAL SAFETY:

In cattle safety studies, clinical signs of depression, incoordination and muscle fasciculation were observed in calves when doses of 15 or 25 mg/kg were administered for 10 to 15 days. Clinical signs of depression, inappetence and incoordination were observed when a dose of 50 mg/kg was administered for 3 days. An injection site study conducted in feeder calves demonstrated that the formulation may induce a transient reaction in the subcutaneous tissue and underlying muscle. In swine safety studies, incidental lameness of short duration was observed in all groups, including the saline-treated controls. Musculoskeletal stiffness was observed following the 15 and 25 mg/kg treatments with clinical signs appearing during the second week of treatment. Clinical signs of lameness improved after treatment ceased and most animals were clinically normal at necropsy. An injection site study conducted in pigs demonstrated that the formulation may induce a transient reaction in the subcutaneous tissue.

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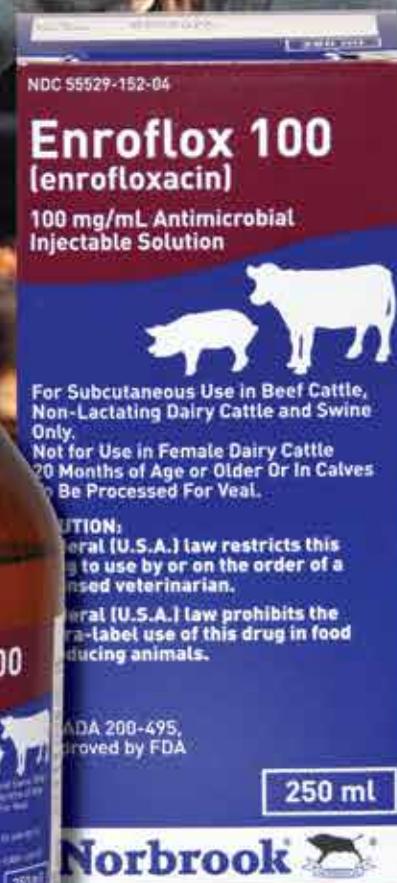
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Think Quality First

As hay harvest nears, focus on more than just yield

Story By Rebecca Mettler for Cattlemen's News

The goal of hay production is to harvest and utilize as much of the forage as possible. However, only 50 percent of the hay will potentially make it into the cow, according to Tim Schnakenberg, University of Missouri extension agronomy.

"You could easily be losing 30 to 70 percent of the hay that's being produced if you aren't taking care of things," Schnakenberg said.

Schnakenberg spoke at the Southwest Missouri Spring Forage Conference on Feb. 25, 2014 in Springfield, Mo. He explained that hay losses could occur in a number of places along the production cycle. He cites curing losses during harvest, outside storage losses and loss potential again at feeding.

Schnakenberg offered tips for minimizing losses and stressed the need for producers to put up quality hay. The

timing of harvest should not be solely centered on yield, as forage quality should be highly regarded.

"A bumper hay crop doesn't always mean you have a successful hay crop," Schnakenberg said. "It's not all about how many bales per acre; you need to factor in quality."

Bales per acre or tons per acre don't mean as much to Schnakenberg. He is more interested in calculating the pounds of energy per acre. He urges producers to look at the Total Digestible Nutrient (TDN) levels from a hay test in order to figure how much hay is needed to get the cows through the winter.

He said that Missouri has a dilemma because most of the hay that is put up is fescue, which is most ideally harvested around May 10 through May 15. However, that ideal time coincides with a rainier period of summer weather.

As a result of the weather, a lot of fescue in the state does not get harvested on time and is often headed out before it is turned into hay.

Schnakenberg offered strategies to overcome common problems facing Missouri hay producers. One tactic is to take advantage of wrapped baleage, also referred to as haylage or baled silage.

"I truly believe that this is a good solution to the hay dilemma because the advantage is that we can be in and out of a field in less than 24 hours," Schnakenberg said.

He adds the weather forecast is much more accurate 24 hours in advance compared to 48 or 72 hours, the traditional time-lapse between cutting and baling hay.

Baled at moisture levels between 50 and 60 percent allows hay to become more preserved. Also, fewer losses in the harvesting process occur.

A misconception among some producers is that silage is automatically better feed. However that is not the case; silage only preserves the quality already present in the hay.

"If you put poor quality silage in you are going to get poor quality silage out," Schnakenberg said.

If the opportunity arises, Schnakenberg suggests producers take advantage of April harvest. Harvesting hay

in April will result in smaller yields but a higher quality product the first cutting. The second cutting in early May will be phenomenal as well, he said.

Producers also have the option of converting away from fescue to warm season grasses. Warm season grasses offer summer growth and harvesting during the dryer months of July and August.

"Fescue has been a wonderful forage for us," Schnakenberg said. "The best thing about fescue is the late fall and early winter grazing that we wouldn't have otherwise. But putting fescue up for hay consistently as the only source, we run into a lot of headaches."

Late grazing into March and early April can prolong the first cutting of fescue. Producers won't get as much yield but it carries the forage into a drier time period more favorable for harvest. Schnakenberg said that although it's not for everyone, it is an option.

Producers need to take a look at how much they have invested in hay production and evaluate the returns to determine if hay should be produced or bought from an outside source.

"One of the big drawbacks to having a hay field on your place is that you're basically mining one part of the place and taking the nutrients to another part," Schnakenberg said.

Grazing back on the hay field can return some nutrients to the soil, but it's hard to achieve even manure distribution. Conversely, buying hay brings nutrients onto the property that weren't available previously.

Schnakenberg understands some producers want to grow their own hay because they know the source and quality hay for sale isn't always available.

All of these options are accessible to Missouri hay producers to ease possible frustrations that come with hay production. It's just a matter of choosing the strategy that best fits the operation. 🐮

Harvesting hay in April may result in reduced yields, but will produce a higher quality product. A second cutting in May also delivers favorable results, according to Tim Schnakenberg, University of Missouri Extension agronomy specialist. —Photo by Samantha Warner



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PASTURE PLANNING

From One Cattleman to Another

An inside look at how two producers made grazing work for them

Story By Rebecca Mettler for Cattleman's News

Oftentimes farmers and ranchers learn the most by listening to their peers' stories. Information gathering can be especially important when starting a grazing system.

Attendees of the Southwest Missouri Spring Forage Conference held on Feb. 25, 2014 in Springfield, Mo., heard from two Southwest Missouri cattle producers who have 21 years of combined experience with intensive grazing systems.

Larry Israel

Larry Israel, cow/calf producer from Stone County, started his first grazing system on 200 acres in the spring of 2008 after 18 years of traditional production. He was tired of not making a profit on his operation and looked for the cost savings

that an intensive grazing system could offer.

"I had no idea what I was doing but I knew I had to make some changes, or I would be getting out of the cow business," Israel said.

Israel learned to balance animal performance and to time animal movement from paddock to paddock. Originally his average paddock size was 10 acres. Depending on the paddock size and forage availability, he would leave the cattle to graze up to 10 days.

"I continuously had those animals on a roller coaster ride on their diet," Israel said. "The first day they are going to get the cream of the crop, the best forage, but by day six, eight or



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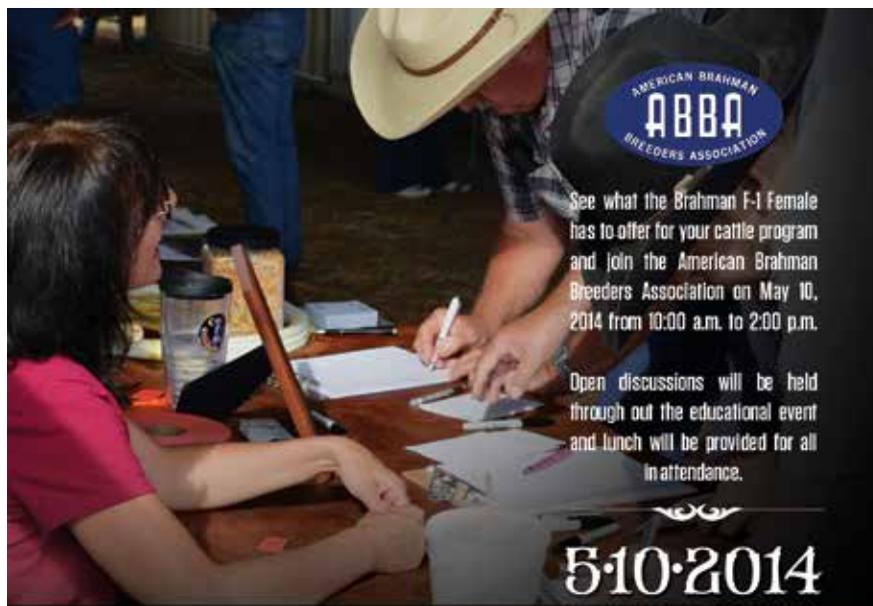
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10, they were scraping the bottom of the barrel.”

To solve the “roller coaster effect,” Israel redesigned his farm in order to strip graze and move his cows every day. He bunched his cows up tighter and moved the group. He would like to have just one herd to move, but he hasn’t realized that goal yet.

Israel has seen his cows change their eating patterns once introduced to strip grazing.

“You see them eat stuff they normally wouldn’t,” Israel said. “I’ve seen them eat weeds as soon as you turn them into the paddocks.”

Since switching his entire 825-acre operation to a grazing system, he has increased his herd size. Along with the cows he owns, he now does some custom grazing for other producers. He manages his cow numbers based on the amount of available grass.

“I think it’s important to be flexible when you are doing a grazing system,” Israel said. “From year to year, your forage will change.”

Israel has decreased his hay consumption tremendously. During the winter of 2008 and 2009 he fed 600 bales to 150 cow/calf pairs. At the end of February 2014, he had only fed eight round bales during this winter. He grazes year round and was even able to continue grazing through the cumbersome snows of this past winter.

He estimates saving around \$44,000 a year in costs. Savings add up from feeding less hay and using less fuel. He also has seen a reduction in his fertilizer use and repairs on his equipment.

Ron Locke

Dallas County cattleman Ron Locke has been intensively grazing for 15 years. He currently runs 50 cows on 400 acres. Locke gladly shared some of the mistakes he’s made because he wants producers to learn from what he did wrong.

He explained that like most producers, he envisioned nice neat little boxes when he started designing his paddocks. Locke quickly realized that with the terrain he was not going to get that accomplished.

One of the first things produc-

ers need to consider is cattle movement between paddocks. Lanes run throughout his farm in order for him to move cattle from one end to the other. The lane system also leads to the cattle working facilities.

“We can’t be rigid when talking intensive grazing,” Locke said. “We have to be flexible because you have to move those cows based on what is available and what you want to do.”

Locke says that he is continually modifying his grazing system. In the beginning he built lanes with 90-degree angles at each turn. Immediately he found out that he couldn’t get trucks or other equipment around those tight corners.

