

CATTLEMENS

January 2013

SNEWS S

Volume 16 • Issue 6

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Strategies for a successful calving season



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VIEW FROM THE BLOCK

We kicked off the New Year with a value added, yearling highlight and video special on January 3. The trade was really active. For sure all the cattle under 800 lbs. were steady to \$3-6 higher on some of the 600 lb. green steers. The cattle over 800 lbs. were steady to \$4 lower. And, that's going to be the trend as we get underway in January. We always see some of the feeder cattle lose a little bit of their value just because they're in a different month on the futures market.

The December Cattle on Feed Report and showed placements a little higher than what we might have anticipated at 94% from a year ago. Predictions were showing placements at 90%. I think it just shows we really do have less cattle and we probably did place a few more cattle than what was expected. There was a lack of wheat pasture and forage for the winter and water has also been short in many areas. So, I think that's where you can account for some of the cattle being put on feed. This really just tells us that the cattle were placed earlier than anticipated and there are fewer cattle out there now to go on feed. I really don't think it's a big market mover either way.

The cow and bull market is good. We had a sale on Jan. 2 and I'd call that market about steady with what we closed out 2012. It's all about supply and demand there. We've kept 'em pretty culled and I think as we go along if we get a little rain in



the spring we'll likely see the slaughter cows bring over \$1. I expect that market to stay pretty good despite a few fluctuations here and there.

I seem to have the same conversation with folks on a daily basis. The market is all about the weather. It's been dry here for two years and it's also been dry in other places. We have a huge drought on our hands. We're going to have to get some relief from that. The market would get plumb out of hand if we could get some rain. But it hasn't and that keeps a bit of a damper on the market. By looking at the futures market, there is a lot of optimism out there.

Winter, so far, has been the best I think I've ever seen. I guess if we're going to have a drought, we need to have it in the winter! We do need some rain, though, and if it comes in the spring the lightweight steer cattle weighing about 500 lbs. that can go to grass will bring \$2 or more a pound.

Happy New Year to you all. Good luck and God Bless!

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MBIC sponsors workshop to boost healthy meals and physical activity in schools



The Missouri Beef Industry Council hosted "Healthy Kids Challenge" for two days of hands-on nutrition education trainings for 100 school foodservice directors representing 77 school districts and approximately 108,111 meals served daily.

The workshop featured activities to help the foodservice directors understand easy ways to implement learning activities within their schools to promote healthy eating and regular physical activity. These trainings highlighted the role lean beef plays in a balanced diet, school lunches and the MyPlate model.

MBIC's continued focus in 2013 is to continue expanding meaningful educational programs with key influencers. Valuable programs like this allow MBIC to share checkoff funded nutrition research and the benefits of beef with core audiences.

Missouri Beef Industry Council www.mobeef.org 573-817-0899

Inside this Issue

About the Cover

• Following last summer's drought, you'll want to take extra care of spring-born calves. What you can expect when the babies hit the ground inside this issue.—Cover photo & design by Joann Pipkin

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BEEF IN BRIEF

USDA Issues Final Rule for Animal Disease Traceability

The USDA announced Dec. 21, 2012 a final rule establishing general regulations for improving the traceability of U.S. livestock moving interstate.

Under the final rule, unless specifically exempted, livestock moved interstate would have to be officially identified and accompanied by an interstate certificate of veterinary inspection or other documentation, such as owner-shipper statements or brand certificates.

After considering the public comments received, the final rule has several differences from the proposed rule issued in August 2011. These include:

- Accepting the use of brands, tattoos and brand registration as official identification when accepted by the shipping and receiving states or tribes.
- Permanently maintaining the use of backtags as an alternative to official eartags for cattle and bison moved directly to slaughter.
- Accepting movement documentation other than an Interstate Certificate of Veterinary Inspection (ICVI) for all ages and classes of cattle when accepted by the shipping and receiving states or tribes.
- Clarifying that all livestock moved interstate to a custom slaughter facility are exempt from the regulations.
- Exempting chicks moved interstate from a hatchery from the official identification requirements. Source: USDA release

Missouri Cattlemen's Association Elects New Leadership

Missouri Cattlemen's Association (MCA) elected its 2013 leadership at its 45th Annual Convention and Trade Show in Columbia, Mo. Chuck Massengill, a cattleman and veterinarian from Moniteau County, was elected to serve as president of the association.

Elected to serve as president-elect is Jim McCann, who is a cattleman from Miller, Mo. Janet Akers, a cattlewoman from Clinton, Mo., was elected to serve as vice president. Sheryl Brewe, a cattlewoman from Marthasville, Mo., will continue her term as secretary and treasurer of the association.

The Southwest region will be represented by Dustin Schnake of Lawrence County.

Charles "Blue" Geier of Moniteau County will serve on the executive committee representing the cow/calf council. The seedstock council will be represented by David Dick of Pettis County. The stocker/feeder council will be represented by Russell Martin of Boone County. The livestock marketing representative will be Curt Sporleder of Unionville Livestock Sales. Buster Geisendorfer of Lewis County will continue serving on the MCA executive committee as the Missouri's Cattlemen Foundation representative. Matt Reynolds of Randolph County will represent the Missouri Beef Industry Council on MCA's executive committee and the Missouri CattleWomen will be represented by Brenda Black of Henry County. Keith Stevens, Polk County, was appointed by Massengill to serve as the at-large representative.

