

Volume 17 • Issue 5

Look Inside Beef's Crystal Ball It's a Global World Out There Who is Powering the Export Surge?

Permit #96 **SPRINGFIELD, MO GIA9**

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Carthage, MO 64836 P O Box 634



VIEW FROM THE BLOCK

he cow/calf producer is sure in the drivers seat! We've probably seen our highs on the feeder cattle, so we may see prices turn sideways just a bit. We are still selling feeders for some pretty good prices. The feeder cattle that come in carrying some flesh and aren't really in grazing shape may have a weaker undertone. However, those calves that can go to grass in the spring or to wheat pasture are going to bring a big premium to those that come in with some meat on them that have to go to the feedyard. I really don't

think there is anything stopping the lighter weight cattle under 600 pounds. We may even see them get a little higher as we get toward spring.

Replacement bred heifers sure sold well at the Show-Me-Select Sale we hosted last month. The sale averaged over \$2100. Replacement females of all kinds are in short supply and we're going to have to raise some more of them as we look at our total cow numbers being the lowest since 1949. I expect the stock cow trade to remain good. Our special cow sales



have also been good. We've sold pairs from \$2500-\$2700 month after month. Spring-calving cows have been trading for \$1800-\$2100.

Our value added sales kickoff the first Thursday of this month. We'll also be featuring value added cattle on Jan. 2 and Jan. 9. If you have been starting

any calves, you know the last 60 days have been pretty darn tough. The value added cattle that come in weaned and with two rounds of shots are sure going to sell good. There are people waiting around to buy them, so they will have a lot of

'Tis the season to be jolly and thankful. We have much to be thankful for with a good market, family and friends. Enjoy your family and appreciate all that life brings. It looks to me that right now we have the best opportunity in the cattle market we've had in our lives. Enjoy it! Good luck and God bless.

Jackie Moore

Mark Your Calendars!

SPECIAL SALE & HOLIDAY MARKET SCHEDULE

Dec. 18 Last Sale for 2013

Dec. 19-Dec. 31 - JRS office CLOSED

Jan. 1 JRS Open to Receive Cattle

Jan. 2 Regular Feeder Cattle, Yearling & Value Added Sale

Jan. 6 Regular Monday Feeder Cattle Auction

Jan. 9 Value Added Sale



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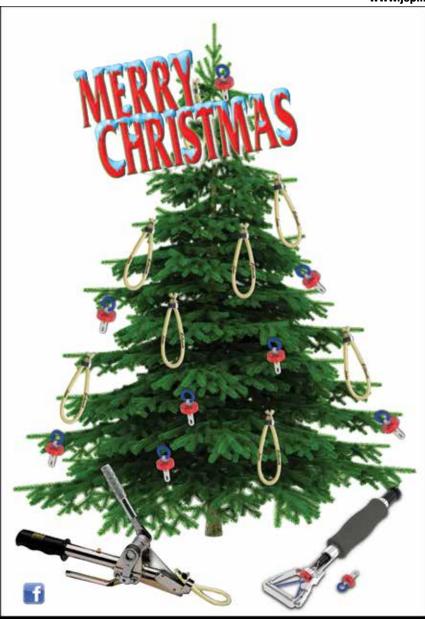
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Inside this Issue

About the Cover

Wonder what 2014 might hold for grain and cattle prices? See pages 16-17 for details. Happy Holidays from all of us at Joplin Regional Stockyards.

Cover design by Joann Pipkin

Features

- 9 Conservation Easement Applications Sought
- 12 Must-have's for Estate Planning
- 14 Need a Different Way to Feed Hay?
- 19 Cold Weather Care for Farm Equipment
- 20 Planning for Year-end
- 22 Time Grazing to Get More Beef

In Every Issue

- 3 View from the Block
- 5 Beef in Brief
- 6 Nutrition Know-How with MU's Dr. Justin Sexten
- 8 Health Watch from The K-State Beef Institute
- 10 Next Generation with Darren Frye
- 28 Market Watch
- 30 Event Roundup



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BEEF IN BRIEF

Bull Market Is Strong; Bull Sale Sets New Record

Fed cattle, feeder calves and most replacement females are reaching lofty price averages nationwide. As a result, it should come as no surprise that the 82nd Southwest Missouri Beef Cattle Improvement Association's bull sale followed the trend with an impressive \$3,393 average on 34 bulls.

The sale was held Oct. 28 at the Springfield Livestock Marketing Center.

The sale included 32 Angus bulls that averaged \$3,430. The two Polled Hereford bulls averaged \$2,800.

The ages on the bulls ranged in age from 21 to 13 months. The requirements for the sale include an 1100 pound, 365 day weight, a frame score of 5 and the bulls must have at least two of five EPD traits placing them in the 50 percentile or better. Those five traits are: calving ease direct, weaning weight, yearling weight, milk and intramuscular fat.

The bulls must all pass a breeding soundness exam. Non-virgin bulls are examined for trichomoniasis.

Persons interested in consigning bulls for the association's next sale in late March may contact sale manager, Pam Naylor, Buffalo 417-343-8330 or contact a University of Missouri Extension livestock specialist. Information is also available at www.swmobcia.com.

-Source: University of Missouri Extension

Show-Me-Select Heifers Average \$2,127 at Nov. 15 Sale

Prices at the Show-Me-Select bred heifer sales Nov. 15 in Joplin stayed high right until the very end of the sale according to Eldon Cole, livestock specialist with University of Missouri Extension.

"You know it was a good Show-Me-Select bred heifer sale when the last heifer in the sale tops with a bid of \$2,700," said Cole.

The single heifer was consigned by John Wheeler, Marionville and ended up with several bidders who liked the large frame, black white-faced, F1 Angus x Hereford (bred artificially to the popular Angus bull, Hoover Dam).

The top consignor average was \$2,410 on five head of black baldies by Laynie Dake, a member of Mt. Vernon FFA. The second high consignor average was \$2,367 on six head of black Gelbviehs from Hartland Farms, Stella.

Overall, 24 consignors sent 233 heifers through the ring for an average price of \$2,127 per head. The 134 Al-bred heifers averaged \$2170 while the 99 natural-service breds averaged \$2069 per head.

Only 14 heifers were tagged as Tier Two, SMS qualified. Their average price was \$2057. The Tier Two designation is placed on Alsired heifers whose sire meets high accuracy values for calving ease direct and maternal, weaning weight, carcass weight and marbling.

-Source: University of Missouri Extension

Farmers Rebound with Bountiful Harvest After Drought

Missouri corn farmers are on pace to harvest 419 million bushels according to a Nov. 8 Crop Production report from the U.S. Department of Agriculture. Rebounding from last year's drought, if realized, this will be the fourth largest corn crop in the state's history.

Though spring rains delayed planning and pushed back the growing season, Missouri farmers had harvested 82 percent of the corn crop as of Nov. 3. This is on par with the 5-year average. Statewide growers are expected to average 133 bushels per acre, up from 75 bushels per acre a year ago.

Updates on Missouri's crop progress can be found online at http://www.nass.usda.gov/Statistics_by_State/Missouri/index.asp.

2014 Cattle Industry Convention Planned for Nashville

-Source: Missouri Corn Growers Association.

2014 Cattle Industry Convention and NCBA Trade Show Registration Underway

Registration for the 2014 Cattle Industry Convention and National Cattlemen's Beef Association (NCBA) Trade Show is underway. The 116th Annual Convention will be held in Nashville, Tenn., Feb. 4-7, 2014 and advanced registration is open until Jan. 10, 2014.

To register for the 2014 Cattle Industry Convention and NCBA Trade Show, visit www.beefusa.org or e-mail meetings@beef.org.

-Source: National Cattlemen's Beef Association

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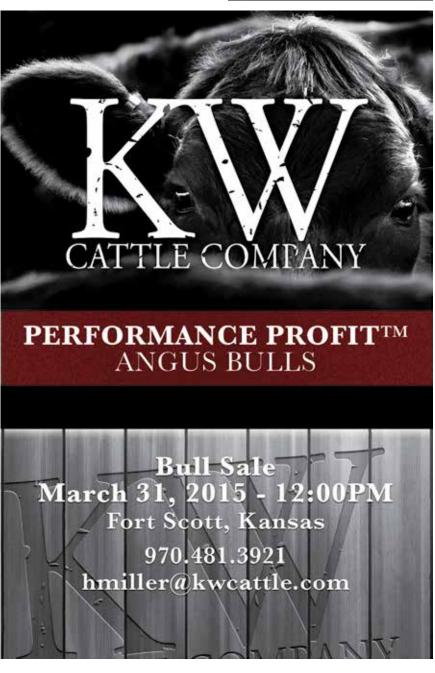
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Gastrointestinal Roundworms	Lungworms
Cooperia oncophora — Adults and L ₄	Dictyocaulus viviparus – Adults
Cooperia punctata — Adults and L ₄	
Cooperia surnabada — Adults and L ₄	Grubs
Haemonchus placei – Adults	Hypoderma bovis
Oesophagostomum radiatum – Adults	
Ostertagia lyrata – Adults	Mites
Ostertagia ostertagi — Adults, L_4 , and inhibited L_4	Sarcoptes scabiei var. bovis
Trichostrongylus axei — Adults and L₄	
Trichostrongylus colubriformis – Adults	

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

DOSAGE AND ADMINISTRATION

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

WARNINGS AND PRECAUTIONS

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

Animal Safety Warnings and Precautions

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

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

When to Treat Cattle with Grubs

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

Environmental Hazards

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

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

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Not for use in bulls, as reproductive safety testing has not been conducted in males intended for breeding or actively breeding. Not or 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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NUTRITION KNOW-HOW

What are Your Options for Timing Winter Supplements?

Forage-testing is key to ensure delivery of proper nutrients

BY JUSTIN SEXTEN FOR CATTLEMEN'S NEWS

With spring calving cows entering late gestation and fall calving cows near peak lactation, the ability of forage resources to meet these growing nutrient demands declines. As a result producers begin considering supplementation options.

The first consideration is supplement type—protein or energy? A forage test is the first action item when developing a supplementation program in order to determine limiting nutrients

When forages are below 7 percent crude protein (CP) supplemental degradable protein is required to improve forage digestibility and dry matter intake. Gestating cows need an 8 percent CP diet to meet protein requirements while lactating cows require 9 to 11 percent CP depending on weight and milk production level.

Gestating cows require 50 percent TDN diets while lactating cows need 56 to 59 percent TDN in the diet depending on weight and milk production level. Energy is generally limiting maximal milk production during lactation so cows will either lose condition or require supplementation to maintain or gain condition.