The same goes for the width of lanes and gates. Think about

what equipment will be moved through the system and make sure the set-up is wide enough, Locke recommends.

“I started out with lanes 12-feet wide; I’m at 20-feet wide lanes now and I’m pretty happy,” Locke said.

He also points out that lanes cannot be thought of as wasted space.

“If you do things right you can use those lanes just like another paddock by putting your cows in them and letting them graze,” Locke said.

Locke places a gate at each corner of every paddock to give him options when he’s moving cattle. In the beginning he tried to work around existing fences and gates but when moving

cattle as often as he does it’s inconvenient to have a gate in the middle of a paddock, even if it is already in place.

Hydrant placement is also important. Locke advises producers to place hydrants out of the way in a corner of the paddock so it can be fenced off.

Unlike a standard barbed wire fence, a single strand electric fence doesn’t require posts close together.

“When you have a good shocker, one wire and a post every 60 feet or so is plenty,” Locke said.

Both Israel and Locke stress flexibility within a grazing system. Though their grazing systems differ, each of has a customized method that works well and is profitable. 

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Built to Grow

Cattle handling facilities should be constructed with the future in mind

Story By Samantha Warner for *Cattlemen's News*

After a long, cold winter, the signs of spring are finally starting to appear. Warmer days tell us the subzero temperatures and crazy snow and ice storms are most likely finished for the year. Before we know it, the summer heat and humidity will have us wishing for those cooler temperatures.

The new season also means it is time for spring vaccination and herd health maintenance. An important part of that management regimen is a cattle handling facility. Whether you are considering updating a current system or starting from scratch, remember some important tips. Taking time today to plan, design and implement an efficient system can make all the difference in the future.

“When one makes the decision to invest in a facility they should plan for the future,” said Dr. Justin Waggoner, associate professor, Kansas State University Research and Extension. “Producer’s should make space allowances for their operation in the future, as the construction of a facility is a long-term investment.”

According to Dr. Raymond Huhnke, Oklahoma State University biosystems and agricultural engineering professor, “The corral and working facility should give many years of service while allowing you to do a better job of managing your cattle. Properly constructed facilities confine cattle safely and efficiently with minimal animal stress and risk of injury to both workers and cattle.”

Several possible variations to a cattle handling system exist that allow a producer to customize the system to their

operation and preferences. However, it is important to keep the nature of cattle in mind as you plan, not just your own preferences.

“When thinking through design for cattle handling facilities, don’t handicap a good plan with poor cow psychology and building technique. Cattle generally have poor eyesight, but compensate with highly sensitive hearing and sense of smell,” Huhnke said. “Cattle have panoramic vision, allowing them to detect motions to either side and behind them. While their field of vision is practically unlimited, they see in black, white and shades of gray ac-

companied with poor depth perception.”

The basic parts of a system include a crowding area, working chute, pens, sorting facilities and alleys, Huhnke said.

The crowding area is used to funnel cattle to the loading or working chute, and the working chute should be curved with completely enclosed sides, according to Huhnke. The working chute should also have sloping sides, which are recommended to be 16 inches on the top and 28 inches on the bottom. For large-frame cattle, the top dimension should be 18 inches and for large-frame bulls, 20 inches.

Pens have several purposes,

Huhnke said, “They should be designed to catch and hold cattle being worked, sort cattle into groups, and serve as holding areas, hospital pens, and a quarantine area, especially for newly arrived cattle.” According to Huhnke, the most common mistakes made with pens are: making them too big, not having enough pens to separate the animals, poor flow from pens to other areas of the system, and not enough and/or poor placement of gates.

Alleys are another important part of the handling system. Producers can utilize a single, double or central sorting alley. The choice depends on the size of the operation, Huhnke said. A single alley will work for small operations, but operations that handle hundreds of cattle in one setting should consider a double or central sort alley.

Other elements a producer could incorporate in the sys-

tem include a loading chute, scales, different types of head-gates, hospital area, palpation cage and calf table, Huhnke said.

tem include a loading chute, scales, different types of head-gates, hospital area, palpation cage and calf table, Huhnke said.

5. Try to visualize cattle moving through your unit much like flowing water through pipes. You don’t run water in two different directions in the same pipe at the same time.
6. Remember that gates make the corral system work. Proper placement is essential. Fence lines can be added after key gates have been placed.
7. Put your working unit on concrete and provide enough apron to work around cattle while staying out of the mud.
8. Utilize the same crowding area to both work and load cattle.

9. Locate water and electricity just inside the circle where you work, yet in an area away from the cattle.

“My personal experience has been that most (cattlemen) build a working facility with the thoughts of their current needs and do not plan for expansion,” Waggoner said. “The facility does not have to be built at one time necessarily, but plans should be made to add additional holding pens, sort alleys (and other elements). Essentially, build a facility that has the ability to grow with the operation.”

However, Huhnke noted, regardless of the plan you choose, consider these tips when building your next corral and working facility:

1. Keep it simple, yet workable.
2. Build where most pastures can be accommodated by a single unit.
3. Build heavy-duty facilities where cattle are crowded and worked.
4. Be conservative with holding pen areas, since

Table 1. Working chute dimensions.

Animal Size	To 600 lbs	600-1200 lbs.	Over 1200 lbs. and cow calf operation
Working chute with Vertical Sides			
Width	18"	20-24"	26-30"
Length (min.)	20'	20'	20"
Working Chute with sloping Sides			
Width at bottom, inside clear	13"	15"	16"
Width at top, inside clear	20"	24"	28"
Length (min.)	20'	20'	20'
Working Chute Fence			
Height (min.)	45"	50"	60"
Depth of posts in ground (min.)	30"	30"	30"

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MANAGEMENT MATTERS

Develop a Herd Health Plan

Consider nutrition, stressors, parasite control when putting program into play

Story By Laura Wolf for Cattlemen's News

When you think of herd health, your first thought might be vaccines. Although they are a piece of the puzzle when it comes to a comprehensive herd health regimen, several other factors need to be considered first, according to Dr. Craig Payne, University of Missouri extension veterinarian.

"I believe where producers should start is to evaluate nutrition," Payne said.

Studies have shown that levels of protein, energy, trace vitamins and minerals can have an effect on an animal's immune system. Poor nutrition can reduce cattle's capacity to respond to a disease challenge, so nutrition is an important consideration for herd health. Consistently good nutrition can also help cattle

respond more favorably to vaccinations.

Beyond proper nutrition, it's important to have good, clean sources of feed and water for the cattle, said Patrick Davis, an MU extension livestock specialist in Cedar county.

The next factor to consider is parasite control. The presence of parasites also has been shown to have some effect on the immune system.

"By monitoring the presence and prevalence of parasites and responding accordingly, you can foster more robust immune systems in your herd," Payne said.

Another herd health consideration is the presence and severity of stressors.

CONTINUED ON PAGE 24



A good herd health regimen begins by evaluating your nutrition program. Levels of protein, energy, trace vitamins and minerals can have an effect on an animal's immune system.

—Photo by Joann Pipkin

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HERD HEALTH FROM PAGE 22

“Stressors, whether they’re environmental or due to transportation or handling, can affect cattle immune systems,” Payne said.

Some stressors can be easily addressed. “Make sure if cattle are in a shelter or lot that the area is clean to promote good animal health,” Davis advised.

Not all stressors can be well-controlled or eliminated, but careful attention to reducing stress during key times is part of a good herd health program.

“One thing we don’t talk much about in the cattle industry is

biosecurity and biocontainment,” Payne said. “Setting up a program is not always easy, but consulting your veterinarian and nutritionist to get all hands on deck to address biosecurity issues can make a difference in the health of your herd.”

Biosecurity is all of the measures taken on a cattle production operation to prevent the entry of disease. Biocontainment consists of the measures taken to prevent the spread of disease should a herd have an accidental introduction or other disease-related concern.

“A biosecurity program is by far the cheapest and most effective process to minimize

health risks on a cattle operation in a farm and ranch biosecurity,” said Dr. Dee Griffin, a feedlot production management veterinarian and professor at the University of Nebraska, in a presentation available on the web at www.farmandranchbiosecurity.com.

A biosecurity plan, according to Payne, includes the factors mentioned previously in this article – nutrition, parasite control and stressors. The program focuses on building up resistance in the herd, preventing the entry of disease into the operation’s grounds, and reducing harmful contacts when an animal with a disease has been identified.

Once you have examined nutrition, parasite control and stress management and developed a biosecurity and biocontainment program, it’s time to talk about your vaccination program.

“If you’re not focusing on these other factors, you’re opening yourself up to potential troubles down the line,” Payne said.

Davis added that it is important for cattle producers to work closely with a local veterinarian to develop the correct vaccination protocol for their operation because it will vary.

“By doing this, the cattle producer is up-to-date on new health concerns and treatments for those concerns,” Davis said.

As a veterinarian, Payne starts developing a vaccine program by thinking about what needs to be accomplished with the program. It seems like a simple step, but he says examining common and potential risks and challenges helps him as a veterinarian to develop the right program for a specific operation.

For a breeding herd, it would be important to prevent reproductive failure and also to protect the developing fetus. Once calves are born, it’s important to protect them against common problems such as respiratory disease and black leg. Payne generally includes viruses and bacteria to prevent these diseases in an operation’s vaccine regimen.

Other potential problems like pinkeye can also be addressed, but Payne says it goes back to the goals you established in the planning stages.

Once your herd health regimen is in place, tracking a few key indicators over time will help you determine how well it is working overall and what components could be improved.

A good overall measurement of performance is to track pounds of calf weaned per cow exposed over time. This measure incorporates everything from breeding to weaning and gives a good picture of overall herd health success, Payne said.

However, this measurement does not break down the various components of your program.

“Focus on body condition scores of cows at target times,” Payne said. Make sure to track the numbers over time, though, as you’ll have a more accurate picture of a program’s success with several seasons of information than with only one.

“Body condition score prior to calving season is important for high-quality fetal development and transfer of high-quality colostrum to the calf after birth,” Davis said. “Cow body condition score of five or greater will ensure proper fetal development, the calf having a strong immune system to fight off sickness and other causes of early mortality.”

Calf death loss, weaning rate and weaning weight are also good indicators of a herd health program’s success.

“It comes down to, what are some of those key areas where we normally experience losses?” Payne said. “How good did we do at getting cows bred? If it could have been better, was it a question of nutrition, or was disease a factor?”

Putting a good herd health program into practice and tracking it sufficiently will help your whole farm team – producer to veterinarian to nutritionist – develop a healthy and high-producing herd. 🐄



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Federal (U.S.A.) law prohibits the extra-label use of this drug in food-producing animals.

PRODUCT DESCRIPTION:
Each mL of Baytril® 100 contains 100 mg of enrofloxacin. Excipients are L-arginine base 200 mg, n-butyl alcohol 30 mg, benzyl alcohol (as a preservative) 20 mg and water for injection q.s.

