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Data on file, Study Report Nos. 2839A-60-00-025, 2239A-60-00-029, 2239A-60-00-030, 2239A-60-00-033, 2239A-60-92-027, 2239A-60-94-003, 2239A-60-94-007, 2239A-60-94-067, 2239A-60-94-068, 2239A-60-94-070, 2239A-60-95-156, 2839A-60-97-123, Pfizer Inc. DECTOMAX is a registered trademark of Pfizer Inc. ©2012 Pfizer Inc. All rights reserved. DMX12023



# VIEW FROM THE BLOCK

he year's market prices started with a bang and then tapered off a bit as corn prices headed higher mid-January. But at the end of the month, we saw prices climb another \$4-5. The Cattle on Feed Report showed placements were lower for December and marketings were higher than what was expected. We saw some optimism come back to the market with the announcement that Japan was raising the age limit on cattle going there from the U.S. from 20 months of age back up to 30 months. For a while anyway the market is trending higher again.

We've been talking for a year now that the whole market hinges on the weather. That has not changed. We're seeing 400 lb. steers bring \$2.00-\$2.25/cwt and 5-wts. are at \$1.70-\$1.80. So, there's no telling what they will bring with some. It will continue to be a good market despite the little ups and downs. Cattle numbers are so short. We usually see cattle grazing wheat pasture but they just aren't there. And, they didn't go to the feedyard either. Those cattle just don't exist and that's going to keep the market pretty darned good.



I expect the slaughter cows to continue to trend higher. It's really dry in some areas of the country and folks in places like Wyoming and Nebraska are starting to clean out their herds there. Once that's over, sheer lack of availability will keep the cow prices high. Replacement cow trade is good and everyone is optimistic about the calf prices so folks want to buy some cows. We've got a good market and who knows how good it might get now with a little rain.

We're highlighting our commingling program in this issue. The commingled calves are often some of the highest that sell through our auction. I've seen the program make a producer \$5-\$6/cwt. for participating in it. Commingling is a great tool for producers to use if they don't have enough

to sort up into uniform groups. Cattle are the only commodity in the world that sell for more in uniform, load lots.

We'll be at the National Cattlemen's Beef Association meeting in Tampa, Fla., the first of this month. I encourage everyone to be a member of their national, state and local cattlemen's organizations. They are our voice for the beef

industry in government. So, it's really important for us to belong. Without a voice, we'll just be left behind in the smoke. Whether or not you agree with everything they do, you need to support 'em and help our voice be heard.

Good luck and God bless.

Jackie Moore

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# New beef community class attends Masters of Beef Advocacy training



MBIC hosted a Masters of Beef Advocacy training and commencement event Thursday, Dec. 13, in connection to the Missouri Cattle Industry Convention.

Collegiate CattleWomen, University of Missouri students, and staff and leadership from the Missouri Beef Industry Council, the Missouri CattleWomen's Association, and Missouri CattleWomen's Foundation made up the evening's 30 engaged attendees. More than 3600 farmers and ranchers across the country have received their MBAs, and Missouri ranks fourth in the country with 235 graduates.

Daren Williams, Executive Director of Communications for the National Cattlemen's Beef Association presented the program. He focused on ways to take the MBA's education and put it into real life advocacy efforts, including in everyday conversations, on social media, and in presentations.

Contact the Kaity Holtman, kaity@mobeef.com, 573.817.0899, to get started on your MBA today!

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# **Inside this Issue**

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• Small producers like Mike Weeks capitalize on the opportunities and higher premiums commingling at JRS brings them. See story on page 20. —Cover photos & design by Joann Pipkin

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# BEEF IN BRIEF

### Missouri Cattlemen's Association Names 2013 Policy Priorities

The Missouri Cattlemen's Association (MCA) Executive Vice President Mike Deering said MCA's priorities for this year will include cattle health and well-being; conservation and sustainability; education; transportation; and the 2013 Farm Bill.

"We will be working alongside the state veterinarian and the director of agriculture to amend the state's rule regarding trichomoniasis in cattle. Most importantly, we will be encouraging that the rule incorporates an option for cattlemen to retest their cattle should they receive a positive test," said MCA President Chuck Massengill.

According to Deering, the Department of Elementary and Secondary Education (DESE) has proposed eliminating minimum requirements for career and technical education, such as agricultural education. "Career and technical education empowers young people to follow their passion of working with their hands and minds," Deering said.

"[MCA is] going to push for the passage of Sen. Brian Munzlinger's S.B. 16 and S.B. 17," Deering said. S.B. 16 exempts farm work from certain labor requirements. S.B. 17 minimizes the control DESE has on career and technical education.

MCA will work to develop consistent livestock hauling limits on Missouri roadways.

Massengill said MCA will work with the National Cattlemen's Beef Association to ensure the passage of a farm bill that excludes a livestock title and ensures funding for conservation programs. – Source: Missouri Cattlemen's Association Release

#### Internal Revenue Service Announces Tax Penalty Relief for Farmers

The Internal Revenue
Service (IRS) announced Jan. 18
that it will soon issue guidance to
provide relief from the estimated
tax penalty for farmers and
fishermen unable to file and pay
their 2012 taxes by the March 1
deadline due to the delayed start
for filing tax returns.

The January enactment of the American Taxpayer Relief Act

affected several tax forms often filed by farmers and fishermen, including Form 4562, Depreciation and Amortization (Including Information on Listed Property).

According to the IRS, the forms will require extensive programming and testing of systems, which will delay the IRS's ability to accept and process the forms.

Since the delays in acceptance and processing may affect the ability of many farmers and fishermen to file and pay their taxes by the March 1 deadline, farmers and fishermen may request a penalty waiver and attach Form 2210-F to their tax return. Under guidance to be

issued, the waiver will protect farmers and fishermen from the tax penalty if they miss the March 1 deadline provided they file and pay by April 15, 2013.

Source: Internal Revenue
 Service release

#### Japan Relaxes US Beef Import Rules

Effective Feb. 1, 2013 requirements for beef and beef products to be exported to Japan from the United States will be changed to allow the import of beef from cattle less than 30 months of age, compared to the previous limit of 20 months.

"This is great news for American ranchers and beef companies, who can now – as a result of this agreement – increase their exports of U.S. beef to their largest market for beef in Asia," said U.S. Trade Representative Ron Kirk of the changed requirements.

It is estimated that the new terms and conditions will result in hundreds of millions of dollars in exports of U.S. beef to Japan in the coming years.

To accompany the export requirement changes, the two governments agreed to regular and ad hoc consultations to review progress under the agreement and address any issues that arise.

The requirements state, "Beef and beef products mean all edible parts of cattle and products derived from such parts of cattle that are derived from cattle that are less than 30 months of age..."

Source: United States
 Department of Agriculture and
 Drovers Cattle Network Release





#### AUTO Millwood 148Y

9/1/11 - BLK - DBL PLD - PB EXLR Review 7153R x GPFF Marquise BW: 2.5 WW: 56 YW: 93 MA: 26 SC: 0.8 CW: 25 RE: .45 YG: .02 MS: .08 SMI: 44 Adj. BW: 68 - Adj. WW: 777 - Adj. YW: 1,195



# AUTO Grand Prix 1597 9/2/11 - DBL BLK - HOMO PLD - 50% LF S A V Bismarck 5682 x MAGS Phontoms Priz

9/Z/11 - DBL BLK - HOMO PLD - 50% LF 5 A V Bismarck 5682 x MAGS Phantoms Prize BW: 0.3 WW: 64 YW: 112 MA: 26 DC: 2 CW: 48 RE: .19 YG: .27 MS: .10 SMI: 51 di. BW-75 - Adi. WW: 745 - Adi. YW: 1.099



#### AUTO Alibi 194Y

9/17/11 - HOMO BLX - HOMO PLD - 75% LF DHYO Trey 133R x BOHI Sunset 6156S BW: 2.8 WW: 54 YW: 91 MA: 14 SC: 0.4 DC: 14 CW: 29 RE: .23 YG: .14 MS: .20 SMI: 52 Adj. BW: 62 - Adj. WW: 698 - Adj. YW: 1,060

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#### **Auto Carbon Copy 154Y**

9/4/11 - HOND SEX - HOND PLD - 38% LF G A R Predestined x AUTO Rebeco 2925 BW: 0.7 WW: 49 YW: 101 MA: 30 SC: 0.3 DC: 10 CW: 25 RE: -15 YG: -37 MS: -51 SMI: 61 Adj. BW: 68 - Adj. WW: 788 - Adj. YW: 1,159

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# 11/23/11 - DBL BLK - HOMO PLD - 75% LF

11/23/11 - DBL BLK - HOMD PLD - 75% LF DHVO Trey 133R x 80HI Sunset 61565 BW: 2.8 WW: 54 YW: 91 MA: 14 SC: 0.4 DC: 14 CW: 29 RE: ,23 YG: ,14 MS: ,20 SMI: 52 Adir RW: 62 - Adir WW: 821 - Adir VW: 1,216



#### AUTO Blaque Roc 180Y

9/2/11 - HOMO BLK - DBL PLD - 75% LF LH Rodemoster 338R x TYEJ DB Serenity BW: 1.7 WW: 54 YW: 101 MA: 29 SC: 0.6 DC: 15 CW: 31 RE: .03 YG: .28 MS: .13 SMI: 49 Adj. BW: 68 - Adj. WW: 699 - Adj. YW: 992

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AUCTIONEER... C.K. "Sonny" Booth

Ty and Susie Heavin, farm managers 417/833-2688 James Henderson, show cattle

# **NUTRITION KNOW-HOW**

# **Nutrition for the Spring Calving Herd: Establish Pre-breeding Needs**

# Test forages, establish supplement plan

#### **BY JUSTIN SEXTEN**

Asuccessful 2013 breeding season requires attention to pre-calving cow nutrition. Once a cow calves, energy is preferentially used for milk production rather than accumulating additional body condition or providing energy for reproduction. As a result increasing the nutrient supply after calving will do little to improve reproductive success unless energy in excess of milk production is supplied.

Additionally as gestation progresses, cow dry matter intake declines due to increasing fetus and placenta growth. Intake will also decline when producers wait until cows calve to feed "good hay" during lactation. When cows are full due to pregnancy, this is no time

to feed "better than snowball quality hay".

Reduced intake combined with cold and wet temperatures results in condition "melting" off cows prior to calving. Producers should provide supplemental nutrients prior to calving to prevent cows from losing condition while allowing for normal calf development. Poor nutrition during mid and late gestation can influence the calf by reducing calf vigor, decreasing quality grade and delaying puberty while in dams post-partum interval is lengthened and colostrum quality declines.

The first step to addressing this challenge is forage testing and development of a supplement plan. As an example, assume hay meets the cow's maintenance needs;



approximately 4 pounds of corn gluten feed will be required to increase condition in a 90 day period.

One method to improve supplement efficiency is include 200 mg / head / day of monensin to reduce the cow's maintenance requirements while improving hay energy value. Monensin must be delivered daily in a minimum of one pound of feed so alternate day monensin feeding programs will not work, but for those feeding daily, cost: benefit is favorable when forage quality is low. Monesin also reduces cow post-partum interval and age at puberty in heifers.

Replacement heifer candidates should be evaluated pre-breeding to take advantage of marketing opportunities

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prior to the breeding season. Cull heifer sales free up feed and forage resources for cows or replacement heifers while providing cash flow during the winter feeding period.

By the time heifers are a year old they should be at or near puberty. Ideally, heifers cycle two to three times prior to the breeding season for improved reproductive rates. Adjustments in replacement heifer management may be required depending on how many heifers are cycling prior to the breeding season. Beyond observing heifers for estrus activity producers can have heifers reproductive tract scored and pelvic measured. These two measurements can provide producers with a heifer "development gauge".

Heifers slow to achieve puberty due to age or later maturing should be fed a concentrate diet or a diet with monensin to hasten puberty onset. Alternatively estrus synchronization protocols using a synthetic progestin, such as melangesterol acetate (MGA)

#### **CONTINUED ON NEXT PAGE**



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#### **NUTRITION KNOW-HOW CONT'D FROM PREVIOUS PAGE**

or CIDR's around breeding can hasten puberty onset.

Heifers unable to achieve puberty prior to breeding season should be considered for culling due to potentially short post-partum recovery times after their first calf. Any heifer suited for early culling improves retained replacements due to the narrower, more uniform management window from breeding to the first calf weaning.

Aggressive replacement heifer culling criteria gives producers opportunity to place increased selection pressure on convenience traits in addition to system adaptation. Heifers selected with the management system in mind combined with data-based decisions results in a cow herd with genetic potential adapted to the environment.

While bulls spend most of their days at maintenance, bull

nutrition should not be ignored. Bulls should be turned out at a body condition score of six. Bulls will lose 100 pounds during the breeding season so provide adequate forage and supplement to ensure bulls can accumulate pre-breeding condition. For yearling bulls, use high quality forages to ensure bulls are not excessive fat at turnout and are adapted to native pasture and hay species.

Pre-breeding nutrition programs begin 120 days prior to breeding for cows, bulls and replacement heifers alike. Sixty to 90 days prior to calving gives producers an opportunity to implement a supplementation program prior to calving. While replacement heifers should be managed to achieve puberty at a year of age to ensure regular estrus cycles prior to the start of the breeding season.

-Justin Sexten is state extension specialist, beef nutrition, University of Missouri. Email him at sextenj@missouri.