Protein supplements are available in many forms: by-product meals, range cubes, tank-based liquids and lick tubs or blocks. Self-fed liquid and lick tub or block-based supplements offer producers a convenient supplement delivery method. By-product meals and range cubes require delivery to the cowherd and answering the question "how often".

Protein supplement delivery interval has been tested in numerous research trials with consistent results. The cow's ability to recycle nitrogen for extended periods allows producers the option of supplementing protein as infrequently as once every six days. When using extended feeding intervals supplements should be primarily natural protein sources, such as corn gluten



feed, distillers grains or cottonseed, soybean or alfalfa meal. As feeding intervals increase, the concentration of protein in the supplement will also need to increase or the feeding level will be greater.

In some commercial range cubes, a portion of protein may be from urea (non-protein nitrogen). Protein contributions in these products are generally limited to 30 percent of the total CP. Sufficient energy must be available for rumen microbes to covert urea to microbial protein otherwise the nitrogen from urea will be excreted in the urine. As a result protein supplements containing urea are not well suited to alternate day or extended feeding intervals due to rapid urea degradation and limited energy availability.

One percent of body weight at a feeding is a practical maximum supplementation level for cows. Supplemental energy feeding intervals are generally limited to two or three days. Consider a 1,300-pound cow requiring 6.3 lbs of a 90 percent TDN supplement daily to meet energy requirements. This 1300-pound cow would have a 13 lbs / day limit assuming the one percent of body weight feeding restriction so the supplement interval would be 12.6 lbs. every other day. Alternatively, consider the same cow with better forage or greater condition requiring 2 lbs. of the same 90 percent TDN supplement daily; this cow could be fed 6 lbs. every three days. Energy

CONTINUED ON NEXT PAGE

SUPPLEMENTS • CONTINUED FROM PREVIOUS PAGE

supplements are best used prior to calving to improve body condition and colostrum quality rather than after calving where energy is primarily used by the cow for increased milk production.

When supplementing energy, feeding levels are generally greater. This brings two concerns — supplement type and feeding method. Starch-based feeds such as corn, when fed at greater than 0.3 percent of the cow's body weight (3.9 lbs.

on a 1300-lb. cow) can depress forage digestion and intake. Last year fiber depressions were not a problem due to record high corn prices. However, as corn prices decline remember to limit starch-based feeds to cows or stocker cattle consuming forages.

Restrict starch-based feeds using the 0.3 percent of body weight limit to one-time offerings. In either of the previous examples, the maximum amount of corn the cow should receive is 3.9 lbs. per feeding. Use of by-product feeds such as corn

gluten, distillers grains, wheat middlings or soybean hulls allows greater supplementation levels without negatively influencing forage digestion.

When extending the feeding interval to meet nutrient needs, while reducing fuel and labor expense, ensure adequate space is available for all cows to eat. Cattle fed greater amounts will require longer to consume feed so timid cows may not receive adequate nutrition if feeding space is limited.

Finally, consider feeding later in the evening rather than first

light. Cows fed during the late evening tend to have a greater percentage of calves during the day. Calves born during daylight will dry off and warm up quicker and are less subject to predation when the cow is isolated from the herd during calving.

There is flexibility in supplement delivery timing. The key is forage testing to ensure adequate nutrients are provided whenever delivery is convenient.

—Justin Sexten is University of Missouri Extension state beef nutrition specialist. Contact him at sextenj@missouri.edu

K-State Releases Two New Winter Canola Varieties

Yields competitive with other widely grown varieties

Two new Roundup Ready winter canola varieties have been developed for the southern Great Plains and released by the Kansas Agriculture Experiment Station, according to Mike Stamm, K-State Research and Extension canola breeder.

Both varieties will be licensed to Monsanto Company under an exclusive agreement with the Kansas State University Research Foundation. Monsanto Company will sell both as DEKALB winter canola varieties with the Wildcat Genetics logo displayed on the bag. Wildcat Genetics also will be used in the marketing of the varieties.

The first variety, KSR07363, has yields similar to the highest yielding DEKALB winter canola variety, DKW44-10, from five site-years of testing in K-State yield trials, Stamm said. Its yields have been higher than DKW44-10 in Oklahoma trials in eight site-years of testing.

The second variety is KSR07352S. This is the first variety developed by K-State with resistance to glyphosate herbicide along with tolerance to sulfonylurea herbicide residue in the soil, Stamm said.

"The sulfonylurea herbicide carryover tolerance trait will allow KSR07352S to be grown on fields where a long-residual sulfonylurea herbicide was applied in the previous wheat crop." Stamm explained.

Yields of KSR07352S have been competitive with the yield of DKW46-15, the most widely grown winter canola variety in the southern Great Plains, Stamm added.

- Release from Kansas State University.



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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.



HEALTH WATCH

Calving Season Preparation Helps Produce Quality End-Product

Consumers are beef's ultimate driver

BY DAN THOMSON & CHRIS REINHARDT

With calving season just around the corner, it's time to think about getting momma ready for calving and the calf inside momma ready for life from birth through weaning.

Many producers will "tough" their cows through from weaning until it's time to start calving. In this scenario, cows go into calving a little thin because they haven't received the protein or energy that they need and they are probably deficient in trace minerals also.

Work done over the past 10 or so years by Dr. Rick Funston at the University of Nebraska has centered on fetal programming. This concept looks at how well the protein requirement of the cow is met during the last one-third of pregnancy. Dr. Funston's work has shown us

that calves born to cows that are adequately supplemented with protein perform significantly better than do calves from non-supplemented cows. This effect lasts through the feedyard as steers from supplemented cows grade better than steers from non-supplemented cows. Yearling heifers kept for breeding were affected by supplementation also. Pregnancy rates on heifers from unsupplemented cows were 50 percent of those in heifers from supplemented cows.

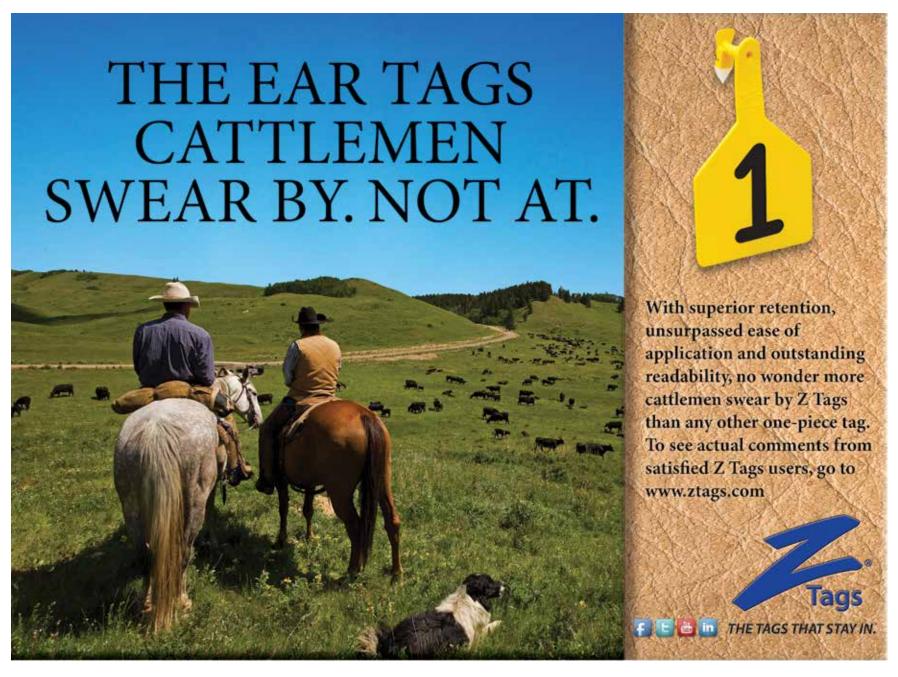
We have known for many years that the trace minerals copper, zinc, manganese and selenium are necessary for optimal immune system function as well as reproductive function. The problem has been getting the timing of supplementation



to meet the needs of the cow and the fetus/calf. Due to the fact that there are very few trace minerals in milk, the cow will start forcing trace minerals through the placenta about 75 days pre-calving so they can be stored in the fetal liver. If a cow is not receiving adequate trace minerals the last 2 ½ - 3 months of pregnancy she will deplete herself in order to give as much as possible to the newborn calf. In other words the cow loses her mineral reserve at calving if she is not being supplemented. If the cow is depleted at calving, we must replace her liver stores of trace minerals before breeding begins in order to get optimal reproductive function. If a calf is born borderline to deficient, its immune system will not function

properly and it is more prone to scours and/or respiratory disease. Work done at Texas A&M shows that 75 percent of the copper and zinc that a calf is born with is gone by day 56 of life. So if we want optimal immune system function through the summer we need to make sure the calf gets adequate trace minerals. Bottom line, the cow needs trace mineral supplementation from about three months before she calves until her calf is weaned.

Even though we have addressed protein and trace minerals, both of which are necessary for optimal immune system function, there are times we must use other strategies to control scours. The first of these is the vaccine approach. There are basically three scour vaccines on the market for cattle. They each have a slightly different combination of antigen and adjuvant depending on your needs. They contain rota virus, corona virus and E. coli. Some contain Clostridium perfringens for enterotoxemia. Cattle not previously vaccinated require two doses prior to calving while those that have been vaccinated before require only one. Typically the



booster dose has been given 2-3 weeks pre-calving. Work done in recent years suggests that we need to give the booster four weeks pre-calving in order to get maximal antibody levels in the colostrum. The big thing to remember about vaccines is that they are one tool for scours prevention, they are not a magic bullet. They still require adequate colostral intake in order to get antibodies into the calves. We must also remember that another important ingredient in colostrum is fat which serves as an energy source for the calf. If the cows have a body condition score less than 5, they are probably not going to have optimal levels of fat in the colostrum.

Another scours prevention tool to consider is the use of the "Sandhills Calving System". The basic premise behind this system is that as calving progresses, rather than "pairing out" of the calving pasture, you leave the pairs in the original calving pasture and move the pregnant cows to a new pasture. This allows the calves to be born in a clean environment rather than in one that is contaminated by the earlier-born calves. A couple pasture moves during calving is usually adequate to break the scours cycle.

Once calving is done, the next step is to prevent respiratory disease during grazing season and at weaning. Assuming that we have done everything right up to this point as far as immune system function and the calves aren't wrung out from scours, they should respond well to a respiratory vaccine. The use of an IBR-BVD-BRSV vaccine is certainly recommended prior to grazing season. This will not only help control respiratory disease during the summer but will prime the immune system in preparation for weaning. Data from the Tri-State Steer Futurity in lowa shows that calves that receive killed vaccine are 2.2 times more likely to develop respiratory disease than calves that receive modified live vaccine, so choosing the right vaccine is important.