INDICATIONS:
Cattle - Single-Dose Therapy: Baytril® 100 is indicated for the treatment of bovine respiratory disease (BRD) associated with *Mannheimia haemolytica*, *Pasteurella multocida*, *Histophilus somni* and *Mycoplasma bovis* in beef and non-lactating dairy cattle; and for the control of BRD in beef and non-lactating dairy cattle at high risk of developing BRD associated with *M. haemolytica*, *P. multocida*, *H. somni* and *M. bovis*.
Cattle - Multiple-Day Therapy: Baytril® 100 is indicated for the treatment of bovine respiratory disease (BRD) associated with *Mannheimia haemolytica*, *Pasteurella multocida* and *Histophilus somni* in beef and non-lactating dairy cattle.
Swine: Baytril® 100 is indicated for the treatment and control of swine respiratory disease (SRD) associated with *Actinobacillus pleuropneumoniae*, *Pasteurella multocida*, *Haemophilus parasuis*, *Streptococcus suis*, *Bordetella bronchiseptica* and *Mycoplasma hyopneumoniae*.

RESIDUE WARNINGS:
Cattle: Animals intended for human consumption must not be slaughtered within 28 days from the last treatment. This product is not approved for female dairy cattle 20 months of age or older, including dry dairy cows. Use in these cattle may cause drug residues in milk and/or in calves born to these cows. A withdrawal period has not been established for this product in pre-ruminating calves. Do not use in calves to be processed for veal.
Swine: Animals intended for human consumption must not be slaughtered within 5 days of receiving a single-injection dose.

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

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

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

ANIMAL SAFETY:
In cattle safety studies, clinical signs of depression, incoordination and muscle fasciculation were observed in calves when doses of 15 or 25 mg/kg were administered for 10 to 15 days. Clinical signs of depression, inappetence and incoordination were observed when a dose of 50 mg/kg was administered for 3 days. An injection site study conducted in feeder calves demonstrated that the formulation may induce a transient reaction in the subcutaneous tissue and underlying muscle.
In swine safety studies, incidental lameness of short duration was observed in all groups, including the saline-treated controls. Musculoskeletal stiffness was observed following the 15 and 25 mg/kg treatments with clinical signs appearing during the second week of treatment. Clinical signs of lameness improved after treatment ceased and most animals were clinically normal at necropsy. An injection site study conducted in pigs demonstrated that the formulation may induce a transient reaction in the subcutaneous tissue.

U.S. Patent No. 5,756,506

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MANAGEMENT MATTERS

Cow, Bull Slaughter Continue to Drive Market

550 lb. steers expected 14-15 percent higher than 2013

Story By Joann Pipkin, Editor

While grilling season will be in full swing in a few weeks, retail beef prices are at all-time highs.

For cattlemen, though, costs are going down and revenue is expected to rise, according to Allen Smith with Denver-based CattleFax. Smith told cattlemen at a Feb. 27 meeting at Joplin Regional Stockyards feedlot placements are projected lower for 2014 with a 3 to 4 percent decline in steer and heifer slaughter for the year.

“The biggest drop in beef supply this year will come from cow and bull slaughter,” Smith said.

One of the biggest drivers in the market right now, Smith said, is cow and bull slaughter. With reduced cow and bull slaughter expected, consumers can expect less ground beef on the market. Fifty percent of beef consumption is in the hamburger form, he noted.

Overall, cow and bull slaughter is projected to be down by double-digits this year while steer and heifer slaughter is forecast 3 to 4 percent lower.

To meet ground beef demand, Smith said 7 to 8 lbs. of meat from every steer and heifer will need to be converted to ground beef this year.

“Don’t confuse consumption with demand,” Smith said. “Demand is about how much supply you have and how much the consumer is willing to pay for it. Supply is what it is. It’s going to be down.”

Despite reduced supplies, Smith said consumers are willing to pay more for beef.

As tough as the economy has been for livestock producers recently, Smith says the next three to five years should result in lower feed costs. In 2014-2015, the U.S. will hold a 37 percent share of global corn production. “We are still a major player (in corn production), but are becoming less of a major player,” Smith explained.

When looking at competing proteins, Smith said pork production is expected to take a big hit due largely to the Porcine Epidemic Diarrhea virus (PEDv) outbreak. Overall, pork production will be down 1 billion pounds or 4.6 percent for 2014, he explained. Poultry, on the other hand, will likely be up about 2.9 percent for the year.

The demand for protein around the world is growing with emerging markets, Smith said. “The opportunities are really outside our borders, and not inside the United States.”

And global consumers are willing to pay for it. “Beef in China now costs more than beef in the U.S.,” Smith said. “That’s demand.”

Smith predicts a normal season price movement this year. Fed cattle prices, he expects, will average \$1.35 to \$1.37 per cwt. Highs will come by April with a break in summer, followed by a rally in the fourth quarter of the year.

While Smith said 550 lb feeder steers are projected to be 14 to 15 percent higher than last year at \$1.93 per cwt, that price could soar to \$2.07 per lb for 2015. “This assures the industry of expansion, Smith said, with the exception of drought.

August feeder cattle may trade above \$1.80, Smith noted, especially if the corn crop makes this year and prices are below \$4 per bushel.

There is so much more capital required to be in the cattle business today, Smith said. “Risk management skills are essential today for long-term survival.”



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Reminisce Angus Ranch
Wisdom, MT

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 **MERCK**
Animal Health

Corn, Soybean Prices Expected to be Volatile Over Next 5 Years

Corn projected at \$4 per bushel; soybeans at \$10

Story from Our Staff

Corn and soybean prices are both expected to drop in the next five years—but so is net farm income.

According to University of Missouri Food and Agricultural Policy Research Institute Director Pat Westhoff, expect volatility in the soybean and corn markets over the next half-decade.

Look for corn prices to drop to \$4 per bushel and soybean to \$10 per bushel on average for the next five years, he said. Net farm income is expected to drop 24 percent in the next year.

Westhoff's comments are part of MU FAPRI's recent baseline briefing booklet giving five-year projections for agriculture and biofuel markets. Westhoff said FAPRI's price projections for the grain markets are "more pessimistic than a year ago" but more optimistic than USDA projections.

Concerns loom about a changing global economy due to unrest in the Ukraine and other parts of the world, he said. Changes in the new farm bill, the Agricultural Act of 2014, also create "lots and lots of uncertainty."

But one thing Westhoff is certain about is that farm income will go down. Overall net farm income goes down from \$130.5 billion in 2013 - the highest since the 1970s. Net farm income reached record levels in 2013 in nominal terms and hit the highest level since the 1970s in inflation-corrected real terms, he said.

Corn prices peaked at \$6.89 per bushel for the drought-reduced crop harvested in 2012. Prices predicted for 2014-2018 are \$4.08 per bushel. Corn drops considerably from last year's level and then remains relatively constant through 2018.

"Believe it or not, 2012, a drought year, was the best net return year for corn growers. Not for Missouri, where

yields were especially low, but for the nation," Westhoff said. For the average U.S. producer, high prices and crop insurance indemnities offset the lower yields.

Westhoff projects that less corn will be produced this year as farmers shift corn acres to soybean. Corn acres this year drop by 4.1 million, with an expected 91.3 million acres to be planted in 2014.

More yield per acre and more beginning stock continue to push prices down in 2014.

Soybean prices also take a hit. Peaking at \$14.40 per bushel in 2012-2013, soybean drops to an average of \$9.76 for 2014-2018. Bean acreage is expected to increase by 2.2 million acres to 78.7 million acres.

Lower prices and returns could slightly reduce the total amount of land planted to corn, soybeans and other crops in 2014. However, adverse weather kept farmers from planting some acres in 2013, so if conditions are more favorable this spring, that could push acreage higher.

The good news is that input costs may increase only moderately.

The effect of the new farm bill remains unknown, Westhoff said. Crop insurance payments become an important part of the program. Since the value of crops drops, the budgetary cost may be less. Taxpayers subsidize about 62 percent of the cost of crop insurance premiums.

Net farm income in 2014 is projected to decline by more than 24 percent (\$30 billion) from 2013 as sharply lower crop prices and reduced government payments offset the impact of strong cattle and milk prices and a slight reduction in production costs.

—Source: Adapted from a release by University of Missouri Cooperative Media Group.

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BRIEF SUMMARY: for full prescribing information use package insert.

INDICATIONS: Zuprevo™ 18% is indicated for the treatment of bovine respiratory disease (BRD) associated with *Mannheimia haemolytica*, *Pasteurella multocida*, and *Histophilus somni* in beef and non-lactating dairy cattle, and for the control of respiratory disease in beef and non-lactating dairy cattle at high risk of developing BRD associated with *M. haemolytica*, *P. multocida*, and *H. somni*.

WARNINGS: FOR USE IN ANIMALS ONLY. NOT FOR HUMAN USE. KEEP OUT OF REACH OF CHILDREN. TO AVOID ACCIDENTAL INJECTION, DO NOT USE IN AUTOMATICALLY POWERED SYRINGES WHICH HAVE NO ADDITIONAL PROTECTION SYSTEM. IN CASE OF HUMAN INJECTION, SEEK MEDICAL ADVICE IMMEDIATELY AND SHOW THE PACKAGE INSERT OR LABEL TO THE PHYSICIAN.

Avoid direct contact with skin and eyes. If accidental eye exposure occurs, rinse eyes with clean water. If accidental skin exposure occurs, wash the skin immediately with soap and water. Tildipirosin may cause sensitization by skin contact.

For technical assistance or to report a suspected adverse reaction, call: 1-800-219-9286.

For customer service or to request a Material Safety Data Sheet (MSDS), call: 1-800-211-3573. For additional Zuprevo 18% information go to www.zuprevo.com.

For a complete listing of adverse reactions for Zuprevo 18% reported to CVM see: <http://www.fda.gov/AnimalVeterinary/SafetyHealth>.

DO NOT USE ZUPREVO 18% IN SWINE. Fatal adverse events have been reported following the use of tildipirosin in swine. NOT FOR USE IN CHICKENS OR TURKEYS.

RESIDUE WARNING: Cattle intended for human consumption must not be slaughtered within 21 days of the last treatment. Do not use in female dairy cattle 20 months of age or older. Use of this drug product in these cattle may cause milk residues. A withdrawal period has not been established in pre-ruminating calves. Do not use in calves to be processed for veal.

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MANAGEMENT MATTERS

Beef Quality Assurance: What Does it Really Mean?

Voluntary program provides vital management, production information

Story By Laura Wolf for *Cattlemen's News*

The Beef Quality Assurance certification program may not bring a premium at market for producers yet, but its benefits make it worth the time investment, experts say.

