

JOPLIN REGIONAL STOCKYARDS

CATTLEMENS NEWS

DECEMBER 2014

Volume 18 | Issue 5



**Technology and Your Farm
Making Room for Stockers
How to Share Production Risks**

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VIEW FROM THE BLOCK

As we wind down this year, we've had record prices and record profits. The market really keeps building on itself. We've seen 500 lb weaned steers sell for \$3.00, while the 400 lb calves have sold for \$3.25 to \$3.50 per cwt. and 900 lb steers have been at \$2.20. There's a lot of money floating around out there. When we consider what that puts back into the local economy, it's a tremendous amount more than it was a year ago. What a heck of a year it has been!

Going into next year, there will probably be fewer cattle in the country than what we've had this year. I don't know if we will continue to get more for them, but I expect folks will be keeping about every cow they can. That will mean less beef on the market and might mean higher prices for consumers.

All I can really say is we should enjoy these good times while we have them. It is time to reap some benefits after all the years we've spent struggling.

Replacement cows will pay for themselves pretty quick giving back a 20 to 30 percent re-

turn on your investment. And, I think it will be that way for a few years. Utilize the forage you have and 'make hay while the sun shines.' That's where we're at.

The value added calves, week after week, it's bar the door. They're what everybody wants to buy. There's a lot of risk in calves right now with the high price they're selling for and buyers can't afford to lose one. The value added calves might cost more, but they sure are worth more in the long run based on what you can get for your cost of gain.

While calves might look high, they are still the cheapest they have ever been in history simply because of what you can do with one of them.

The holidays are upon us. Let's celebrate the birth of Jesus Christ. Merry Christmas. It just doesn't get any better than this.

Good luck and God bless.

Jackie



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Upcoming Special Events at JRS!

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Dec. 20-Jan. 1 — JRS Closed for Holidays

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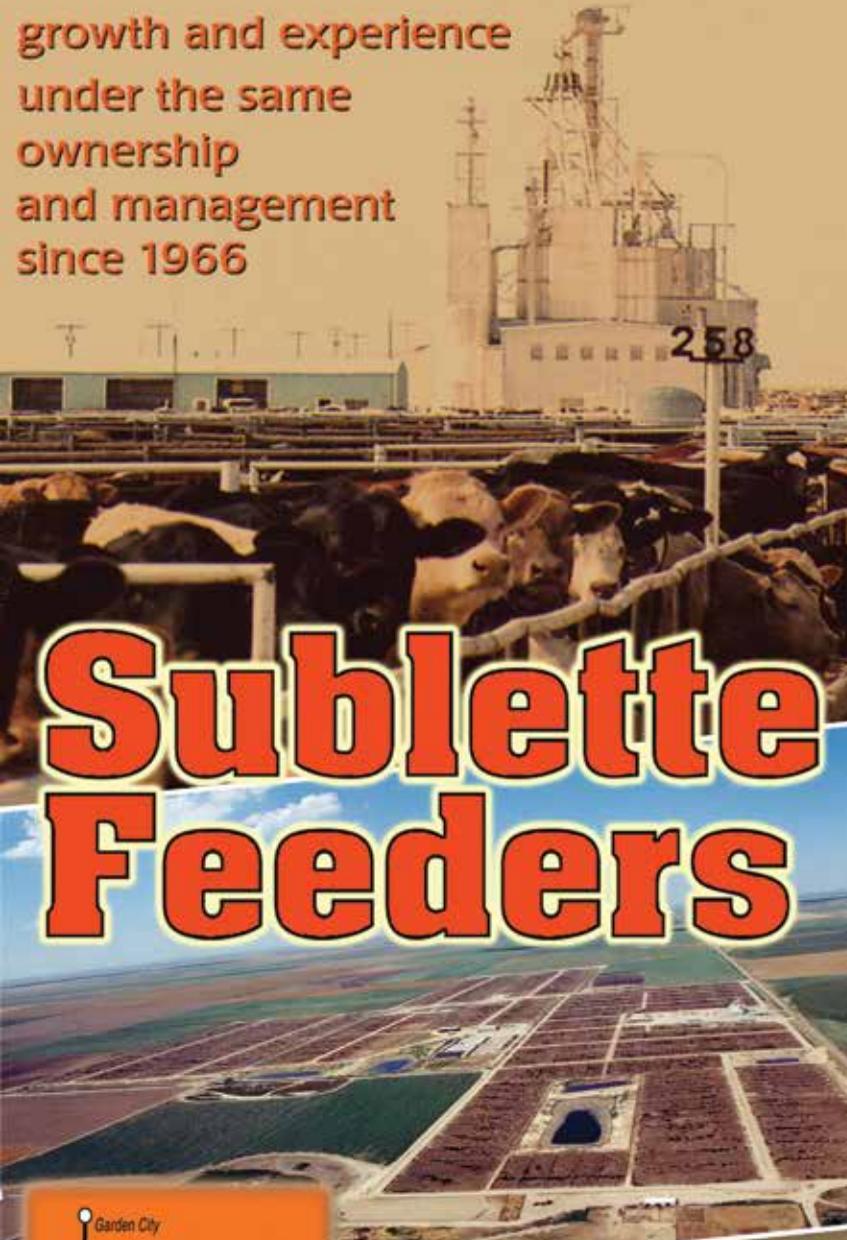
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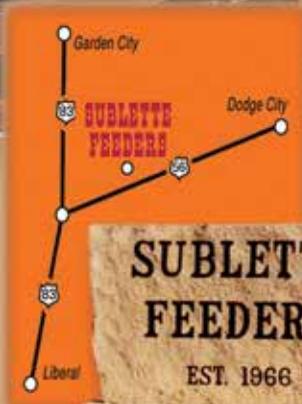
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As 2014 comes to a close, Merry Christmas and Happy Holidays from everyone at Joplin Regional Stockyards.
—Cover photo by Joann Pipkin

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Joplin Regional Stockyards

BEEF IN BRIEF

Missouri Cattlemen Gear Up for Annual Convention

The Missouri Cattlemen's Association Convention and Trade Show is set for Jan. 2-4 at Tan-Tar-A Resort, Osage Beach, Missouri. Registration opens at 7 a.m., Sat. Jan. 2 with the Cattlemen's College program slated for 8. Sessions will focus on federal and state policy, fencing laws, the Farming Rights Amendment, succession planning, export markets, cattle markets and cattle health. A meat cutting and cooking demonstration and a working stock dog demo will also be featured. Beef industry youth will be recognized for scholarships and awards on Saturday evening at 6:30. The annual meetings for MCA and Missouri's Cattle Women will be held Sunday morning with cowboy church and an awards program luncheon to conclude the gathering. For registration information, visit www.mocattle.org.

—Source: Missouri Cattlemen's Association

Dec. 19 Deadline for EQIP Funding from NRCS

Natural Resources Conservation Service has set Dec. 19 as the cut-off date to apply for funds through the Environmental Quality Incentives Program (EQIP). Funding is available for general EQIP, as well as On-farm Energy, Seasonal High Tunnel and Organic initiatives.

EQIP helps producers of agricultural products improve water quality, build healthier soil, improve grazing and forest lands, conserve energy, enhance organic operations and achieve other environmental benefits.

NRCS accepts applications for EQIP on a continuous basis, but producers must file applications by Dec. 19 for the next round of funding. Applications filed after Dec. 19 will be considered in the next ranking period if funds are available.

EQIP offers farmers, ranchers and forestland managers options to conserve natural resources while boosting production. EQIP provides financial assistance for a variety of conservation activities such as cover crops, rotational grazing systems, field buffers and animal waste management systems.

For additional information or to submit an application, contact your local NRCS office.

—Source: Natural Resources Conservation Service

USDA Seeks Input on New Beef Promotion Order

The U.S. Department of Agriculture's Agricultural Marketing Service is seeking input from the public to guide its development of a new industry-funded promotion, research and information order (also known as a "checkoff program") for beef and beef products. The new order would be in addition to the existing beef checkoff program, providing American beef producers with more resources for the marketing of their products and research to help strengthen the country's beef industry.