-Source: Missouri Cattlemen's Association Release

2012: A Checkoff Year in Review

As calendar year 2012 comes to a close and we reflect back on the year, it's hard to select only a few program highlights to share because there were so many. To be brief, we bring you the Top 2:

- 1. BOLD research: Registered Dietitians and other health professionals received factual, scientifically supported beef nutrition information following the publication of the remarkable checkoff-funded Beef in an Optimal Lean Diet (BOLD) research study published in January in the American Journal of Clinical Nutrition. News of the study reached thousands of health professionals through an educational webinar about beef's role in a heart-healthy diet.
- 2. Greystone Culinary Event: The checkoff hosted an exclusive culinary education seminar at the Culinary Institute of America at Greystone. More than 30 leading research and development chefs from nationally recognized companies attended the "beef-immersion" course and received a 360-degree education that included culinary innovation, butchering techniques, and hands-on training with alternative beef cuts.

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-Source: Cattlemen's Beef Board



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NUTRITION KNOW-HOW

Prepare Now for Calving Season Detailed records can help with rebreeding, marketing calves

BY JUSTIN SEXTEN

With 2013 in full swing, the spring calving season is just around the corner. Most producers consider calves born between January and May as spring-born so this article may be early for some but calving preparation now will prevent later losses.

Colostrum is the most important nutrition a calf receives in life. Passive immunity, the immunity passed from dam to calf via first milk is a function of colostrum quality, volume and timeliness.

A comprehensive vaccination program coupled with adequate pre-calving nutrition improves colostrum quality. As cows age pathogen exposure increases resulting in improved colostrum quality, these older cows also

tend to produce greater colostrum quantity compared to heifers.

Consider purchasing colostrum replacer as an alternative colostrum source due to health and limited alternative availability. Stored colostrum obtained from a dairy should be sourced from Johne's free cows as this disease and others can be transmitted in colostrum. Using replacement products can help prevent inadvertent disease transmission.

Heifers typically produce reduced colostrum quantity and quality. Obtaining excess colostrum from mature cows within the herd can be problematic in herds where heifers calve before the mature cows. Colostrum supplements and replacers are not the same; replacers have greater immunoglobulin content than



supplements. If using maternal colostrum store frozen if kept longer than 24 hours. If thawing frozen colostrum using a microwave, heat over short time intervals at low power settings and as colostrum thaws pour liquid off and place in refrigerator. Alternatively thaw colostrum by placing in warm water (less than 120 degrees F).

Immunoglobulins are large proteins and gut absorption is reduced with each passing hour. Having colostrum on hand will minimize the delay in getting calves colostrum before absorption declines. Feed colostrum as near birth as possible when absorption is maximized. Delayed feeding beyond 6 hours reduces absorption to one third of that at birth while waiting 24 hours minimizes absorption completely. Just having to make a trip into town to get colostrum replacer can make a difference in antibody absorption.

Pre-calving nutritional management goes beyond providing adequate nutrients. Modifying the time of feeding can change when cows calve. Feeding cows between 5 and 10 p.m. increases the number of calves born during daylight. Daytime calving improves calving difficulty monitoring easier while providing a warmer environment for newborn calves and increased light for dams to monitor predators.

Delayed feeding has one significant drawback in mud prone areas, the incidence of feeding vehicles getting stuck when the ground thaws will likely increase.

Plan post-calving pasture and feeding area management to minimize scours. As calves age bacterial shedding increases resulting in a bacterial buildup in calving pastures. When maintaining calves in a single group the younger calves can become infected with scours because of increased exposure from older calves. Consider moving gestating cows to new pastures every seven to 14 days. Once the youngest calf in a group is 30 days old, groups can be combined. This method, the Sandhills calving system, reduces scours while allowing producers feed cows according to nutrient need since lactating cows and gestating cows are managed and fed separately.

Many producers maintain detailed calving records while others do not. There are several useful pieces of information producers can gather at calving with minimal records. As suggested last month, condition scoring at calving can help diagnose why cows fail to rebreed the following year. Another cow productivity index is calving distribution, commonly broke into 21-day intervals. Cows calving early in the calving season wean heavier calves at a fixed weaning date and produce replacement heifers with greater lifetime productivity. Cows calving late in the calving season are more likely to fail to rebreed in a restricted breeding season. Calving date can serve as a metric to base culling decisions from requiring only a list of cows calving every 21 days.

CONTINUED ON NEXT PAGE

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FARM TO MARKET

Can We Rebuild the Cow Herd? Part 2

Beef cowherds less likely to rebuild in major crop production regions

BY DERRELL S. PEEL

dramatic jump in demand for corn, which began in late 2006, has resulted in sharply higher prices for all crops in the U.S. A simple average across the eight major cultivated crops shows that 2012 crop year prices are expected to be 165 percent higher than in 2005. This has provoked intense competition among crops for land resources with crop market prices doing short-term battle each year for acreage to plant. The epicenter

of this crop frenzy is naturally in the Midwest and is reflected in the phenomenal jump in land values and rental rates in the region.