### Area Rodeo Youth Earn Awards

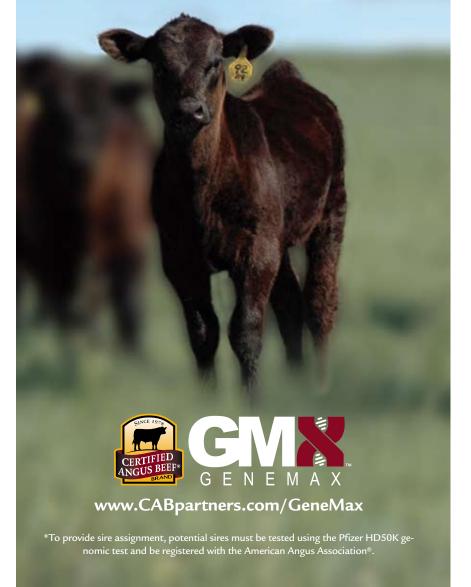
These rodeo youth were honored for their achievements at the 2012 All Youth Rodeo Association Year-End Banquet. Pictured (I-r) are: Riley Berry, daughter of Bailey and Tia Moore, Granby; Marty Shanks, son of Bob and Marta Shanks, Columbus, Kans.; and Shane Mallory, daughter of Larry and Gayla Mallory, Miller, Mo.



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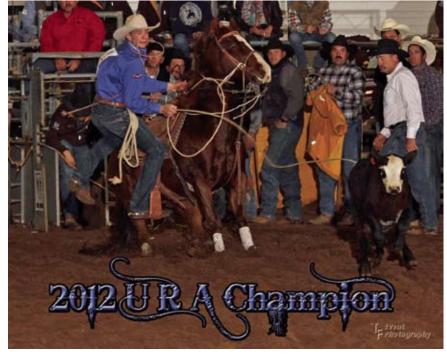
# **United Rodeo Celebrates 50 Years**

## **Cooper Martin sets tie-down record**

he United Rodeo Association was the breakaway champion recently celebrated it's 50th anniversary. Cowboys and cowgirls competed at sanctioned rodeos across seven states this past year. Year-end champions were crowned at the URA finals held November 1-3 in Topeka, Kans.,

Cooper Martin set an association record for being the youngest tie-down calf roper to be crowned champion. He also that is open to women and boys age 14 and younger. Martin was awarded two trophy buckles and two saddles for his accomplishments. The photo below, courtesy of TF Event Photography, shows Cooper tying his third round calf in 8.9 seconds. He is the son of Chris and Candi Martin of Alma, Kans.

-Source: Martin Family



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# **HEALTH WATCH**

# **Don't Send That Cow to Market**

# Follow BQA guidelines before selling

# BY CHRIS REINHARDT & DAN THOMSON

Cull cows from beef and dairy farms are a significant source of beef produced in our country. Cull cows and cull bulls can represent up to 20% of a cow/calf operation's revenue. Although cull cows and bulls are important to beef production today, they are not discussed as much when it comes to food safety and animal welfare. In this column, we will discuss improving the quality of cows presented to the auction barn or the slaughter facility.

Cull cows are being marketed for infertility, old age, replaced for better genetics, disposition, physical defects, production of inferior calves and more. Some cows are not fit to be transported nor should they be sold to enter the food chain. Auction markets are public places of business and animals marketed at these facilities must be considered being presented to the general public. In the end, the focus of this column is that we need to quit sending impaired cattle through the marketing system and we need to keep them out of the food

Why is this topic important? The producer perception is that

cull cows wind up as ground beef. However, in the 2007 Market Cow and Bull Quality Audit performed by BQA, the authors indicated that 84.7% of cow slaughter facilities were producing ribeyes, tenderloins, inside round, strip loin and other cuts of beef from cull cows. Regardless of whether the beef is ground or sold as steaks, cull cows should be fit to transport and be fit to enter the food supply chain. The animals we send to slaughter reflect our industry as a whole. Downed or debilitated cows going to slaughter or mistreated are not representative of our industry but they are the potential poster-child for a group wanting to make a video of animal mistreatment in our industry.

Law does not accept animals not able to walk accepted at any packing plant (small, medium or large). Furthermore, downed animals will not be dragged or lifted with chains. These animals should be moved with some sort of support underneath the animal such as a sled, a lowboy or a bucket of a loader. Downed or non-ambulatory animals are intensive care patients for veterinarians and producers. A recent survey we participated



with slaughter facilities around the world indicated that most downed cows presented at slaughter were a farm-to-farm issue. This indicates that some farmers send inappropriate animals to slaughter while most don't send cows not fit to the facilities. On the farm, when downed cows are not responsive to therapy, relief of suffering through humane euthanasia should be conducted sooner rather than later.

If you are wondering what constitutes animals not fit for transport, the World Animal Health organization or the OIE has published a list on their website at: http://web.oie. int/eng/normes/mcode/en\_ chapitre 1.7.3.htm. According to this source cows with the following conditions are not fit for transport: those that are sick, injured, weak, disabled or fatigued; those that are unable to stand unaided and bear weight on each leg; those that are blind in both eyes; those that have a severe open wound or prolapse; those that cannot be moved without causing them additional suffering; newborn

#### **CONTINUED ON NEXT PAGE**



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#### **HEALTH WATCH • CONTINUED FROM PREVIOUS PAGE**

with an unhealed navel; pregnant animals which would be in the final 10% of their gestation period at the planned time of unloading; females travelling without young which have given birth within the previous 48 hours; and those whose body condition would result in poor welfare because of the expected climatic conditions.

In the end, sending cull cows to slaughter is an important source of revenue to beef producers and a great source of beef for consumers. We as an industry need to be sure that we send animals that are fit for slaughter and fit to eat. Never send downed cows, non-ambulatory cows or cows that may go down during transport to slaughter. Producers need to make the decision sooner rather than later on when to cull a cow from the herd. Many times, it is difficult to define exactly which animals should or should not be sent to slaughter. However, if you wouldn't slaughter the cow or bull for a family beef or if you wouldn't want folks on the evening news to see the animals you send, I would recommend

that the animal not be presented to slaughter. Also, always make sure to work with your local veterinarian on such decisions and make sure to adhere to all drug withdrawal guidelines. Cull cows are a significant source of revenue and beef. We need to be vigilant in the process of providing a safe, wholesome food supply to our consumers.

Dr. Dan Thomson & Dr. Chris Reinhardt are with The Beef Institute, Kansas State University.

# **DOC TALK ON RFD TV**

Cattlemen's News contributing writer and Kansas State University DVM, Dr. Dan Thomson, hosts Doc Talk Monday's at 3:30 p.m. on RFD TV. Visit Doc Talk on the web at www.DocTalkTV.com.

# **NEWS TO USE**

# Federation of State Beef Councils Celebrates 50 Years

The Federation of State Beef Councils existed long before the \$1-per-head beef checkoff was created in 1985 and, in fact, will this year be celebrating 50 years of serving as a force for grassroots participation in beef checkoff programs.

The Federation was created as the Beef Industry Council of the National Live Stock and Meat Board in 1963. It moved to the National Cattlemen's Beef Association (NCBA) when the Meat Board and the National Cattlemen's Association merged in 1996 to form NCBA. While it has had two homes in its lifetime, the Federation's role has not changed through the years, according to Federation Chairman Craig Uden, a beef producer from Elwood, Neb.

"The Federation helps assure that grassroots producers, through their state beef councils, have significant input in the workings of the national Beef Checkoff Program," said Uden.

"That grassroots control was paramount to producers when the mandatory checkoff was created in the 1980s. But it really got its start when state beef councils began establishing their own programs more than a half century ago and pushed for a national effort."

By the time the BIC was created in 1963, five states — Montana and California in 1954, Alabama and Florida in 1955 and Oregon in 1959 — had created their own state checkoff programs and supported a coordinated national effort that could build on their efforts. More states would soon join them. By 1980 another 25 states had formed councils. Today there are 45 state beef councils qualified by the Cattlemen's Beef Board to collect the \$1-per-head mandatory national beef checkoff in their states.

-Source: Angus Productions Inc.



# **HELPING HANDS**

# **Rotational-Grazing Systems Fared Better During Drought**

# Pasture rest critical for re-growth when moisture is lacking

#### **BY CHARLIE RAHM**

Diana Sheridan knows a healthy pasture when she sees one. She knows an unhealthy pasture when she sees one, too.

So last fall when the resource conservationist with the USDA's Natural Resources Conservation Service (NRCS) was conducting field reviews in Lawrence County, she quickly detected a pattern: ranchers who were using rotational-grazing systems had grass in their paddocks, and ranchers not using rotational-grazing systems did not.

"I went to about 30 farms during the summer that had been enrolled in the state's emergency program to provide livestock water during the drought, and when I went back in October to make sure the work had been done, they still didn't have any grass," Sheridan says. "But then I would go next door to check out ranches enrolled in the Conservation Stewardship Program (CSP), and they would have grass."

The one thing that the CSP ranches had in common was that to be accepted into the NRCS program, they were required to have rotational-grazing systems. Sheridan explains that rotational grazing systems keep grass plants healthy because they do not allow the grass to be overgrazed and provide ample

time for the grass to rest between grazing periods. A well-managed rotational-grazing system in which grass is stockpiled often provides quality forage well into the winter.

With rotational-grazing or strip-grazing systems, cattle are turned into a small pasture, or paddock, and allowed to graze it for a short time. But they are moved out of that paddock and into another one before they graze the grass too closely. And they are not given access to an already grazed paddock until its grass has recovered and grown back to a healthy height. Sometimes the cattle are kept in a "sacrifice" paddock and fed hay until the other paddocks have sufficiently recovered.

"The ranchers who don't have rotational grazing systems don't have a sacrifice pasture," Sheridan says. "They just have to open their gates and let the cattle graze, so the grass never gets to rest."

Mark Kennedy, NRCS' state grazing lands specialist, says that he has noticed the same pattern as Sheridan as he has traveled throughout Missouri.

"The people who were able to rest pastures and not let the cows nip off the first green that came back when they got some rain had pastures that really responded well, and there was very little loss of stand," Kennedy says.

Kennedy says several things interact to make rotational grazing (sometimes referred to as management-intensive grazing) more drought resistant and resilient. Kennedy mentioned six keys:

- Resting pastures. He says the worst thing a grazier can do during a drought is move animals to a pasture before it has recovered
- Well-managed grazing systems have diverse plants that respond to a wider range of growing conditions, including soil type, moisture availability and temperature.
- Managed pastures have deeper root systems that pull moisture from lower in the soil profile
- Managed pastures have thicker stands of grass and more ground cover that catches more rainfall and reduces evaporation
- The thicker grass in managed pastures keeps the soil cooler
- Managed grazing stretches out the limited forage supplies through better utilization.

John Wheeler, of Marionville, raises cattle on three different 80-acre farms. Two of his farms have nine paddocks and one has 11. He says he was surprised by how well the grass responded on the heels of the 2012 drought.

"I thought a lot of the grass was dead, but we got a little rain and it came back great," Wheeler says

Wheeler says he was sold on rotational grazing even before the drought.

"I've been using rotational grazing for 15 years, and the main thing that I have noticed is that I can run a lot more cattle on the same number of acres with it," Wheeler says.

But Wheeler says better grass, more holding capacity, feeding less hay, and better drought recovery aren't the only benefits that he derives from rotational grazing.

"What I really like about it is having control of the cattle," he says. "Before when I tried to move them, it was like a rodeo. But with rotational grazing, they know they are going to better grass and they are eager go where I want them to go."

Wheeler says rotational grazing also has extended his grazing season. In fact, in late December his cattle still had ample grass to eat in his strip-grazing system. And on a cold, snowy, windy day, all Wheeler had to do was remove a temporary, single-strand electric fence and watch his cattle eagerly move into a rested section of pasture.

"His system is a good example of what we've been seeing with rotational-grazing systems," Sheridan says. "We've been promoting warm-season grasses as grazing system savers during drought years. And they really help. But I've also been surprised at how well the cool-season grass has bounced back in these systems."

She says that Wheeler and other ranchers are benefiting from managing their pastures for maximum productivity and health.

NRCS offers free technical assistance as well as a number of programs that provide financial assistance to land users. Contact a local NRCS office to learn about available assistance, or visit the agency's website: <a href="http://www.mo.nrcs.usda.gov/">http://www.mo.nrcs.usda.gov/</a>

-Charlie Rahm is public affairs officer with Natural Resources Conservation Service, Columbia, Mo.





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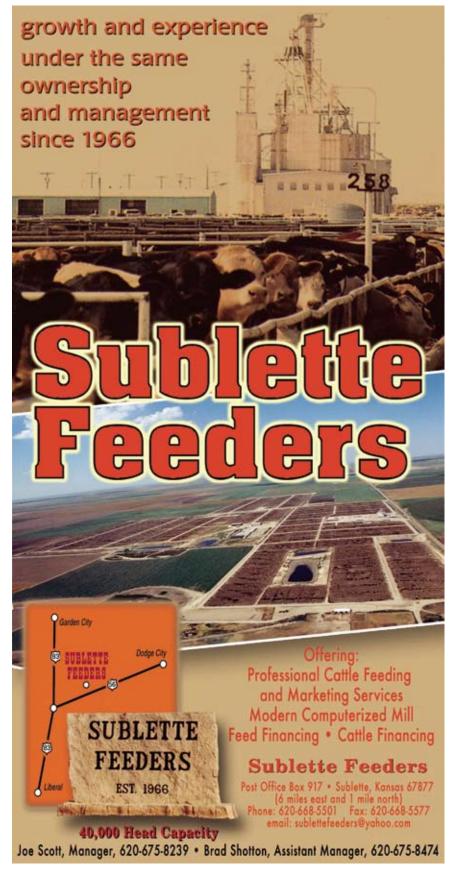
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# **HELPING HANDS**

# Farm Service Agency Announces DCP, ACRE Sign Up Dates

## Sign Ups begin Feb. 19 unchanged from 2012, except

The U.S. Department of Agriculture's Farm Service Agency (FSA) reminds producers that the American Taxpayer Relief Act of 2012 extended the authorization of the Food, Conservation, and Energy Act of 2008 (the 2008 Farm Bill) for many Commodity Credit Corporation (CCC) commodity, disaster, and conservation programs through 2013. FSA administers these programs.