Interested individuals and organizations are invited to provide their views concerning provisions that would be included in the new order. A referendum on an order established under the 1996 Act would be conducted within three years after assessments begin to determine whether beef producers favor the program and if it should continue. A second referendum would be held within seven years of the start of the program.

Interested parties have until Dec. 10, 2014, to submit comments. USDA will consider written comments in developing its proposal for a Beef Promotion, Research and Information Order that provides for a promotion, research, and information program for beef and beef products under the 1996 Act. The new program would operate concurrently with the Beef Checkoff Program authorized under the authority of the 1985 Act.

—Source: USDA

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In a comprehensive economic study about the return on investments of beef checkoff programs, Dr. Harry Kaiser of Cornell University concluded the return on producers' and importers' investments into this program is vastly greater than the cost of the program.

6.4 PERCENT LOWER The reduction in foreign demand for U.S. beef between 2006 and 2013, if not for the checkoff.	11.3 PERCENT LESS The reduction in domestic beef sales between 2006 and 2013, if not for checkoff programs.	15.7 BILLION POUNDS MORE The amount of additional beef sold domestically between 2006 and 2013 because of checkoff programs.	BOTTOM LINE Your investment in the checkoff results in higher prices, which means higher net revenue for your operation.
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What's in a Feed?

Now is the time to address cattle diet deficiencies

Story By Justin Sexten for Cattlemen's News

When purchasing feed, each producer selects a supplement differently. Yet, when surveying producers, the most common reason given for selecting a feed will nearly always be "price." While price is the most common response, the reality is feed choices are often based on a number of different factors.

Dealer location and availability is a common feed selection factor because some producers prefer to support a local feed supplier regardless of cost. The ability to store and deliver a supplemental feed will also influence feed choice. However, in many cases, storage and delivery are linked to volume. Energy-deficient cows might require 5 pounds of supplement, while protein deficiencies

can be addressed with 1 to 3 pounds of supplement. A variety of feed delivery methods are available to suit each nutritional need and delivery preference including blocks, tubs, lick tanks, buckets, cube feeders and vertical mixers.

Ironically, how cattle perform ranks below price, purchase location, storage facilities and delivery method. In the end, if the feed cannot be purchased, handled, stored or delivered to the cattle, their performance will suffer regardless of ingredient or cost. The feed handing logistics can be addressed if the ingredient improves cost of gain or enhances performance. Understanding the nutritional components of a supplement will improve ingredient selection relative to the animal's requirements.



The first supplement component to consider is water, or inversely dry matter content. When purchasing supplements, the nutrients and price should be determined on a dry matter basis. If dry matter adjustments are not made when evaluating supplement choices, a producer's uniform comparisons cannot be made. To compare price per unit of dry matter, divide the price by the dry matter percent. For example wet distiller's grains (35% dry matter) costs \$38 / ton wet, at the plant costs \$108.57 / ton on a dry matter basis. Adjusting price for moisture puts all supplements on an even comparison basis.

The first nutrient most producers supplement is pro-

tein, shown on a feed tag as crude protein or CP%. Crude protein is simply the amount of nitrogen times 6.25. The microbes in the rumen convert feed and forage nitrogen to microbial protein. When cows are consuming poor quality forage, nitrogen is typically limiting microbial growth, forage intake and ultimately cow performance. Forage with less than 7 percent CP is poor quality and will require protein supplementation to allow for optimum microbial growth.

Feed energy is not listed on the feed tag nor part of a guaranteed analysis. True feed energy estimates are only determined by animal feeding. To estimate feed energy, fiber components are determined because as forages mature, fiber content increases and available energy declines. Cows can use body condition reserves to substitute energy during high demand periods or when inadequate energy is supplied from forages.

CONTINUED ON NEXT PAGE

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**WHAT'S IN A FEED?
FROM PREVIOUS PAGE**

Protein and energy are the two major nutrients found in feeds, and both are required in pounds compared to minerals and vitamins, which are required in grams. Supplements high in phosphorus can replace the need for phosphorus mineral supplements. For example, 3 pounds of distiller's grains provides about the same amount of phosphorus as a quarter pound of a 10 percent phosphorus mineral. In

this case, an energy and protein supplement can eliminate the need for a more expensive phosphorus-based mineral.

Vitamins A, D and E are the vitamins of greatest need during the winter feeding period. During winter, forages are dormant, and sunlight is minimal so providing trace mineral salt with vitamins A, D and E is essential to meeting requirements. During the summer, vitamins A and E are found in growing forage, and vitamin D is in excess due to

long day length and vitamin -D synthesis in the skin. Salt is a common mineral deficiency in cattle as salt or sodium is minimal in forages and feedstuffs. Cows need about 1 to 1.2 ounces of salt daily. If cows are deficient in salt or mineral, begin by feeding salt only so cows get caught up before feeding more expensive mineral supplements.

Combine these nutrients together to design a supplement to support desired cow and/or calf growth. When developing

a supplemental program, start with a forage test to determine forage quality limitations. With a strong cattle market and declining feed prices, taking the time to develop a diet designed to address deficiencies should be worthwhile.

—Justin Sexten is state extension specialist, beef nutrition. Contact him at sextenj@missouri.edu.

NEWS TO USE

**Select Heifer Sale
Averages \$2,889;
521 Head Sell**

Joplin Regional Stockyards was packed to the brim with folks anxious to see and bid on the 521 Show-Me-Select, bred heifers offered for sale on November 21. After only 2 hours and 10 minutes, the heifers were sold by auctioneer, Jackie Moore, for an average of \$2,889.

The evening's top heifers brought \$3,700. John Wheeler, Marionville had two groups totaling 14 head sell for that. The heifers were black baldies and black mottled faced and were carrying the artificial insemination service of an Angus, KCF Bennett Absolute. Wheeler's 44 heifers topped the overall average at \$3,417.

The second high average for the night went to Bart Renkoski, Purdy. Those eight heifers sold for \$3,219 and were Angus-Gelbvieh crosses AI bred to the Angus bull GAR Prophet and natural service by a Balancer cleanup bull.

Close behind in the average was Goodnight Angus, Carthage. Their six heifers brought \$3,217 per head.

Heifers stayed mostly in the southwest corner of Missouri but 32 went to Oklahoma, 31 went to Arkansas and four landed in Kentucky. As usual, repeat buyers were very active with 266 heifers taken home by them.

Most of the heifers were commercial with a pronounced Angus influence. The 315 straight black heifers averaged \$2,800. The 145 black baldy and black mottled faced heifers sold well all evening with a \$3,108 average. There were only 57 red and red white-faced heifers and they averaged \$2,831.

—Source: Eldon Cole, University of Missouri Extension.



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Cold-Weather Calving

Strategies for successful winter calving, calf performance

Story By Dr. Dave Rethorst for Cattlemen's News

As I write this column, the temperature outside is hovering just above zero, the wind is blowing, and winter storm Bozeman is forecast to hit the Great Plains. Then I look at the calendar, see it is mid-November and think, "It's been a long time since we had a major storm before Thanksgiving." One of those I remember far too well led to temperatures that didn't get above zero the entire month of December. Then, calving started just after the first of the year. Are we in for another year like that? I certainly hope not, but those thoughts prompted me to discuss some calving management strategies in cold weather.

We have discussed in recent months the role that protein intake during late pregnancy plays in how a calf performs,

or in other words, fetal programming. I recently read a research paper from the University of Idaho in the early 80's when the "buzz" diagnosis was "weak calf syndrome." The protocol for the project was to restrict protein in late pregnancy on half of a set of 2 year old heifers. After the heifers calved, the calves were not allowed to nurse colostrum from their moms. The calves, of both normal-protein dams and restricted-protein dams, were fed a blend of dairy colostrum so the diet would be constant on all the calves. Antibody levels were measured to determine if there was any difference in the way the two sets of calves absorbed colostrum. The calves from the restricted-protein heifers did not absorb nearly as much colostrum as their

herd mates whose dams received adequate colostrum. The conclusion of this project was that late-pregnancy protein intake played a major role in the occurrence of weak calf syndrome. In essence, this was fetal programming before we knew what fetal programming is.