Bottom line, it is all about weaning quality assurance weaning a healthy, low stress calf that does not need to be treated with antibiotics for respiratory disease. Consumers are the ultimate driver in the supply and demand equation, so let's give them what they are asking for: 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. Dan Thomson and Dr. Chris Reinhardt are with The Beef Institute, Kansas State University.

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CONTINUED ON PAGE 11

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NEXT GENERATION

Cheer, Goodwill and Legacy Plans

Succession planning: the greatest gift this holiday season

BY DARREN FRYE

The holidays will soon be here — a time for cheer, goodwill, and of course — family. As we gather together, family dynamics become more apparent. These family relationships can be complicated when some family members are involved in the operation — and others aren't. It gets even more complicated

when we start to consider transition plans for the operation.

Legacy planning is an emotional animal by nature. But family dynamics and tensions can rear their heads when you're trying to figure out how siblings will be treated in the plan. One concept that can help is the idea of 'fair' versus 'equal.' Another is the idea of 'sweat equity,' or giving on-farm children credit for



their years of work and their part in making the operation what it is today.

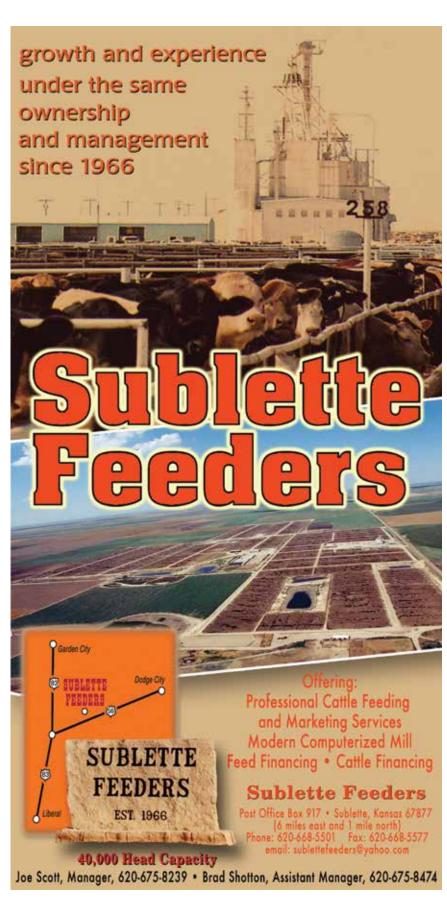
The key is to talk about issues and get things out in the open. One study of farm families showed that the families with the lowest stress levels used an open (versus closed) communication style. For example, you might think telling each group of siblings

(on and off-farm) about the transition plan for the farm will bring up a particular response from them. In reality, their reactions may be totally different from what you anticipate.

I've heard of families proposing plans that incorporate the idea of sweat equity that I mentioned earlier. Sometimes off-farm children respond to that in a very positive way – even if the parents are worried or convinced that the child might have a negative response to such a plan.

There are other ways to address these 'fair vs. equal' issues among siblings. Legacy advisors have strategies and ideas in their toolbox that bring some equality for off-farm

CONTINUED ON NEXT PAGE





LEGACY PLANS • CONTINUED FROM PREVIOUS PAGE

children, while ensuring that the operation will continue on through the efforts of the on-farm children.

The key is keeping the communication lines open with all family members. Maintaining open lines of communication and setting expectations with each child can reduce any tension around what's going to happen to the operation during a transition.

The best way to reduce the whole family's stress about an upcoming farm transition is to plan ahead for it. When everyone is on the same page and aware of what's going to happen, there are no surprises. Everything tends to go a lot more smoothly.

Another way to reduce stress around a farm transition is to have a strong succession plan in place - especially preparing the next generation to manage the financial part of the farm. I heard about one family operation that didn't have a plan or training in place.

Dad had been the leader of the operation, managing all of the finances. He made every business decision and did not communicate details to others in the operation. He had built the operation considerably when he died suddenly in a tragic car accident.

This happens on farms more often than not. Not the car accident part, but the dad building the operation. Proud of his success, he continues to manage every decision while other workers tend to the day-today operations.

But if suddenly they're left to make daily financial decisions, the risk is big. The money is big. The transactions are many. The people left behind to make these decisions feel like complete rookies and they're grieving, scared and stressed about their future.

Put yourself in their shoes and think about what you would do if this scenario suddenly happened to your dad. Are you ready? If you are the dad, consider this honestly: is your next generation

Gradual training is what needs to happen. It's a critical part of any succession plan. So start now. Sit down with the decision makers in your next generation. Share your plan and your vision for the future. Spend an hour each week developing the next generation.

FROM PAGE 9

When we work with farmers to conduct an annual financial analysis of their operation, it's a great time to bring the older and younger generations together so both understand the numbers. Then they can work on the plan and goals of the farm as a team.

This holiday season, the greatest gift may be peace of mind - knowing that the farm will stay in the family through written legacy and succession plans. And that type of peace is the kind that will really let you sleep at night.

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EASEMENTS • CONTINUED

become certified have more flexibility and a shorter process to acquire easements. Certified organizations may enter into longer-term cooperative agreements and conduct the program's closings without prior submission of individual appraisals, deeds or title documents for NRCS review.

To qualify for certification an eligible organization must hold, manage and monitor a

minimum of five of the program's conservation easements. For a full list of the certification criteria, see the program's web page.

Entities may apply for certification by submitting a letter of request and application materials to the NRCS state conservationist where they're seeking certification at any time. Although this is a continuous process, applications must be received by January 3, 2014 to be considered for the first round of requests.

- Source: USDA release



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NEXT GENERATION

Get Ready, Get Set —Get Your Estate in Order

Check costs up front, before you start

BY LAURA WOLF FOR CATTLEMEN'S NEWS

Although many farmers and ranchers are afraid the process will require too much information gathering – and money – estate planning can be a relatively simple process that saves money and time down the road, according to Kendall Vickers, an attorney in Nevada, Mo.

Estate planning may fall into a different priority level for different producers, Vickers says, depending upon age, health, size of estate and other factors. Farmers and ranchers often have large estates that include animals, land and equipment. Two important documents can ensure that your operation can continue to function should its owner become unable to perform his or her usual duties, including paying bills, selling livestock and other functions.

The most important document to get started is a general durable power of attorney. A power of attorney document allows a listed individual to make business decisions on your behalf in the event of disability and automatically ends at your death. Although the term may be confusing, Vickers says power of attorney has nothing to do with attorneys at law. The document simply appoints an agent to act on behalf of the grantor. Vickers says many of his clients grant power of attorney to a spouse.

If you own property jointly with a spouse, property is automatically transferred to your spouse upon your death.

One common misconception, Vickers says, is that someone's spouse has an inherent right to make medical decisions for him or her. A similar document to the durable power of attorney called a health care power of attorney, however, will allow a spouse or other named individual to make medical decisions for you should the need arise.

Once you have completed power of attorney documents, the next step is drafting a will. Even if you have jointly titled much of your property, there is often something left over, said Vickers. For cattlemen, large assets often include items that cannot be legally titled, such as animals and equipment. According to Vickers, three out of four of his clients choose to leave most or all property in a will to their spouse.

Another misconception regarding estate planning is that the state will take the possessions of anyone who dies without a will. Vickers says Missouri's intestacy statute spells out who the property would be divided among, which includes the spouse as well as any children. This can become tricky with second marriages and other nontraditional family situations. It can also make the transfer of property and responsibility difficult for cattle

Estate Planning Essentials Last Will & Testament Durable Power of Attorney Health Care Power of Attorney Health Care Directive Revocable Trust

Terms You Should Know

The Gift Tax: Gifts of property made while living are subject to the gift tax. Each taxpayer is allowed an exclusion, however, for gifts of up to \$14,000 per year (for 2014 for each donee, whithout limit as to the number of donees). A husband or wife may consent to a joint gift to double the annual exclusion, regardless of which spouse funded the gift. to qualify for the exclusion, the gift must constitute a "present interest" (such as an outright gift) rather than a "future interest" (a gift in trust for distribution later). Gifts of up to \$5.340,000 (for 2014) in excess of the annual exclusion are sheltered from taxation by an exemption. Gifts in excess of the annual exclusion do reduce the estate tax exemption available at death.

The Estate Tax: The estate tax is imposed on transfers taking place at death. Taxpayers are now sheltered by an estate tax exemption of \$5,340,000 per person or \$10,680,000 per married couple. If a married taxpayer dies and does not need any or all of his or exemption the unused exemption is passed on to the surviving spouse in addition to the survivors own \$5,000,000 exemption. To claim this additional exemption, the surviving spouse must file a timely federal estate tax return for the deceased spouse.

- Source: The Vickers Law Firm, Nevada, Mo.

operations if several people inherit part of the ranch but are not equally willing to take over day-to-day operations.

"A will ensures that your property goes to the people you want to receive it," Vickers said. A will must be probated to be effective but the cost of probate is less than most people imagine. Court costs and publication of notice in a newspaper will cost about \$1,000. If the case goes through probate court and a lawyer is hired, expenses increase as well. A lawyer fee in this situation is typically 3 percent of the personal property being distributed. However, there are costs associated with division and sale of real and personal property even if property passes to survivors by non-probate methods.

If you are getting older or if your estate is substantial - over \$100,000 - the extra expense of another estate planning service may be justified. A revocable living trust appoints one or more trustees who may act on behalf of the grantor without supervision. It is able to be changed by the grantor at any time. The grantor retains control of the property, but if he or she becomes disabled or incapacitated, the named trustees will be allowed to take over. "The primary advantage of a living trust is avoiding the probate process, which is desirable in most cases," Vickers said.

Other associated costs of distributing property can also be avoided with a will or living trust.

"In many cases, auctioneers and realtors make more money

than the lawyer as far as transfer cost at death," Vickers said.
"While a lawyer will charge about three percent of the total property, auctioneers and realtors often collect closer to six percent or more."

Leaving property to children through a will or other document avoids some potential problems. Vickers says, as opposed to naming children as co-owners of titled property. Property that is listed in a child's name is considered a completed gift, so it is exposed to claims of the child's creditors and also able to be sold or mortgaged by the child. Any changes to the property, such as sale of a portion of the farm, would have to be approved not only by the child but also by his or her spouse. If you don't want to set up a living trust, a beneficiary deed can provide for an automatic transfer of property on death.

All you really need to get started is a general description of your estate, a copy of the financial statement you gave to the bank the last time you borrowed money, and names, addresses, dates of birth, and social security numbers for your spouse, children, or others you wish to list as trustees or beneficiaries, Vickers said.

"It's a good policy to ask for cost up front when you make your appointment," Vickers said. "This benefits both the attorney and the client, because the attorney won't spend time only to find that the client is unwilling or unable to pay."

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MANAGEMENT MATTERS

How Much Hay Will She Eat?