The extended programs include, among others: the Direct and Counter-Cyclical Payment Program (DCP), the Average Crop Revenue Election Program (ACRE), and the Milk Income Loss Contract Program (MILC). FSA is preparing the following actions:

FSA will begin sign-ups for DCP and ACRE for the 2013 crops on Feb. 19, 2013. The DCP sign-up period will end on Aug. 2, 2013; the ACRE sign-up period will end on June 3, 2013.

The 2013 DCP and ACRE program provisions are

unchanged from 2012, except that all eligible participants in 2013 may choose to enroll in either DCP or ACRE for the 2013 crop year. This means that eligible producers who were enrolled in ACRE in 2012 may elect to enroll in DCP in 2013 or may re-enroll in ACRE in 2013 (and vice versa).

All dairy producers' MILC contracts are automatically extended to Sept. 30, 2013. Eligible producers therefore do not need to re-enroll in MILC. Specific details regarding certain modifications to MILC will be released soon.

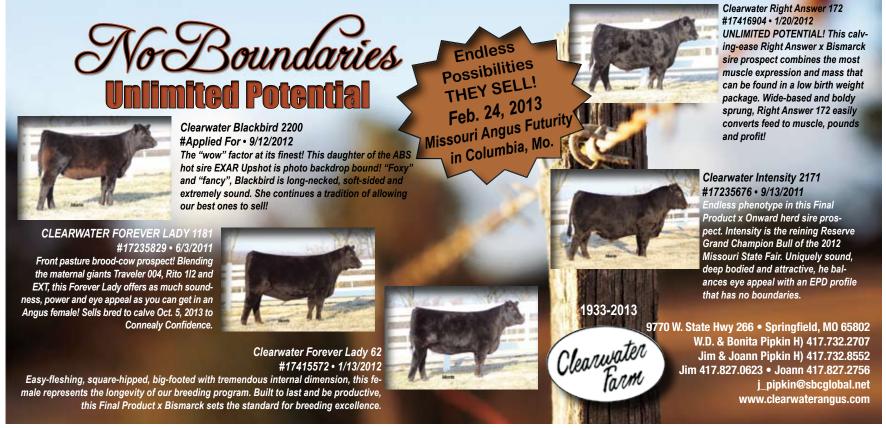
FSA will provide producers with information on program requirements, updates and signups as the information becomes available. Any additional details will be posted on FSA's website.

For more information about the programs and loans administered by FSA, visit any FSA county office or <a href="www.fsa.usda.gov">www.fsa.usda.gov</a>.

—Source: Farm Service Agency release

# REPORT RURAL CRIME

Victims of an agriculture related crime should first contact their local sheriff's department to file a report. Those persons wishing to contact the **Rural Crimes Investigation Unit** directly should call: **(888) 484-8477.** 



# Low-Interest Loans Can Help Farmers

#### FROM OUR STAFF

Whether to take advantage of those low-interest emergency loans being offered by USDA is an important decision for farmers in those 31 Missouri counties, especially livestock producers, according to Ron Plain, a University of Missouri Extension agricultural economist.

Hot, dry conditions last year sharply reduced crop, pasture and hay production, leading to very high feed costs, Plain said. "For a lot of producers, this designation gives them the opportunity to get some low-interest financing so they can carry their herds through the winter."

Currently, the interest rate on these emergency loans is 2.15 percent. Producers need to remember that it is a loan and put it into an investment that will generate revenue, Plain said.

"Low-interest-rate loans can be very appealing, but farmers need to have a plan on what they will do with that money," he said. "It needs to be something that will generate income so they can repay the loan. That loan needs to work for you to help cut costs or improve efficiency, otherwise borrowing that money is not going to make you better off."

Plain says buying feed to maintain cattle herds would be a good decision, as cattle prices are likely to be at record highs again in 2013. For crop producers, putting in an irrigation system can be a very valuable long-term investment.

"One of the things to keep in mind is that debt is a risk," Plain said. "The more debt you have, the greater risk your farm is in. So farmers who can keep their debt load low and can get by without borrowing, even in difficult times like this, are in stronger financial position for the future."

To learn more about low-rate emergency loans, contact your local Farm Service Agency office or visit <a href="https://www.fsa.usda.gov">www.fsa.usda.gov</a>.

For drought-related information from MU Extension, go to <a href="https://www.extension.missouri.gouthunght">www.extension.missouri.gouthunght</a>.

-Source: University of Missouri Cooperative Media

# Missouri Farmers Now Eligible for Low Interest, Emergency Loans

## 31 counties approved for drought assistance

#### FROM OUR STAFF

The U.S. Department of Agriculture (USDA) has designated 31 counties in Missouri as primary natural disaster areas due to damages and losses caused by the recent drought.

The counties are: Andrew, Atchison, Audrain, Bates, Caldwell, Callaway, Clinton, Cole, Cooper, Daviess, DeKalb, Dunklin, Gentry, Grundy, Harrison, Henry, Lafayette, Lincoln, Linn, Livingston, Moniteau, Monroe, Montgomery, Morgan, Nodaway, Pettis, Pike, Ralls, Ray, Warren and Worth.

Farmers and ranchers in the following counties in Missouri also qualify for natural disaster assistance because their counties are contiguous us. Those counties are:

Adair, Benton, Boone, Buchanan, Butler Camden, Carroll, Cass, Chariton, Clay, Franklin, Gasconade, Holt, Howard, Jackson, Johnson, Macon, Marion, Mercer, Miller, New Madrid, Osage, Pemiscot, Platte, Randolph, St. Charles, St. Clair, Saline, Shelby, Stoddard, Sullivan and Vernon.

Farmers and ranchers in the following counties in Arkansas and Kansas also qualify for natural disaster assistance because their counties are contiguous—including Clay, Craighead, Greene and Mississippi in Arkansas, as well as Doniphan, Linn and Miami in Kansas.

All counties listed above were designated natural disaster areas Jan. 9, 2013, making all qualified farm operators in the designated areas eligible for low interest emergency (EM) loans from USDA's Farm

**CONTINUED ON NEXT PAGE** 



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# LOW INTEREST LOANS CONTINUED FROM PAGE 13

Service Agency (FSA), provided eligibility requirements are met. Farmers in eligible counties have eight months from the date of the declaration to apply for loans to help cover part of their actual losses. FSA will consider each loan application on its own merits, taking into account the extent of losses, security available and repayment ability. FSA has a variety of programs, in addition to the EM loan program, to help eligible farmers recover from adversity.

Additional programs available to assist farmers and ranchers include the Emergency Conservation Program, Federal Crop Insurance, and the Noninsured Crop Disaster Assistance Program. Interested farmers may contact their local USDA Service Centers for further information on eligibility requirements and application procedures for these and other programs. Additional information is also available online at <a href="http://disaster.fsa.usda.gov">http://disaster.fsa.usda.gov</a>.

—Source: Farm Service Agency Release

# **Loan Program Transfers Farmland to the Next Generation of Farmers**

## **Program offers opportunity for farmers**

FROM OUR STAFF

Mark Cadle, State Executive Director for Missouri USDA Farm Service Agency (FSA), reminds landowners that the Land Contract Guarantee Program is available to landowners who wish to transfer farm real estate to the next generation of farmers and ranchers.

The Land Contract Guarantee Program provides a new approach for landowners willing to sell their land to beginning or socially disadvantaged farmers or ranchers because it reduces the seller's financial risk if the buyer defaults on the contract payments. The buyer must provide a minimum down payment of five percent of the purchase price, plan to operate the farm, and demonstrate the ability to make the land contract payments.

The national program offers two options, one that guarantees up to three annual installment payments on the contract and one that guarantees 90% of the unpaid principal of the contract. Guarantees can be used for financing the purchase of a farm with a purchase price up to \$500,000 on a new land contract.

"Landowners can use any escrow agent that meets the program qualifications to service the land contract," said Cadle. "Landowners interested in the Land Contract Guarantee Program can contact their local farm loan office to obtain a list of available nationwide escrow agents that can be used with this program," he said.

FSA credit programs are designed to provide credit to eligible producers when conventional or commercial credit is not available or does not meet their credit needs.

"FSA programs create opportunities for farmers and ranchers - the backbone of our rural economy," said Cadle.

For more information about the Land Contract Guarantee Program contact your local FSA county office.

—Source: Farm Service Agency Release

# Find Help on the Web

www.mda.mo.gov

www.fsa.usda.gov

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www.beginningfarmers. missouri.edu



# **FARM TO MARKET**

# Feeder Calf Prices Can Be Good, But Feed Costs Depend On Rain

# Produce what consumers want to come out ahead

FROM OUR STAFF

Record-high calf prices don't necessarily mean record-high profits in the beef business.

Scott Brown, University of Missouri livestock economist, said rising feed costs will cut into cattle profits.

"Cattle producers should hope for a big corn acreage this spring, with rain in June and July. Also, hope for continued recovery in the general economy," Brown recently told Dallas County cattle producers. "As more people get jobs, that creates more demand for beef."

To show the difficulty for an economist to predict prices, Brown reminded listeners of 2012. "Remember, as late as May last year, USDA was predicting corn prices at \$4.60 per bushel. Recently corn was at \$7.40 per bushel."

A drought-reduced corn yield and high corn prices in 2012 make it difficult for cattle feeders to make money.

In 2013, just hope for that big corn crop, Brown said. That could mean corn prices drop toward \$4 a bushel. And not rise to around \$8 per bushel.

Cow numbers continue to decline and that means fewer calves going to market. A short calf supply and continued demand means a strong beef outlook.

"The best I can do is to say corn prices will be somewhere between \$4 and \$10," Brown told herd owners. "I'm being a good economist and saying 'It depends." Weather will be the big variable.

"There's not a beef supply problem," Brown said. Beef demand has continued surprisingly strong, although U.S. consumers have cut back on eating beef. Export demand remains strong.

Other variability factors are continued economic growth and a climb in jobs. While recovery and job growth aren't vigorous, they are growing.

Washington will play a part. There is growing uncertainty

on how legislators will handle the debt ceiling. If they close the government, that could lead to a downturn, which could lead to lower beef demand.

"Growth is good for us," Brown said. "If there is income growth, this time next year there will be big smiles on your faces."

Herd owners who produce what consumers want will come out ahead, Brown said.

Consumers show growing demand for quality beef while quality supplies remain short.

"Produce for quality steaks, not just hamburger," Brown said. "High choice and prime grades are in demand. Look at that as an opportunity.

"As you rebuild your herds, aim not just for numbers but for quality. Premiums paid for quality beef continue to grow.

"Technology for adding better genetics is available. If you follow the research from MU Thompson Farm, you see that prime beef comes from adding better genetics. Thirty percent of their calves grade prime. That is not coming from feeding longer. With high corn prices, you can't feed longer. Genetics can help produce calves that grade prime."

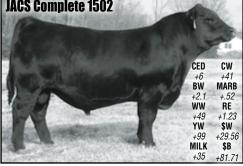
U.S. producers have the technology, but beef producers in other countries, such as Brazil and Russia, are putting great effort into improving cattle through artificial insemination. They use the technology.

"Don't just look for good bulls, but the best genetics," Brown said. "Don't just chase the prime quality grades. Look at all of the traits to improve your cowherd. That's one way to distinguish yourself down the road."

In his wrap-up, Brown said, "There's great opportunity ahead. Just hope we have a great corn crop this year."

Source: University of Missouri Cooperative Media Group





Birthdate: 8/8/2011 • Reg# 17023299 SIRE: Summitcrest Complete 1P55 DAM'S SIRE: GAR New Design 5050

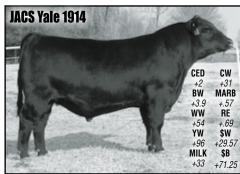


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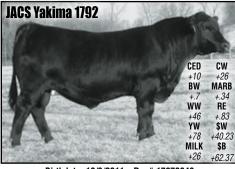


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# MANAGEMENT MATTERS

**Start Breeding Season Off Right: Pay Attention to Details** 

**Body Condition, Nutrition, Heat Sync are Valuable Tools** 

#### BY ELDON COLE FOR CATTLEMEN'S NEWS

The spring breeding season is just around the corner, especially if you're a January-February calver. Without a doubt, the breeding season is the most critical time in a beef cow operation's yearly cycle. If you don't get the cows bred, you'll not have a calf and an income source the following year.

As you look forward to the upcoming season be sure you have your cows in good body condition. On the BCS scale, mature cows need to be at least a 5 (only 1 or 2 back ribs visible) at calving on the 1 to 9 scale to have a good chance of coming into heat and settling within 83 days after calving. That's the timeline necessary for a 365-day calving interval. First-calf

heifers need to carry a little more flesh (fat) over their body and be a 6 BCS (no ribs or backbone visible) to breed back for that 365-day calving interval.