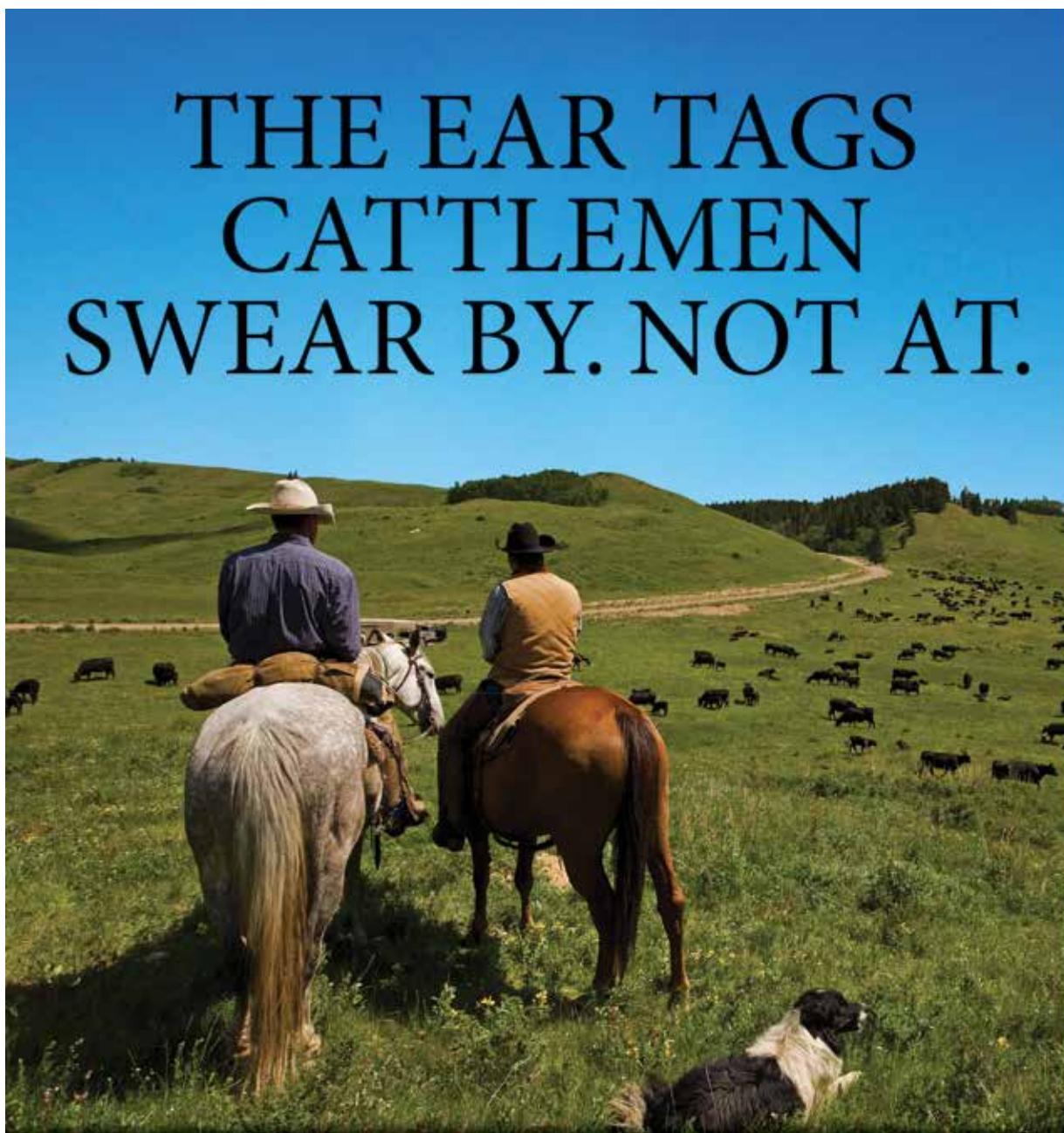
I write about this paper to reiterate a point on the importance of late-pregnancy nutrition in the success of a winter calving season. When we get winter storms, we need to make sure the cows get enough protein and energy to maintain body condition score. The protein will not only help keep the cow in shape by allowing the rumen microbes to breakdown cellulose in the hay and there-

fore provide energy, but also it will help the calf absorb more colostrum and perform better throughout its lifetime. Maintaining body condition is critical in these cows because fat is an essential component of colostrum. The fat found in colostrum serves as a major energy source for the newborn calf so that it warms up properly.

Now that we have our cows going into calving at a 5.5 to 6 condition score, let's think about the actual calving process. If a major storm blows in, it is critical to provide protection from the wind and a dry place for the cows to bed down and calve. In a pasture situation, a shelterbelt or big draw can provide wind protection, and adequate grass can provide bedding. A dry-lot calving situation calls for baled hay/crop residue for bedding and a building for wind protection.

Once the cow is in labor and the water bag breaks, a mature cow should make significant progress within an hour,

CONTINUED ON NEXT PAGE



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COLD-WEATHER CALVING FROM PREVIOUS PAGE

or 1½ hours for heifers. If progression does not occur, the time to intervene is sooner rather than later. Please do not try to “look a calf” out of a cow. One of my pet peeves when I was in practice was when a client would call at 5:30 as I was leaving for the day and say they had noticed a heifer calving at 7 a.m., she still hadn’t calved and could they bring her in right away. Invariably, the result was a dead calf and I went from the asset side of the ledger sheet to the liability side when I didn’t have any control of the situation. With weaned calves worth \$1200 to \$1500, it just makes sense to intervene early so the result is a live calf.

With a live calf on the ground, our next step is to ensure colostrum intake. If you had to assist in deliver, I recommend feeding that calf at least a quart of colostrum as soon as possible after birth. Calves that go through a difficult birth are stressed enough that their gut starts closing down sooner than a normal calf, so they have less time to absorb colostrum. A calf from an unassisted delivery should be up and nursing within two hours. This is critical as the gut starts closing down at about six hours and is finished closing in a matter of another few hours. We need all of the antibodies and energy we can get from the colostrum, so when in doubt on a calf, feed colostrum.

You also need to keep your calves warm, dry and out of the wind. Wet, chilled calves are hard to deal with because their immune system is compromised. If you are using bedding, be sure to keep plenty out so the calves stay dry and off the cold ground.

I haven’t said a word about any new scour vaccine or which antibiotic to use for scours treatment. I am not a fan of “management by needle.” I believe that good animal husbandry practices will prevent many of the problems we see every year. Some situations require scour vaccine and in some situations, antibiotics are necessary, but they should not be the first thing we think about in controlling scours.

The Sandhills Calving System has proven very effective as a management tool in preventing scours. The principle behind this system is to reduce pathogen load in the calves by having the cows calve on clean ground. Every two weeks, the pregnant cows are moved to a new pasture and the pairs left where they calved. Very simple, very effective!

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

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1. Check your breakevens. Historically, cull cow prices have increased during the next two or three months.
2. Supplement to reach ideal body condition score (BCS) at calving.
3. Control lice; external parasites could increase feed costs.
4. Sort cows into management groups. BCS and age can be used as sorting criteria. If you must mix age groups, put thin and young cows together, and feed separately from the mature, properly conditioned ones.

—Source: Dale Blasi, Kansas State University Extension Beef Specialist



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Find Cheer in Legacy Planning

Open communication guides family dynamics

Story By Darren Frye for *Cattlemen's News*

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 is-

...sues 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 than 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.

Other ways to address these 'fair vs. equal' issues among siblings siblings. Legacy advisors have strategies and ideas



in their toolbox that bring some equality for off-farm 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, no one is surprised. 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-to-day operations.