Longer-term impacts on land use are also expected as a result of this new agricultural environment. Though data is limited, there are strong indications that these long term changes have begun and they have significant implications for the beef cattle industry. The 2007 Natural Resources Inventory (NRI) showed that in addition to

CALVING SEASON CONT'D FROM PREVIOUS PAGE

For producers interested in keeping detailed records Redbook pages 5-6 have calf vigor, cow dystocia, calf loss and timing record codes. Documenting birth to weaning information provides opportunity to make informed culling decisions based on data. As the cow herd continues

to shrink producers making culling decisions based on data can minimize replacement heifers needed by insuring cows are culled based on poor performance rather than a bad memory.

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

305 million acres of cultivated cropland, an additional 119 million acres are used for pasture along with 52 million acres of non-cultivated cropland (mostly permanent hay). These 171 million acres of pasture and "hay" land are arable, meaning they can be farmed. A majority of these acres occur in an around the major cropping areas and

generally in the eastern half of the country. These acres do not include another 400 million acres of rangeland (plus forest and federal lands) that are not arable. Rangeland is mostly located in the drier central and western regions of the U.S.

CONTINUED ON PAGE 10

NEWS TO USE

Junior Rodeo Season Successful

he Missouri Junior Rodeo Association just completed the most successful rodeo season it has ever had. The contestants would like to recognize our parents, board members, and sponsors because without them this wouldn't have been possible. After competing all summer and qualifying for finals we just wrapped up our season with the year-end banquet. All the contestants that participated in the finals received a buckle, and each event and all around winner received a saddle and buckle. With a total of 26 saddles, 97 buckles and other

prizes given, there was a grand total of \$27,000 dollars spent on prizes for the year-end awards

For the upcoming season we already have all our rodeos scheduled. We have a new president along with a great set of board members planning the upcoming rodeo season. The first rodeo is March 2nd at the Flying M Arena in Mount Vernon, Mo. We hope for a bigger and better season than the last. You can see the schedule and keep up with the rodeo season on our website www.mordeo.com. We hope to see you down the road!

-Source: Mo. Junior Rodeo





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HEALTH WATCH

Options for Growing Cattle on the Farm

Know your target market prior to selling

BY CHRIS REINHARDT & DAN THOMSON

After weaning and deciding to hold your calves on the ranch for a few months prior to selling, you'll need to determine what your goals are for the growing phase. This decision should be driven by the markets, the weather, your facilities, and available feed supplies. These factors will determine how long you decide to feed the calves, and at what rate of gain.

Assuming that you have an abundant supply of forage available, the question of desired rate of gain will drive your decision as to how much grain and/or grain byproducts to incorporate. Because of the recent drought, the cost of forage has increased relative to the cost of grain and grain byproducts, so

the cost per unit of energy for grain and grain byproducts is much lower than that for forages. This favors increasing the use of energy feeds in the growing diet.

One critical factor in determining desirable rate of gain is the genetic potential of the calves. The mature size (and also the lean gain potential) of cattle has changed dramatically over the past 30 years. A mature cow today is much more likely to weigh 1,300 lbs than 1,100 lbs, and this translates over to her offspring. The implications of this reality for the rancher who wishes to cost-effectively background calves is that a calf with a 1,300 lb mature size can be grown at a faster rate than a calf with an 1,100 lb mature size, without making the calf too fat for the marketplace.

Thirty years ago it would be unheard of to grow feeder cattle at much over 2 lbs per day; today calves with the right genetic background can be grown at closer to 3 lbs per day without making them fat. The reason that finding the right rate of gain is so important is that cost of gain is obviously determined by dividing the daily feed cost by the daily rate of gain; faster daily gain means dividing the daily cost by a larger number, thus reducing the cost of gain and increasing the potential profitability of the growing operation.

Generally, for growing or forage-based diets, we can assume grain byproducts to have nearly equivalent energy value to cracked corn, although some byproduct feeds have greater energy value than others. Typically it can be said that distillers grains (wet or dry) have about 105 to 115% the energy value of corn, corn gluten feed about 95-100%, soyhulls about 80%, wheat midds about 75%, and should be priced accordingly. These numbers will vary depending on the feeding situation and ingredients making up the rest of the diet. If silage is used, a higher inclusion rate of dry byproducts can be considered; if only dry forage



is used, wet byproducts are an attractive alternative.

If you are feeding some combination of corn or sorghum silage and grass or alfalfa hay, and your goal is for the calves to gain about 1.5-2.0 lb per day, you will need a ratio of 80:20 forage:grain (dry matter basis); if your goal is 2.5-3.0 lb per day, you'll need roughly a 50:50 ratio. Sorghum silage will have less energy than corn silage; well-eared corn silage will have more energy than poorly eared corn silage. A forage test from a commercial testing lab will help you determine the energy value of your home-grown feeds.

Distillers grains or corn gluten feed can help balance protein and energy needs; otherwise you'll need an additional protein source such as soybean meal, cottonseed meal, or a commercial protein supplement. You will also need to balance for additional Calcium, vitamins, and trace minerals. If you do not have excellent mixing equipment you should consider purchasing and blending a commercial base mix or supplement to ensure that all cattle receive a balanced diet and performance is optimized; this is also an excellent way to provide an ionophore.