“Many producers go through the program because it’s an opportunity to get more information on management and production practices,” said Craig Payne, University of Missouri extension veterinary medicine

Although the process still covers some of the same material, it has changed significantly as the industry has changed, Payne said. If a producer was certified 10 years ago, a refresher course would get him or her up to speed.

Jim McCann, president of the Missouri Cattlemen’s Association and a Lawrence county cattleman who has completed the BQA certification, believes



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specialist and the Missouri BQA coordinator. Trainings are hosted throughout Missouri, and online trainings are available at animalcaretraining.org.

Onsite training is free while website training normally costs \$25. However, Boehringer Ingelheim VetMedica has sponsored the online training until April 15. The training program covers topics such as vaccine handling and administration, antibiotic use and following labels, best-practice strategies for cattle handling, principles of feeds and feeding.

“People that are familiar with the BQA program remember it for its focus on recommending all injections be given in the neck region to minimize carcass damage,” Payne said, “but the program has evolved over time to keep up with industry issues and challenges.”

that the program will evolve in the coming years.

“Bottom line, I see in the not-too-distant future, with the pressures being put on the animal agriculture industry by large wholesale buyers, we’re going to have to jump through all kinds of hoops,” McCann said. “Preparations are being made to have cattle producers, processors and feed lots meet qualifications to sell meat.”

According to Payne, the most recent data available indicates that 50 percent of feedyards are BQA-certified. Some certified feedyards prefer to source cattle from producers who also are BQA-certified.

“The bottom line is whether producers want to control and set their own guidelines,” said Mike Deering, Missouri Cattlemen’s Association executive vice president.

Influential buyers like McDonalds and Walmart are in talks regarding sustainability and protein sourcing, and are in the process of writing guidelines for meat producers. If cattlemen want to set their own guidelines as Deering mentioned, the BQA program may be a good fit for encouraging a producer-driven certification program.

“In the very near future, a certification will be required for cattle to go to market,” McCann said. “It is going to be more expensive, but that will be what it takes.” Getting a product to market may require a certification program in the near future, and producers might be able to have input in that process by participating in the BQA program.

“If a major company were to come forth wanting a seal to indicate BQA certification, the National Cattlemen’s Beef Association may consider the possibility,” Payne said.

However, gaining the certification in the meantime is still worthwhile according to Payne and McCann. “It’s relatively

simple; Right now, BQA does not include an on-farm audit, but that may be coming soon,” McCann said. “The way cattle are handled, from how medications are applied to in-feed medication, may take a veterinarian prescription.”

If producers want input into the guidelines set for them, the BQA certification program is a great opportunity to learn about potential risks and best handling practices and contribute to creating a producer-driven check-in-balance system, Deering said.

Even though BQA certification is not yet a factor that determines whether a product can be sold, or even whether it will be sold at a premium, the certification program is still beneficial for producers.

“One thing to keep in mind is that while you may not get a premium if you’re certified, that the information provided as part of the process has some direct benefit to the producer,” Payne said. Some potential benefits include better vaccine response by improving vaccine handling and administration,

residue avoidance, reduction in carcass damage by understanding what contributes to damage and other topics covered by the certification program.

“It also provides an opportunity to impact the industry as a whole in a positive way,” Payne said. Consumer perception of the animal agriculture industry – not just cattle – is impacted in a positive way by programs such as BQA certification.

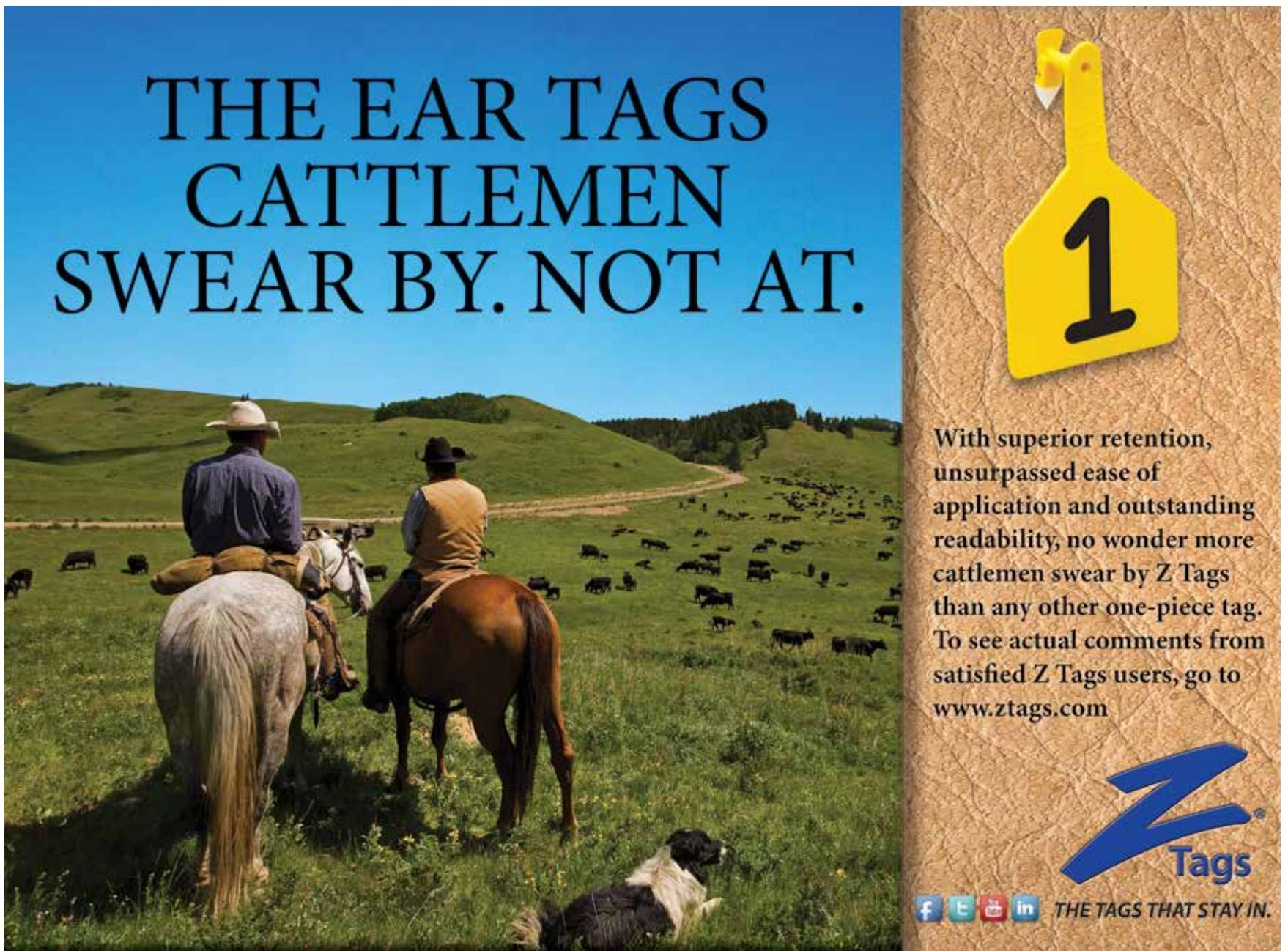
The BQA program is funded by the beef checkoff program, so use of the program in marketing may be limited. Also, while it is recommended, it is completely voluntary for participants.

The Missouri Cattlemen’s Association began offering BQA certification programs about one year ago, and has hosted 15 courses across the state in four months according to Deering. Several more courses are coming up, so keep an eye out for training opportunities. While certification is available online, BQA trainers such as Payne offer in-person training, which includes several short

sessions on cattle production and management and ends in a test that allows producers to complete the certification.

Some of the discussed policies will go into effect in the next two years, McCann said, so BQA certification is especially pertinent in the coming months. The training program is not limited only to producers – even transportation specialists may be required to complete a certification in the near future, and the BQA program includes recommendations for hauling animals – including the number according to the size of hauling equipment – in its policy book.

Producers and facilitators alike agree that completing the BQA certification process early is a step in the right direction for producers to set their own industry guidelines rather than allowing other companies that don’t understand agriculture as fully to make those decisions on behalf of farmers and ranchers, Deering said.



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Practice Parasite Prevention

Monitor stocking rates to help control parasites

Story By Samantha Warner for Cattleman's News

With cattle prices at record levels and herd rebuilding in full swing, the last thing you want to do is lose money at market time because your cattle aren't in the best possible shape. Parasites not only wreak havoc on animal health, but also suck the profits clean out of your pockets.

Parasite Economic Implications

According to Dr. Thomas Yazwinski, University of Ar-

kansas professor of animal science, "(You) must strike balance between sustainable, practical parasite control and parasite presence. You will always have parasites; (the) question is how many parasites and still have the most profitable/sustainable enterprise possible."

Yazwinski said lack of production, decreased feed efficiency, anorexia and predisposi-

tion to diseases are just some of the problems parasites can cause in your herd.

External Parasites

Oklahoma State University Extension Livestock Entomologist Justin Talley said horn flies are the external parasite that causes cattle the most problems. According to Talley, horn flies also cause cattle to lose weight and lower milk production with high summertime populations. A reduction in beef production efficiency is also noted with the economic loss manifested in growing cattle.

Talley also noted that economic infestations range from 200 to 300 or more flies

per animal and usually develop in late May or June and then persist into the fall.

Normally, growing cattle gain an extra 1.5 pounds per week when horn flies are controlled.

Horn flies are a greater problem in pastured cattle because they require a fresh, intact manure pad to complete their life cycle.

Talley said an ideal rotation to control the horn fly is abamectin organophosphate pyrethroid.

Internal Parasites

Dr. Jeremy Powell, University of Arkansas professor and veterinarian said, "The effects of internal parasites on cattle will vary with the severity of infection, as well as age and stress level of the animal. In general, younger animals and animals under stress are most likely to show signs of parasitism. Mature cows acquire a degree of immunity to parasites that reside in the lower gastrointestinal tract."

Powell further noted that two types of parasitism exist: subclinical and clinical.

Losses in animal productivity such as milk production, weight gain, altered carcass composition and conception rate are all subclinical effects; whereas, visible, disease-like symptoms include roughness of coat, anemia, edema and diarrhea are clinical effects. "The subclinical effects are of major economic importance to the producer," Powell said.

"Pastures that are heavily stocked generally have a higher parasite burden than lightly stocked ones," Powell explained. "Cattle in a drylot are less likely to have heavy worm infections than those on pastures. Young cattle will typically have more internal parasites than older cattle."

Some parasites to be concerned about are roundworms (nematodes), tapeworms (cestodes), flukes (trematodes) and coccidian (a protozoa), Powell said.