But if suddenly 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 ready?

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.

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 might 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.

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

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Giving Back

Gifting to community foundations continues legacy

Story By Joann Pipkin, Editor

It's no secret. Many farm heirs won't live where they were raised and have no interest in farming. There are options to ensure your legacy continues and won't have to be marked with a for sale sign. Community foundations are tax-exempt, non-profit, non-sectarian philanthropic institutions.

According to Cathy White, "The Community Foundation's) long-term goal is to serve local communities by building permanent funds supported by many donors."

2014 marks the 100th anniversary of community foundations in America. White said states across the country are experiencing unprecedented transfer of wealth as estates change hands. In fact, White said the community foundations are one of the fastest-growing philanthropic sectors in the U.S. today.

A huge hole is left in a community when a family passes on. Not only will the people be missed, but a void is also left in the community where their charitable dollars once made a difference.

More global than a single purpose charity, community foundations are a neutral party, an impartial organization, established to improve and enrich the quality of life in the community.

One advantage of gifting to a community foundation is that it offers the donor more flexibility in the use of their charitable dollars than a direct gift to a charity. While many charitable organizations encourage planned giving, that organization is the sole beneficiary of the gift. Having a fund at a community foundation, gives donors an option to name multiple beneficiaries.

"A community foundation can help because money opening a fund qualifies for a charitable tax benefit to the donor," White explained. "This helps heirs and provides for the community loved by the family."

Another strength of a community foundation is its ability to provide flexibility for its donors with multiple interests. The foundation works one-on-one with nonprofit agencies throughout their local area. Ultimately, the goal is to see that donors establish a fund with their charitable passions being met.

A gift to the community foundation can take many different forms. It's a highly flexible, very personal way to give, White said. "Working personally with our clients is the highlight of any day."

Since community foundations are a public charity, they offer the highest level of tax benefits for charitable giving. Donors may give cash, stock, closely held securities, real estate or personal property and receive maximum tax benefits.

White said three steps must be taken to establish a donor advised fund at a community foundation.

- 1) Determine how much you want to give. The source of your gift can be cash, stock or other assets.
- 2) Select your investment option. Choose your own advisor or pooled funds within the community foundation.
- 3) Decide who will manage your fund.

"Many people allocate their entire estate to their children," White explained, "but as more people leave the communities where they were raised, much of this inherited wealth leaves, too. It is important that we re-invest resources back into the places where we were raised and enjoyed a good life."

Editor's Note: For additional information on community foundations, visit the Community Foundation of Southeast Kansas on the web at www.southeastkansas.org.

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

CAUTION:

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

PRODUCT DESCRIPTION:

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

INDICATIONS:

Cattle - Single-Dose Therapy: Baytril® 100 is indicated for the treatment of bovine respiratory disease (BRD) associated with *Mannheimia haemolytica*, *Pasteurella multocida*, *Histophilus somni* and *Mycoplasma bovis* in beef and non-lactating dairy cattle; and for the control of BRD in beef and non-lactating dairy cattle at high risk of developing BRD associated with *M. haemolytica*, *P. multocida*, *H. somni* and *M. bovis*.

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

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

RESIDUE WARNINGS:

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

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

HUMAN WARNINGS:

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

PRECAUTIONS:

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

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

Subcutaneous injection can cause a transient local tissue reaction that may result in trim loss of edible tissue at slaughter. Baytril® 100 contains different excipients than other Baytril® products. The safety and efficacy of this formulation in species other than cattle and swine have not been determined.

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

ADVERSE REACTIONS:

No adverse reactions were observed during clinical trials.

ANIMAL SAFETY:

In cattle safety studies, clinical signs of depression, incoordination and muscle fasciculation were observed in calves when doses of 15 or 25 mg/kg were administered for 10 to 15 days. Clinical signs of depression, inappetence and incoordination were observed when a dose of 50 mg/kg was administered for 3 days. An injection site study conducted in feeder calves demonstrated that the formulation may induce a transient reaction in the subcutaneous tissue and underlying muscle.

In swine safety studies, incidental lameness of short duration was observed in all groups, including the saline-treated controls. Musculoskeletal stiffness was observed following the 15 and 25 mg/kg treatments with clinical signs appearing during the second week of treatment. Clinical signs of lameness improved after treatment ceased and most animals were clinically normal at necropsy. An injection site study conducted in pigs demonstrated that the formulation may induce a transient reaction in the subcutaneous tissue.

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Finding Its Place

Herd rebuilding: making a home for stocker operations

Story By Lisa Henderson for *Cattlemen's News*

Stocker operations, like all industry segments, have enjoyed a banner year. Profits have been described as exceptional as market prices

beef so far in 2014 than most of us expected. The retail meat price observed in the second quarter was much higher than expected, and the only way

range and pasture conditions that are supportive," he said. "Range and pasture conditions are much better this year."

An examination of the national Pasture and Range conditions report from early September last year revealed 32 or 33 percent of the nation's cow herd were in states with "poor" or "very poor" conditions. This year, only 5 – 6 percent of the nation's cows reside in states

To cope with an industry in transition from liquidation to expansion, Tonsor said stocker operators need to be flexible. The current situation provides historically tight supplies and high prices. That means stocker operators will find themselves buying higher priced animals moving forward, and higher total investments will produce lower return on investment even if profits remain relatively high.

"The stocker segment will have to adjust accordingly," he said.

One way to be flexible in the short-run, he said, is with buy/sell decisions and with management programs designed to increase stocker gains. Stocker operators should consider alternative weights and rates of gain, he noted. Can you, for instance, increase average daily gains from 1.8 to 2.4 pounds per day and increase the returns on the animals greater than the cost of producing that increased ADG?

In the long-run, Tonsor said stocker operators might need to become more specialized and make greater use of their own forage base.

He also told attendees they should expect to see geographical shifts in the U.S. cattle industry.

"Sourcing stockers from the northwest will increase," he said. "The southeast will remain an important stocker region, but we'll see more stockers coming from the northwest."

Tonsor also expects the gradual shift of the feeding industry to the northeast to continue.

"The reality of tight cattle supplies is that we have too many bunk," he said. "I expect to see additional feedyards for sale, and a gradual shift of more cattle feeding in eastern Nebraska and western Iowa."

Additionally, Tonsor said producers should expect increasing pressure from societal issues such as animal welfare and the use of antibiotics. Those issues will likely produce more changes to stocker production practices.

"We'll have to answer to the public more as we move forward."



Stocker operations must remain flexible as the beef industry transitions from liquidation to expansion. —Photo by Joann Pipkin

reached historical highs. Profits, however, might be harder to earn moving forward as the cattle industry slowly moves into an expansion phase.

According to Kansas State University Agricultural Economist Glynn Tonsor, stocker operators will need to be flexible and constantly evaluate alternative management strategies moving forward.

"We've been talking about tight cattle numbers for a few years," Tonsor said. "That has produced the historic prices that we've seen this year. But we've also seen surprisingly strong consumer demand."

Given the 3 percent decline in beef supplies, Tonsor said most economists would have expected a corresponding 3 percent demand increase.

"The second quarter of 2014 was the best year from a U.S. beef demand perspective in 10 years," he said. "The public has placed more value on

that can happen is if there is a positive demand bulge."

That bulge amounted to a 10-percent increase in demand during the second quarter, he said. That only happens if more value is received in the product.

"Consumers are willing to pay more because they see more value in beef," he said. "They like the taste profile, and they like the improving convenience of beef products."

Tonsor's topic focused on "Forward Planning Implications for Herd Rebuilding: Where does the Stocker Segment Fit?" Currently, he said mixed signals exist about whether herd rebuilding is occurring, but he believes that herd expansion will be confirmed when USDA releases its annual cattle inventory report early next year.