If you've been growing your calves since fall weaning, you've likely been considering the next step: marketing your backgrounded feeder cattle. Be sure to know your target market prior to selling, and group the calves according to your intended market. Analysis repeatedly shows that the 2 biggest drivers of feeder calf value in the auction marketplace are size and uniformity of lots.

As always, begin with the end in mind. Do not invest a great deal of time and money creating something you only hope someone will pay for. First, investigate and know your marketplace; then create the product for which that market will pay a premium.

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



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EQIP Funding Available in Missouri

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The U.S. Department of Agriculture's Natural Resources Conservation Service (NRCS) has set January 18, 2013, as the next cut-off date for ranking applications for about \$25.6 million available through its Environmental Quality Incentives Program (EQIP).

EQIP is the agency's largest Farm Bill conservation program. It helps producers of agricultural products improve water quality, build healthier soil, improve grazing and forest lands, conserve energy, enhance organic operations, and achieve other environmental benefits.

State Conservationist J.R. Flores says that while NRCS accepts applications for EQIP on a continuous basis, producers must file applications by the January 18 deadline to be considered for the next round of application funding. Applications filed after January 18 will be considered in the next ranking period if funds remain available.

Flores says EQIP offers farmers, ranchers and forestland managers a variety of options to conserve natural resources while boosting production on their lands.

"The nearly \$26 million that we have available for use in Missouri this fiscal year will go a long way toward improving the environment and the economy of Missouri's rural communities," he says.

EQIP provides financial assistance for a variety of conservation activities, such as irrigation water management, reduced tillage, field buffers, rotational grazing systems, animal waste management systems and much more.

Additionally, NRCS offers special initiatives through EQIP, including:

On-Farm Energy Initiative: helps producers conserve energy on their operations.

Seasonal High Tunnel Initiative: helps producers install high tunnels designed to extend the growing season into the cold months, increase productivity, keep plants at a steady temperature and conserve water and energy.

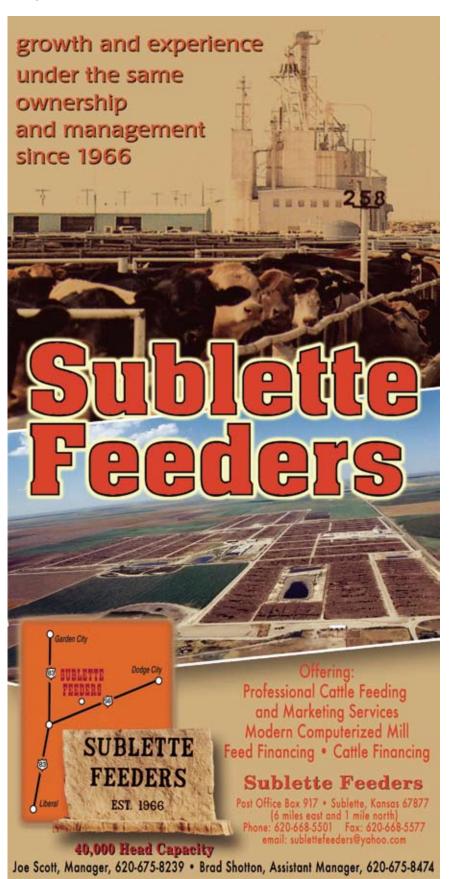
Organic Initiative: helps producers to install conservation practices on certified organic operations or those working toward organic certification.

Applicants can sign up and get additional information at their local NRCS service center.

—Source: Natural Resources Conservation Service

EQIP FAST FACTS

- √ 2-3 Year Agreements
- ✓ Eligibility based on environmental scoresheet.
- ✓ Cost share is based on flat rates (\$ per square foot) set by the NRCS National Office.
- ✓ EQIP is a cost-reimbursement program, not a grant. Practice must be completed, you turn in receipts for the cost and then get reimbursed based on the flat rate.
- ✓ Cost share cap is set at 2178 sq ft. per farm/person total.
 - You can install larger, but payment is capped at 2178 sq ft.
- ✓ Maximum 30' wide
- ✓ Minimum 6' tall
- ✓ Minimum 6 mil greenhouse-grade UV resistant polyethylene
- ✓ Must be a manufacturer's kit. No homemade structures are eligible.
- Structures such as growing tables, benches and potted plants are not allowed.
- ✓ Only food crops are eligible. No ornamental plants.
- ✓ Electricity, heating, and mechanical ventilation systems are allowed.
- ✓ Site of new High Tunnel must be on existing cropland or hayland. Pastureland & lawns will not qualify.
- ✓ SIGN-UP DEADLINE FOR 2013 IS JANUARY 18, 2013
 - DO NOT wait until January 18 to sign up. You must be in the USDA system and have eligibility criteria completed by then also.
- ✓ To be eligible for any USDA programs, you must have a farm number and have your information in the USDA system. This must be completed at the local USDA Farm Service Agency Office before you can sign up for EQIP.
- -Source: Natural Resources Conservation Service



REBUILD THE COW HERD - PART 2 across the region. Texas and Oklahoma experience

Though converting perennial pasture and hay crops to cultivated crops is not an easy or quick process, high crop prices will logically attract some of these acres for cultivated crop production over time. At this point there is little data to confirm how much pasture and hay land is being converted to crop production. The 2012 NRI and Agricultural Census data (which will be available in several months) are expected provide the first documentation of a process that is likely to continue for many more years.