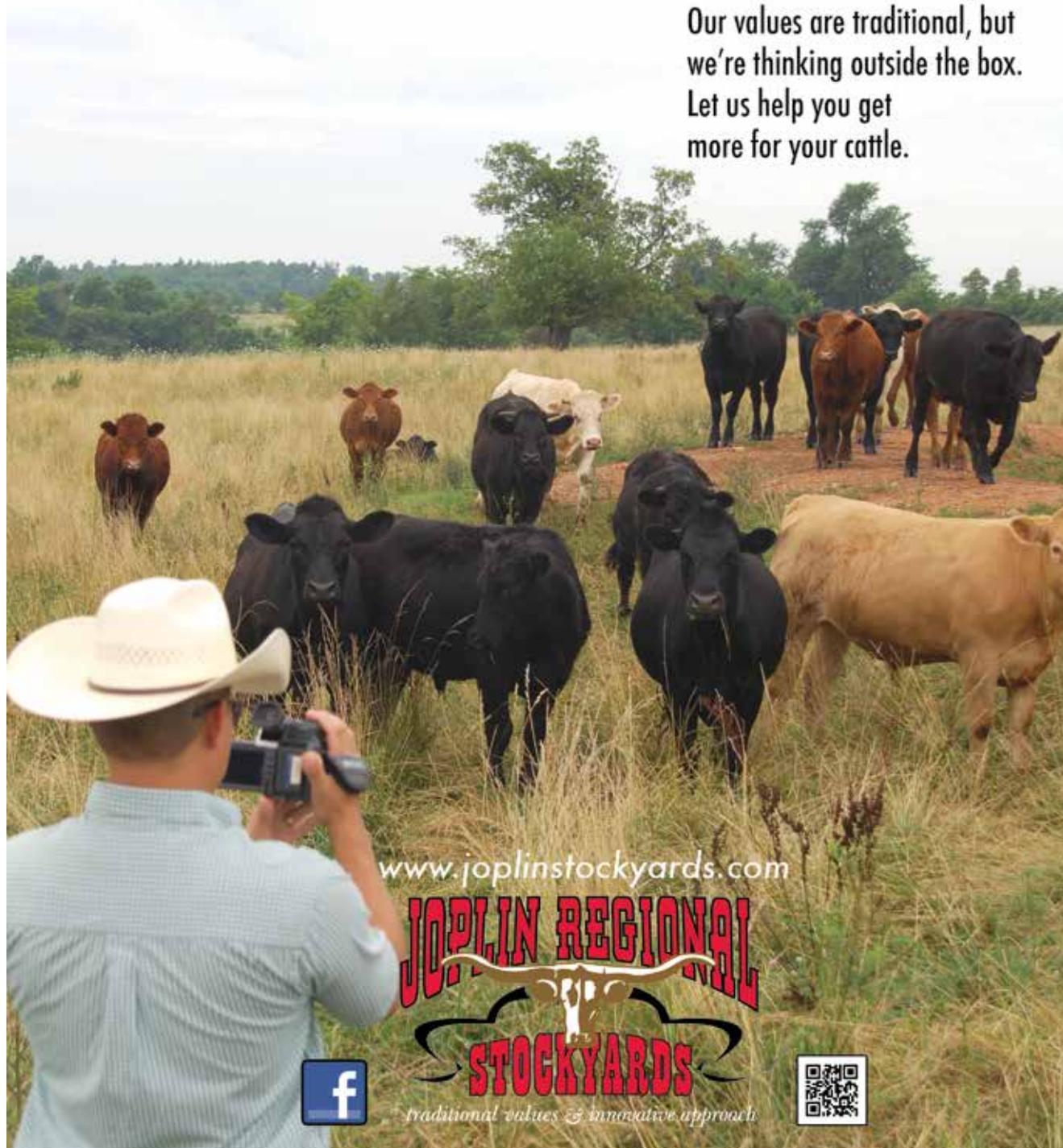
Prevention and Treatment

Yazwinski noted the best way to prevent parasites is through a "strategic/well-planned treatment regimen

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coupled with oversight and proper husbandry.” He also said strategies to prevent parasites include deworming in the spring and fall for adult animals, periodically for growing animals, and addressing flies when they reach a threshold.

Besides deworming, pasture management is a key part of controlling parasites. According to Powell, pasture management methods designed to reduce third-stage larvae populations include:

1. Moving more susceptible younger cattle to a safe pasture. Safe pastures include those that were not grazed during the last 12 months, as well as small grain pastures developed from a prepared seedbed. When a pasture lies untilled and is plowed, contamination can drop quickly. Always deworm cattle prior to placement on a safe pasture; otherwise, the pasture can immediately become contaminated.
2. Placing less susceptible, mature cattle on the more

contaminated pastures. Mature cows under a good nutrition program develop some acquired immunity to parasites and are affected less by their presence than young cattle and calves.

3. Eliminating overgrazing of pastures. Animals on overgrazed pastures graze closer to the ground and pick up more larvae. Rotational grazing systems are unlikely to provide enough rest to paddocks to reduce possible contamination. Some studies have shown that rotational grazing can increase infection compared to continuous stocking. This is likely because rotational grazing allows higher stocking rates. However, rotational grazing combined with a strategic deworming program can still provide more production per acre than conventional grazing. If flukes are



Pasture management is key to controlling parasites. Always deworm cattle prior to placement on a “safe” pasture or one that has not been grazed for 12 months. —Photo by Joann Pipkin

a problem, identify ways to increase pasture drainage and fence off problem areas such as ponds.

4. Dragging manure pats in dry weather and cutting the forage for haylage.

If there is a need to treat parasites, use insecticides

that work and use them correctly. Yazwinski said, “Guard against encouraging parasite resistance because there are not any new products on the horizon. Which means, what you have today is all you’re going to have for treatment five years from now, and that is probably optimistic!”

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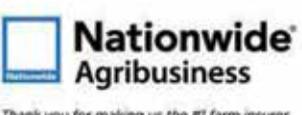
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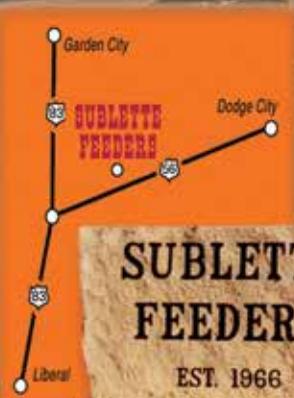
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MANAGEMENT MATTERS

Steps to Improve Herd Efficiency

Understanding feed efficiency tools, concepts vital to improving overall herd profitability.

Story By Katie Allen

Business owners are often challenged to find time to sit down, analyze data and strategize to make their business more profitable and successful. A beef cow/calf operation is one such business, and improving feed efficiency is a main profit-driver.

Bob Weaber, beef breeding, genetics and cow/calf specialist

for Kansas State University Extension, said feed efficiency is converting pounds of feed resources, whether that is a concentrated diet in a feedlot or a diet of range and pasture forage, into pounds of calf gain.

“Feed costs are associated with about 60 to 70 percent of total beef production costs,” Weaber said. “A large chunk of

LONGRANGE®

(eprinomectin)

Extended-Release Injectable Parasiticide
5% Sterile Solution

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

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

INDICATIONS FOR USE

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

Parasites	Durations of Persistent Effectiveness
Gastrointestinal Roundworms	
<i>Cooperia oncophora</i> – Adults and L ₁	100 days
<i>Cooperia punctata</i> – Adults and L ₁	100 days
<i>Cooperia surnabada</i> – Adults and L ₁	120 days
<i>Haemonchus placei</i> – Adults	120 days
<i>Oesophagostomum radiatum</i> – Adults	120 days
<i>Ostertagia lyrata</i> – Adults	120 days
<i>Ostertagia ostertagi</i> – Adults, L ₁ and inhibited L ₂	120 days
<i>Trichostrongylus axei</i> – Adults and L ₁	100 days
<i>Trichostrongylus colubriformis</i> – Adults	
Lungworms	
<i>Dictyocaulus viviparus</i> – Adults	150 days

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

DOSE AND ADMINISTRATION

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

WARNINGS AND PRECAUTIONS

Withdrawal Periods and Residue Warnings
Animals intended for human consumption must not be slaughtered within 48 days of the last treatment. This drug product is not approved for use in female dairy cattle 20 months of age or older, including dry dairy cows. Use in these cattle may cause drug residues in milk and/or in calves born to these cows. A withdrawal period has not been established for pre-ruminating calves. Do not use in calves to be processed for veal.

Animal Safety Warnings and Precautions

The product is likely to cause tissue damage at the site of injection, including possible granulomas and necrosis. These reactions have disappeared without treatment. Local tissue reaction may result in trim loss of edible tissue at slaughter.

Observe cattle for injection site reactions. If injection site reactions are suspected, consult your veterinarian. This product is not for intravenous or intramuscular use. Protect product from light. LONGRANGE® (eprinomectin) has been developed specifically for use in cattle only. This product should not be used in other animal species.

When to Treat Cattle with Grubs

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

Environmental Hazards

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

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

TARGET ANIMAL SAFETY

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

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

STORAGE

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

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1050-2889-02, Rev. 05/2012

those are realized in a feedlot, but it's also important to think about feed efficiency on the cow side."

Fed cattle only account for 30 percent of the total calories consumed in the entire beef sector, he said. Ignoring the cow/calf side of the beef production system, which consumes the remaining 70 percent of the total calories, means producers are missing a great opportunity to not only change feed costs, but also improve efficiency, sustainability and the impact of the beef production system on the environment.

Knowing inputs and outputs

Cattle in the commercial feedlot are easy to evaluate for feed efficiency, Weaber said. On a pen-wide basis, feedlot managers know how much feed the cattle consume, as every feed truck is weighed, and cattle owners are billed accordingly.

"We know how much the cattle cost going into the feedlot and how much they weighed," he said. "We know what the value is when they leave the feedlot in terms of grid value, carcass merit, live weight or other output measurement. That's easy to capture."

Understanding efficiency at the cow/calf level is a much more complicated issue, Weaber said.

"We don't measure how much forage they consume," he said. "We have a fixed land mass typically in owned or rented pasture that provides the bulk of calories our animals consume. We can only measure hay allocation and supplemental feed as additional inputs."

To calculate efficiency in feedlots, managers often use the feed conversion ratio, a measure of an animal's feed intake to gain, or its reciprocal, gross feed efficiency, Weaber said. Cow/calf producers, on the other hand, should collect enough records to be able to calculate weaning weight per cow exposed to measure efficiency. This provides producers with the output of their cow herd relative to the calories that the cows exposed to a bull consumed. It shows producers how the cows are working not individually, but as a system.

"For most producers in Kansas and across the country who sell calves at weaning time, weaning weight is the targeted end point," he said. "The nice thing about weaning weight per cow exposed is that it captures all sensitive areas that have an impact on productivity in your cow/calf operation—fertility, conception rate and ability for cows to re-breed. It is a function of how many cows you turned out with bulls and the net effect the management decisions made to realize a marketable product."