Achieving the 5 and 6 BCS could be more difficult in 2012-13 since the dry weather resulted in less quantity and quality of forage at the latter part of 2012. Supplementing

CONTINUED ON NEXT PAGE



PHOTOS BY JOANN PIPKIN

Weigh your options between natural service sires and artificial insemination. It may be more cost effective to breed cows artificially rather than spending the money to buy additional herd sires. Industry experts say unless you're willing to spend \$4000-\$5000 or even more for a bull, there may not be much demand for your feeders.



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# BREEDING SEASON CONT'D FROM PREVIOUS PAGE

the beef female at and right after calving helps speed them up on coming back into heat. High energy supplements with distillers grains, corn gluten feed or whole soybeans can be helpful in getting them ready to breed.

From a nutrition standpoint vitamin A shortage could be a problem. In a normal rainfall year, there's an abundance of green grass from which healthy animals can store up to 3 months worth of vitamin A in their liver. If your cows have been on baled corn stover, CRP hay or worse it's likely their vitamin A stores are gone. Vitamin A injections are a quick way to boost levels in cattle.

Lice and ticks could be problems and typically begin showing up this time of year. There are a variety of treatments available such as pour-ons, back rubbers, dust bags and injectable products. The important thing is to just do it.

Give immunizations at least 30 days before breeding to provide disease protection to the cow for both viral and bacterial diseases. About any of the above items discussed for getting the cow and heifer ready to breed also apply to the bull, so don't forget him.

After mentioning the bull, stop and think about bulls and their place in your operation. There will always be a place for bulls on most farms, but could you do with fewer bulls? Cattle prices are moving up and that includes bull prices, which are going in the same direction. Will you be willing to pay \$4000 to \$5000 or more for a bull? If not, there may not be much demand for your feeders.

I've seen numbers from the University of Missouri that indicates on average, a bull only gives you 42 calves in his lifetime. Yes, there are exceptions and you may have a bull that lived to be 10 years old and sired 250 to 300 calves. Well, that's an exception and when all bulls are accounted for 40 to 50 calves per bull may be on target.

If you did pay \$4000 for a bull and he sires 50 calves in his lifetime with a salvage value of \$2000 his investment per calf comes out to be \$40. That's

#### **CONTINUED ON PAGE 25**

# 10 Tips for Successful Synchronization 6. If cattle must be transported

The keys to making a synchronization program work are paying attention to details and seeking advice from experienced veterinarians, AI technicians, extension specialists and neighbors who have done it. Here are 10 Tips to help ensure a successful experience.

- Plan ahead, especially when breeding virgin heifers as the most popular synch protocol requires a 33-day time span from CIDR insert to Al time.
- 2. When breeding cows, the time line usually runs 10 days on a popular protocol. The total time per cow runs about 10 to 12 minutes.

- 3. Use semen from bulls that have high accuracies for the EPD traits you're hoping to put into his progeny. High accuracy bulls run above .80 and you can get well into the .90's for the same money.
- 4. Select bulls that have been used in timed AI programs successfully. This may be a challenge if you wish to use certain breeds.
- 5. Use a portable breeding barn to reduce stress on the cows, the AI technician and the person driving the cows into the barn. AI companies have these and one is available from University of Missouri Extension at Mt. Vernon.

- If cattle must be transported after AI, do it between days 1 and 4. Avoid shipping between days 5 and 42.
- 7. Keep records on details such as AI technicians, sires used, environmental stressors, etc.
- 8. Turn cleanup bulls in at least 10 days after Al. Be sure to have them breeding soundness examined.
- Preg check via ultrasound about 75 days after AI to distinguish AI from cleanup breds.
- 10. Heifers not conceiving should be feeder candidates.
- —Source: Eldon Cole, University of Missouri Extension livestock specialist.

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# MANAGEMENT MATTERS

# What's in Your Tool Box?

# **Management Practices for Added Value** in Market Calves

#### **BY GRANT MOURER**

ack of forage and increased input costs for beef producers continue as we move ahead in 2013. However, there are several tools that producers can use to increase efficiency of cattle planned for market and in doing so increase margins. All it takes is a little prior planning for cattle that may be hitting the ground as we speak or calves that producers may be thinking about weaning this spring.

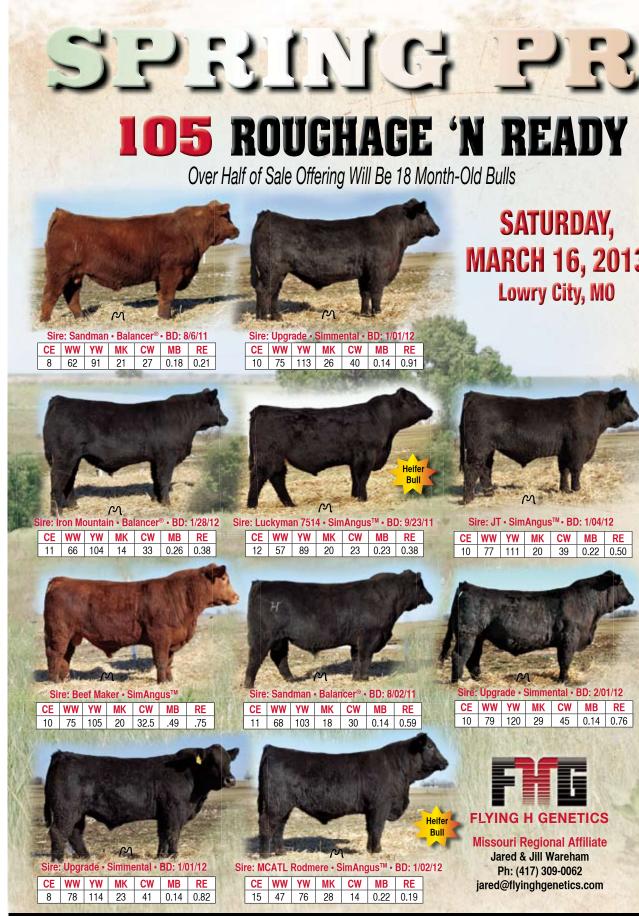
Information and documentation on a cowherd always adds value. Keeping records allows producers to make informed culling, marketing, nutrition and planned mating decisions, after all a quality calf is what adds the most value when it comes to marketing. Good records also allow producers to document the types management practices that they have implemented, and records can be easily passed from one segment of the beef industry to the next making a more integrated system, adding value at every step.

Improved record keeping and collecting calf birth dates and weights often times leads to a defined calving season. This may include a spring or fall calving herd or possibly both and typically be 90 days or less in length. Defining a calving season for your cow herd adds value to calves in several ways: a shortened calving season allows reproductively efficient cows to be easily identified and cows that do not settle with a calf within the time allowed can be palpated as open and culled. A defined caving season means producers can better target calving during a time of the year where high quality forage is more readily available and are able to meet a cow's increased nutritional requirement during early lactation without increasing supplementation.

Also, a more uniform calf crop is realized, management of calves for the producers is easier and we often see 2-7\$/cwt premium for those uniform calves as they are sold at market. Along with uniformity, increased lot size adds value at auction. Cattle sold in lots of 6 head or more can bring 10-16\$/cwt more than smaller lots (Stuts et al. 2012). Larger sale lots can be achieved not only through a calving season but also through alliances, whether that is locally with a neighbor or participating in a specific alliance program that requirements have been met.

Improving feed efficiency at any time, especially during a drought can help increase profit for any producer. A lesson can be taken away from feedlots; who 99% of, use implants and ionophores to improve margins. The use of such technologies would be warranted in a traditional marketing program if a natural or organic program has not been established and is not planned by a producer. Approved implants can be used on suckling calves and can increase average daily gain (ADG) by .12 lbs/d but may be more effective during the stocker phase as calves are weaned and retained for a period of time. Increases in ADG have been documented at 8-20% on calves post weaning. This can easily be a \$10 return for every \$1 invested in implants. Similarly, ionophores are a cost effective way to increase feed efficiency in cattle. Fed at 100-200 mg/head/day, it can increase gain by 0.15-0.2 lbs/day with a cost of about \$0.02 a day and act as a coccidiostat and bloat preventer in grazing cattle on high quality

Dehorning calves as well as castration of intact males are management tools that require little overhead cost to accomplish and can add substantial value. Horned cattle can be discounted up to 15-20\$/cwt. Similarly, bulls may be discounted from 3-6\$/ cwt as compared to steers. Some people believe that an increase in weight gain can be obtained by leaving a steer intact, but castration of steers at weaning, adds stress and decreases postweaning gains while leaving the calf more vulnerable to disease.



An approved implant for a suckling calf can obtain the same results with less stress at weaning. Bottom line, the earlier a calf can be dehorned or castrated the better off and less stress occurs when that calf goes to market.

Drought effects over the last two years are becoming more apparent as cattle enter the grower yard or feedlot. Death loss recently in yards has been upwards to 8-10%, in some instances, for calves that are not considered high risk. Research has shown that cattle, which have been restricted from adequate diets, have calves that lack proper immunity (Hough et. al, 1990). This coupled with high feed prices add just another difficult hurdle for many producers who are feeding cattle. Proper vaccination and mineral supplementation by the cow/calf producer can aid in prevention of disease and sickness whether or not retained ownership is part of the marketing plan.

Preconditioning cattle prior to sale can seem like an expensive investment when forage is limited and feed prices often times

are over 400\$/ton. Research shows that incidences of sickness and death loss can be decreased significantly if calves are weaned a minimum of 45 days. However, if value of gain from calves continues to be high simply the added gain in a weaning program can off-set those high feed costs,

# 7 "Tools" for Your Toolbox

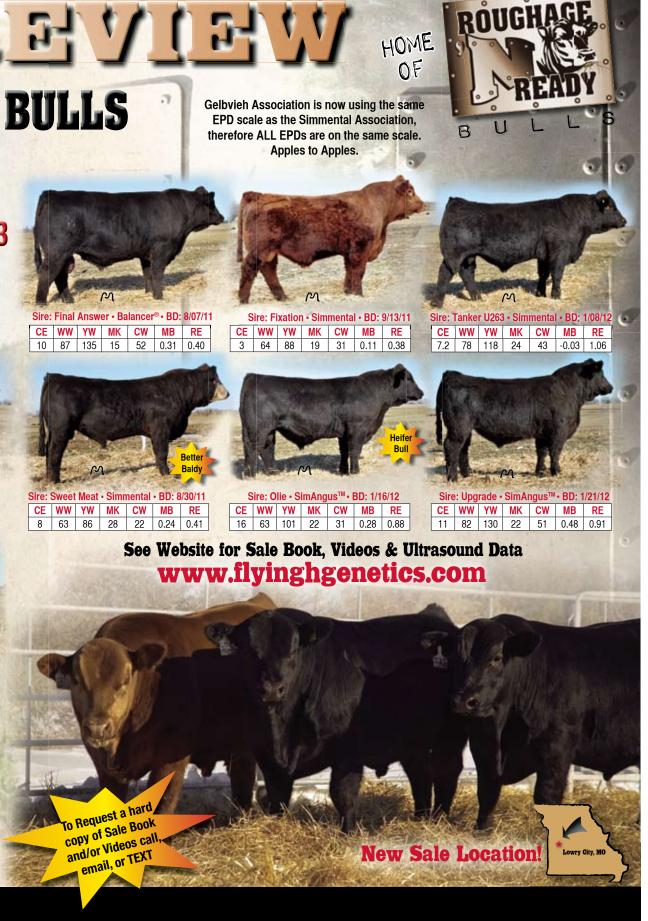
- 1. Information/Documentation Record-keeping is vital!
- 2. Defined Calving Season
- 3. Uniform Calf Crop
- 4. Improve Feed Efficiency
- 5. Castrate, Dehorn & Implant
- 6. Mineral Supplementation
- 7. Vaccinate & Precondition

especially if feed costs are properly managed and calves can gain 2 lbs/day or more. Individual producers need to assess their particular situation to see what fits their management program best and see if preconditioning is right for them during a drought year. Calculators are available at <a href="https://www.beefextension.com">www.beefextension.com</a> to aid in making retained ownership decisions.

Vaccinations, along with a preconditioning period over 45 days, qualify many cattle to be enrolled in a value added program. These programs work by combining many of the management strategies listed above and offering those cattle for sale to buyers for a premium. Buyers will pay premiums for cattle that have been managed correctly because they perform better in the feedlot with less sickness and death loss as compared to cattle not previously weaned. Pfizer's "Select Vac", Merial's "Sure Health". OSU's OQBN VAC-45 are only examples of value added programs and all have slightly different requirements. Cattle that qualify in a value added program normally see premiums from \$6-10/cwt over non- weaned calves.

These are only a few of the "tools" that a producer can choose to put into their toolbox that comes from what is considered a "traditional" beef cattle system. Some producers may choose to use only some of the tools or some may choose not to use any of them, but the bottom line is for producers to have the information at hand to make informed decisions as they go to market calves in 2013 and not leave any money on the table when they do so.

—Source: Gant Mourer is Oklahoma State University beef value enhancement specialist.



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—Joplin Regional Stockyards

# FARM TO MARKET

# **Commingling Benefits Buyers, Sellers**

# JRS program "individualized", helps producers realize premiums

BY JOANN PIPKIN, EDITOR

asper County cattleman Mike UWeeks knows first-hand the commingling program at Joplin Regional Stockyards works for the producer with small numbers of cattle to sell at a time. A producer with a yearround calving season, Weeks was a participant in the very first commingling sale at JRS back in September of 2001 and continues to use the service today.