In the absence of land use data, changes in cattle inventories across states already indicates some of the anticipated regional impacts of high crop values. From January 1, 2007 to 2012, the U.S. beef cow herd decreased by 2.76 million head or 8.5 percent. The decrease is much more pronounced in the Midwest and surrounding regions, including the states of Illinois, Indiana, Iowa, Minnesota, Missouri, Kentucky and Tennessee. In these states, the five-year decrease in beef cow inventory ranged from 11.4 percent to over 22 percent with an average of a 14.2 percent decrease. By contrast 12 states in the Great Plains and Rocky Mountain regions experienced beef cowherd changes that ranged from an increase of five-plus percent to a 7.5 percent decrease with an average of 2.6 percent decrease

and Oklahoma experienced sharp decreases from 2011 to 2012 due to drought but had a similar 3.1 percent decrease in the 2007-2011 period. This indicates that the beef cowherd is decreasing more rapidly in regions where competition with crops is greater. As a result, an increasing share of the total beef cowherd will be located in drier regions of the country in the future. Interestingly, this same phenomenon is occurring in other major beef producing countries such as Brazil, Argentina, Uruguay and Paraguay and for the same reasons.

Depending on their location, it is not surprising that some cattle producers see less potential for herd rebuilding than others. Beef cowherds are less likely to rebuild in major crop production regions while predominantly forage areas have considerable potential for herd expansion. There is little doubt that some of the most productive pasture and hay land is being converted for crop production which highlights the challenge of rebuilding the beef cow herd in more marginal areas. However, high crop prices increase forage value as well and that changes the incentives for how land is used and managed. Forage production, even on rangeland that does not compete directly with crop production, is worth more now. Many years of cheap grain kept forage values low and the result is that forage production and use has not been managed as efficiently as it can be.

Increased forage value opens up a wide variety of possibilities, in many regions, to manage forage for greater productivity and to manage forage use more efficiently. The dramatic increase in use of corn crop residue the last two years is one example of the response to these incentives. Two other examples include reducing hay wastage from round bales and, in Oklahoma and similar areas, more Red Cedar control to increase forage production. In many regions of

the country there is considerable potential for adoption of new forages and new forage systems to increase cattle production and/ or extend grazing seasons.

This continuing discussion of the challenges and opportunities for rebuilding the U.S. cattle herd will continue in Part 3 with a discussion of who will rebuild the cow herd.

-Derrel S. Peel is Oklahoma State University Extension livestock marketing specialist.

Can We Rebuild the Cow Herd? Part 3

"Who" is key to making rebuilding reality

BY DERRELL S. PEEL

revious articles (Parts 1 and 2) have discussed several challenges and opportunities related to the how and where of rebuilding the U.S. cattle herd. This article discusses the most important asset of the U.S. beef cattle industry...the "who" of herd rebuilding. It is people...the cattle producers... who make it happen and are the key to rebuilding the beef cow herd and expanding cattle inventories. As with the land use and regional components, there are both challenges and opportunities with regards to the producer issues in the beef industry.

Like farmers of all types, cattle producers have been

aging as a group for many years. USDA data from 2011 indicates that among the 654,000 cattle farms in the country, 37 percent are operated by producers 65 years of age or older and another 29 percent are operated by producers aged 55-64. Together these two age groups operate 64 percent of land used for cattle production. This includes 118.4 million acres by the 65+ producers, 66 percent of which are the full owners of their farms. In many cases there are no family heirs interested or able to take over the operation.

These demographics suggest that a significant amount of asset turnover is inevitable in the next decade. In the meantime, older cattle producers, like many farmers, often don't really retire and exit the industry but rather tend to "retire in place" by remaining on the farm and gradually scaling back their operations. Older producers, on average more financially secure, can afford to cut back by reducing cattle numbers or switching to less labor-intensive enterprises according to their health situation and labor ability. The latest USDA data confirms that cattle producers over 65 years of age have a per farm value of production that is 43 percent less (25 percent less on a per acre equivalent basis) compared to the average value of production of all cattle farms. In the most recent data,



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CONTINUED ON PAGE 16



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MANAGEMENT MATTERS

Spring Calving After a Drought

Watch for lighter-weight, unhealthy calves

BY ANDY MCCORKILL FOR CATTLEMEN'S NEWS

or many cow/calf producers across the area, the spring calving season is upon us with the New Year. Most would say calving is a joyous time marking the beginning of a new cycle of life on the farm. With drought aftermath still on the minds of most involved in agriculture, this is a good time to discuss a few tips that may be useful in preparing for this calving season and ideas to think about for years to come.

Summer Drought Implications

Last summer's drought certainly took its toll on agriculture through much of the nation. Although drought conditions have somewhat improved, the aftermath of high temperatures, lack of moisture and skyrocketing feed prices will continue to be seen for several months to come. Drought conditions and lack of proper nutrition lead to several problems than can have drastic effects on profitability.