"One of the reasons I believe we are in the process of expanding the herd is we finally have a national situation of

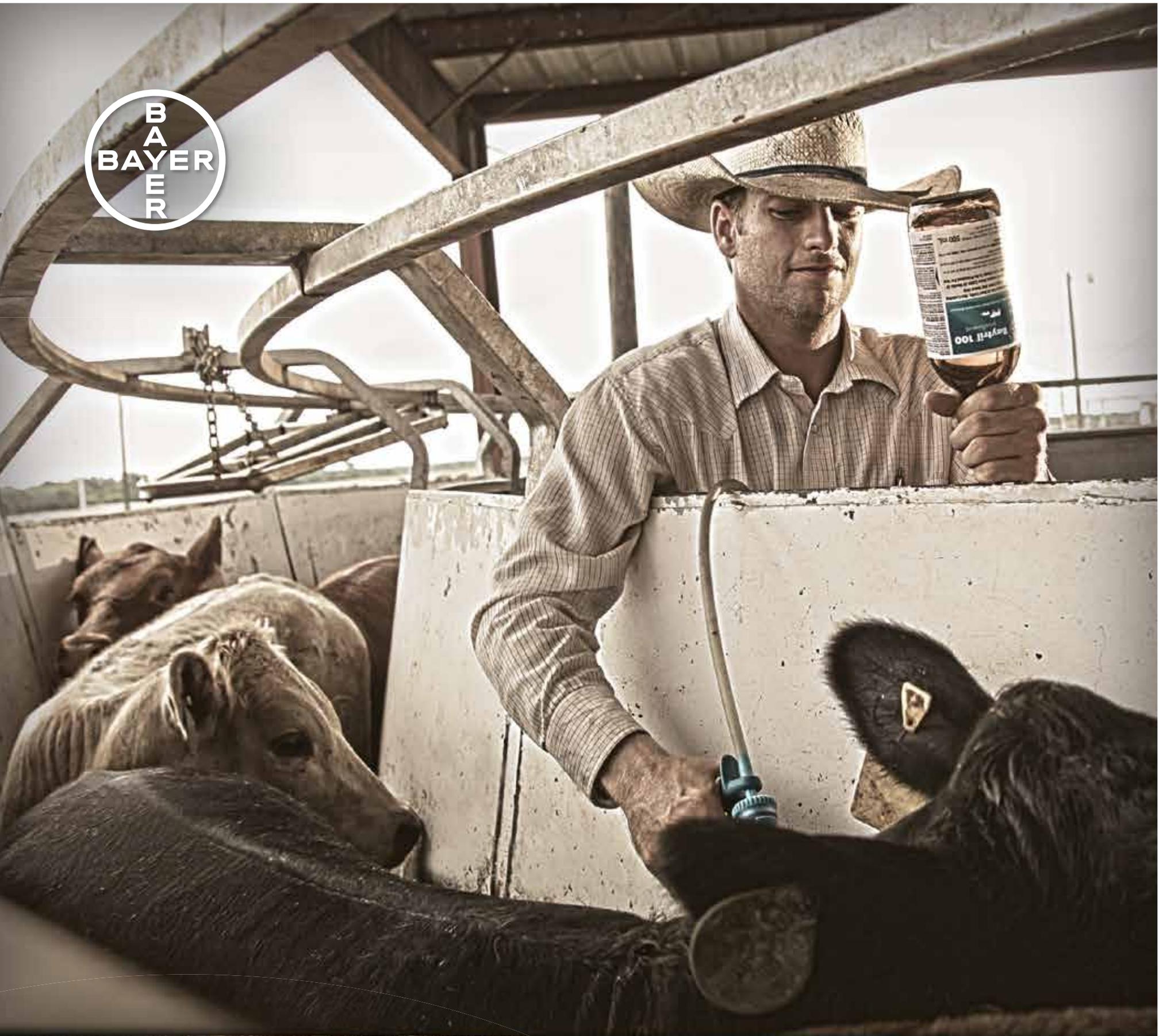
with "poor" or "very poor" pasture and range conditions.

"Cow-calf producers will be a little more comfortable to pull the trigger on expansion," he said.

Such expansion is needed. Tonsor said USDA's July inventory report revealed the supply of feeder cattle was the lowest on record. Examining other inventory data, Tonsor believes the industry is "probably at the end of the 2004-2014 cattle cycle."

He said incentives exist for producers to expand in the coming years. "There is increasing global demand for meat, and we will expand our beef exports in the years ahead."

However, rebuilding the cow herd is relatively slow, especially compared to the pork and poultry industries, so cattle producers will be forced to live with tight supplies for a while.



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Industry Experts Provide Feeder Cattle Perspective

Steer feedout gives cattlemen production feedback

Story By Rebecca Mettler for Cattlemen's News

Cattlemen often wonder what goes on in buyers' minds when their feeder cattle step into the ring. What drives the price? How do they look to the buyer? How will they perform in the feedyard and beyond?

Participants of the Missouri Steer Feedout, a University of Missouri Extension program that started in 1981, and other interested cattlemen from around southwest Missouri gathered at Joplin Regional Stockyards Nov. 4 to evaluate this year's group of feeder cattle and learn about the feeder market.

Rick Huffman, Missouri Department of Agriculture market news reporter, assigned a feeder calf grade and value to 75 head from 11 different operations. Jackie Moore, co-owner of JRS, and Corbitt Wall, DVAuction representative, critiqued the cattle and provided their insight into the cattle market.

Huffman explained market reports provided by USDA separate frame score into three categories — large, medium and small.

"This all relates to the size and weight that the calf is going to

grade Choice," Huffman said. "Large-frame cattle are going to grade Choice at 1,250 pounds and larger, medium from 1,100 to 1,250 and small below that."

There are four muscle scores — 1, 2, 3 and 4. Huffman explained most of the beef cattle fall into the 1 and 2 muscle category. Dairy cattle are representative of 3 and fine-boned, Longhorn-type cattle are illustrative of a muscle score 4.

Right Calves, Right Time

Often in the feeder calf market, value is all about timing. Moore sees several calves weighing between 550 and 700 pounds coming through the ring during early November and the weeks following. Those cattle have to compete with a lot of others that same size throughout their life.

From a market perspective, even 30 days makes a dramatic difference in prices. Thirty days prior to early November, calves weighing 650 to 700 pounds were selling at top dollar because of April fat cattle prices.

"April fats have a \$10 premium to May or June," Moore said. "We see all of these cattle that will slide up into May or June when they will be fat; they won't be fat in April when there's typically some of the highest prices of the year."

Cattlemen's Perspective

Bart Renkoski, Purdy, Missouri, has been sending calves to the Missouri Steer Feedout for 19 years. He considers the data invaluable, noting he couldn't get

it anywhere else.

Not only does Renkoski use the information gathered from the feedout and carcass grading to judge his herd bulls based on progeny performance, but he also utilizes the same tactics when picking cow bloodlines to continue in his herd.

"Some cows tend to outperform others, even when using the same bull," Renkoski said.

Using the steer feedout data as a benchmark to evaluate genetic- and performance-related improvement within a herd is a practice Renkoski suggests producers adopt. Progress over a few years time can be better gauged by comparing the data.

Mount Vernon, Missouri, cattleman Steve Jones is another multi-year participant in the steer feedout. He, like many other progressive commercial cattlemen, has made it a goal to more intensely select for a higher marbling Expected Progeny Difference (EPD). The Missouri Steer Feedout affords him an opportunity to test the impact of that trait selection.

"This time I (enrolled) three AI-sired Angus calves and three AI-sired Simmental steers to see the difference in how they grade," Jones said.

Geared for the Environment

One group of cattle presented a lesson in cattle preferences in relation to geography. Wall referenced Interstate 70 as the cutoff between northern and southern feeders.

"These cattle are carrying a little more flesh than what your typical Southern Plains feeder will want," Wall said. "They are more accustomed to this kind of flesh going into Nebraska, Iowa and northern Kansas."

Wall attributes the difference in cattle preference because of opinion.

"The Southern Plains feeders would rather like to have cattle that roughed it a little bit," Wall said. "Your Iowa and Nebraska guys think that if the cattle are doing good and fleshy at this age, they will continue to be fleshy and doing good all the way through."