Understanding feed efficiency tools and concepts

Weaber and several of his colleagues are working on a beef feed efficiency project and completed a nationwide survey of beef cow/calf producers, seedstock producers and feedlot operators in 2013, to gauge producers' understanding of a wide variety of feed efficiency and genetic concepts.

One of the most surprising things, Weaber said, was that only about one-third of the cow-calf producer respondents could correctly identify the proper definition of feed conversion ratio or the measure of feed efficiency.

Producers also answered questions about methods historically used by the beef industry to improve the feed efficiency of growing animals. Slightly more than 50 percent of cow/calf producers correctly identified increased growth rate or average daily gain (ADG) as the genetic tool used by the U.S. beef industry to improve feed efficiency of growing animals.

Slightly more than half of the respondents were not aware of any consequence to the cow herd resulting from selection for increased growth rate. About 13 percent responded that there were no harmful effects, and only about 10 percent correctly identified that selection for increased ADG results in potentially higher

CONTINUED ON NEXT PAGE



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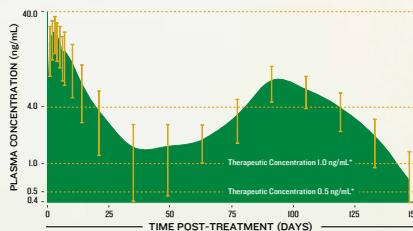
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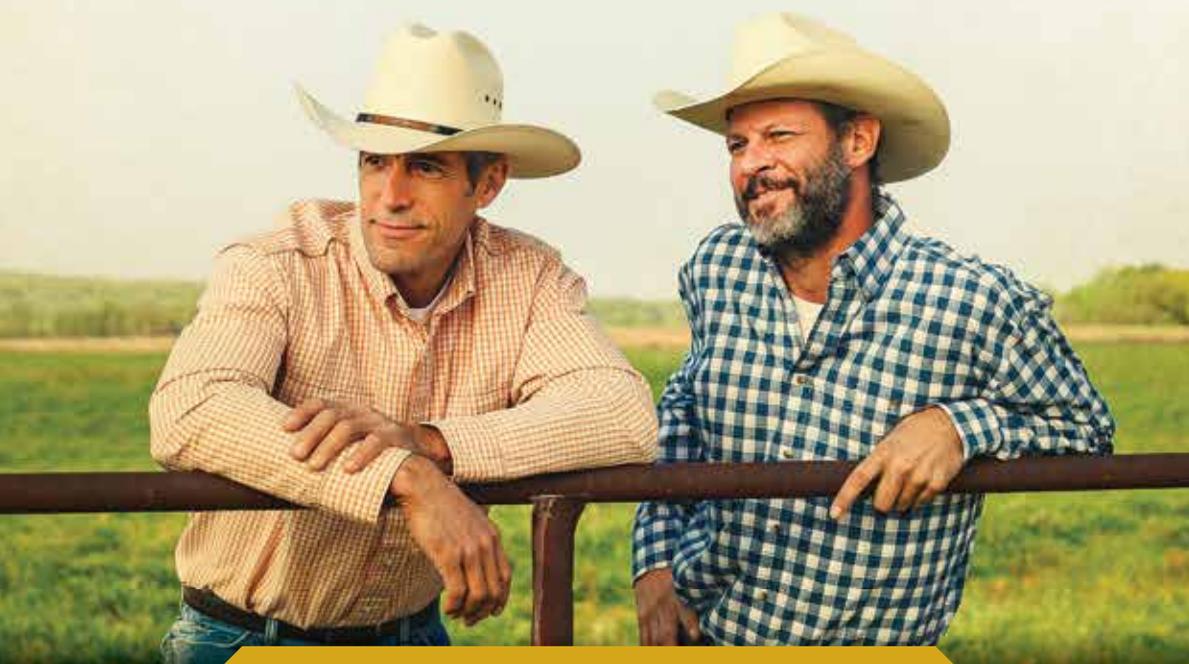


Pharmacokinetic studies of LONGRANGE in cattle indicate that effective plasma levels remain for an extended period of time (at least 100 days).²

*Plasma concentrations between 0.5 and 1.0 ng/mL would represent the minimal drug level required for optimal nematocidal activity.



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



For more information, visit theLONGRANGElook.com

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



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

² LONGRANGE product label.

³ Morley FH, Donald AD. Farm management and systems of helminth control. *Vet Parasitol.* 1980;6:105-134.

⁴ Brunson RV. Principles of helminth control. *Vet Parasitol.* 1980;6:185-215.



Improving feed efficiency is a main area of focus for beef cattle farmers and ranchers to become more profitable. Cow/calf efficiency is especially important, as cow/calf production accounts for 70 percent of the total calories consumed in the entire beef sector.

—Photo by Joann Pipkin

Brief Summary of Full
Prescribing Information



Antibiotic
100 mg of tulathromycin/mL

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

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

INDICATIONS
Beef and Non-lactating Dairy Cattle
BRD – DRAXXIN Injectable Solution is indicated for the treatment of bovine respiratory disease (BRD) associated with *Mannheimia haemolytica*, *Pasteurella multocida*, *Histophilus somni*, and *Mycoplasma bovis*; and for the control of respiratory disease in cattle at high risk of developing BRD associated with *Mannheimia haemolytica*, *Pasteurella multocida*, *Histophilus somni*, and *Mycoplasma bovis*.

IBK – DRAXXIN Injectable Solution is indicated for the treatment of infectious bovine keratoconjunctivitis (IBK) associated with *Moraxella bovis*.

Foot Rot – DRAXXIN Injectable Solution is indicated for the treatment of bovine foot rot (interdigital necrobacillosis) associated with *Fusobacterium necrophorum* and *Porphyromonas lewii*.

Swine
DRAXXIN Injectable Solution is indicated for the treatment of swine respiratory disease (SRD) associated with *Actinobacillus pleuropneumoniae*, *Pasteurella multocida*, *Bordetella bronchiseptica*, *Haemophilus parasuis*, and *Mycoplasma hyopneumoniae*; and for the control of SRD associated with *Actinobacillus pleuropneumoniae*, *Pasteurella multocida*, and *Mycoplasma hyopneumoniae* in groups of pigs where SRD has been diagnosed.

DOSAGE AND ADMINISTRATION
Cattle
Inject subcutaneously as a single dose in the neck at a dosage of 2.5 mg/kg (1.1 mL/100 lb) body weight (BW). Do not inject more than 10 mL per injection site.

Swine
Inject intramuscularly as a single dose in the neck at a dosage of 2.5 mg/kg (0.25 mL/22 lb) BW. Do not inject more than 2.5 mL per injection site.

CONTRAINDICATIONS
The use of DRAXXIN Injectable Solution is contraindicated in animals previously found to be hypersensitive to the drug.

WARNINGS
FOR USE IN ANIMALS ONLY.
NOT FOR HUMAN USE.
KEEP OUT OF REACH OF CHILDREN.
NOT FOR USE IN CHICKENS OR TURKEYS.

RESIDUE WARNINGS
Cattle
Cattle intended for human consumption must not be slaughtered within 18 days from the last treatment. Do not use in female dairy cattle 20 months of age or older. A withdrawal period has not been established for this product in pre-ruminating calves. Do not use in calves to be processed for veal.

Swine
Swine intended for human consumption must not be slaughtered within 5 days from the last treatment.

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

Swine
The effects of DRAXXIN on porcine reproductive performance, pregnancy, and lactation have not been determined. Intramuscular injection can cause a transient local tissue reaction that may result in trim loss of edible tissue at slaughter.

ADVERSE REACTIONS
Cattle
In one BRD field study, two calves treated with DRAXXIN at 2.5 mg/kg BW exhibited transient hypersalivation. One of these calves also exhibited transient dyspnea, which may have been related to pneumonia.

Swine
In one field study, one out of 40 pigs treated with DRAXXIN at 2.5 mg/kg BW exhibited mild salivation that resolved in less than four hours.

STORAGE CONDITIONS
Store at or below 25°C (77°F).

HOW SUPPLIED
DRAXXIN Injectable Solution is available in the following package sizes: 50 mL vial, 100 mL vial, 250 mL vial, 500 mL vial

NADA 141-244, Approved by FDA



To report a suspected adverse reaction call 1-800-366-5288.
To request a material safety data sheet call 1-800-733-5500.

For additional DRAXXIN product information call 1-888-DRAXXIN or go to www.DRAXXIN.com



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**FEED EFFICIENCY
FROM PAGE 33**

maintenance cows with larger mature weights and leaner body composition.

When asked about other measures of efficiency, only 16 percent of producers were familiar with residual, or net, feed intake (RFI), and 14 percent had heard of residual average daily gain (RADG).

“We have a lot of work to do in the industry to help producers understand conventional measures of feed efficiency or transformation of data into measures of metabolic size, feed intake or growth rate, such as RFI or RADG,” Weaber said. “We also need to help them understand how to use those tools in selection strategies.”

Breed association national cattle evaluation programs are beginning to report efficiency-related expected progeny differences (EPDs) that producers can use in cattle selection. For a long time, the strong genetic association of feed intake and gain performance has been understood in the beef industry, he said, as it’s somewhere around 0.75 or 0.80.

In addition to the RADG EPD published by the American Angus Association, other EPDs and value indexes are emerging to differentiate animals for growth efficiency. For determining maintenance efficiency on the cow side, \$EN (cow energy value) in Angus or the maintenance energy EPD in Red Angus are examples. These can help producers select sires of replacement females that represent lower maintenance energy costs and a more moderate mature size and lactation potential.

Matching animals to their environment

Along with knowing the genetic selection tools available for improving efficiency, producers should also understand the difference between maintenance requirements versus maintenance efficiency in the cow herd.

“Maintenance efficiency in a cow perspective is how animals differ in their ability to use consumed nutrients, and right now in the beef sector we don’t have a very good way to measure that on an individual animal basis,” Weaber said. “So that means selec-

tion to change that would be difficult.”

A more appropriate strategy, he said, is making sure maintenance requirements match a producer’s forage environment. Cow size and milk production are both moderate to highly heritable traits, and EPDs can help producers select for cows that are more optimally matched to their production environment. For many producers, that will mean selecting lower milking cows with more moderate or smaller mature weights, as they will likely have fewer maintenance requirements.

“We can affect cow size and lactation potential in the next calf crop by using appropriate selection strategies,” Weaber said. “If we think about the nutrient requirement between a 1,000-lb. cow and a 1,400-lb. cow for maintenance of bodyweight, there’s about a 27 percent difference. If we look at the difference between a low milk, 10-lb. peak lactation cow versus a 30-lb. peak lactation cow, that’s another 16 percent change in nutrient requirements.”

Together, that is more than a 40 percent difference in maintenance requirements between small, low-milk cows and large, high-milk cows. On a caloric basis, that’s about a ton of corn equivalent per cow, he said.