Quality determines amount of forage cows will consume BY GLENN SELK protein) may be consumed a

stimating forage usage by cows is an important part of the task of calculating winter feed needs. Hay or standing forage intake must be estimated in order to make the calculations. Forage quality will be a determining factor in the amount of forage consumed. Higher quality forages contain larger concentrations of important nutrients so animals consuming these forages should be more likely to meet their nutrient needs from the forages. Also cows can consume a larger quantity of higher quality forages.

Higher quality forages are fermented more rapidly in the rumen leaving a void that the animal can re-fill with additional forage. Consequently, forage intake increases. For example, low quality forages (below about 6% crude protein) will be consumed at about 1.5% of body weight (on a dry matter basis) per day. Higher quality grass hays (above 8% crude

protein) may be consumed at about 2.0% of body weight. Excellent forages, such as good alfalfa, silages, or green pasture may be consumed at the rate of 2.5% dry matter of body weight per day. The combination of increased nutrient content AND increased forage intake makes high-quality forage very valuable to the animal and the producer. With these intake estimates, now producers can calculate the approximate amounts of hay that need to be available.

Using an example of 1200 pound pregnant spring-calving cows, lets assume that the grass hay quality is good and tested 8 percent crude protein. Cows will voluntarily consume 2.0 percent of body weight or 24 pounds per day. The 24 pounds is based on 100 percent dry matter. Grass hays will often be 7 to 10 percent moisture. If we assume that the hay is 92 percent dry matter or 8 percent moisture, then the cows will consume about 26 pounds per day on an "as-fed basis". Unfortunately, we also have



Consider forage testing as quality will be a determining factor in how much hay is consumed by your cows this winter.

—Photo by Joann Pipkin

to consider hay wastage when feeding big round bales. Hay wastage is difficult to estimate, but generally has been found to be from 6 percent to 20 percent (or more). For this example, let's assume 15 percent hay wastage. This means that approximately

30 pounds of grass hay must be hauled to the pasture for each cow each day that hay is expected to be the primary ingredient in the diet.

—Glenn Selk is Oklahoma State University emeritus animal scientist.

Need a Different Way to Feed Hay?

Test nutritional value of hay first

With winter approaching, most livestock producers have already purchased winter hay supplies, but did they purchase enough hay that meets the nutritional requirements of their herds? To answer this question, Dr. David Fernandez, Cooperative Extension Program livestock specialist at the University of Arkansas at Pine Bluff, suggests testing hay for its nutritional quality.

Ruminants eat between 2 percent and 3 percent of their body weight in dry matter (DM; feed minus the water in the feed) each day. For example, a 1,100-pound cow consumes

about 22 pounds to 33 pounds of DM per day. Feeding 100 cows each weighing 1,100 pounds for 90 days will require 99 to 149 tons of feed.

"Usually ranchers think of buying enough hay to provide the number of pounds of hay each cow eats per day; rarely, do we think of hay in terms of pounds of nutrients needed per head per day," says Fernandez.

To get the amount of nutrients in your hay, take a core sample from several bales with a hay probe and put the samples in a quart-size plastic bag, says Fernandez. Keep it out of the sun so it does not become bleached or "cooked" on a dashboard, and take it to your county Extension office. The county office will even loan you a hay probe, says Dr. Fernandez. A hay analysis costs \$18.

The analysis tells you how many pounds of nutrients are in each ton of hay. Then check the nutritional needs of your animals against the nutritional content of your hay. Typically, ranchers should be concerned about TDN, a measurement of the energy in feed, and crude protein (CP). A 1,100-pound pregnant cow needs about 11 pounds of TDN and 1.5 pounds of CP daily. If the hay analysis shows that your hay is 60 percent TDN and 9 percent CP, and you feed your cow 22 pounds of dry matter (about 25 pounds of hay) each day, she will get 13.2 pounds of TDN (22 x 60 percent) and 1.98 pounds of CP. This hay more than meets the cow's needs.

On the other hand, if the analysis shows that the hay contains 45 percent TDN and 6 percent CP, she is only getting 9.9 pounds of TDN and 1.32 pounds of CP, which is not enough.

"These numbers are not uncommon in Bermuda grass hay in Arkansas," says Fernandez. "Each bale costs the same, but you did not get as many nutrients for your money in the second bale; you will have to provide supplements to your livestock in the form of grain, pellets or cubes."

Your cow still needs about 1.1 pounds of TDN and a quarter pound of CP each day with the second bale of hay. But, she will be already full of hay, so you now have to substitute supplements for some of the hay in her diet. How much depends upon the quality of the supplement, says Fernandez.

—Source: University of Arkansas Extension



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MANAGEMENT MATTERS

A Global Marketplace

2014 brings big change in corn production, markets

STORY AND PHOTO BY SAMANTHA WARNER FOR CATTLEMEN'S NEWS

Thanksgiving has come and gone, the countdown to Christmas has begun, and some people are starting to think about their New Year's resolutions. Farmers are especially concerned about what's going to happen in the coming year. As 2013 comes to an end, it's important for producers to look at what analysts are saying about the 2014 crop year to start making production plans.

Outlook

Wheat

"The general consensus is that the planted (wheat) acres will at least be as much, if not slightly higher than last year," said Dr. Kim Anderson, agricultural economics professor, Oklahoma State University. "Also, looking at the crop condition reports the wheat is in much better condition."

According to the November 2013 World Agricultural Supply and Demand Estimates (WASDE) report, 2013/14 U.S. wheat supplies are 26 million bushels higher as a result of higher production and increased imports. World supplies are lowered 0.8 million tons from decreased output.

"The wheat market will remain very reactive to domestic and foreign wheat supply prospects throughout 2014," said Dr. Daniel O'Brien, extension agricultural economist, Kansas State University.

The WASDE report said the 2013/14 season-average wheat farm price is \$6.70 to \$7.30.

Corn

The big change in corn production and markets is in 2014, Anderson said.

"Corn production is forecast 146 million bushels higher at a record 13,989 million bushels," the WASDE report said. "A 1.9-million-acre reduction in harvested area is more than offset by a 5.1-bushel-per-acre increase in the forecast yield. At 160.4 bushels per acre, the national average yield remains 4.3 bushels per acre below the record in 2009/10."

Anderson predicts 2014 corn prices at \$4 to \$6.50 or \$7.

Soybeans

Soybeans are a different story than corn; soybean stocks are tight Anderson said. He went on to say there will probably be an increase in soybean planted acres because that's where the price is.

The WASDE report also said, "U.S. soybean exports for 2013/14 are raised 80 million bushels to 1.45 billion reflecting increased supplies and the record pace of sales through late October."

Anderson forecast 2014 soybean prices at \$10 to \$15 or \$16.

Factors

O'Brien and Anderson both identified several factors which could impact grain production and markets in 2014.

"Internationally renowned policy professor by the name of Luther Tweeten told me in 1984 that policy comes and policy goes but weather determines the price," Anderson said. "As we've experienced over the last couple years especially in wheat, soybeans, corn several years ago, weather can decimate a crop and tighten up supply stocks relatively quick."

Besides weather, the farm bill has an impact on the grain industry, Anderson said. The current discussions don't impact marketing and production because production is sold on market price. However, from a management standpoint it's an important event, especially when dealing with crop insurance.

Another key factor in the grain industry is the fact that it is a world market.

"With the growth supplies of these crops in 2013 along with sizable South American soybean and corn production, supply-demand forces are working together to lower feedgrain, soybean, and wheat prices to levels markedly lower than a year ago," said O'Brien.

Anderson also said, "It's a world market; it's not just a U.S. market, and a farmer is a farmer is a farmer, and farmers worldwide react to higher prices. The more grain you put on the world market, the lower the price, the less profitable it is."

He went on to say, "Then you start weeding out the less efficient producers if they're not efficient in managing production and managing high quality product, managing cost, they won't make a profit, they'll go out of business."

Bottom Line

O'Brien had this advice, "If ag producers first take care of their productivity - being sure they have the most high quality product to sell, then they will be in position to maximize their income via the price side of their financial profitability equation.

Anderson said, "I'd tell them to make sure that they get back into that corn and soybean rotation, because that gives them higher corn yields, lower cost per bushel. It breaks the cycle for disease and insects and that sort of thing."

"For the wheat producer, worry more about producing a high quality product that the consumer wants rather than price," Anderson said. "Your profit's going to be made in production, managing cost and managing finances. Price within reason will take care of itself."

In the end Anderson said, "You can make some marketing decisions that cost you, but it's difficult to make marketing decisions that are going to enhance the price. In other words, beat the market. You make your money in production and financial management and managing cost."

At the end of the day, weather and the decisions of other farmers are the leading factors in grain production and markets.

IN THE DRIVER'S SEAT

Cow-calf producers in control as calendar turns new year

STORY AND PHOTO BY SAMANTHA WARNER FOR CATTLEMEN'S NEWS

Trying to figure out what to add to your Christmas wish list? If you're a cattle producer, you might consider asking for a good set of genetically sound cows or heifers. Heck! Even if you're not in the cattle business, it might be a good time to put a couple high quality heifers on your wish list, according to the cattle market outlook for the next few years.

The Future

According to Dr. Derrell Peel, cattle numbers have been declining for 15 of the last 17 years and now it's time to start rebuilding.

"This is a result of a situation that's been building for a number of years," Peel said. "The last 3 years of drought is the final straw ensuring that this happens. We would have gone through some of this same stuff two years ago, except the drought postponed it."

The Oklahoma State University agricultural economics professor said the U.S. herd size is just over 89 million head, but he believes 2013 is another liquidation year and herd size will actually drop to 88 million head at the beginning of 2014.

Although the rebuilding process is necessary, it is going to cause tight beef supply and higher cattle prices for the next few years, Peel said.

"Current estimates show domestic beef supplies contracting by six percent," said Dr. Scott Brown, agricultural economist, University of Missouri-Columbia.

Peel said we usually see one to three percent in supply changes, so we're talking about a significantly bigger change in 2014.

"The reduction in 2014 supplies will likely reduce per capita U.S. beef consumption by another 3 pounds per person," Brown said. "That is the lowest level of consumption we have had for decades!"

If rebuilding starts in 2014 it could take until 2017 to reach the numbers we were at before

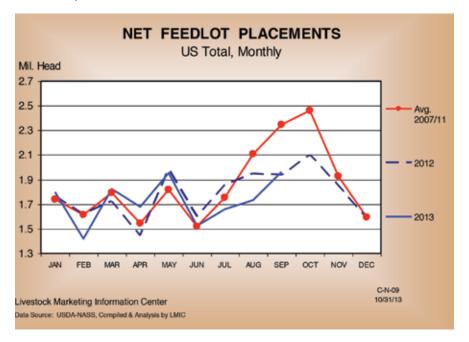
the 2011 drought, Peel said. It could take another two to four years beyond that for cattle numbers to balance with market demands.