The group will be fed out at Gregory Feedlots, Inc., Tabor, Iowa, joining the remaining calves participating from around the state.

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TRENDING NOW

New Way to 'Put the Pencil to It'

How to get the most out of computer resources

Story By Rebecca Mettler for Cattleman's News

Computer technology can be a great tool to enhance on-farm record keeping or to find Internet resources. However, proper application and utilization of the technology is required for beneficial use.

It does no good for farmers and ranchers to have fancy equipment or complicated computer record-keeping systems if they don't know how to use the technology or don't feel comfortable operating the computer, according to Wesley Tucker, University of Missouri agricultural business specialist.

Tucker helps producers more efficiently manage their operations to increase long-term profitability and often works with cattle producers on management improvements.

The farm record-keeping process is one aspect of farm office work that can be transitioned to a computer system. Tucker breaks down record keeping into two categories — financial and production.

A number of cattle producers are known to prefer spending time outside doing chores, and frankly, choose to save months of office work for a summer rainy day, because that happens so often, right?

A producer's fear or lack of interest for keeping records can stem from the fact that record keeping is often a response to a regulatory party's requirements, according to Tucker. The Internal Revenue Service needs financial records for taxes or the records are essential for acquiring the next farm loan.

Nonetheless, cattle producers need to remember that records can become very powerful tools to benefit them as well. Producers should ask themselves which pieces of information would lead to making better decisions. What would make the producer a better manager?

"It's fairly easy to get weights on cows and see which cows are your more profitable employees," Tucker said.

Using a computer for record keeping can be as simple, or as sophisticated, as a person wants to get. Cow Sense, Cow/Calf 5 and CattlePro are a few management software options for production records.

Microsoft Excel spreadsheets offer the ability to track a lot of information rather easily for both financial and production records. Producers can get creative and tabulate and calculate figures such as average weaning weights, weaning percentages or cost of gain, just to name a few.

It is also now common for seedstock producers to offer downloadable sale catalog files providing all of the relevant performance and EPD information. This feature allows bull buyers to sort and rank the sale offering to reflect their genetic needs and operation goals.

Tucker referenced Quicken and QuickBooks as financial record-keeping computer programs. Though not designed specifically for farm application, these software applications can be customized to fit.

"We keep looking for someone to create the 'Holy Grail' record keeping system that combines both financial and production

records in an inexpensive, easy to use package," Tucker said.

When switching record-keeping systems, Tucker recommends running side-by-side in both the new and old system for a year, especially for financial records. Keeping the paper version of the records can help alleviate any confusion if errors in the computer record-keeping system are found.

"What's most important with a financial record-keeping system is finding what works best for you," Tucker said. "It might be different than what works for me or someone else."

Backing up any financial or production records in an off-site location is very important. Tucker suggests copying important documents onto a USB flash drive or an external hard drive and storing in a safe-deposit box or a fireproof safe.

Internet Resources

Though producers have access to endless information found on the Internet, it can become overwhelming at times.

"The challenge today is producers have more information at their disposal than ever, but it can be challenging to find useful resources," Tucker said.

AUTHOR'S NOTE: Check out Wesley Tucker's Favorite Internet resources:

MU Extension

<http://extension.missouri.edu/>

MU Electronic Bulletin Board

<http://agebb.missouri.edu/>

Business Planning Software

<https://www.agplan.umn.edu/>

Aerial Photographs & Soils

<http://www.cares.missouri.edu/>

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How Can You Share Production Risks?

Cattle leasing is a feasible option for producers

Story By Rebecca Mettler for *Cattlemen's News*

Interest in cattle leasing is on the rise in Missouri. A majority of that interest comes from two events in the beef industry. First, an established group of cattle producers want to slow down. Second, others want to get into business and capitalize on the increased cattle prices.

“Leasing is the intermediate step to get into the game,” said Mark Jenner, University of Missouri extension agricultural business specialist.

Jenner serves Barton, Bates, Jasper and Vernon counties in Missouri. He works with farmers and ranchers on many different leasing situations.

“Too often we do business with our neighbor with a handshake and then people retire or move away, and there’s no record of the agreement,” Jenner said. “The fact that a lease is a legal agreement is a good thing.”

Cattle are leased under one of two types of written lease agreements — a share lease or cash lease.

A cash lease is defined as an agreement in which the owner furnishes a set of bred cows and/or heifers and possibly bulls to the operator for a set period of time for a predetermined lease price, according to Aglease101.org, an Internet resource Jenner recommends.

A share lease agreement, the

more commonly used lease type, is defined as an agreement in which the livestock owner shares the production risks, expenses and returns with an operator.

“The leasing agreement shares risks,” Jenner said. “It helps distribute the cows, other breeding assets and capital.”

An agreement also shares the costs associated with cattle production. On the basis of asset and cost distribution, each party’s contribution can vary depending on the situation. Jenner has worked with owners who only provide the breeding stock, while others will contribute everything but the labor.

Both owners and tenants need to be prepared and understand what is expected before entering a lease agreement. For the owner, knowing the operation’s cost of production is crucial.

“If they are wanting to lease the cattle, it’s a good idea for them to understand the cost of production,” Jenner said.

Realizing the cost of production helps producers come up with the numbers, or as Jenner explained, the percentage breakdown of asset and cost distribution for both the cow owner and tenant.

Jenner stresses that successful leases are beneficial to both

parties, but are not always equal. The terms should be fair and cover all possible scenarios. The obvious components to the lease include livestock assets, building and equipment assets, feed costs and labor and management.

Other agreement components must be thought of, too. Examples include death loss, replacement heifer management and other production costs.

“It’s important for determining who’s doing what,” Jenner said.

Jenner sees cow lease agreements as good communication tools. Developing and agreeing upon the lease terms can help bring potentially problematic situations to light before they occur.

Jenner also provided examples of lease provisions and how changes in cow value can drastically affect the contribution breakdown.

“My intent is to show you that it really matters what provisions you put into your lease,” Jenner said.

The value of a productive cow is some combination of a bred cow and a cow-calf pair value. Jenner was able to come up with a representative current cow value of \$1,800 by averaging Joplin Regional Stockyards’ cow-calf prices and bred cow

prices from six months prior. At that value, annual ownership costs are about \$400 per year spread over five years.

In contrast, a cow value of \$1,200 better represents prices seen in 2012. Then, the ownership costs per year were roughly \$250.

If the owner provides the breeding stock and the tenant provides all labor and costs, with the 2012 cow value the asset and cost distribution for the cow owner would reach 35 percent with the remaining contribution of 65 percent to the tenant.

With the 2014 cow value and all other components staying the same, the owner sees an asset and cost contribution percentage increase to 43 percent with 57 percent going to the tenant.

Simply put, as cow value increases the owner makes up a larger percentage of the asset and cost contribution. This is just one example of how changes can impact the asset and cost contribution breakdown. One must also realize that everything included in the lease agreement has bearing on the percentage breakdown.

Jenner urges producers to use available resources. Individuals can contact their University of Missouri Extension office, contact Jenner or use online resources. As previously mentioned, Aglease101.org is a helpful reference site for agricultural lease information providing sample agreements and calculators. Legal resources can also be helpful in developing lease agreements.

“There’s nothing wrong with having a good relationship with (an) attorney,” Jenner said. “It’s worth the money to have an attorney review the agreement.”

In that case, if problems were ever to arise, Jenner said that at least the producer would have some security from a legal standpoint. Once reviewed, the lease can act as a template for future lease agreements or if leasing situations change.

All in all, Jenner stressed two points: communication is key, and agreements should be fair and based on what each party is contributing.



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Minerals and the Cycle of Life

Filling in where the soil leaves off

Story By Elizabeth Walker for Cattleman's News

“The soil is the great connector of lives, the source and destination of all. It is the healer and restorer and resurrector, by which disease passes into health, age into youth, death into life. Without proper care for it we can have no community, because without proper care for it we can have no life.”