Breeding season marks the beginning of a new cycle for cow/calf producers. Elevated

temperatures during the breeding season have negative effects on conception rates through decreased libido and reduced sperm quality in bulls as well as reduced estrus expression in females. Cattle grazing endophyte infected fescue pasture are at even greater risks due to the elevated body temperatures associated with fescue toxicity and hair coat retention. Many producers that preg checked their cow herd last fall saw a reduction in pregnancy rates compared to normal years. If you did not preg check your cows, there is a chance you will see the effects when the calf

crop hits the ground this coming spring.

Potential for problems associated with the drought only begins with breeding. Recent research has shown that proper nutrition early in the pregnancy leads to improved health and performance of the calf for the rest of its life. Decreased growth rates, reduced meat quality, and increased incidence of respiratory and metabolic problems are a few of the effects that have been seen in calves born to cows that were drought stressed early in gestation. In severe situations, heat stress and less than desirable nutrition even led to cows aborting their pregnancy. It is likely that at least some will see lighter, sicker calves along with other issues in the spring and through the next year.

Even the most astute producer can't completely remove the chances of problems associated with drought stress. Making sure the nutritional needs of the herd are met year round, planning your breeding season to avoid breeding in the

hottest parts of summer, and providing adequate water and shade through those hot spells will help.

What About Now?

Maintaining a proper level of nutrition is one of the most important things a producer can do to ensure an enjoyable stress-free calving season. **Evaluating Body Condition** Score (BCS) is a tool producers can use to their advantage. On a scale of 1-9 with 1 being extremely thin and 9 being extremely obese, we want the cow herd to be at least a 5 at calving and heifers to be at least a 6. Thinner cows are more likely to give problems at calving due to lack of energy to give birth and provide adequate milk to raise a good calf. Their calves tend to be at a disadvantage from a health and performance standpoint being lighter at weaning and harvest and tend to need more medical attention.

Although it may not be feasible for everyone, sorting the herd based on body condition and nutritional needs can be a viable way to reduce feed costs and improve the calving experience. Bred heifers should be kept separate from the aged cowherd and given a little special attention to ensure a good nutritional plane. Thin cows can be separated from fleshier cows and given extra supplements or better forages to help gain body condition while keeping the fleshier cows under normal maintenance conditions. Having cows in the proper BCS range will reduce the likelihood of calving difficulties, help make for a healthy and productive calf crop and help get the cows bred back quicker in the following breeding season.

Besides maintaining proper nutrition, there are several other things producers may want to consider to help them get through calving season. Keep the cattle close to facilities so if the need arises to assist a cow

CONTINUED ON PAGE 14

Special Replacement Cow & Heifer Sale

12-Noon Saturday | Jan. 19, 2013
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25 Spring Calvers • 3-6 years old; Bred Al to Angus bulls

85 Tigerstripe Heifers • Bred to Circle A low birthweight Angus bulls; Few calves on ground; Balance start calving Feb. 1st
30 Black & Black Baldies • 2nd Calf Heifers or Cows; Bred to registered northern bulls
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PLUS

200 Black & Black Baldie Heifers

Bred AI to Schiefelbein Effective 61. Pasture exposed after AI to low birthweight Express Ranch Angus Bulls;

Due to calve beginning Feb. 1st

Also Selling on Video Same Day 233 Al Heifers

(Calving now and will be calved out by sale day, selling as pairs)

Heifers were bred to VDAR Really Windy 4097 reg # 15776681, SAV Thunderbird 9061 reg # 16396499, MOGCK Sure Shot reg # 15899735. Al group #1 (52 head) was bred on 4/4/12. Average weight on 12/26/12 was 1110 lbs. Al group #2 (77 head) was bred on 4/11/12. Average weight on 12/26/12 was 1090 lbs. Al group #3 (104 head) was bred on 4/18/12 and are due to calve 1/25/13. Average Weight on 12/26/12 was 1092 lbs.

409 Bred Heifers

Natural service sires include the following registered Angus bulls: 16 Harms Plainview Ranch bulls — 7 sired by SAV Bismark 5682, 7 sired by Mytty In Focus, 1 sired by Sinclair Net Present Value, & 1 sired by SS Objetive T510 OT26. 4 Laflin Ranch bulls — 1 sired by SITZ Upward 307R, 1 sired by Boyd New Day 800S, & 2 sired by SAV Bismark 5682. 2 R&L Angus Bulls — 1 sired by SAV Final Answer 0035 & 1 sired by 21AR Roundup 7005.

176 head of February Calvers • Due to calve 2/7/13 - 2/28/13. Average weight on 12/27/12 was 1078 lbs.
143 head of March Calvers • Due to calve 3/3/13 - 4/2/13. Average weight on 12/27/12 was 1070 lbs.
74 head of April Calvers • Due to calve 4/4/13 - 5/8/13. Average weight on 12/27/12 was 1038 lbs.
16 head of May Calvers • Due to calve 5/12/13 - 5/22/13. Average weight on 12/27/12 was 1046 lbs.
ALL HEIFERS ARE BLACK & are located 60 miles west of Kansas City, Mo.