Good News

"The biggest potential winner in all this when you don't have enough cattle and the world wants more meat is the cow-calf producer," Peel said.

"The industry is going to continue to push record beef prices to consumers," Brown said. "It is imperative to put a consistent, high-quality product in front of them."

He went on to say, "The next couple of years will be some of the highest cattle prices ever if no market disruptions occur. Producers who want to invest in their cowherd should



"The cow-calf sector is in the driver's seat right now; they control supply collectively."

Peel went on to say producers don't need to worry about what they're going to sell their product for, the revenue will be there at record levels. Producers, instead, need to focus on the cost side.

"Currently, the drought monitor map shows a better situation than we have seen in years regarding moisture conditions in key cow-calf states," Brown said. "Feed costs have come down substantially from year ago levels and that should drive a much brighter financial picture for the cattle industry in 2014."

Advice for Producers

"I don't like (that) we have record cattle prices because of tight beef supplies," Brown said. "I worry about the loss of infrastructure that is occurring in the industry."

Peel goes on to say producers need to be prepared to change the way they've always done things.

Clearly there are major changes forecasted for the beef industry in the coming years, and even with a brighter financial picture in 2014, producers need to plan carefully for the future.

think carefully about the genetic change they want to make to improve the value of their cattle for many years to come. When beef supplies begin to increase, cattle prices will move lower and producers need to be ready to operate with lower cattle prices three to four years down the road."

Peel said cost of production is going to be a challenge because herd rebuilding is expensive. If producers aren't prepared to make production management changes, Brown's loss of infrastructure fear could cause major problems.

"Obviously inputs in general continue to get more expensive," Peel said. "The challenge for producers is managing that cost of production as best you can so these high prices turn into decent profitability."

Brown finished by saying, "There is a lot of risk in cattle markets! Consumer demand, export markets, weather can all cause the outlook to change quickly and drastically. They (producers) need to find ways to reduce their risk to these large market movers."

So, what's the bottom line? Consider adding those cattle to your Christmas list, but be prepared to manage the risk associated with a changing cattle industry.



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ECONOMIC INDICATORS

Beef Exports Continue Upward

Japan, Mexico, Hong Kong power upward surge

paced by sustained strong performances by the Japan and Hong Kong markets and a rebound in Mexico, U.S. beef exports in September remained ahead of 2012 levels, according to statistics released by the USDA and compiled by checkoff contractor U.S. Meat Export Federation (USMEF).

Powered by a 37 percent jump in the volume of beef exports to Japan, 65 percent to Mexico and 102 percent to Hong Kong, U.S. beef exports rose nearly 5 percent in September and are up 1 percent for the year. The value of those exports – up nearly 16 percent to Japan, 56 percent to Mexico, 182 percent to Hong Kong and more than 41

percent to South Korea – drove the value of U.S. beef exports up 14 percent for the month and they remain 10 percent ahead of the 2012 pace that set a record of \$5.51 billion.

"On the beef side, the industry aggressively pursued the opportunities available for U.S. product when market access was expanded in Japan and Hong Kong, and we are seeing exciting growth in both those markets," said Philip Seng, USMEF president and CEO. "Strong competition in Japan is driving down our market share, and access issues with Russia continue to hamper our industry, both in pork and beef."

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Top beef markets

Japan remains the top export market for U.S. beef in 2013. Exports to Japan are up 52 percent in volume (405.5 million pounds) and 35 percent in value (\$1.1 billion) for the year, accounting for 21.3 percent of the total volume of U.S. beef exports and 24.2 percent of the value.

The No. 2 volume market for U.S. beef, Mexico took larger volumes for four consecutive months, with September exports increasing nearly 65 percent in volume (41.8 million pounds) and 56 percent in value (\$82 million) over year-ago levels. For the year, it is down just 1 percent in volume (330.4 million pounds) and even in value at \$641.7 million.

Canada remains a strong market for U.S. beef, second in value and third in volume for the year at 294.9 million pounds (up 6 percent) valued at \$912.9 million (up 10 percent).

Other key beef export markets for 2013 include:

- Hong Kong: up 96
 percent in volume (186.2
 million pounds) and 137
 percent in value (\$530.9
 million)
- 2. South Korea: down 19 percent in volume (167.4 million pounds) and 2 percent in value (\$419 million)
- 3. Middle East: down 3 percent in volume (246.6 million pounds) and 18 percent in value (\$211.8 million) for the year, with the decline coming in the competitive Egyptian muscle cut market
- Central/South America: up 24 percent in volume (71.7 million pounds) and 15 percent in value (\$113.7 million) led by strong growth to Peru, Chile and Colombia
- 5. Taiwan: up 135 percent in volume (51.6 million pounds) and 195 percent in value (\$185.7 million).

Complete export results for U.S. beef, pork and lamb are available online. For more information about your beef checkoff investment in foreign marketing programs, visit MyBeefCheckoff.com.

—Source: Cattlemen's Beef Board / MyBeefCheckoff.com release.

Cold Weather Care

Now is good time to winterize equipment BY MELISA THOMAS FOR CATTLEMEN'S NEWS

As winter approaches and harvest and haying start to wind down, now is the perfect time to winterize your equipment. Cold really hasn't hit yet, but be assured, it will, and when it does you want your equipment to be ready.

There are a couple of items to check at the end of the season to make sure your equipment is up and running when you want it to be.

On your tractors, first and foremost, check your coolant. In cold weather this is the lifeblood of your engine. Check your coolant level, and test the coolant to make sure it will allow your engine to live through the cold nights we are sure to have. Top off as necessary,

being sure to use coolant and not straight water. It is acceptable to use coolant that is already mixed with water (pre-mix) but it is not advisable to add straight water especially in the cold winter months. It is important to remember that coolant has a life span and that only adding without checking for the freeze point may not be enough to fully protect your investment.

Second, you need to check the battery and battery cables. A really cold night could wreak havoc on an already weak battery. Cables that are corroded could also work against you by draining the battery entirely. Clean your cables as necessary and be sure to change your battery as needed. Some batteries will allow you to maintain them by adding water to individual cells. This type of battery requires distilled water or water that has gone through a softener. It is not advisable to use tap water.

If you do not use a particular tractor regularly, then you should hook it to a trickle charger as well. This will keep the battery charged and ready to send current when you are set to use the tractor.

If a tractor has a diesel engine, use a fuel additive. There are two blends, summer and winter. Be sure to add the winter for the cold months. This should be added at least with every tank of fuel. The purpose of the additive is to keep the fuel from congealing. It seems like an added cost at the time, but will save money down the road. It is much easier to add fuel conditioner before you need it rather than after.

Also, if you are not using your machinery regularly consider mouse proofing it. Mice can cause major damage to wiring and the electrical system as a whole. There are a lot of mouse deterrents on the market for just this job. Pick your favorite and use it.

Washing your equipment is also a good idea, and a general well-being inspection is a must. Getting the old dirt and grime off means fewer places for rust to start, and helps keep your machinery looking better longer. Inspect for broken or cracked windows and worn parts and replace as needed

Tires should not be overlooked. Inspect tires and inflate to the appropriate pressure to avoid sidewall damage down the road.

Before putting it up for the winter is also a good time to service your machinery.

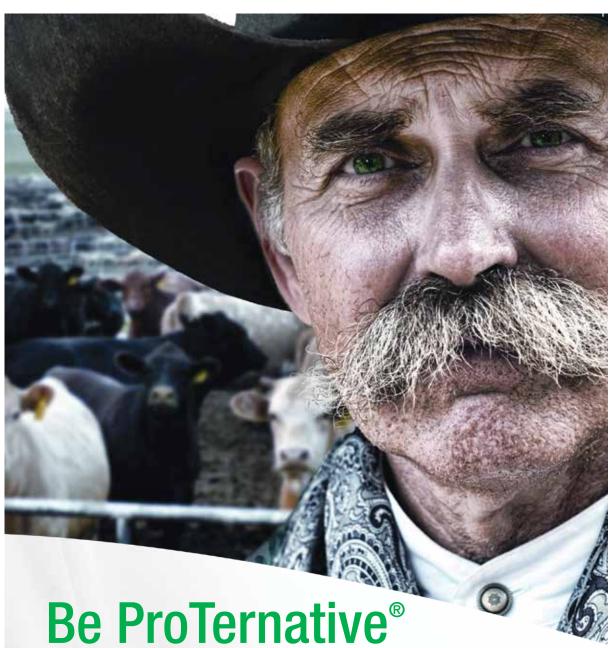
Change the engine oil and filter. Remember that clean oil will help reduce internal engine corrosion while being stored. Change fuel and air filters and lubricate bearings to help maximize the life and efficiency of your machines.

A number of area dealerships offer end of season inspections for tractors and equipment. This is a way to get all potential issues checked out and corrected before they cost both money and down time later.

For non-tractor machinery, it is important to make sure that all grain boxes are empty, as grain will attract rodents. If you are preparing to store your hay baler over the winter, make sure there is not a partial bale in the chamber as this will minimize rusting. Follow the instruction manual for reducing pressure on the belts.

If all of these instructions are followed as equipment is stored for the winter, the machinery should be ready to pull out of the barn and into the field in spring.

—Melisa Thomas is corporate marketing director with Larson Farm and Lawn.



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MONEY TALK

Year End Planning Ideas

Where can you save on this year's taxes?

BY KEVIN J. NEWBOLD, CPA, FOR CATTLEMEN'S NEWS

s we get to the end of 2013. Athere is still time to reduce your 2013 tax bill and plan for

Defer Income to 2014:

If you expect your income to be higher in 2013 than 2014 or expect your tax bracket to be higher in 2013 than 2014, you you might want to consider accelerating income into 2013.

Self-employed Health Insurance Premiums:

Self-employed individuals are allowed to claim 100% of

might benefit by deferring income into 2014. Or if you expect to be in a higher bracket in 2014

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

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

INDICATIONS

of 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 levii.

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

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.

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

PRECAUTIONS

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.

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

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.

one field study, one out of 40 pigs treated with DRAXXIN at 2.5 mg/kg BW exhibited mild salivation that

STORAGE CONDITIONS

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

NADA 141-244, Approved by FDA



Pfizer Animal Health

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



Made in Brazil.

DRX12019 Revised: May 2011 paid for themselves, their spouse and their dependents as an above-the-line deduction.