"When you've got all sizes and single lots to sell, you can't blame a livestock market for not helping you get top price for your cattle," Weeks realizes. "Buyers don't want to gather cattle for their orders one at a time. It just makes sense to have a group."

Missouri Department of Agriculture Market News Reporter Rick Huffman agrees. "There's no doubt larger groups of cattle bring more than the 1's and 2's," he says.

Commingling also offers sellers a set sale time. At JRS cattle participating in the commingling program sell between 10 and 11:30 a.m. each Monday during the auction's regular feeder cattle sale. "Commingling allows the smaller producer to sell right at the

prime time of the day," explains Troy Watson, who oversees the program at JRS.

Buyers have also come to appreciate the commingling service JRS offers. According to Frank Brazle, an order buyer from Chanute, Kan., commingling speeds up the sale, benefiting the auction market, buyers and sellers. "It takes labor and dollars for ever hour the market runs," he notes. With a shorter time commitment required for buyers to fill their orders because of commingling, Brazle adds, "I don't have to buy one at a time."

#### **How Commingling Works**

Watson says the commingling program at JRS is really simple. Once producers bring their cattle to the livestock market and unload, the animals are hipheight measured, weighed, sexed and ear-tagged with zTags from Farnam. The information is then captured via computer, which then generates a "sort" putting cattle of "like" kind in groups of 75 lb. increments.

Designed as a marketing tool for the smaller producer, Watson says commingling brings opportunity for higher premiums.

"There are other auctions that offer commingling," Watson notes, "but the JRS program is

individualized. We individually weigh each animal."

He further explains, "Take an animal that weighs 500 lbs. in a group that on average weights 480 lbs. The producer will get paid on a percentage of the group. So, you're not losing 20 lbs. because of the average."

Although there is no set health protocol required for producers to participate in the program, each animal being commingled is administered Pfizer's Inforce 3 intranasal vaccine to help prime the immune system.

"That helps serve as an incentive for the buyer," Watson says, "to purchase cattle that have received some preventive health care."

Watson says a producer wanting to participate in commingling will need to deliver his/her cattle to JRS by 4 p.m. the Sunday prior to the Monday feeder auction. On average between 450 and 600 cattle sell through the JRS commingling program each week representing 75 to 90 producers. There is no added charge for participating in commingling, which runs from September 1 through May 31.

Not typically designed for weaned cattle, Watson says commingling is ideally for those producers who sell their calves right off the cow.

In addition, a producer with a large number of calves to sell might benefit from commingling by sorting off individuals that are either too large or too small and hinder the group's uniformity. The sorted cattle could then be commingled, Watson notes.

**Customer Satisfaction** 

commercial Charolais/Charolaiscross cowherd, admits he tested the commingling program once by not taking advantage of the service. He was ultimately disappointed in the price he received for his single lot animal. "You can sit in the stands and watch the sale," he notes. "When the commingling sale starts you can almost tell how you're going to do."

With only small groups of cattle to offer at a time, Weeks says commingling through JRS gives him a marketing option that has proven over the years to add value to his cattle.

"Cattle are a commodity," Watson adds. "The more you have, the higher the value."

— Editor's Note: For more information on commingling and how to add value to your cattle, check with your JRS field representative, hauler or call the office at 417-548-2333.

(Below) Commingled cattle wait to enter the ring at Joplin Regional Stockyards. Producers particating in comminging are guaranteed a prime sale time of 10-11:30 a.m. during the Monday feeder auction. (Inset) As part of the processing procedure, commingled cattle are measured for hip height in addition to being sexed and weighed and given an intranasal injection to prime their immune system.

PHOTOS BY MARK HARMON & JOANN PIPKIN



America's Farmers Are Under Siege. It's Time To Fight Back!

Who We Are: Protect The Harvest is an energetic new voice in the conflict between animal rights extremists and mainstream America. We represent farmers, ranchers, hunters and animal owners who want to preserve our traditional way of life and defend our food supply from radical animalists.

Why Now: Led by the misleadingly named "Humane Society of the United States," the modern animal rights movement is gaining momentum in their fight to end the use of animals for food, clothing, hunting and even ownership. Their strategies are more sophisticated. Their tactics are more subtle. Their message is more polished. But they still wish to impose their radical views and fringe values on all American families. It would almost be laughable...if they weren't winning.

## **What We're Doing:**

**Exposing The Animal Rights Agenda:** Using cutting edge communication techniques and in-depth research, we're working to educate American leaders, consumers and voters about the growing danger of the modern animal rights movement. Too many people are sleeping on this threat, it's our job to wake them up!

Protecting Our Rights: We're working with state leaders to build lasting protections for farmers. ranchers, hunters and animal owners so that groups like HSUS can't trample on our way of life.

Fighting Back: Groups like HSUS have well-oiled campaign and litigation teams designed to overwhelm their opponents. Protect The Harvest will stand in the gap to stop these groups from imposing their will on their latest victims.

## **How YOU Can Help:**

**Get Educated:** There are mountains of information available to you that detail the growing threat and effectiveness of the animal rights movement. Visit us online to start your journey of discovery. What you find will anger, frustrate and maybe even horrify you...but most of all it will motivate you to do something about this fight!

Tell A Friend: Don't let this information stop with you. Encourage your friends, family and co-workers to get educated and involved.

Contact Your Elected Representatives: The modern animal rights movement is active at every level of government...from your city council to the White House. Contact your leaders and encourage them to learn more about this vital issue.

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# MANAGEMENT MATTERS

# **Economic Analysis Favors Use** of Reproductive Technologies

Study shows producers can profit from estrous synchronization, timed artificial insemination

BY JOHN RODGERS

new study shows the economic benefit of utilizing estrous synchronization (ES) and timed artificial insemination (TAI) can be up to \$49.14\* per cow.¹ The study is the first of its kind to quantify the financial outcomes of using these technologies to increase the efficiency of cow/calf operations.

In this study, almost 1,200 suckled beef cows from eight locations were assigned randomly to one of two treatment groups: cows inseminated artificially after synchronization of ovulation followed in 66 hours with TAI versus cows exposed to natural service without ES.<sup>1</sup>

For each herd, cows receiving the treatments were

maintained together in similar pastures and exposed to bulls 12 hours after the last cow in the TAI treatment was inseminated. A partial budget analysis was used to determine the economic outcomes of ES and TAI on the production of weaned calves.\*\* Results demonstrated:

- The percentage of cows that weaned a calf was greater for TAI — 84% compared with the control cows at 78%.
- Weaning weights per cow exposed to treatments were greater for the cows in the TAI group.
- A greater percentage of cows exposed to TAI calved during the first 21 days than cows in the control group.

When all factors were evaluated, the study found a \$49.14 economic advantage per cow exposed to ES and TAI compared with the control.\* Location greatly influenced weaned calf weights, which may have been a result of differing management, nutrition, genetic selection, production goals and environment.

Having both the economic and production data for ES and TAI technologies can help cow/calf producers better evaluate these types of technologies for a reproductive management program unique to their operation. This information can help producers choose the right technologies for their operation, given the increasing number of options they have available for the synchronization of estrus.

The choice to use ES and TAI affects many parts of the production system, and producers can use this study to help evaluate the success of reproductive management programs. Since management plays a significant role in both the economics and production outcomes of these technologies, it's important that producers have the right information and understand how their decisions can impact profitability.

#### **About this study**

Research for this study, "An Economic Evaluation of Estrous Synchronization and Timed Artificial Insemination in Suckled Beef Cows," was completed as part of Dr. John Rodgers' Master's of Science degree from the University of Minnesota in 2008 under Dr. Cliff Lamb. It is currently providing a platform for a larger study, the Multistate Reproductive Project, a collaborative research effort that involves 15 cow/calf producers across the United States; the academic institutions of South Dakota State University, University of Wyoming and the University of Minnesota; and industry representatives from Pfizer Animal Health. This program began in 2009 and will conclude in 2013. It is the first of its kind — in relation to size and for its multiple locations, disciplines and collaborators that will provide a large database of information for future research.

—Source: Pfizer Animal Health Release. John Rodgers, DVM, MS, is cattle and equine technical services veterinarian, Pfizer Animal Health



# **ECONOMIC INDICATORS**

# **Another Year Like the Last?**

## 2013 production expected to decrease 4.8%

BY DERRELL S. PEEL

→ 012 beef production decreased by a projected 1.1 percent Compared to 2011 with a 3.3 percent decrease in slaughter partially offset by a 2.3 percent increase in carcass weights. In 2013, mostly steady carcass weights and a five percent or more decrease in cattle slaughter is expected to result in a 4.8 percent decrease in beef production. This would be the second largest year over year decrease in 35 years, second only to the 6.4 percent decrease in 2004. The 2013 decrease is expected to

be followed by a 2014 decrease of 4.5 percent or more. These two years would represent the largest percentage decrease since the late 1970s.

The impact on consumption, however, does not always match the change in production. Domestic per capita consumption will depend on production levels but must be adjusted for beef imports and exports. In 2013, per capita beef consumption is expected to drop 3.5 percent, less than the production decrease because beef imports will increase and beef exports will decrease. The decrease in per capita beef consumption in 2013 will be similar to the year over year decrease in 2011 compared to 2010. In 2011, domestic per capita beef consumption decreased 3.8 percent due to a sharp increase in beef exports despite a minimal decrease in beef production. Though 2004 had a sharper production decrease, per capita beef consumption that year increased nearly two percent due to the sharp drop in beef exports following the first BSE case in the U.S. Beef consumption may drop more sharply in 2014 with a five percent decrease in per capita consumption compared to the lower 2013 level.

These decreases in beef production and consumption almost certainly imply higher wholesale and retail beef prices. However, several other factors will impact the price response to lower supplies. Clearly, the sluggish macroeconomic recovery continues to limit beef demand. Choice boxed beef has been trapped in a narrow range between \$193 and \$198/ cwt. for the past 3 months. Retail beef prices were flat to slightly lower through much of 2012 but did jump sharply in November. In 2011, a similar decrease in beef consumption resulted in a 15 percent increase in boxed beef prices and a nearly 10 percent increase in retail prices. Total meat consumption decreased about 2 percent in 2011 and a similar 2.1 percent decrease is expected in 2013 with both pork and broiler consumption expected to be down roughly 1.5 percent each. The pressure for higher boxed beef prices will increase significantly with an expected 4.5 percent decrease in beef production in the first quarter of 2013. Choice boxed beef

# On the horizon —the largest percentage decrease in beef production since the late 1970's.

should move above \$200/cwt. in the next few weeks. Beyond that, it will be a question of how much and how fast retailers can pass along the higher wholesale prices to consumers. It is not really a question of whether retail prices will go up but rather a question of how much and how fast. Beef demand remains the biggest unknown in the beef industry and will just how severe the squeeze will be on industry margins in 2013.

-Source: Derrell S. Peel is Oklahoma State University Extension Livestock Marketing Specialist.

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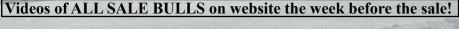
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# MANAGEMENT MATTERS

# **Low-Input vs. High-Input Cattle Production**

## Where can you cut costs?

#### **BY BETH WALKER**

When I was a younger gal, my friends and I would compare members of the opposite sex as we walked from class to class. As with any decision, our first impressions were split second decisions. Back then, I culled possible suitors rather quickly (I say this as if I had a line of them knocking on my door; I didn't but it was fun to dream). The first was smoking. If

they did, they were culled. Period. The second was whether or not they looked like they might be a bit too high maintenance. Did they look like they spent more time on their hair and clothes than I did? Was their truck something that appeared to be showroom quality all the time, or did it sport some dirt and mud? Basically, my friends and I wanted to know if the guy down to earth? Was he something down deep that was special or was he "all hat and no



cattle". Ya know, fluff and pomp can cover a lot of flaws.

This same way of thinking also fits the way I see livestock. Fat can cover a lot of flaws and thick, beautiful hair coats make it really hard to see what the animal is really made of. Appearance surely doesn't tell us whether that animal is going to make us or cost us money. If we must spend the time and energy to make an animal fat and fluffy, then he/she had better be more than adequately productive to earn his/her keep.

Post World War II, production of fuel and grain was ramped up within many of the Allied Powers. Countries had learned how to take fuel and convert it into fertilizer. Grain was ample and inexpensive. Unfortunately, times have changed. Since 2011, prices of corn and soybeans have jumped 30% with corn selling for about \$8.10 and soybeans selling for about \$16.27 per bushel. Drought, using food for fuel, and an increase in world demand for corn and soybeans have all been factors in this price increase. If 2012 is any hint at what is to come, I believe we can expect corn and soybeans to remain high and I don't see fuel costs declining any time soon. The price of marginal to poor quality hay is selling for what good quality grass hay sold for just a few years back. Tractors and farm equipment in general have also show an increase in price. Basically, even though prices for feeder cattle have increased almost at the same rate as feed prices, we have seen more than enough increases in other farm supplies to counter any possible increases in cash receipts.

What's the solution? A penny saved is a penny earned. In 1995, two influential animal science professors reported, "Low-cost producers (in all segments of the production chain) will survive in this system of competitive markets. Others

[high-cost producers] will eventually be unable to compete and will exit the business." I do believe this prediction rung true and now we are in for another challenging time that is going to cause another shift in production practices for those who want to stay competitive. Low-cost production may be something you want to consider. To me, it just makes sense.