SPRING CALVING CONTINUED FROM PAGE 12

with calving. Heifers should be kept on a pasture that is close and convenient so it is easy to check on them.

Keeping a pack of calving tools handy would be advisable in the event a cow needs assistance. The kit should include things such as OB chains and handles, OB sleeves, disinfectant and some towels. It would also be advisable to keep a bottle, some colostrum, milk replacer and electrolytes on hand in case there are troubles that keep a calf from receiving adequate milk. Not all producers' skill levels are the same; keeping a good working relationship with a veterinarian and experienced neighbors for advice and assistance in uncomfortable or unfamiliar situations is also a good idea. Keep their contact information handy for emergencies. It's okay to ask for help and it could make the difference between saving a cow or calf and not.

Although it's too late to help with this calving season, for future peace of mind, Expected

Progeny Differences or EPD's may be useful in selecting a bull that could reduce the likelihood of experiencing calving difficulty. Most breeds have an EPD by some name pertaining to calving ease. Selecting a bull that ranks in the top 30-35% of the breed for calving ease for heifers in particular should reduce the incidence of calving problems in most situations.

Occasional calving difficulties are part of owning cattle. Through good management, the occurrence of calving difficulties can be significantly reduced. Proper nutrition throughout the year, selecting good quality bulls with acceptable calving ease EPD's, and being prepared for calving difficulties are all ways producers can reduce the likelihood of losing animals due to calving difficulty. For more information on how to reduce calving difficulty or drought implications in your herd, contact tour nearest University Extension Livestock Specialist.

— Andy McCorkill is regional livestock specialist with University of Missouri Extension based in Dallas County.

Cut Down on Calf Scours with Sandhills Calving System

FROM OUR STAFF

The Sandhills Calving System, developed by Dr. David Smith, University of Nebraska Extension veterinarian and other researchers, aims to help fight scours in newborn calves.

The SCS works to minimize both the disease load and newborns' exposure to pathogens until their immune systems have sufficiently matured to better withstand them. The SCS system recreates the clean, pathogen free conditions of the first week of calving season during each of the remaining weeks of the calving season. Moving pregnant cows to a new pasture, thus segregating calves by age, helps prevent the transfer of pathogens from older to younger calves and minimizes the pathogen load in the environment.

Here are 5 Steps to the Sandhills Calving System:

1. Cows are placed in the fist calving pasture as soon

as the first calves are born. Calving continues in this pasture for two weeks.

- Two weeks after cows are moved into the first calving pasture, move all the cows that have not calved into the second 'clean' calving pasture. Leave cow/calf pairs in place.
- One week after cows are moved into the second calving pasture, move all the cows that have not calved into the third 'clean' calving pasture. Leave cow/calf pairs in place.
- 4. Continue to move cows that have not calved to new pastures in weekly intervals.
- Cow/calf pairs from different pastures can be commingled after the youngest calf is four weeks of age.

More information on the SCS can be found at: http://www.ianr.unl.edu/ianr/vbs/extension/ext-beef.shtml



MANAGEMENT MATTERS

Avoid Night-Time Calving with Limited Access of Hay

BY GLENN SELK

Ow-calf producers have always wished for the calves to be born in daylight. If cows go into labor in daylight, it is easier to see the cows and it is easier to get help if extra assistance is required to help with the delivery.

The easiest and most practical method of inhibiting nighttime calving at present is by feeding cows at night; the physiological mechanism is unknown, but some hormonal effect may be involved. Although some cows will still give birth in the middle of the night, the percentage of cows calving in the daylight will increase if the feeding activity is done late in the day. Research has shown that cows fed at, or after dusk will have a 2 or 3 to 1 ratio of calves born in daylight versus those born at night.

This year will provide an extra challenge for some producers. Those that need to stretch the hay supplies as much as possible may choose to limit access to the hay. Limiting the time to 4 to 6 hours per day that cows have access to the big round bales (in bale feeders) has been shown to

improve hay-feeding efficiency. However, limited access to the hay may be difficult to accomplish with "nighttime feeding". If the cows are turned in with the hay at dusk, they must be removed from the hay at 10:00 pm to midnight—in the dark. This is neither easy, nor convenient to accomplish.

Perhaps a better solution would be turn the cows into the area with the hay bale just before noon and use the protein supplement such as range cubes to coax them into the adjoining pasture at dusk. This would allow the cows access to the big round bales for about 5 hours, then they will eat the supplement over the next hour. The shift to daylight calving may not be as dramatic as would be accomplished with total nighttime feeding, however some compromise is necessary in times of limited forage. There will still be a need for those 2:00 a.m. heifer checks! Be sure to have enough feeder space for all of the cows to have access to the hay bales at once.

—Glenn Selk is Oklahoma State University emeritus extension animal scientist.

Properly Time Vaccinations for Reproductive Success

Timing is everything when it comes to successful reproductive programs, and that includes timing of vaccinations to help prevent reproductive diseases. Following the timing guidelines on product labels is critically important to helping guarantee safety and efficacy.