Purchase Equipment:

Equipment purchases: If you purchase equipment, you may make a "Section 179 election", which allows you to expense otherwise depreciable business property. For 2013, you may elect to expense up to \$500,000 of equipment costs if the asset is placed in service during 2013. This amount phases out with purchases over \$2,000,000. For 2014, the dollar amounts for the "Section election" are currently scheduled to be \$25,000, with a phase-out amount of \$200,000. Careful timing of equipment purchases can result in favorable depreciation deductions in 2013. Under the "half year convention" you may take six months of depreciation for equipment that is placed in service on or before year-end. If 40 percent or more of the cost of equipment placed in service occurs during the last quarter of the year a "mid-quarter convention" applies which reduces the deduction. One popular strategy is to purchase a vehicle for business purposes that exceeds the depreciation limits set by statute, meaning a vehicle rated over 6,000 pounds. By doing so the vehicle is not subject to statutory dollar limits of \$11,160 for 2013, \$11,360 in the case of vans and trucks. However, SUV's rated between 6,000 and 14,000 pounds gross vehicle weight are limited to expensing of \$25,000.

Home office deduction:

Expenses attributable to using a home office as a business office are deductible under code section 280a if they meet certain requirements.

The office must be used:

- a) As the principal place of any business carried on by the
- b) As a place of business that **Drought Sales:** is used by patients, clients, or with the taxpayer in the normal course of business, or
- c) In connections with the taxpayer's business if the taxpayer is using a separate structure that is appurtenant to but not attached to, the home.

Generally, a specific portion of the taxpayer's home must be

medical insurance premiums used solely for the purpose of carrying on a trade or business in order to satisfy the exclusive use test. This requirement is not met if the portion is used for both business and personal purposes.

The safe harbor amount is calculated by taking the allowable square footage by the prescribed rate. The square footage cannot exceed 300 square feet; the prescribed rate is \$5.00.

Credit for Employee Health Insurance Expenses of Small Employers:

For taxable years beginning 2009, eligible small employers are allowed a credit for certain expenditures to provide health insurance coverage for their employees.

Generally, employers with 10 or fewer full-time equivalent employees and an average annual per-employee wage of \$25,000 or less are eligible for the full credit. The credit amount begins to phase out for employers with 11 full-time employees or an average annual per employee wage of more than \$25,000. The credit is phased out completely for employers with 25 or more full time employees or an average per employee wage of \$50,000 or more. The credit amount is 35% of certain contributions made to purchase health insurance.

SHOP Exchanges:

Beginning in 2014, Small Business Health Options Program begins to allow certain small businesses to obtain health insurance for employees through an exchange. The program is designed for employers with 50 or fewer fullequivalent employees. Coverage must be offered to all full-time employees working 30 or more hours per week. Each state will have their own SHOP marketplaces. Self-employed persons with no employees cannot use the SHOP exchange.

Livestock operators in 38 customers in meeting or dealing states will get additional time to defer gain on livestock sales because of drought. Producers in counties on the IRS list of areas still suffering severe drought have until the end of 2014 to defer gain by buying replacement livestock, even if it is beyond the normal four-year period to defer tax. The

CONTINUED ON PAGE 27



THE HEALTHIER THE CALVES, THE HAPPIER THE FAMILY.

Each year, the Karges family runs thousands of cattle through their stocker operation. Using DRAXXIN® (tulathromycin) Injectable Solution has helped deliver fewer re-pulls, re-treats, chronics and mortalities by providing long-lasting treatment and control of bovine respiratory disease (BRD). Brock Karges says DRAXXIN has completely changed how he manages the cattle. "We've never seen the response due to metaphylaxis like we have with DRAXXIN," he says. Shelia Karges adds, "DRAXXIN gives us peace of mind. And you can't quantify the value of that." Talk to your veterinarian (tulathromycin)



On your phone, use the bar code scanner app to scan this code and watch a video about the Karges family operation.

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.

or visit draxxin.com/KargesFamily.

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Injectable Solution

PASTURE PROFITS

Timed Grazing Boosts Beef Per Acre

Ranching is more than grass, cows

With more pasture acreage converted to crops, livestock producers heard ways to improve grazing gains at the Missouri Forage and Grassland Conference, Nov. 4-5 at Port Arrowhead at Lake of the Ozarks.

Management-intensive grazing takes on new value, making more pounds of meat and milk per acre from remaining pastures.

Topics ranged from replacing toxic tall fescue grass with high-performance novel-endophyte varieties to how ranchers can improve performance of land, cattle and people.

Burke Teichert, general ranch manager who supervises grazing on thousands of acres in western states, marveled at Missouri's advantage of 40 inches of rain a year instead of 18 inches. On his ranches, he plans to increase grazing to two rotations a year.

In Missouri, producers return to grazed paddocks as quickly as 21 days in good weather.

Management covers more than grass and cows, Teichert said. Ranching includes finance, marketing and people. "If you change one, you affect all."

It's difficult to be expert in all, he said. "Call on others in areas of inadequacies. Ask for help." Invest in attending meetings, he said. He learns a lot from other ranchers.

The best way to boost profits is to cut overhead. "It's hard to do, because we like our stuff." That includes horses, trailers, four-wheelers and pickups.

One dollar invested should return two dollars instead of 50 cents, he said. "Cut spending on things that rust, rot or depreciate."

Dollars invested in land and cattle can boost ranch profits. Increasing volume boosts

income, if costs are held in check.

Grazing instead of haying reduces need for equipment. "Forage management profit comes from grazing, not in haying," he said. If you need hay, buy it or hire it harvested.

In starting his talk about the people part of business, Teichert asked: "How many of you supervise people?" After only a couple of hands went up, he asked: "How many have a wife and kids?" That brought a chuckle from the group.

When he talked of acres of grass per cow, those who had been to the Missouri grazing schools knew the benefits. With rotational grazing, grass quality goes up, gains improve and land carries more cows.

"Profits improve when acres per cow are cut and cows per person increase," he said. "It takes less labor per cow to manage 500 head in one herd than 500 cows in five herds."

As grazing improves, it's easier to add that one more cow. She needs little more labor.

When asked how many people for a cow herd, Teichert said he aims for three people per 2,000 cows. But, he added, that requires contracting out haying and fence building.

Teichert returned the second day for more talk on ranching. "Use a systems approach," he said. "But realize that a system can't be rigid. A ranch contains dynamic biological, economic and social systems. It requires a lifelong approach."

One of his big advances was adopting planned, time-controlled grazing. Timing is biological, not calendar time, he added. With weather in the mix, no two seasons are alike.

Grazing requires an astute observer, Teichert said. "You must learn quickly if a pasture is overstocked or understocked. Grass must be kept in vegetative growth.

"Rigidity assures more failures than successes," he added.

"Cows must fit where they are going to live." He noted that making too much genetic progress, adding size, can lead to declining production. "Cows must live on what is there, with a little help from you." When grass

CONTINUED ON PAGE 24



BUSINESS BEAT

Ready to Go EXCENEL® RTU EZ Now Easier to Use

Zoetis introduces new formulation of popular anti-infective

An innovative, easier-to-use version of a popular anti-infective is now available for veterinarians and their cattle and swine producer clients. Zoetis introduces EXCENEL® RTU EZ (*ceftiofur hydrochloride*) Sterile Suspension with a lower viscosity formulation that improves syringeability by 40 percent.

"EXCENEL RTU has a 20-year history as an effective, fast-

acting treatment, offering a short meat withdrawal for cattle and swine and zero milk withholding for dairy cattle. Still, we recognized there was an opportunity to further improve syringeability to help ease of use by veterinarians and producers," said Matthew Helpern, marketing manager, swine injectable anti-infectives, Zoetis. "The new formulation was designed with our customers in mind. EXCENEL RTU EZ is now easier to get out of the bottle and into your animals when they need it."

To improve ease of use, EXCENEL RTU EZ takes advantage of a lower viscosity formula. With the improved syringeability, users of EXCENEL RTU EZ will only need to apply 60 percent of the force required to administer the previous formulation.

Producers and veterinarians will especially notice the change during colder weather.

The improved EXCENEL RTU EZ offers the same approved uses for which the brand is known. Veterinarians, as well as their cattle and pork producer clients, can use EXCENEL RTU EZ as an effective solution for:

- Treatment of bovine respiratory disease (BRD), pneumonia, shipping fever
- Control and treatment of swine respiratory disease (SRD)
- Treatment of foot rot (all cattle)
- Treatment of acute, postpartum metritis (dairy cattle only)

The only changes customers will note are in the meat withdrawal for cattle and the administration for swine.

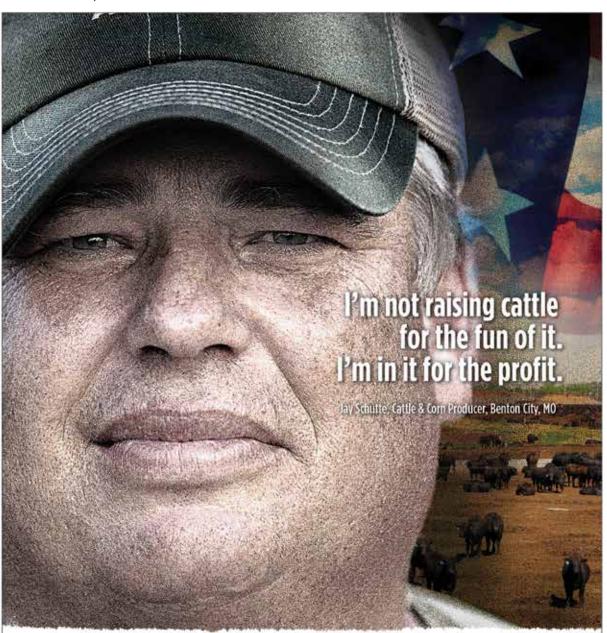
- For cattle, EXCENEL RTU EZ has a four-day meat withdrawal. The new withdrawal period is the same as NAXCEL[®] (ceftiofur sodium) Sterile Powder and is still one of the shortest in its class.
- For swine, do not inject more than 5 mL of EXCENEL RTU EZ per injection site.

Producers should work with their veterinarian to review protocols and make necessary adjustments in animal health management. Even with these changes, EXCENEL RTU EZ is still backed by the Residue Free Guarantee™ in both cattle and swine.

"We're excited about the evolution of this important treatment solution, but we need producers and veterinarians to pay special attention to the meat withdrawal and injection restrictions," said Matt Nelson, senior marketing manager, cattle anti-infectives, Zoetis. "These changes are not dramatic, but we're asking our customers to update their existing animal health systems when incorporating EXCENEL RTU EZ into protocols."

-Zoetis Animal Health Release

www.joplinstockyards.com



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The Renewable Fuel Standard ensures ethanol gets a fair shake in the marketplace. And that's good for everyone's bottom line.

Discover more at www.CattleAndCorn.org.





TIMED GRAZING • CONTINUED FROM PAGE 22

runs short, know when to feed supplements.