So, are you a high or low cost cattle producer? Do you save pennies or do you spend them? How much does it cost you to maintain a cow for one year? How much does she earn and what is your profit per cow? Unfortunately, only about 5-10% of cattle producers actually calculate costs of production. This number seems shocking yet not surprising since many livestock producers don't see themselves as business owners nor do they consider their cows as their employees. Very few actually like to put their comfy cloths on and sit in front of their computer/paper/abacus to calculate your costs and income.

For the past several decades, everyone has chased maximum production. We need to realize that maximum production does not translate to maximum profit. Coffee shop bragging rights don't pay the bills. Being the previous owner of the heaviest cull cow at the sale barn isn't really something we should be bragging about. Research has indicated that as we increase size of the cows, we subsequently increase our inputs (costs). Big cows eat more than small cows; not tough to figure that out. Feed costs account for about 65% or more of your yearly production costs. You can spend "X" number of dollars on five large frame cows or the same amount of money on eight small to medium frame cows and have eight calves to sell instead of five. Yes, those calves will probably weigh less, but there is an inverse relationship between sale price and weight of feeder calves. Small calves bring more money and you can fit more of them on a trailer. My abacus tells me there might be a more sizable paycheck with more vs. fewer animals in a trailer. And, by small, I am not encouraging the "belt buckle type of the 40's and 50's" but at the same time, producers don't necessarily need optimum growth rates in our cows/calves to be profitable.

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NADA 141-328, Approved by FDA

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#### INDICATIONS

ZACTRAN 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. ZACTRAN is also indicated for the control of respiratory disease in beef and non-lactating dairy cattle at high risk of developing BRD associated with Mannheimia haemolytica and Pasteurella multocida.

#### CONTRAINDICATIONS

As with all drugs, the use of ZACTRAN is contraindicated in animals previously found to be hypersensitive to this drug.

WARNING: FOR USE IN CATTLE ONLY. NOT FOR USE IN HUMANS. KEEP THIS AND ALL DRUGS OUT OF REACH OF CHILDREN. NOT FOR USE IN CHICKENS OR TURKEYS.

The material safety data sheet (MSDS) contains more detailed occupational safety information. To report adverse effects, obtain an MSDS or for assistance, contact Merial at 1-888-637-4251.

**RESIDUE WARNINGS:** Do not treat cattle within 35 days of slaughter. Because a discard time in milk has not been established, 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.

#### PRECAUTION

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

#### ADVERSE REACTIONS

Transient animal discomfort and mild to moderate injection site swelling may be seen in cattle treated with ZACTRAN.

#### EFFECTIVENES

The effectiveness of ZACTRAN for the treatment of BRD associated with *Mannheimia haemolytica*, *Pasteurella multocida* and *Histophilus somni* was demonstrated in a field study conducted at four geographic locations in the United States. A total of 497 cattle exhibiting clinical signs of BRD were enrolled in the study. Cattle were administered ZACTRAN (6 mg/kg BW) or an equivalent volume of sterile saline as a subcutaneous injection once on Day 0. Cattle were observed daily for clinical signs of BRD and were evaluated for clinical success on Day 10. The percentage of successes in cattle treated with ZACTRAN (58%) was statistically significantly higher (p<0.05) than the percentage of successes in the cattle treated with saline (19%).

The effectiveness of ZACTRAN for the treatment of BRD associated with *M. bovis* was demonstrated independently at two U.S. study sites. A total of 502 cattle exhibiting clinical signs of BRD were enrolled in the studies. Cattle were administered ZACTRAN (6 mg/kg BW) or an equivalent volume of sterile saline as a subcutaneous injection once on Day 0. At each site, the percentage of successes in cattle treated with ZACTRAN on Day 10 was statistically significantly higher than the percentage of successes in the cattle treated with saline (74.4% vs. 24% [p<0.001], and 67.4% vs. 46.2% [p=0.002]). In addition, in the group of calves treated with gamithromycin that were confirmed positive for *M. bovis* (pre-treatment nasopharyngeal swabs), there were more calves at each site (45 of 57 calves, and 5 of 6 calves) classified as successes than as failures.

The effectiveness of ZACTRAN for the control of respiratory disease in cattle at high risk of developing BRD associated with Mannheim*ia haemolytica* and *Pasteurella multocida* was demonstrated in two independent studies conducted in the United States. A total of 467 crossbred beef cattle at high risk of developing BRD were enrolled in the study. ZACTRAN (6 mg/kg BW) or an equivalent volume of sterile saline was administered as a single subcutaneous injection within one day after arrival. Cattle were observed daily for clinical signs of BRD and were evaluated for clinical success on Day 10 post-treatment. In each of the two studies, the percentage of successes in the cattle treated with ZACTRAN (86% and 78%) was statistically significantly higher (p = 0.0019 and p = 0.0016) than the percentage of successes in the cattle treated with saline (36% and 58%).

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®ZACTRAN is a registered trademark of Merial Limited. ©2012 Merial Limited. All rights reserved. Rev. 03/2012 Cow frame scores usually range from 2 to 9. At 30 months of age, a 3-frame cow stands at 47.5 inches, a 5-frame stands at 51.3 whereas an 8-frame stands at 57 inches. Most of that increase in height isn't even edible. For every frame score, you can add about 100 to 150 lbs. to that animal (depending upon body type, condition and production status). You can do the math, but the 8-frame will eat more and may not be the most profitable. At the same time, short doesn't always mean profitable either. Keeping production records will help you make those crucial decisions.

Cows that are characterized by high milk potential (thus should have calves with higher weaning weights) tend to be the "high-maintenance" cows. (Insert high-input for high-maintenance.) On the other hand, low maintenance (low-input) cows are characterized by low milk production (thus typically smaller weights), right? Those big, high-input cows probably raised big, fast growing calves, but they just ate you out of house and home. Remember, nutrition of the animal is directly linked to fertility. If animals cannot consume adequate energy to replace the energy lost due to increased milk demands, then fertility

might become a major issue to a producer's bottom line.

A study published a few years ago in the Journal of Animal Science, showed that heifers had the same conception rates (88%) if they were fed to 50% of mature body weight vs. 55% mature body weight. The recommended weight is 65%, yet if 88% of the heifers conceived at 50% of their mature body weight why do we need to waste resources by having them gain more weight? In the above study, those heifers that breed at 50% of mature body weight cost \$17 less to develop than their heavier, 55% counterparts.

Reducing feed costs could very well be a great place to start when implementing a low-input cattle production system. Improving forage conditions of pastures via rotational grazing could be another tool. Putting up hay is not cheap and grass on the stem is more nutritious than grass in a bale. Reducing hay production may also help save with labor, fuel and machinery repairs. Also, purchased hay is a good way of bringing in someone else's nutrients and to replace organic matter and fertility in your own field.

Reducing labor cost may also be a place to consider cutting costs. If the cows are baling the hay for you, you can quickly take your labor costs out of the equation. Of course, the right genetics is also key and we can blend genetics into increasing our herd's overall health. Select animals that are less prone to disease or illness. In many species, including cattle, about 20% of the animals will harbor 80% of the internal parasites. If we can select those animals that harbor parasites and cull them. the overall health of the animals increases and you can reduce money spent on dewormers, labor, etc. Keeping an animal healthy is always less expensive than getting an animal healthy.

Just because we have "always" done something one way, doesn't mean we always have to. Remember, raising beef isn't about optimum production but rather about optimum profit.

 Dr. Beth Walker is associate professor of animal science at Missouri State University.

#### BREEDING SEASON CONTINUED FROM PAGE 17

not very far from the cost to synchronize and time-breed to a highly proven bull.

If you're in the cow-calf business for the long run it makes good sense to put heat synchronization and artificial insemination to work for you sooner rather than later. If you follow the heat synch protocols to the letter, the day, hour and almost the minute, you should get 60 to 65 percent of your cows bred artificially. That reduces your need for \$4000 cleanup bulls. Even though you breed the cows the same day, I guarantee they won't calve the same day. Calving will be spread over a 14-day or so period.

-Eldon Cole is regional livestock specialist with University of Missouri Extension.

## **Farm Theft Hotline**

To report cattle or other livestock theft, please call the Livestock and Farm ProtectionTask Force at (888)484-TIPS or (888) 484-8477!



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One-Shot, 10 Dose	\$24.50
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# Despite Extension, Farm Policy Could See Changes and Cuts

## Severe budgetary pressure expected this year

Although Congress extended the farm bill until Sept. 30, 2013, the director of the Food and Agricultural Policy Research Institute at the University of Missouri says several factors may cause Congress to revisit the legislation sooner rather than later

"There's a very good chance

there could be changes in this legislation long before we get to September," Pat Westhoff said. "Not because we'll necessarily pass a new five-year farm bill right away, but because upcoming negotiations on fiscal issues may cause us to make further cuts in programs to try to meet budgetary targets. That can mean changes

in farm bill provisions even for the crop we harvest this fall."

Westhoff says that agricultural programs may be cut as part of three related budget debates that will occur over the next several weeks.

"On March 1, across-the-board cuts in defense and many non-defense programs are scheduled to take effect. Many members of Congress would like to head off at least some of those cuts," Westhoff said. "But they also want to try to find offsetting cuts to pay for not letting those cuts happen. So that may mean there will be proposals to make cuts in farm subsidies and other programs in the next few weeks."

Westhoff says many things could happen in the next several months that might affect farm program spending.

"In addition to the across-theboard sequestration, there are also annual appropriation bills that have to be passed in the next couple of months, and there is also the debt limit," he said. Both of those debates could also lead to proposals to cut farm program spending as part of broader efforts to limit government spending.

—Source: University of Missouri Cooperative Media Group

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# PASTURE PROFITS

# **Understanding System Key to Applying Anhydrous Ammonia**

# Concentration, low cost keep farmers using anhydrous to meet fertilization needs

For uniform application of anhydrous ammonia, it's important to understand the system you're using, said an agricultural engineer at University of Missouri's recent Crop Management Conference in Columbia.

Division of flow is often the cause of non-uniform application, said Mark Hanna of Iowa State University Extension.

"Because you have not just a liquid but a liquid and gas trying to flow through the system, it can be very challenging to disperse it uniformly," he said.

For producers using an older, conventional open-chamber manifold, Hanna suggests looking at newer systems that might do a better job. However, there are also changes that can be made in the current system.

"If you are still using the open-chamber style model, recognize there are different areas of that manifold that will have high and low outlet flows," Hanna said. "Some people just sequentially hook up hoses to the application ports. That will almost guarantee high and low spots, so mixing and matching the hoses to the outlets rather than sequentially attaching them can help."

Hanna offered additional recommendations: keep hose lengths equal; when using a heat exchange flow controller, match vapor lines with outlet ports that have a lower application rate; and do your homework to fully understand your application system.

Hanna says many producers don't like to use anhydrous ammonia because of safety hazards and the fact that gases boil off as liquid moves through the system and pressure drops.

"It makes it a little bit more difficult to distribute that way," Hanna said. "People are often a little bit nervous about how uniform their distribution is and that is a reason why some change to other forms of nitrogen."

However, because of its high concentration of nitrogen and its lower cost compared to other sources of nitrogen, many people continue to use it, he said.

"Respect the material and follow the proper guidelines to be successful," Hanna said. "There is also a slight possibility of nitrogen loss through shallow application or ammonia burn with plants, but otherwise it is a pretty good product."

—Source: University of Missouri Cooperative Media Group

#### TABLE 1

Measures of Animal Performance and Expected Value for Revenue, Cost and Net Return by Grazing System

	Fer		eed Grazir	<del></del>
Animal/Economic Measure:	N150 <sup>1</sup>	N50 <sup>2</sup>	N50/SBH <sup>3</sup>	N150/SBH⁴
Average daily gain (lb/d/hd)	2.43	2.20	2.53	2.48
Grazing days	302	268	296	338
Total gain (lbs/acre)	736	591	749	842
Revenue (\$/acre)	736	591	549	842
Total cost: Pn=\$070/lb and Psbh=\$0.10/lb (\$/acre)	257	173	328	431
NR SC1: Pn=\$0.50/lb and Psbh=\$0.05/lb (\$/acre)	511	428	504	524
NR SC2: Pn=\$0.50/lb and Psbh=\$0.13/lb (\$/acre)	511	428	388	393
NR SC3: Pn=\$0.50/lb and Psbh=\$0.15/lb (\$/acre)	511	428	359	360
NR SC4: Pn=\$0.70/lb and Psbh=\$0.05/lb (\$/acre)	479	417	494	493
NR SC5: Pn=\$0.70/lb and Psbh=\$0.13/lb (\$/acre)	479	417	378	362
NR SC6: Pn=\$0.70/lb and Psbh=\$0.15/lb (\$/acre)	479	417	349	329
NR SC7: Pn=\$1.00/lb and Psbh=\$0.05/lb (\$/acre)	432	402	478	446
NR SC8: Pn=\$1.00/lb and Psbh=\$0.13/lb (\$/acre)	432	402	362	315
NR SC9: Pn=\$1.00/lb and Psbh=\$0.15/lb (\$/acre)	432	402	333	282

- <sup>1</sup> Conventional farmer practice when the N prices are at trend
- <sup>2</sup> Farmer practice when N prices spike above trend
- <sup>3</sup> Farmer practice when N prices spike above trend plus soybean hull pellets
- <sup>4</sup> Conventional farmer practice when N prices are at trend plus soybean hull pellets NR Net return

# Do High Nitrogen Prices Justify Feeding Soybean Hulls?

# Noble Foundation conducts scientific grazing study to get the answers

BY JON BIERMACHER, JAMES ROGERS AND RYAN REUTER

ccording to the United States According to the Department of Agriculture (USDA), the price of nitrogen (N) fertilizer increased more than 120 percent between 2000 and 2007. More alarming are the unexpected periods when the price of nitrogen spikes well above the trend price. For instance, between 1972 and 1974, the price of nitrogen increased by more than 150 percent. A similar price spike occurred between 2006 and 2008. Interestingly, these price spikes typically last for about two years and then revert back to trend levels. The USDA also reports that farmers respond to nitrogen price spikes by reducing the quantity of fertilizer they purchase and apply to their crops and pastures. This often leads to reductions in yields and grazing duration, even during periods of favorable growing conditions.