What does a quote from Wendell Berry, author of “The Unsettling of America: Culture and Agriculture,” have to do with an article about minerals and the cycle of life, especially in a magazine about beef cattle? When I was a wet-behind the ears Ph.D. and knew everything, I probably would have dismissed quotes like this. Now that I am a more mature agriculturalist who knows that there is both an art and a science

to raising livestock, growing grass and managing the health of the soil, I take what folks like Wendell Berry have written to heart.

In my animal nutrition class at Missouri State University, as well as in a few other classes, I try to teach the students that if “it isn’t in your soil, it isn’t in your forage, and then it isn’t in your animal.” The “it” is nutrition, and in this case “it,” is actually an “its.” If essential minerals are not in your soil, then they are not in your forage, then they aren’t in your animal. Since we don’t have perfect soils in southwest Missouri, a mineral supplementation program needs to be part of your general animal management plan.

The challenging thing about



minerals is they come in all sorts of forms, some with extra hydrogens attached and some missing a few hydrogens. Some can be easier to absorb in a higher pH, some in a lower pH. Some can bind to each other preventing both from being absorbed into your animal’s system. Certain minerals compete with each other for receptors that help them come from the chyme (undigested feed) into the small intestinal cells (absorption into the body). If they were a class of kindergarten students, they would surely drive their teacher insane. In many ways, though, they are fascinating to study.

There are at least 22 minerals that are required by livestock and possibly a few

more that are just coming into the attention of nutritionists. Those 22 are divided into two groups, macrominerals and microminerals. Macro doesn’t mean they are the hefty ones of the group, rather that the body needs a greater quantity than it does of the microminerals. The macrominerals are calcium, phosphorus, sodium, chlorine, potassium, magnesium and sulfur.

Interesting Roles of the Macrominerals:

Calcium, phosphorus and magnesium are all found in the skeletal system. Calcium also has a major role in muscle contraction while phosphorus does in energy metabolism as a major ingredient of adenosine triphosphate, ATP, which is how energy is transferred in the body. Magnesium, which we usually become concerned with in the spring flush, is associated with grass tetany (hypomagnesium). During the spring and sometimes fall, small grain forages like

CONTINUED ON NEXT PAGE

Replacement Cow & Bull Sale

6 p.m. | Friday | Dec. 19, 2014
 Joplin Regional Stockyards | I-44 & Exit 22 | Carthage, Missouri
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- 40 Red Angus Cows**— 3-6 years old. Bred to Lucas Cattle Co. black Simmental bulls. Start calving March 20 for 90 days.
- 40 Black & Black Baldie Cows**— Spring calvers. One Raising. 3- 5 years old. Bred to Angus bulls.
- 120 Northern-Bred Red Angus First-calf Heifers**— Off of Bieber Red Angus Ranch. Purchased weighing 600 pounds. These heifers have been in southwest Missouri for the last year. Pelvic measured and bred to LBW Circle A Angus bulls. Start calving Feb. 15.
- 30 Tiger Stripe Cows**— 4 years old. Half sisters bred to Charolais bull.
- 25 Brangus Cows**— 3 years old. Bred to Charolais bull.
- 30 Brangus Super Baldies**— 2nd calf heifers. Bred to Charolais bull.
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**MINERALS
FROM PREVIOUS PAGE**

oats, wheat, rye and ryegrass are rapidly growing. These forages tend to be high in potassium and protein — both of which might antagonize magnesium absorption. Heavy nitrogen and potassium fertilization in the spring can amplify the risks of grass staggers because when both potassium and protein are elevated, the ability of the animal to absorb magnesium is decreased, and hypomagnesium is the result.

Sodium and chlorine, as well as our friend and fellow trouble-maker potassium, are considered electrolytes. Not only do these minerals help with the osmotic pressure within the blood, but they also play a major role in nerve transmission. Potassium is found mostly within cells, whereas sodium is found outside the cells. Of course where one is, the other wants to be, and sodium is constantly finding its way into the cell and our body. Using ATP kicks it back out.

Sodium is so good at sneaking in, that a good portion of our basic metabolic rate is spent kicking sodium back out of the cells. The only time sodium gets a free pass into a cell is during a nerve transmission. By potassium rushing out and sodium rushing into nerve cells, there is a change in the electrochemical gradient and boom, your fingers type, you run fast, a cow can swish her tail right onto your face when you are pregnancy checking her. Chlorine isn't left out of this deal either. Chlorine is found at the ends of nerve cells and is sort of like the messenger from one cell to the other when it comes to transmitting the electrical signal along the nervous system pathway.

Not be forgotten, sulfur has a significant role in the body, too. Not only does it play a big part in smelling up your dogs when they get too close to a skunk, but it is also a component of methionine and cysteine, also known as the sulfur-containing amino acids. Sulfur causes strands of amino acids, the components of proteins, to link together. Without this important role, many proteins would lose their shape and most impor-

tantly, their biological function. Sulfur is also a component of certain vitamins, mucopolysaccharides (jellylike substance in between your joints that prevents them from rubbing together) and enzymes that are responsible for energy production.

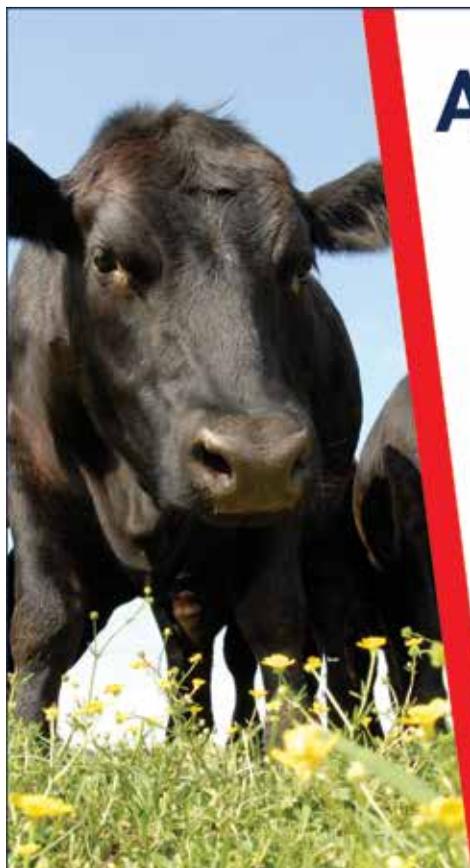
Now back to Mr. Berry and the importance of our soils. Here is my opinion. It is our

responsibility as stewards of this land to leave it better than how we found it. Part of that responsibility must include the soil. As we become better at understanding the complexities between the soil and our environment and our own health and the health of our animals, managing our lands and judicious use of mineral and vitamin mixes is crucial for the

sustainability of agriculture in our country.

Stay tuned. Next month we'll take a look at microminerals and vitamins.

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



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Missouri's New Pasture Invader

Early detection and eradication best control for spotted knapweed

Story By John Hobbs for Cattlemen's News

Spotted knapweed, a noxious weed was first detected in the four-state area 7 to 10 years ago. The weed seed was most likely purchased in a grass seed mix or brought into Missouri in straw or hay bales. Since that time, this noxious weed has expanded more rapidly than could be imagined. Heavy infestations of spotted knapweed can now be found concentrated along road right-of-ways. The plant seed is easily distributed with the movements of equipment and hay. Observations along the roadways confirm significant pockets of these weeds from McDonald County in southwest Missouri then eastward to Shannon County of which some knapweed has spread into adjacent pastures. Landowners should be aware of possible infestations if they see the plant in right-of-ways. In McDonald and Newton

counties, a serious herbicide spray program has begun in cooperation with the county commissioners, the Missouri Department of Transportation, Dow AgroSciences Pasture Specialist Brant Mettler and Delmar Hunke Spray Services to control the spotted knapweed before it becomes a problem like the musk thistle.