You can't full-feed cows, he said. "A little supplement, energy and protein, can take rough edges off of Mother Nature. Look for times when a dollar spent returns five dollars."

Teichert kept coming back to a previous theme. The best way to better profits is through lower costs

It takes a while to learn that cows can graze through a foot of snow, Teichert said. But when snow piles up waist deep, you must have a blizzard plan in place.

Know what you are going to do, in advance.

The same applies to a drought plan. Starting to depopulate early in a dry time can lead to less sell-off. Be ahead in your thinking, he said.

MFGC holds an annual conference, but sponsors grazing schools across the state each summer. The group also supports youth events in pasture judging and management.

The group's latest work includes the Alliance for Grassland Renewal. It teaches how to replace toxic tall fescue with novel-endophyte varieties.

— Source: University of Missouri Cooperative Media Group

BUSINESS BEAT

Elanco Expands Vaccine Presence with Titanium, Master Guard

lanco, the animal health division of Eli Lilly and Company (NYSE:LLY, announced the company will purchase the Titanium® and Master Guard® brands from AgriLabs®. These well-known cattle vaccine brands will complement Elanco's growing vaccine portfolio, including the recently approved Viralign™ 6, the only modified-live combination vaccine to protect against bovine viral diarrhea (BVD) virus 1b, which is now the most predominant BVD virus strain in the United States.

Elanco will continue to deliver these highly respected brands in the same manner producers have come to expect and will work closely with AgriLabs to ensure a seamless transition. Elanco will support all 2013 programs and pricing, and customers should continue to place orders through existing channels.

"At Elanco, we are committed to providing innovative solutions to enhance food production and companion animal care. We are pleased our growing vaccine portfolio and pipeline will offer Elanco

customers a broader array of options to better meet their specific needs for disease prevention," said Jeff Simmons, president, Elanco. "This is another example of our effort to provide Elanco customers with greater value."

In the next few decades, global population is expected to exceed 9 billion, and 3 billion will move into the middle class, the fastest middle class growth in our history. With the growing affluence, will come a 60 percent increase in demand for meat, milk and eggs, according to the U.N. Food and Agriculture Organization.

"With beef stocks at all-time lows and demand outpacing dairy supply globally, we must continue to provide innovative solutions that will help producers increase the affordability and availability of animal protein," said Rob Aukerman, president U.S. operations at Elanco. "We have diversified our portfolio and sources of innovation to deliver more options and solutions to our customers."

—Source: Elanco Animal Health Release

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No Bull Norbrook, Inc. Ogden Horse Creek Ranch On Location Lube **Pinegar Limousin Professional Beef Genetics** Protect the Harvest Purina Ratcliff Ranch Seedstock Plus **Select Sires/Kent Daniels** Show-Me-Select Heifer Program **SW Insurance Agency** SW Mo. Tested Bull Sale **Specialty Risk Management** Sublette Feeders **Superior Steel Sales** Tri Merit Tri State Insurance Tru Test Tyler Enterprises Sea Minerals Vaughn Family Farm Wide Range Bovine Unlimited/C. Washam Williams Simmental ZTags Zoetis

A special thank you to Nowata Printing and their staff.



We look forward to working with you in 2014!



traditional values & innovative approach

Please check and date all that apply:

Dehomed

(date)

(date)

□Tank broke

(date)

Other Management Practice Information Birth date of oldest calf in group (mm/dd/yy)

Birth dates of calves for producers in the GAM-1 or JRS/PVP program:

(example: 02/01/07 - 04/01//07)

4ZMSFF07ZM

Approximate Marketing Date (mm/dd/yy)

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

Marketing Information

Total Number of Head Enrolling (est)

Steers

Heifers

Location of where value added tags were purchased

VALUE ADDED SALE DATES

Thursday, January 2, 2014

Thursday, January 9, 2014

Phone

<u>ම</u>

Fax

State

Zip.

Field Representative

December 2013 Check Protocol: You are required to show vaccine receipts and complete this form 7 Vac Sourced / Weaned Sourced / Non-Sourced / Aged & **JRS Calf** PRIOR TO SALE DATE to / D JRS Vac 45/ JRS Vac 45 / JRS PVP No: JRS 1 Revised March 19, 2009 rogram

RANCH/OPERATION INFORMATION

Name cattle will be check in as or sold as:

Owner/Manager

Address

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

Sourced	PRODUCT ADMINISTERED	STERED	JRS Calf	JRS '	JRS Vac 45	JRS Vac 45	ac 45
JAYS			Vac Sourced	Weaned	Weaned Sourced	Non-Sourced	ourced
ione please		List Product and Brand	-	1 st Dose	Booster	1 st Dose	Booster
om	Respiratory Virals	l allia	X	X	X	×	×
	1st Round MLV or Killed Booster Dose MLV only						
_	Clostridial/Blackleg		×	×	×	×	×
_	Haemophilus Somnus (Optional)						
	Mannheimia (Pasteurella) Haemolytica		×	×		×	
	Parasite Control (Dewormer)			×		×	
	Implant						
	PRODUCT ADMINISTERED	STERED	JRS/PVP Calf	JRS/PV	JRS/PVP Vac 45	X indicat	X indicates required
_		List Droduct	Aged & Sourced	Aged &	Aged & Sourced	shots. Cal	shots. Calves enrolling
_	Vaccine Protocol	and Brand Name	1 st Dose Date	1 st Dose Date	Booster Date	in the Calf need to b	in the Calf Vac program need to be processed
_	Respiratory Virals IBR-BVD-PI3-BRSV 1 ^{SI} Round MLV or Killed Booster Dose MLV only		×	×	×	4-6 weeks ing. Calve-processe 45 weanir	4-6 weeks prior to selling. Calves worked and processed for the Vac 45 weaning period are
	Clostridial/Blackleg		×	×	×	REQUIRE BOOSTE	REQUIRED to have the BOOSTER 2-5 weeks
	Haemophilus Somnus (Optional)					after fire	after first round of
	Mannheimia (Pasteurella) Haemolytica		×	×		<u>u</u>	SHOIS.
_	Parasite Control			×			
	Implant ,						

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

PRODUCTS ADMINISTRATED ACCORDING TO BQA GUIDELINES TYES I certify that the calves listed meet or will meet JRS requirements and products have been or will be

also certify that the information on this form is true and accurate. Signature of either OWNER/MANAGER OR VETERINARIAN IS REQUIRED cording to label directions and BQA guidelines.

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

gram

JRS Source and Age Verification Program For Producers wanting to enroll in our Age and Source Verification, JRS has teamed use (GAM) PVP (Process Verified Program) for age & sourced up with Global Animal Management cattle.

or mailed to JRS. After filling out the questionnaire, a representative from GAM will contact you for any additional information pertaining to the questionnaire. This information will include calving records, bul No Premise number or on-site evaluation is required, only a simple 24 question form will need to be completed and faxed For any questions call Troy or Mark @ (417) 548-2333 turn-in date, farm product receipts,

Call JRS to obtain questionnaire.

YEAR-END • CONTINUED FROM PAGE 20

deferral period terminates at the close of the first tax year after their county is dropped from the IRS list. To check eligibility see Notice 2013-62.

Prepay feed, seed, fertilizer or other supplies:

Cash-basis farmers and ranchers can deduct prepaid feed, seed, fertilizer or other supplies in the year of payment if:

1. The advance payment is not a deposit.

- 2. The payment is for a business purpose.
- 3. The deduction does not cause a material distortion of income. However, no deduction is allowed to a cash-basis taxpayer in the year of prepayment for advance payments of feed, seed, fertilizer, or other supplies to the extent those prepayments exceed 50 percent of total deductible farming expenses (excluding prepaid supplies). As always consult with your CPA or tax preparer.

-Kevin Newbold is a certified public accountant with Newbold Newbold PC in Aurora.

30th Annual Spring Forage Conference Set for Springfield

Grazing expert Jim Gerrish to headline event

WHEN: Tues. Feb. 25, 2014

WHERE: University Plaza Hotel, Springfield, Mo.

REGISTRATION: \$35 by Feb. 19; On-site \$45

FOR MORE INFORMATION: 417.831-5246 or

www.springforageconference.com

JOPLIN REGIONAL STOCKYARDS

Process Verified Program Tags for Value Added Sales

May be purchased from:

- JRS Monday thru Thursday 8 to 4 pm
- Vet Office on Sale days (417) 548-3074
- Feed & More-Mt. Vernon (417) 471-1410

Only visual tag required for JRS Vac-45, JRS Calf Vac and JRS Stocker Vac. Age & Source / PVP qualifications & tags are handled through JRS

For More Information Call Mark Harmon or Troy Watson 417.548.2333

Value Added Sales:

Jan. 2, 2014 Jan. 9, 2014





1 p.m. | Dec. 21, 2013

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200 Head of Bred Heifers Sell Mostly Angus or Angus Cross

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- Scrict standards for reproductive soundness, pelvic size, body condition and weight.

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CONSIGNORS: Bennett Farms, Browning; McLain Cattle Farm, Meadville; Janet Akers, Clinton; Glen Waters, Norborne; Bob & Alex Nuelle, Higginsville; Gatrel Land & Cattle, Cowgill; Emberton Angus, Milan; Bob Price, Bethany; Terry Wynne, Galt; David Clark, Edina; Mort & Son, Jamesport; Bill Richards, Keytesville; UMC Thompson Research Center, Spikard.

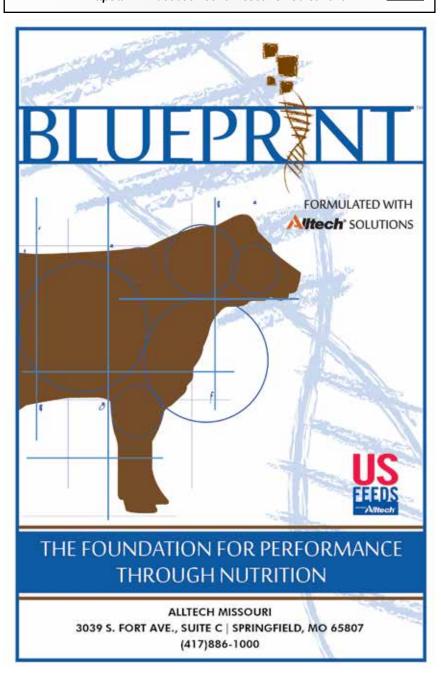
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MARKET WATCH

Feeder Cattle & Calf Auction

November Receipts 25,023 • Last Month 20,904 • Last Year 22,017

November Video Sales

Video Sales from 11/04, 11/11 & 11/21 • Total Video Receipts: 3,731

The video auction is held directly following Joplin's Regular Monday feeder cattle sale. General weighing conditions: For yearling cattle loaded and weighed on the truck with a 2% shrink. Price slide will be .04 per lb. if cattle weigh 1 to 50 lbs over base weight; .06 per lb. if cattle weigh 51 to 90 lbs. over the base weight; contract is voidable by agent or buyer if cattle are more than 90 lbs over base weight. General weighing conditions on calves will be established on contract by seller and agent. Cattle weighed on the ground with certified scales will be agreed upon by seller and agent.