To address this issue, data from a scientific grazing study conducted at the Noble Foundation on wheat forage was used to determine how stocker cattle are expected to perform economically when they have access to soybean hulls as both a feed supplement and as a potential substitute for nitrogen fertilizer. Four different grazing treatments were evaluated in the study, including a conventional farmer practice of applying 150 pounds per acre of nitrogen (N150); an application of only

50 pounds per acre of nitrogen (N50); a system that applies 50 pounds per acre of nitrogen and provides stocker cattle access to soybean hulls at a rate of 0.75 percent of their body weight per day (N50/SBH); and a system that applies 150 pounds per acre of nitrogen and access to soybean hull pellets at a rate 0.75 percent of cattle body weight per day (N150/SBH).

Estimates for gross revenue for each system were calculated assuming

that farmers would receive a value of gain for all cattle for all systems equal to \$1 per pound. Estimates of net return were calculated for a number of nitrogen and soybean hull market price scenarios, ranging from favorable to unfavorable. The current market prices for southcentral Oklahoma are 70 cents per pound of nitrogen and 13 cents per pound of soybean hulls.

Animal performance measures and economic results are reported in Table 1 (below left). Notice that for the current local market price scenario (SC5), the results indicate that producers would earn the greatest net return by applying 150 pounds of nitrogen per acre, which is what the typical conventional practice is for the Southern Great Plains region. In cases where the market price of nitrogen and soybean hulls is most attractive (SC1), producers would earn the greatest net return by applying 150 pounds of nitrogen and providing soybean hulls to their stocker cattle. For a market scenario that represents a nitrogen price spike above the current trend price, the most economical system depends greatly on the price of soybean hulls. In a case where soybean hulls can be purchased for \$100 per ton or less, the best system is to apply only 50 pounds of nitrogen and supply soybean hull pellets. Conversely, in situations where soybean hulls are priced at \$260 per ton or greater, the best system would be to apply the conventional rate of 150 pounds of nitrogen per acre.

Additional years of animal performance data are required to have more certainty regarding the economic results. However, preliminary results suggest that a producer would only benefit from substituting soybean hulls for nitrogen fertilizer during nitrogen price spike periods when they are at a price of \$100 per ton (5 cents per pound).

—Source: The Samuel L. Roberts Noble Foundation on Agriculture. Visit The Noble Foundation on the web at ww.noble.org





# ON THE CALENDAR

# Farm Management Course for Women to be Held in Bolivar

Afarm management course designed just for women is coming to Polk County this month. University of Missouri Extension and Polk County Commissioners are offering the series of courses - known as Annie's Project - starting Feb. 12.

"The course should be of particular interest to women who want to learn how to run a farm as a business," said Wesley Tucker, an agriculture business specialist with MU Extension. "But it is also good for those

that want to do a better job of marketing or need to learn how to pass the farm on to the next generation."

The Annie's Project course includes seven evening classes, each on Tuesdays (Feb. 12, 19, 26, March 5, 12, 19 and 26). The classes will be held from 6:30 to 9:30 p.m. at the Citizens Memorial Hospital Community Rooms in Bolivar, MO.

Class size will be limited to the first 20 women who register to ensure sufficient group interaction and oneon-one assistance. For more information or to request a brochure, call or stop by the Polk County Extension Center at 417-326-4916 or polkco@missouri.edu.

#### **COURSE TOPICS**

Course topics will include: learning to communicate and work with each of the four basic personality types, economics of land ownership, farm record keeping and taxes, business plans, pasture rental contracts, how property is titled, insurance needs, financial statements, retirement and estate planning, farm succession planning for the next generation, using computers and the internet on the farm, understanding Missouri fence laws,

livestock marketing and risk management, keys to being a profitable livestock producer, and more.

— Source: University of Missouri Cooperative Extension

# Stone County Livestock, Forage Meeting Set

Farmers in Southwest
Missouri are invited to
attend this year's Stone
County Livestock and Forage
Conference. "This long-running
conference will continue to
equip livestock producers to
better manage their operations
and provide quality beef
products for consumers,"
according to Tim Schnakenberg,
University of Missouri Extension
Agronomy Specialist based in
Galena.

The program will focus this year on drought-related issues, alternative forages and cattle theft. Dr. Ron Plain, state ag business specialist with the University of Missouri will discuss issues related to rebuilding the beef herd and provide a market outlook for the beef industry. A panel of farm producers will discuss their experiences with alternative forages such as turnips and the use of wrapped baleage will a part of that discussion.

Stone County Sherriff,
Doug Rader, will be on hand
to discuss the concern of
cattle theft that has plagued
Southwest Missouri, offering
tips for farmers to prevent this
problem on their farms. Tim
Schnakenberg, agronomy
specialist with University of
Missouri Extension will discuss
pasture weed control concerns
that have come out of the dry
weather in recent years.

This conference will be held on Monday, February 11, from 6 pm until 9 pm, at the Hurley Baptist Church, located 1.5 miles east of Hurley, Missouri on highway A.

There is no charge to attend but participants must preregister by February 6 to reserve their ribeye steak meal. For additional information or to register for the event, call 417-357-6812.

-Source: University of Missouri Extension



# **Annual Beef Conference Set for March 5 in Monett**

The 44th Annual Monett Beef Cattlemen's Conference is set for March 5, 2013, at the National Guard Armory in Monett, Mo.

Registration for the event begins at 3:30 p.m., with the program at 4. Topics for this year's event include Estate Planning, Farm Leas Options & Beef Outlook, Quality Beef by the Numbers, and Bringing Prepared Food Convenience to the Fresh Meat Case.

A chili supper perepared by the Southwest Missouri Cattlemen's Association will also be served. A \$5 registration fee is payable at the door. For more information, call the Lawrence County Extension office at 417-466-3102.

# **Event Roundup**

#### February 2013

- 11 Stone County Livestock & Forage Conference Hurley Baptist Church, Hurley, Mo. • PH: 417-357-3812
- 12 Annie's Project Farm Mgt. Course for Women Begins Citizens Memorial Hospital, Bolivar, Mo. • 417-326-4916
- 12 Forage Conference "The Drought Aftermath" Crowder College, Neosho, Mo. PH: 417-223-4775
- 22 Cow Camp Ranch Annual Angus, SimAngus, & Simmental Spring Bull Sale at the ranch, Lost Springs, Kan. PH: 785-983-4483
- 23-24 Missouri Angus Breeders' Futurity Columbia, Mo. PH: 417-995-3000
- 25-26 Southwest Missouri Spring Forage Conference & Heart of America Grazing Conference University Plaza Convention Center, Springfield, Mo. PH: 417-831-5246, ext. 3
- 26 Barton County Soils & Crops Conference Thiebaud Auditorium Lamar, Mo. PH: 417-682-3579
- 28 Taney County Livestock & Forage Conference Forsyth High School Panther Pit, Forsyth, Mo. PH: 417-546-4431

#### March 2013

- 5 Annual Monett Beef Conference National Guard Armory, Monett, Mo. PH: 417-466-3102
- 5 Greene County Soils & Crops Conference Springfield Livestock Marketing Center, Springfield, Mo. • 417-881-8909
- 7 Dallas County Soils & Crops Conference O'Bannon Community Center, Buffalo, Mo. • PH: 417-345-7551
- 9 Jacs Ranch Angus Bull Sale at the ranch, Bentonville, Ark. PH: 479-273-3030
- 9 Wright Charolais Annual Bull Sale Livingston Co. Fairgrounds, Chillicothe, Mo. PH: 816-456-3792
- 12 Bull Breeding Soundness Exam Clinic Dake Veterinary Clinic, Miller, Mo. PH: 417-452-3301
- Bull Breeding Soundness Exam Clinic Barry County Vet, Cassville, Mo. PH:417-847-2677
- 16 Pinegar Limousin 20th Anniversary Sale at the farm, Springfield, Mo. PH: 1-877-PINEGAR
- 16 Circle A Angus Ranch Spring Bull & Heifer Sale at the ranch, Iberia, Mo. PH: 1-80-CIRCLEA
- 16 Flying H Genetics Spring Bull Sale Lowry City, Mo. PH: 417-309-0062
- Tall Fescue Renovation Workshop MU Southwest Center, Mount Vernon, Mo. 417-466-2148
- 21 Bull Breeding Soundness Exam Clinic Countryside Animal Clinic, Aurora, Mo. • PH: 417-678-4011
- 22 Sunflower Genetics Angus/Simmental/SimAngus Production Sale at the ranch, Maple Hill, Kan. PH: 785-256-6461
- 23 Aschermann Charolais Bull Sale at the farm, Carthage, Mo. PH: 417-793-2855
- 30 Seedstock Plus South Missouri Bull Sale Joplin Regional Stockyards, Carthage, Mo. PH: 877-486-1160

#### **April 2013**

5-7 SpringFest & Ag Expo • Ozark Empire Fairgrounds, Springfield, Mo. • PH: 417-833-2660



# MARKET CORNER

# **January Market Recap**

Receipts 30,337 • Last Month 18,464 • Last Year 43,183

	FEEDER STEERS	Med. & Lg. 1				FEEDER STEERS	Med. & Lg. 1-	2	
Head	Wt Range	Avg Wt	Price Range	Avg Price	Head	Wt Range	Avg Wt	Price Range	Avg Price
20	300-350	337	205.00-225.00	\$214.55	78	650-700	675	134.00-146.50	\$142.18 Calves
79	350-400	377	183.00-228.00	\$205.51	627	700-750	722	134.00-149.50	\$144.94
176	400-450	428	180.00-211.00	\$189.11	14	700-750	714	135.00-136.00	\$135.57 Calves
414	450-500	481	166.00-190.00	\$175.93	80	700-750	729	147.00	147.00 Thin
27	450-500	475	167.00-172.50	\$169.51 Fleshy	667	750-800	784	135.00-147.00	\$143.54
624	500-550	530	160.00-187.00	\$170.94	20	750-800	769	136.00	\$136.00 Fleshy
45	500-550	526	160.00-173.00	\$167.11 Fleshy	394	800-850	818	134.00-146.00	\$142.67
1206	550-600	577	155.00-175.00	\$165.24	207	850-900	860	132.00-145.50	\$139.70
55	550-600	575	155.00-162.00	\$157.63 Fleshy	105	900-950	935	131.00-137.50	\$135.69
15	550-600	555	174.00	\$174.00 Thin		FEEDER HEIFERS	Med. & Lg. 1	1	
884	600-650	625	147.00-165.25	\$157.41	Head	Wt Range	Avg Wt	Price Range	Avg Price
172	600-650	618	144.00-156.00	\$151.36 Calves	50	300-350	333	175.00-198.00	\$188.70
1461	650-700	675	143.00-163.25	\$152.35	125	350-400	382	161.00-195.00	\$176.13
89	650-700	680	140.00-147.00	\$143.22 Calves	261	400-450	433	153.00-172.50	\$161.24
1171	700-750	726	141.00-153.35	\$147.92	596	450-500	479	146.00-166.00	\$153.95
35	700-750	723	140.00-145.00	\$143.32 Calves	811	500-550	529	140.00-158.00	\$148.40
18	700-750	721	140.00-145.00	\$143.09 Fleshy	77	500-550	531	136.00-144.00	\$140.56 Fleshy
763	750-800	773	138.00-153.10	\$145.14	13	500-550	545	151.50	\$151.50 Thin
42	750-800	754	136.00-140.00	\$136.93 Calves	1031	550-600	575	136.50-152.00	\$143.65
31	750-800	787	138.00-141.00	\$139.26 Fleshy	95	550-600	572	133.00-139.00	\$139.19 Fleshy
957	800-850	826	137.50-150.50	\$145.39	872	600-650	622	135.00-147.00	\$142.32
408	850-900	874	137.50-147.00	\$142.41	45	600-650	627	132.00-140.00	\$135.56 Calves
73	900-950	919	135.00-143.50	\$140.26	20	600-650	644	130.00-134.00	\$132.31 Fleshy
15	950-1000	982	136.50	\$136.50	734	650-700	672	131.00-146.00	\$140.56
	FEEDER STEERS	Med. & Lg. 1-2			31	650-700	668	130.00-133.00	\$132.13 Calves
Head	Wt Range	Avg Wt	Price Range	Avg Price	418	700-750	725	131.00-142.50	\$137.54
17	250-300	293	212.50-227.50	\$224.15	200	750-800	772	126.00-139.50	\$133.92
34	300-350	328	192.50-217.00	\$202.11	140	800-850	819	123.00-137.25	\$132.15
60	350-400	362	180.00-220.00	\$198.63	48	850-900	867	125.00-136.50	\$135.38
13	350-400	361	200.00-202.00	\$200.91 Thin	12	950-1000	978	129.00	\$129.00
202	400-450	423	162.50-202.00	\$179.08		FEEDER HEIFERS	Med. & Lg. 1-		,
10	400-450	440	180.00-183.00	\$181.22 Thin	Head	Wt Range	Avg Wt	Price Range	Avg Price
273	450-500	476	158.00-175.00	\$167.27	34	250-300	278	155.00-185.00	\$165.45
36	450-500	472	172.00-179.00	\$175.43 Thin	65	300-350	340	160.00-185.00	\$173.47
435	500-550	528	154.00-172.50	\$162.91	112	350-400	367	150.00-182.00	\$171.03
34	500-550	512	172.00-175.00	\$173.81 Thin	236	400-450	428	139.00-160.00	\$151.93
598	550-600	572	147.00-167.00	\$157.48	18	400-450	424	161.00-162.00	\$161.54 Thin
42	550-600	567	144.00-147.00	\$146.27 Fleshy	482	450-500	481	132.00-157.00	\$146.43
494	600-650	625	142.00-161.00	\$152.17	18	450-500	450	166.50	\$166.50 Thin
121	600-650	623	139.00-151.00	\$146.60 Calves	441	500-550	527	130.00-154.00	\$141.02
93	600-650	623	157.00-158.00	\$157.38 Thin	51	500-550	537	142.00-151.00	\$146.64 Thin
592	650-700	677	138.00-155.50	\$146.38	724	550-600	572	130.00-147.00	\$138.68
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#### **CONTINUED ON NEXT PAGE**