Spotted knapweed will be the most aggressive perennial weed to impact hay and pasture fields in Missouri, even more than the musk thistle. This plant can produce as much as 1,000 seeds per plant. The western United States has struggled with the weed for many years, and it has only recently become a problem for us. The plant is attractive and resembles the bloom of red clover. Currently, the plant is 1-3 feet tall. Spotted knapweed can completely take

over hay fields and pastureland. Livestock avoid eating the plant while it crowds out desirable grasses and legumes.

Plant seeds are inadvertently spread through the actions of hay hauling and mowing. It is also likely vehicles venturing into infested areas have contributed to plant distribution. My recommendations are to control the plant as soon as you see it. In small areas around the house, you can pull it up and burn it. It might also be spot sprayed utilizing a glyphosate product such as Roundup or one of the many other products containing this active ingredient. For pasture and grass hay fields, several broadleaf herbicides options are available depending on knapweed state of maturity and use of the forage. At the current state of knapweed development and according to university studies, Milestone at 5-7 oz/acre or GrazoNext at 2-2.6 pt/acre can provide effective control. Refer to product



Spotted knapweed have been found along road right-of-ways. —Photo provided by Weedbusters Biocontrol LLC

labels for herbicide use restrictions regarding grazing, hay harvest and replanting. The application of broadleaf herbicides will injure legumes such as clover and alfalfa.

The best knapweed control program is early detection and eradication. Avoid spreading this weed seed on farm machinery. Don't purchase hay that contains knapweed, and utilize only certified seed when planting. Manage hayfields and pastures to promote dense grass growth, and this will help to reduce knapweed invasion.

—John Hobbs is ag and rural development specialist with University of Missouri Extension.

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11/25/14														
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HEAD	WT RANGE	AVG WT	PRICE RANGE	AVG PRICE	DELIVERY	HEAD	WT RANGE	AVG WT	PRICE RANGE	AVG PRICE	DELIVERY			
90	525	525	\$296.00	\$296.00	Current Value Added	115	450	450	294.00	294.00	Current Value Added			
143	650-660	655	\$248.00-\$251.00	\$249.42	Current	80	625	625	232.00	232.00	Current			
348	750	750	\$232.75-\$238.50	\$237.11	Current	129	725	725	226.50-231.50	228.86	Current			
131	800	800	\$231.00	\$231.00	Current		FEEDER HEIFERS			MED & LG 1-2				
106	935	935	\$214.00	\$214.00	Current	HEAD	WT RANGE	AVG WT	PRICE RANGE	AVG PRICE	DELIVERY			
67	750	750	\$235.00	\$235.00	February	250	870	870	\$214.00	\$214.00	Dec-Jan			
	FEEDER STEERS			MED & LG 1-2			130	750	750	\$215.00	\$215.00	Jan-Feb		
HEAD	WT RANGE	AVG WT	PRICE RANGE	AVG PRICE	DELIVERY	66	750	750	\$218.00	\$218.00	Mar-Apr			
75	675	675	\$244.00	\$244.00	Current	Eastern States		All states	east of the Miss., La., & Ark.					
367	820-835	829	\$221.50-\$227.50	\$223.93	Current	FEEDER STEERS			MED & LG 1					
375	850-875	867	\$212.50-\$223.50	\$215.58	Current	HEAD	WT RANGE	AVG WT	PRICE RANGE	AVG PRICE	DELIVERY			
58	875	875	\$220.75	\$220.75	January	62	800	800	\$229.25	\$229.25	Current			
500	950	950	\$214.50	\$214.50	January	FEEDER STEERS			MED & LG 1-2					
181	825-845	832	\$217.25-\$220.50	\$219.31	Jan-Feb	HEAD	WT RANGE	AVG WT	PRICE RANGE	AVG PRICE	DELIVERY			
300	890	890	\$215.75	\$215.75	Jan-Feb	54	900	900	\$213.00	\$213.00	Jan-Feb			
124	800	800	\$218.50	\$218.50	February	FEEDER STEERS			MED & LG 2					
180	850	850	\$220.75	\$220.75	March	HEAD	WT RANGE	AVG WT	PRICE RANGE	AVG PRICE	DELIVERY			
300	850	850	\$221.75	\$221.75	Apr-May	65	750	750	\$220.00	\$220.00	March			
55	900	900	\$217.00	\$217.00	June	FEEDER HEIFERS			MED & LG 1					
70	725	725	\$240.50	\$240.50	July	HEAD	WT RANGE	AVG WT	PRICE RANGE	AVG PRICE	DELIVERY			
	FEEDER STEERS			MED & LG 2			65	750	750	\$219.75	\$219.75	May		
HEAD	WT RANGE	AVG WT	PRICE RANGE	AVG PRICE	DELIVERY	65	750	750	\$220.00	\$220.00	June			
124	825	825	\$215.00	\$215.00	Jan-Feb	FEEDER HEIFERS			MED & LG 1-2					
						HEAD	WT RANGE	AVG WT	PRICE RANGE	AVG PRICE	DELIVERY			
						65	750	750	\$216.00	\$216.00	Mar-Apr			

Tune in to the JRS Market Report



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



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



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



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



Monday 12:50 p.m. & 4:45 p.m.
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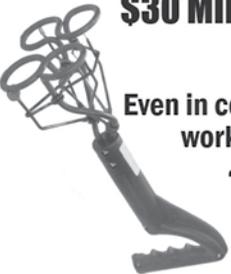
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- 11 5:30 p.m. Hay Production School
 Cassville High School Ag Department, Cassville, Missouri
 PH: 417-847-3161
- 12-13 Water Street EDGE Farm Business Seminar
 Lincoln, Nebraska
 PH: 866-249-2528
- 19 Replacement Cow and Bull Sale
 Joplin Regional Stockyards, Carthage, Missouri
 PH: 417-548-2333
- 20-31 Joplin Regional Stockyards Closed for the Holidays

January

- 1 Joplin Regional Stockyards Closed for the Holidays
- 2 Joplin Regional Stockyards Open to Receive Cattle
- 2-4 Missouri Cattlemen's Assoc. Convention & Trade Show
 Tan-Tar-A Resort, Osage Beach, Missouri
 PH: 573-499-9162
- 8 Special Value-Added Feeder Calf Sale
 Joplin Regional Stockyards, Carthage, Missouri
 PH: 417-548-2333

February

- 4-7 NCBA Cattle Industry Convention
 San Antonio, Texas
 FMI: www.beefusa.org

March

- 3 Southwest Missouri Spring Forage Conference
 University Plaza Conference Center, Springfield, Missouri
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Good management requires good data. To make your beef herd better, you have to understand current performance. You need a strategy for improvement. It helps if you can accurately predict how investments will perform. And you must know how to measure the results.

MFA's PowerCalf™ is a system designed to give you the insight and tools to maximize your herd's performance. **It's a multi-faceted commitment from MFA** to deliver top nutrition, animal health, record management, expertise and market leverage to your operation.

At the herd level, **PowerCalf drives improvement by measuring performance and implementing genetic, nutritional and animal health practices proven to boost calving success and deliver more pounds to sell from your investment.** The program underscores that cow performance is the gateway to calf performance.

PowerCalf gathers and analyzes data necessary to make more profitable management decisions. You receive personalized expertise

to best use the full portfolio of MFA products and services. **PowerCalf's nutrition component is backed by MFA's long-term success in adding value to calves.** These practices are leveraged with exhaustive data collection and processing that gives your sale calves an edge in the market.

To push that marketing edge into the sale barn, MFA secured exclusive marketing rights to Reputation Feeder Cattle®. **This tool evaluates genetics in your herd and translates them into market value.** Reputation Feeder Cattle's Genetic Merit Scorecard® gives cattle buyers an industry-trusted overview of finish potential—and a reason to bid up your cattle. That's important leverage at the sale barn.

Whether you plan to sell beef on the grid or on the hoof, communicating your herd's true potential and performance is the first step to maximizing profit.

PowerCalf gives you the support and expertise you need to get the very best out of your herd.

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