Date:	South Central States	s Texas, C	Okla., New Mexic	co, Kansas, Mo.	Offering: 727						
1/04/13											
	FEEDER STEERS		MED & LG 1-2				FEEDER HEIFERS		MED & LG 1-2		
HEAD	WT RANGE	AVG WT	PRICE RANGE	AVG PRICE	DELIVERY	HEAD	WT RANGE	AVG WT	PRICE RANGE	AVG PRICE	DELIVERY
61	815	815	\$159.50	\$159.50	Current	165	925	925	\$135.00	\$135.00	Current
55	900	900	\$151.25	\$151.25	Current	190	530	530	\$170.00	\$170.00	Apr Value Added
	FEEDER HEIFERS		MED & LG 1				Eastern States	All States	East of the	Miss., La.,	& Ark.
HEAD	WT RANGE	AVG WT	PRICE RANGE	AVG PRICE	DELIVERY		FEEDER STEERS		MED & LG 1-2		
126	785	785	\$147.75	\$147.75	Current	HEAD	WT RANGE	AVG WT	PRICE RANGE	AVG PRICE	DELIVERY
						62	775	775	\$160.00	\$160.00	Current
						62	800	800	\$158.75	\$158.75	Current
ate:	South Central States	s Texas, C	Okla., New Mexic	co, Kansas, Mo.	Offering: 476		Eastern States	All States	East of the	Miss., La.,	& Ark.
1/11/13											
	FEEDER STEERS		MED & LG 1-2				FEEDER STEERS		MED & LG 1-2		
HEAD	WT RANGE	AVG WT	PRICE RANGE	AVG PRICE	DELIVERY	HEAD	WT RANGE	AVG WT	PRICE RANGE	AVG PRICE	DELIVERY
62	805	805	\$161.50	\$161.50	Current	106	900	900	\$150.00	\$150.00	Current
56	900	900	\$151.00	\$151.00	Nov-Dec		FEEDER HEIFERS		MED & LG 1-2		
	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	186	775	775	\$147.50	\$147.50	Current
66	750	750	\$152.00	\$152.00	Current						
Date:	South Central State	s Texas. 0	Okla New Mexi	co, Kansas, Mo.	Offering: 2528						
1/21/13			, , , , , , , , , , , , , , , , , , , ,	,,							
	FEEDER STEERS		MED & LG 1				FEEDER STEERS		MED & LG 2		

Date:	South Central States	Texas, C	Okla., New Mexi	co, Kansas, Mo.	Offering: 2528						
11/21/13											
	FEEDER STEERS		MED & LG 1				FEEDER STEERS		MED & LG 2		
HEAD	WT RANGE	AVG WT	PRICE RANGE	AVG PRICE	DELIVERY	HEAD	WT RANGE	AVG WT	PRICE RANGE	AVG PRICE	DELIVERY
59	850	850	\$159.00	\$159.00	Current	58	850	850	\$149.00	\$149.00	Jan
148	675	675	\$168.75	\$168.75	Dec		FEEDER HEIFERS		MED & LG 1		
62	800	800	\$158.25	\$158.25	Dec	HEAD	WT RANGE	AVG WT	PRICE RANGE	AVG PRICE	DELIVERY
59	850	850	\$152.00	\$152.00	Feb	80	650	650	\$160.50	\$160.50	Current
219	685	685	\$170.50-\$172.25	\$171.67	Apr	68	735	735	\$154.50	\$154.50	Dec
65	775	775	\$160.00	\$160.00	Apr		FEEDER HEIFERS		MED & LG 1-2		
56	900	900	\$152.50	\$152.50	Jun	HEAD	WT RANGE	AVG WT	PRICE RANGE	AVG PRICE	DELIVERY
						70	750	750	\$150.10	\$150.10	Current
	FEEDER STEERS		MED & LG 1-2			132	735	735	\$150.50	\$150.50	Dec
HEAD	WT RANGE	AVG WT	PRICE RANGE	AVG PRICE	DELIVERY	65	775	775	\$145.50	\$145.50	Jan
62	805	805	\$163.10	\$163.10	Current	65	775	775	\$144.00	\$144.00	Mar
231	850-875	863	\$157.50-\$158.10	\$157.81	Current	63	800	800	\$144.75	\$144.75	May
56	900	900	\$155.50	\$155.50	Current		Eastern States	All States	East of the	Miss., La.,	& Ark.
197	750	750	\$159.50-\$161.00	\$160.01	Dec		FEEDER STEERS		MED & LG 1		
124	805	805	\$161.25	\$161.25	Dec	HEAD	WT RANGE	AVG WT	PRICE RANGE	AVG PRICE	DELIVERY
184	825	825	\$153.00-\$156.50	\$154.18	Jan	62	800	800	\$157.75	\$157.75	Dec
171	850	850	\$151.75	\$151.75	Mar		FEEDER STEERS		MED & LG 1-2		
58	850	850	\$157.00	\$157.00	Jun	HEAD	WT RANGE	AVG WT	PRICE RANGE	AVG PRICE	DELIVERY
						114	875	875	\$156.35	\$156.35	Jun

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

Tune in to the JRS Market Report





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
(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.

Livestock Lease Agreements a New Option

Owner, tenant should work together to determine lease provisions

BY LINDA GEIST

Older farmers and young farmers strapped for capital are teaming up in increasing numbers to form livestock lease alliances.

"Leasing land is common. Why not cattle?" said University of Missouri Extension agribusiness specialist Mary Sobba.

Young producers who may not have adequate finances are working with ready-to-retire producers to share income and profits on cattle by sharing land, machinery, breeding stock, labor, seed, fertilizer and other costs.

Sobba suggests that producers and would-be producers test the fairness of a lease by using a two-column worksheet, one for the landowner and one for the tenant.

Owners can cash lease beef cows, or the owner could furnish

a set of bred cows or heifers for a predetermined lease price. The operator receives the livestock, cares for and manages the animals, keeps a percent of the calf crop, and returns the cows to the owner at the end of the lease.

Ways to determine cash rental rates are livestock ownership costs, livestock owner net share, rent and operator's net return to livestock.

Some considerations include fence repair, bull expense, how and when cows are culled and sold, how and when calves are sold, and replacement females.

Owners and tenants also should decide the length of the lease, incentives for lower death loss and higher calving percentages, and provisions for drought and disaster.

—University of Missouri Cooperative Media Group

ON THE CALENDAR

Missouri Cattlemen to Meet Jan. 2-4 at Lake of the Ozarks

Registration underway for annual event

The 2014 Missouri
Cattlemen's Association
(MCA) Convention and Trade
Show will take place at the
Tan-Tar-A Resort, Lake of the
Ozarks, Mo. Jan. 2-4, 2014.
MCA Vice-President Janet
Akers said the 46th convention
will be a chance for producers
across the state to learn from
each other, listen to agricultural
professionals and enjoy a trade
show focusing on the cattle
industry.

"This is a great opportunity for cattlemen from all parts of Missouri to reflect on the year and take home new information for the year to come," said Akers. "I encourage anyone (who is) a part of the industry to take advantage of the speakers and trade show. You do not have to be a MCA member to

participate. Last year, we had good attendance and we expect the 2014 convention to be another great year."

The three-day conference will kick off with a welcome reception and dance. Other events, such as Cattlemen's College and the Cattlemen's Chuck Wagon Luncheon will provide both an inside look at the industry and entertainment for the whole family.

Pre-registration for a discounted price concludes Dec. 13. To register online and see the 2014 convention schedule, click here. For more information, please contact MCA at (573) 499-9162 or katiesteen@ mocattle.com.

—Source: Missouri
Cattlemen's Association release.











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ON THE CALENDAR

KOMA Beef Conference Jan. 14

JRS to host annual four-state meeting

If you've ever wondered how animal welfare, beef quality assurance and beef production all fit together, you'll want to make plans to attend the KOMA (4-State) Beef Cattle Conference is slated for 3 p.m. Jan. 14 at Joplin Regional Stockyards, I-44 and Exit 22, Carthage, Mo.

Kansas State University Beef Cattle Institute Director, Dr. Dave Rethorst will deliver the keynote address on how animal welfare, beef quality assurance and beef production all fit together.

Other presentations will focus on 2014 economic outlook and beef herd expansion; alternative feedstuffs; estrus synchronization and artificial insemination; baleage; JRS cattle commingling program; and cattle video marketing.

A trade show will also be featured. Registration begins at 3 p.m. Additional conference information is available online at http://extension.missouri.edu/ cedar or by calling the Cedar County Extension Center in Stockton, Mo., at 417-276-3313.

Event Roundup

December

- Finley Bros. Cattle Co. Complete Dispersal Sale of Angus Cattle & Equipment • Joplin Regional Stockyards, Carthage, Mo. • PH: 918-540-4973
- Last sale of 2013 at Joplin Regional Stockyards 18 19-31 JOPLIN REGIONAL STOCKYARDS CLOSED

January

- Joplin Regional Stockyards Open to Receive Cattle
- 2 Regular Feeder Cattle, Yearling & Value Added Sale Joplin Regional Stockyards, Carthage, Mo. PH: 417-548-2333
- Missouri Cattlemen's Association Annual Convention & Trade Show • Tan-Tar-A, Osage Beach, Mo. PH: 573-499-9162
- Regular Feeder Cattle Auction Joplin Regional Stockyards 6 Carthage, Mo. • PH: 417-548-2333
- 9 Value Added Feeder Calf Sale • Joplin Regional Stockyards Carthage, Mo. • PH: 417-548-2333
- 3 p.m. KOMA Beef Conference Joplin Regional 14 Stockyards, Carthage, Mo. • PH: 417-548-2333
- 23 **Barton County Soils & Crops Conference** Thiebaud Auditorium, Lamar, Mo.

February

- 2014 Cattle Industry Convention Nashville, Tenn. 4-7 FMI: www.beefusa.org
- 25 30th Annual Southwest Missouri Spring Forage Conference University Plaza Hotel, Springfield, Mo. PH: 417-831-5246, ext. 3





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Where did your \$ go?

Contact the Missouri Beef Industry Council at: 573.817.0899 or www.mobeef.com



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DEERFIELD, MO Midwest Fertilizer (417) 966-7303 forknerkyle@gmail.com EXETER, MO

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