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# MARKET CORNER

#### **MONTHLY MARKET RECAP • CONTINUED FROM PREVIOUS PAGE**

	FEEDER HEIFERS	Med. & Lg. 1-2				HOLSTEIN STEERS	Large 3		
Head	Wt Range	Avg Wt	Price Range	Avg Price		Wt Range	Avg Wt	Price Range	Avg Price
32	550-600	592	141.50-143.00	\$142.77 Thin	13	250-300	295	125.00	\$125.00
638	600-650	627	132.00-144.00	139.09	21	350-400	386	101.00-117.50	\$110.47
146	600-650	628	127.00-137.00	\$131.58 Calves	17	500-550	520	95.00	\$95.00
449	650-700	679	128.00-142.75	\$136.56	25	550-600	558	95.00-106.00	\$102.05
44	650-700	665	126.00-135.50	\$132.34 Calves	10	600-650	637	102.00	\$102.00
98	650-700	694	136.50	\$136.50 Thin					
273	700-750	714	124.00-140.50	\$135.15					
14	700-750	727	126.00-128.00	\$126.88 Calves					
339	750-800	766	122.00-136.50	\$131.35					
28	750-800	786	131.00	\$131.00 Thin					
103	800-850	820	122.00-134.00	\$129.89					
39	850-900	864	121.00-130.00	124.74					

# **Video Sales**

## Video Sales from 1/3/13 & 1/14/13 • Total Video Receipts: 4008

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 condtions 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:	Texas, Okla.	New Mexico,	Kansas & Mo.		Offering:	3786			
1/3/13											
	FEEDER STEERS		MED & LG 1				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
127	750-785	767	\$147.25-\$148.75	\$147.99	Current	87	575	575	\$143.25	\$143.25	Current-Value Added
65	800	800	\$147.50	\$147.50	Current	168	900	900	\$131.50	\$131.50	Current
272	725	725	\$150.25-\$150.50	\$150.38	Feb	68	750	750	\$140.25	\$140.25	Mar-Apr
55	900	900	\$140.25	\$140.25	Feb-Mar	140	750	750	\$141.75	\$141.75	Apr
58	860	860	\$146.00	\$146.00	Apr	67	750	750	\$146.50	\$146.50	Jun-Jul
	FEEDER STEERS		MED & LG 1-2				Eastern States	All states	east of the Miss.,	Louisiana, &	Arkansas
HEAD	WT RANGE	AVG WT	PRICE RANGE	AVG PRICE	DELIVERY		FEEDER STEERS		MED & LG 1-2		
128	755-780	767	\$145.25-\$147.25	\$146.25	Current	HEAD	WT RANGE	AVG WT	PRICE RANGE	AVG PRICE	DELIVERY
180	825-840	835	\$143.75-\$145.00	\$144.16	Current	55	900	900	\$140.25	\$140.25	Apr
176	850	850	\$142.50-\$142.75	\$142.66	Current	186	800	800	\$149.50	\$149.50	May-Jun
142	735	735	\$149.00	\$149.00	Feb		FEEDER STEERS		MED & LG 2		
180	800-825	808	\$146.50-\$146.85	\$146.62	Feb	HEAD	WT RANGE	AVG WT	PRICE RANGE	AVG PRICE	DELIVERY
58	765	865	\$143.00	\$143.00	Feb	360	850	850	\$145.00	\$145.00	Jun
57	900	900	\$140.00	\$140.00	Feb		FEEDER HEIFERS		MED & LG 1-2		
56	900	900	\$140.25	\$140.25	Feb-Mar	HEAD	WT RANGE	AVG WT	PRICE RANGE	AVG PRICE	DELIVERY
56	850	850	\$143.60	\$143.60	Mar-Apr	65	750	750	\$137.50	\$137.50	Jan-Feb
120	850	850	\$143.00	\$143.00	Apr	130	750	750	\$144.50	\$144.50	Apr-May
186	800-825	800	\$146.75	\$146.75	Jun	280	700	700	\$145.50	\$145.50	Jun
56	900	900	\$143.25	\$143.25	Jun						
	FEEDER HEIFERS		MED & LG 1								
HEAD	WT RANGE	AVG WT	PRICE RANGE	AVG PRICE	DELIVERY						
69	725	725	\$141.35	\$141.35	Jan-Feb						
72	700	700	\$143.25	\$143.25	Mar						
67	750	750	\$147.00	\$147.00	Jun						
Date:	South Central	States:	Texas, Okla.	New Mexico,	Kansas & Mo.		Offering:	222			
1/14/13							_				
	FEEDER STEERS		MED & LG 1-2				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
53	940	940	\$135.25	\$135.25	Current	55	925	925	\$134.50	\$134.50	Current
56	850	850	\$142.00	\$142.00	Feb-Mar						
58	850	850	\$143.00	\$143.00	Mar-Apr						

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

# PROTECT YOURSELF—AND YOUR NEIGHBOR!

#### When there is a livestock theft - we recommend these first steps:

- 1) Be sure that you are certain about the count of your herd.
- 2) Make sure that the missing cattle haven't simply gotten out because of an open gate or broken fencing.
- 3) Call your local law enforcement agency and report the theft.

## SILAGE FOR SALE

\$60 per ton p/u at farm **Estimated 900 Tons** (BMR Sorghum & Corn) **Test Upon Request** Call 417818.1049 (mobile) 417.743.2642 (answering machine)

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#### Sterile Injectable Solution

180 mg of danofloxacin as the mesylate salt/MI for subcutaneous use in cattle for treatment of bovine respiratory disease (BRD) associated with Mannheimia haemolytica and Pasteurella multocida.

Not for use in cattle intended for dairy production or in calves to be processed for veal.

Caution: Federal law restricts this drug to use by or on the order of a licensed veterinarian. Federal law prohibits the extra-label use of this drug in food producing animals.

DOSAGE AND ADMINISTRATION: ADVOCIN is administered subcutaneously at either 8 mg/kg of body weight (2 mL/100 lb.) as a one time injection, or at 6 mg/kg of body weight (1.5 mL/100 lb.) with this treatment repeated once approximately 48 hours following the first injection. Care should be taken to dose accurately. Administered dose volume should not exceed 15 mL per injection site.

WARNINGS: Animals intended for human consumption must not be slaughtered within 4 days from the last treatment. Do not use in cattle intended for dairy production. A withdrawal period has not been established for this product in pre-ruminating calves. Do not use in calves to be processed for veal.

ANTIBACTERIAL WARNINGS: Use of antibacterial drugs in the absence of a susceptible bacterial infection is unlikely to provide benefit to treated animals and may increase the risk of the development of drugresistant bacteria.

**HUMAN WARNINGS: For use in animals only.** Keep out of 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. To report adverse reactions or to obtain a copy of the Material Safety Data Sheet (MSDS), call 1-800-366-5288.

PRECAUTIONS: The effects of danofloxacin 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.

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, rapidly growing animals of various species. Refer to Animal Safety of the full prescribing information for information specific to danofloxacin.

ADVERSE REACTIONS: A hypersensitivity reaction was noted in 2 healthy calves treated with ADVOCIN in a laboratory study. In one location of a multi-site field trial, one out of the 41 calves treated with 6 mg/kg 48 hours showed lameness on Day 6 only. In this same field trial location one of 38 calves treated with 8 mg/kg once became lame 4 days after treatment and remained lame on the last day of the study (Day 10). Another calf in the same treatment group developed lameness on the last day of the study.

STORAGE INFORMATION: Store at or below 30°C (86°F). Protect from light. Protect from freezing. The color is yellow to amber and does not affect potency.

HOW SUPPLIED: ADVOCIN (180 mg danofloxacin/mL) is supplied in 100- and 250-mL, amber-glass, sterile, multi-dose vials.

NADA #141-207, Approved by FDA Use Only as Directed



CONTACT INFORMATION: To report suspected adverse effects and/or obtain a copy of the MSDS or for technical assistance, call Pfizer Animal Health at 1-800-366-5288.

For a complete listing of adverse reactions for ADVOCIN Sterile Injectable Solution reported to CVM see: http://www.fda.gov/AnimalVeterinary/



November 2011

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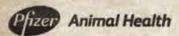
1) Intersection of Highway 60 and James River Expressway Springfield, Mo, 200' east of Buddy's Auto Salvage.

North of Carthage, Mo. @ Civil War Road and Highway 71 intersection, near the Carthage Underground.

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Not Contents: 250 ml



mg/mL Antimicrobial Injectable Sol

theses Use in Beef Cattle, Non-Lactating Dary Land Swine Only
their Female Dairy Cattle 20 Month.

ADVOCING ADVOCINT ADVOCINT WITHDRAWAL TIME: 4-DAYS



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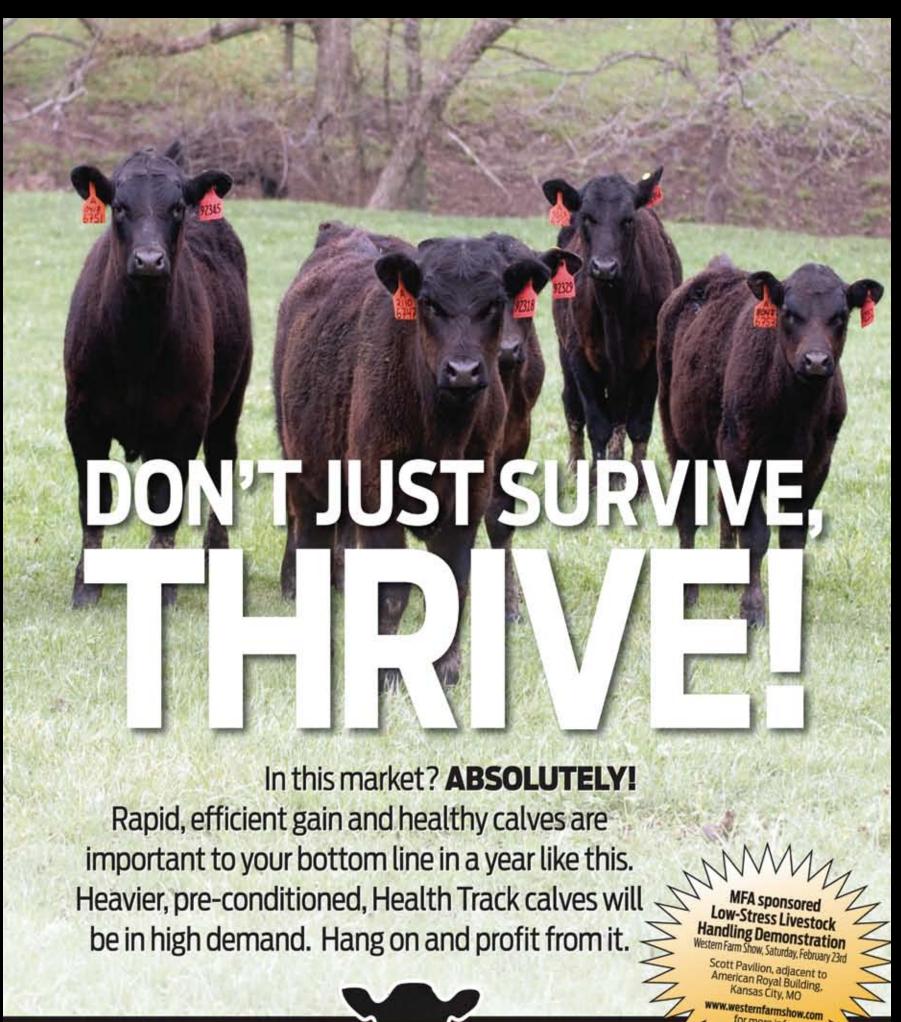
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IMPORTANT SAFETY INFORMATION: FEDERAL LAW PROHIBITS THE EXTRA-LABEL USE OF ALL FLUOROQUINOLONES INCLUDING ADVOCIN IN FOOD-PRODUCING ANIMALS. NOT FOR USE IN CATTLE INTENDED FOR DAIRY PRODUCTION OR IN CALVES TO BE PROCESSED FOR VEAL. ADVOCIN HAS A PRE-SLAUGHTER WITHDRAWAL TIME OF FOUR DAYS.



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