“If you think about how energy-dense corn is, think about the required difference in nutrient consumption if you were feeding prairie hay,” Weaber said. “The difference is massive.”

Producers should strive to hit the optimum level of how many cows and calves they have relative to their access of native, standing forage, he said. Not having to feed a lot of harvested forage can really change the profitability of an operation.

Crossbreeding also helps improve cow herd efficiency by improving weaning weights of calves and especially traits with low heritability, such as fertility and longevity, Weaber said. System efficiency improvements across the whole cow herd inventory due to crossbreeding can be realized in three to five years depending on the replacement rate in the herd.

—Source: Katie Allen is communications specialist with K-State Research and Extension News.

Shelia, Brock, Karena
and Jessica Karges
Owners
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Injectable Solution



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Important Safety Information: DRAXXIN has a pre-slaughter withdrawal time of 18 days. Do not use in dairy cattle 20 months of age or older. Effects on reproductive performance, pregnancy and lactation have not been determined.

For more details, please see full prescribing information.

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Get Gain from Non-Toxic Tall Fescue Varieties

Tip: Take advantage of fall seeding to get two cool seasons of growth before summer

Story By Rebecca Mettler for *Cattlemen's News*

Cattle producers in the Fescue Belt often find themselves working with a double-edged sword when it comes to toxic endophyte-infected tall fescue.

The persistence and hardiness of the plant is desirable, but producers are often plagued with decreased animal performance and other fescue toxicosis symptoms due to high levels of toxins produced by the endophyte fungus.

For Darrel Franson, Lawrence County Missouri cattleman and ardent record keeper, the performance losses and other negative factors of fescue toxicosis were too much to accept.

"I was barely reaching two pounds a day gain (on my calves) with 200 plus days (nursing) on the cow," Franson explained to the group gathered at the Joplin Regional Stockyards. Pennington Seed and Boehringer Ingelheim held the joint meeting focusing on forage and animal health on March 6, 2014.

Native to Minnesota, Franson was not accustomed to toxic forage. After moving to Southwest Missouri in 1993 he was shocked to find that the most common forage in the area was toxic to cattle.

"If you were born here you always looked at, walked on and took hay off of pastures that were toxic," Franson said. "It's life, and it is what it is. Coming from 700 miles north I didn't have that 'it is what it is' attitude."

In 2001 Franson began transitioning his entire 125-acre operation to non-toxic endophyte tall fescue, 15 or 20 acres at a time.

On average the cost of converting to MaxQ or MaxQII novel endophyte tall fescue is \$200 per acre, according to Dr. Joe Bouton with Bouton Consulting Group, LLC. He is an internationally recognized forage

breeder, geneticist and breeder of MaxQ Tall Fescue.

Franson is more interested in knowing the rate of fescue conversion on a per cow basis.

"I know the payback is going to come per cow so I want to look at cost per cow and income per cow," Franson said.

For Franson's operation it takes 1.6 acres per cow per year. At \$200 per acre to renovate to novel fescue, his cost per cow was \$320.

Franson took performance averages from five years before his fescue conversion and compared them to five years during the transition phase. He records \$191 of increased profit per cow when taking into account a 7.8 percent increase in the number of calves weaned. He also calculated an 85-pound increase in average weaning weight.

With the math, he estimates it will take him 1.7 years to pay for the conversion from toxic endophyte-infected fescue to a novel endophyte variety.

Franson pointed out that although he keeps immaculate records and measures 31 data points on his calves, with his calculations the rate of genetic improvement through Artificial Insemination (AI) was not figured. Yet, that does not deter him from realizing what he gained from novel endophyte fescue.

Tips for Getting that Healthy stand of MaxQ

Any plants or seeds that are infected with the toxic endophyte can spread the unwanted endophyte throughout a reestablished novel endophyte stand. Therefore, ridding the pasture of toxic endophyte tall fescue is crucial.

"The biggest source of your problems when you reestablish is what you left there," Bouton



The persistence and hardiness of tall fescue make it a logical forage choice, however decreased animal performance may come with high levels of toxins produced by the endophyte fungus.

—Photo by Joann Pipkin

said. "Two things you leave there, seed that's infected and plants that are infected."

Plants can be killed with herbicide but seed management is very important Bouton said.

He explains that producers must control the seed heads during the spring before planting later in the fall. If seed head development is controlled at 95 percent, it will have been 15 to 16 months since seeds have been on the ground.

Bouton suggests planting fescue in late summer or early fall. However, depending on the location, producers have the option to plant in early spring.

Franson takes advantage of the benefits of fall seeding.

"Seed in the fall or not at all," Franson said. "It has two cool seasons to grow through before July and August."

Bouton cites two options when replacing a stand of toxic fescue with MaxQ. Depending on the producer's preference, options are a Spray-Smother-Spray-Plant or a Spray-Spray-Plant routine.

"If (farmers) have bad sloping land or semi-sloping land where they are worried about erosion, they probably don't want to plow for sure," Bouton said.

With the above situation Bouton suggests spraying a Glyphosate product six weeks prior to planting MaxQ and then again spraying Glyphosate immediately prior to or just after no-till drilling. This is considered the Spray-Spray-Plant method.

The Spray-Smother-Spray-Plant method requires producers to

spray Glyphosate and kill the toxic fescue prior to blooming. Bouton says that killing a green stand of fescue can be a tough sell.

"You have to be committed or you think you can get enough out of this to pay," Bouton said.

Smothering with annual forage, sorghum sudangrass or pearl millet will provide summer forage and deter toxic fescue re-growth. Next step is to spray another round of Glyphosate and plant in the fall.

"Stand management during the early stages of establishment and during the first year is most critical," Bouton said.

"Perennial grasses end strong but start slow, just know that," Bouton said. "You are trying to protect the seedling as much as you can during that early stage."

Bouton suggests letting the forage get eight or 10 inches of height before grazing.

Both Bouton and Franson pointed out that keeping toxic fescue out of the novel endophyte stand is crucial. Toxic seed can be carried in through toxic hay and even through animal feces.

"A rule of thumb, if you have had animals on toxic fescue or have been feeding toxic fescue hay, wait at least two or three days before you introduce them to your novel fescue," Bouton said.

Replacing toxic tall fescue with novel-endophyte varieties such as MaxQ can take time. But according to Bouton and as seen through Franson's own experiences, it does pay off to convert if toxicosis problems exist. 🐄

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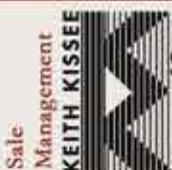


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Beef Industry Expectations

How important are they?

Story By Derrell S. Peel

Cattle and beef prices are at record levels in every industry sector, from cow-calf to retail beef prices. These record prices are obviously supported by a very unusual set of supply and demand circumstances. So far in 2014, markets—especially fed cattle and wholesale beef markets—have displayed unprecedented volatility as industry participants try to sort out these unusual market fundamentals in a very dynamic market environment. Both producers and consumers are reacting, not only to current record prices, but also to their evolving expectations for market conditions over the coming weeks, months and years.

Much attention is focused on the low cowherd inventory and the need to rebuild. After many years of liquidation, the result of a variety of factors

impacting the beef industry, the current situation reminds us that it is the cow-calf sector that is primarily responsible for supply in the beef industry. Until cow-calf producers can and will expand the cowherd, the industry's ability to maintain beef production will be limited. Cow-calf producers make decisions about herd rebuilding by considering, not only current price levels, but also their expectations about how high prices will go and how long they will persist. The cattle industry has a long history of production and price cycles so producers recognize that high prices now will likely lead to lower prices at some point in the future it's the old adage that the best cure for high prices is high prices.

However, the current situation is one of excess liquidation

due to external factors that have taken cattle inventories to a much lower level than would have otherwise happened. The beef cowherd was poised to begin expansion in early 2011, prior to the last three years of drought. The beef cow herd then was some 1.8 million head larger than today. Moreover, the last cyclical expansion began in 2004 with a beef cowherd of 32.5 million head, with some 3.49 million more beef cows than today. That expansion was brief and truncated by feed and input market shocks, recession and drought that contributed to the subsequent liquidation since 2007. The path to the current herd level was long, and the recovery will similarly take several years, which should factor into producer expectations for most of the rest of the decade.

Demand is also affected by consumer expectations. Considerable industry concern exists about how beef demand will react to the growing pressure for higher wholesale and retail beef prices. So far it appears that beef demand is holding up well. Pork supplies are dropping now as a result

of the PED virus, and higher pork prices ahead will help support higher beef prices. However, abundant broiler supplies and relatively cheap poultry prices have, somewhat surprisingly, led to little substitution of chicken for beef so far. Consumers may be reacting differently to higher beef prices, in part, because of the expectations they have for the future. Considerable media attention has been drawn to the fact that beef prices will likely be high for an extended period of time. If consumers believed high beef prices were a short-term impact, they would very likely avoid the high prices and substitute away from beef. However, the prospects for high prices for an extended period of time may be causing consumers to have more of a "get it while you can before the price goes even higher" attitude. Consumer preferences do not change easily or quickly. Consumers resigned to higher beef prices will make some adjustments but will continue to purchase beef.

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

INNOVATIVE MARKETING

Our New COUNTRY CATTLE page on www.joplinstockyards.com is another innovative marketing tool for your future.

The screenshot shows the Joplin Regional Stockyards website interface. At the top, there is a navigation bar with the logo and the tagline "traditional values & innovative approach". Below this is a "Country Auction Search" section featuring a map of the United States with a search box. To the right of the map is a photograph of a herd of black cattle in a field. Below the map and photo are three main sections: "Upcoming Events" with a calendar for October 2013, "Featured Auction" with a placeholder for an auction listing, and "Country Auction Sign Up" with a registration form containing fields for Name, Company, and Email Address, along with a "Register" button. The Joplin Regional Stockyards logo is prominently displayed at the bottom center of the page.

Vaccine Provides Respiratory Protection For Beef Cattle

Zoetis Introduces ONE SHOT® BVD

Zoetis has announced the addition of ONE SHOT® BVD to its comprehensive vaccine portfolio. The new vaccine helps provide combined respiratory protection against Mannheimia haemolytica and bovine viral diarrhoea (BVD) Types 1 and 2 viruses in a single dose.

ONE SHOT BVD helps cattle producers expand respiratory vaccination programs that currently include INFORCE® 3 respiratory vaccine, which is used to help protect beef and dairy calves. Young calves need additional respiratory protection due to underdeveloped immune systems and exposure to environmental stressors, which can cause them to fall victim to respiratory infection.

“The superior respiratory protection of INFORCE 3 against

bovine respiratory syncytial virus (BRSV) and the complementary M. haemolytica and BVD protection of ONE SHOT BVD offers producers a convenient and effective way to help combat bovine respiratory disease (BRD),” said Jon Seeger, DVM, managing veterinarian, Zoetis Cattle and Equine Technical Services. “These vaccines help provide the respiratory protection calves need until they are sold or move to the next production phase.”

As the second-most significant disease impacting dairy operations and the leading cause of death in beef calves between three weeks of age and weaning, BRD can negatively impact the health, productivity and profitability of young calves.

—Source: Release from Zoetis.

- WHAT:** Alfalfa Tour
WHERE: Glenn Obermann Farm, northeast of Monett, Mo.
WHEN: 4:30 p.m. | April 22, 2014
WHY: Discuss weed and insect control; establishment practices; and nutritional benefits.
WHO: Tim Schnakenberg at 417.357.6812

Brahman Breeders to Hold Field Day May 10 at JRS

The American Brahman Breeders Association will be hosting an educational program focusing on the ABBA F-1 Certification Program. This program will take place on May 10, 2014 from 10 a.m. to 2 p.m. at the Joplin Regional Stock Yards, the nation’s largest cow/calf auction.

This field day will consist of presentations by academia, industry representatives and producer panels discussing their experiences with the F-1 female and steer at all segments of the industry. Discussions will include pre-weaning growth, fertility, maternal ex-

cellence, feedlot gains and the economic advantages F-1 cattle can offer to any program.

The ABBA cordially invites all cattle producers and anyone interested in learning more on producing and/or using the F-1 female. The ABBA will provide lunch to all attendees. To learn more about the ABBA F-1 Field Day or the ABBA F-1 Program, visit brahman.org or contact Chris Shivers directly at cshivers@brahman.org or 713-349-0854.

—Source: American Brahman Breeders Association release.

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- Markets & Futures | National Feeder Cattle Report
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MARKET WATCH

Feeder Cattle & Calf Auction

March Receipts 18,080 • Last Month 19,236 • Last Year 18,103

March Video Sales

Video Sale from 3/13 • Total Video Receipts: 8,393

Date: South Central States Texas, Okla., New Mexico, Kansas, Mo. Offering: 8393						3/13/14					
FEEDER STEERS			MED & LG 1			FEEDER HEIFERS			MED & LG 1		
HEAD	WT RANGE	AVG WT	PRICE RANGE	AVG PRICE	DELIVERY	HEAD	WT RANGE	AVG WT	PRICE RANGE	AVG PRICE	DELIVERY
93	535	535	\$221.00	\$221.00	Current	62	800	800	\$158.50	\$158.50	August
85	590	590	\$207.00	\$207.00	Current	FEEDER HEIFERS			MED & LG 1-2		
64	825	825	\$162.75	\$162.75	Current	WT RANGE		AVG WT	PRICE RANGE	AVG PRICE	DELIVERY
62	800	800	\$171.75	\$171.75	June	205	475-490	482	\$201.50-\$206.50	\$203.98	Current
580	860	860	\$171.00	\$171.00	June	85	530	530	\$196.50	\$196.50	Current
62	800	800	\$172.00	\$172.00	July	86	580	580	\$190.00	\$190.00	Current
122	800-825	812	\$173.00-\$173.25	\$173.12	August	150	680	680	\$160.50	\$160.50	Current
FEEDER STEERS			MED & LG 1-2			202	790	790	\$155.25	\$155.25	Current
HEAD	WT RANGE	AVG WT	PRICE RANGE	AVG PRICE	DELIVERY	90	510	510	\$205.50	\$205.50	April
65	825	825	\$160.25	\$160.25	Current	14	700-725	712	\$165.25-\$166.00	\$165.63	April
285	880	880	\$155.00	\$155.00	April	111	450	450	\$204.00	\$204.00	May
190	525	525	\$215.50	\$215.50	April	65	750	750	\$164.25	\$164.25	June
85	600	600	\$195.00	\$195.00	April	390	750-775	767	\$166.50-\$168.00	\$167.07	July
285	880	880	\$157.50	\$157.50	May	675	650	650	\$173.75	\$173.75	August
120	825	825	\$167.25	\$167.25	June	396	750	750	\$168.25	\$168.25	August
300	700	700	\$180.75	\$180.75	June	345	725	725	\$169.00	\$169.00	September
1060	800-825	801	\$168.75-\$174.50	\$174.16	June						
348	850-875	858	\$164.00-\$166.00	\$165.37	July						
174	850	850	\$169.25-\$169.85	\$169.65	August						
500	700	700	\$180.00	\$180.00	August						
60	775	775	\$173.50	\$173.50	August						
180	825	825	\$172.25	\$172.25	August						
554	850-875	855	\$164.00-\$170.00	\$168.15	August						
59	850	850	\$165.25	\$165.25	September						
56	900	900	\$163.50	\$163.50	September						

Tune in to the JRS Market Report



Monday 11:38 a.m.
Wednesday 11:38 a.m.



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



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



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



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

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

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ON THE CALENDAR

April

- 12 Buford Ranches Angus Bull Sale • Welch, Okla.
PH: 918-948-5104
- 13 Great American Pie Limousin Sale • Lebanon, Mo.
PH: 817-821-6263
- 17 Special Video Sale • Joplin Regional Stockyards,
Carthage, Mo. • PH: 417-548-2333
- 17 Highland Cattle Auction • Norwood Sale Barn,
Norwood, Mo. • PH: 417.693.0858
- 18 Special Replacement Cow Sale • Joplin Regional
Stockyards, Carthage, Mo. • PH: 417-548-2333
- 22 4:30 p.m. Alfalfa Tour • Glenn Obermann Farm,
northeast of Monett, Mo. • PH: 417-357-6812

May

- 10 American Brahman Breeders Association F-1 Field
Day • Joplin Regional Stockyards, Carthage, Mo.
PH: 713-349-0854
- 13 Wean Date for Value Added Feeder Calf Sale
at Joplin Regional Stockyards • PH: 417-548-2333
- 16 Show-Me-Select Replacement Heifer Sale • Joplin Re-
gional Stockyards, Carthage, Mo. • PH: 417-466-3102
- 25 Invitational Team Penning • Risen Ranch Cowboy
Church Arena, Carthage, Mo. • PH: 417-548-2333
- 26 Best of the Best Calf Roping • Risen Ranch Arena,
Carthage, Mo. • PH: 417-548-2333
- 30-31 Lindsay Austin Smith Memorial Rodeo
Fair Grove Saddle Club Arena, Fair Grove, Mo.
PH: 417-988-0720

June

- 26 Value Added Feeder Calf Sale • Joplin Regional
Stockyards, Carthage, Mo. • PH: 417-548-2333



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Replacement Cow & Bull Sale

6 p.m. | Friday | April 18, 2014

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

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30 Pairs—15 black, 7 CharX, 6 red. 3-5 years old. Bred back to Balancer bulls.

16 Reg. Angus Cows—5 years old. AI-bred to Angus bulls. Due in August.

80 Black, Red and Charolais Cows—40 black, 25 red, balance Charolais.
3-6 years old. Springers. Calving soon.

80 Mixed Pairs—Cows 3-6 years old with baby to 250 lb. calves at side.

80 Black Angus Cows—Cows 3-6 years old; some with calves 150-300 lbs.
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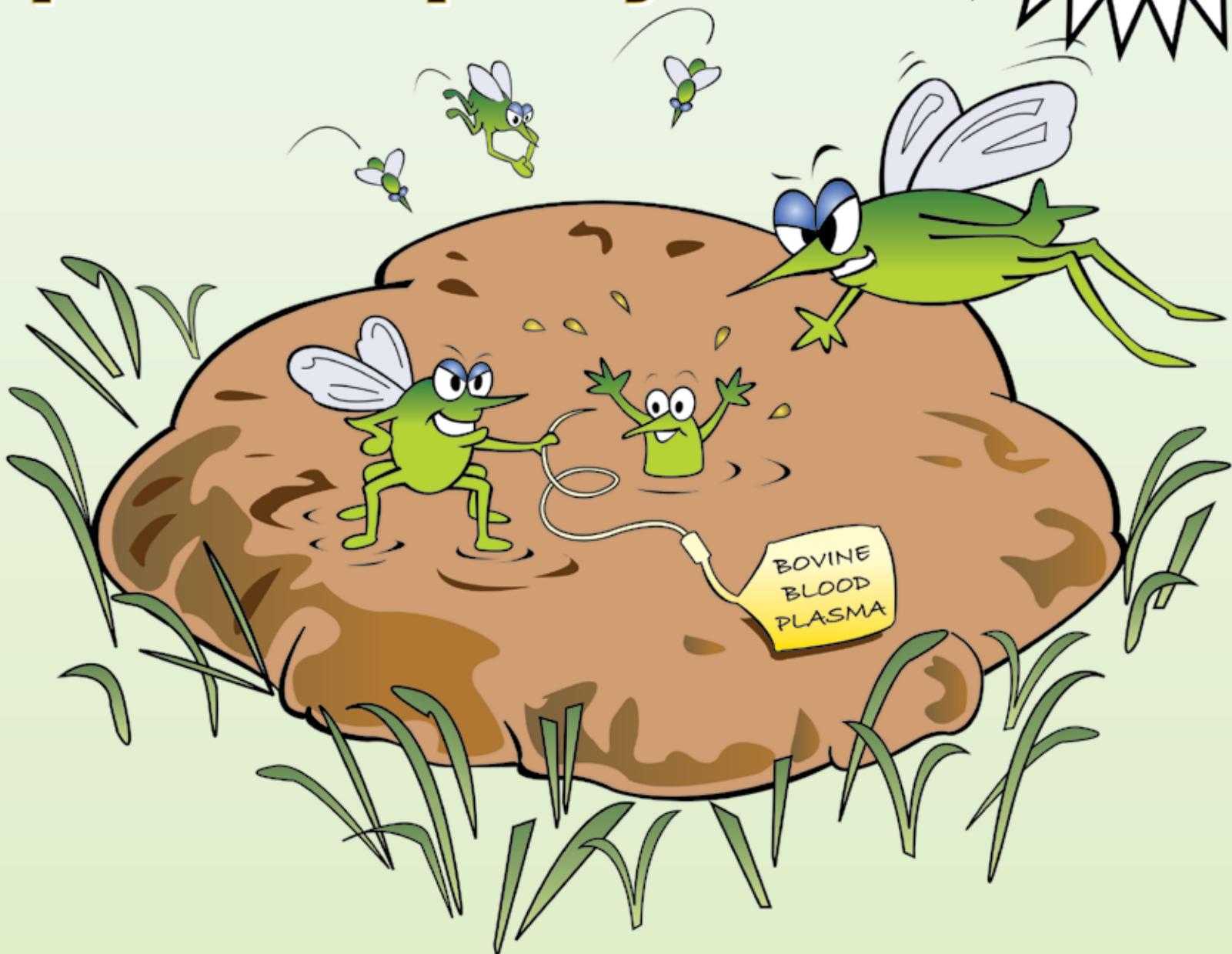


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