"Vaccinating against reproductive diseases helps keep cows pregnant, helping protect your reproductive program and bottom line," savs Victor Cortese, DVM, PhD, Dipl. ABVP, Director, Veterinary Specialties Group, Pfizer Animal Health. "However, working with your veterinarian to set up vaccination programs and following labeled directions is key to vaccine efficacy and safety, especially when using modified-live virus (MLV) vaccines."

Understand MLV vaccines

Different types of vaccines, such as an MLV or killed vaccine, stimulate the immune system in different ways. MLV vaccines contain live organisms that undergo limited replication within the body, while killed vaccines use dead organisms.

"MLV vaccines closely mimic a natural infection, since the animal is actually seeing the modified pathogen in a more natural form," Dr. Cortese says.
"As a result, MLV vaccines
can help create an effective,
balanced and what should be
an entire immune response."

Studies involving infectious bovine rhinotracheitis (IBR) virus vaccines have demonstrated the safety and efficacy of MLV vaccines, such as BOVI-SHIELD GOLD® FP*. in helping protect pregnant heifers, cows and their fetuses. Cattle vaccinated with BOVI-SHIELD GOLD FP within the preceding 12 to 17 months and then vaccinated during each trimester of pregnancy had abortion rates similar to the control group, which was vaccinated with a placebo.

Take steps to help protect your herd

"MLV vaccines are safe to use, but there are risks involved when using them in pregnant cattle," Dr. Cortese says. "Using these vaccines against their label indications and without supervision from a veterinarian are the biggest risks of all."

Dr. Cortese also recommends additional tips to using MLV vaccines successfully.

CONTINUED ON PAGE 17

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PASTURE PROFITS

New App Helps You Name That Weed

ID Weeds has information on more than 400 plant species

FROM OUR STAFF

ever wondered what that weed is?

A free app for iPhones, iPads and Android devices has been released by University of Missouri Extension to help people easily identify weeds in the field, lawn or garden.

Kevin Bradley, MU Extension weed scientist, unveiled the app at the MU Crop Management Conference, Dec. 19 in Columbia.

The app, called ID Weeds, has information on more than 400 plant species that could be encountered as weeds in crop fields, pastures, lawns, gardens or aquatic areas in Missouri and surrounding states, Bradley said.

ID Weeds lets users narrow the list of suspects with a series of drop-down boxes for various plant characteristics. Don't worry if you're not familiar with technical terms such as "ligules" or "spatulate." For most characteristics, users can click on "what's this?" to see an illustration.

Clicking on "Identify" will produce a list of weeds that match the characteristics you've chosen. The more characteristics you specify, the shorter the list will be. Selecting a weed on the list brings up detailed information and one or more photographs.

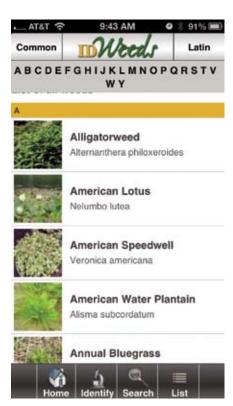
You can also look up a weed by searching for its common or scientific name, or select from an alphabetical list, from "Alligatorweed" to "Yucca."

"Proper identification of weeds is important so that you choose an appropriate and cost-effective method of control," said Bradley, who is also an associate professor of plant sciences in the MU College of Agriculture, Food and Natural Resources.

James Meng, a programmer for MU Extension Technology

and Computer Services (ETCS), developed the app.

ID Weeds is compatible with iPhone, iPod Touch and iPad running iOS 5.1 or later, and



ID Weeds app is free and lets users identify pesky weeds in the field, lawn or garden.

devices running Android 2.2 or later.

To download:

- iPhone and other iOS devices: <u>itunes.apple.com/app/id-weeds/id559906313</u>.
- Android: Search for "ID Weeds" at <u>play.google.com/</u> store.

A web version is available at weedID.missouri.edu.

For more information about weeds and weed management:

• MU Extension Plant Protection Programs: <u>ppp.</u> <u>missouri.edu</u>.

MU Weed Science Program: weedscience.missouri.edu.

—Source: University of Missouri Cooperative Media Group

REBUILD THE COW HERD PART 3 CONTINUED FROM PAGE 10

average farm size for these older producers has dropped to roughly 75 percent of the average of all cattle farms. Previous data had indicated that farm size for the older producers was only 8-10 percent less than average. It is possible that asset turnover in the cattle industry has accelerated recently.

The combination of these producer demographics and the drought creates a unique situation in the cattle industry. The drought has forced many of these older producers to partially, or totally, liquidate their herds. Some of these older producers are not inclined to or will not be able to rebuild their cattle operations. The drought is forcing some producers to face the inevitable decisions about exiting the industry sooner rather than later.

At the other end of the producer spectrum are young producers trying to get started. The challenges for beginning producers have existed for many years but have arguably never been greater than now. Asset values are record high and the capital requirements greater than ever. The oversight of agricultural lenders under new regulations is considerably more stringent than in years past and adds to the difficulty of qualifying young producers for loans, even in cases where the lender is willing. Cattle producers, perhaps to an even greater extent than farmers in general, view asset ownership as preferred and one of the marks of success in the cattle business. And yet, for young producers, asset control is what is important even if asset ownership is not possible. Leasing and other business arrangements may be more feasible and necessary for a new generation of cattle producers than asset purchase. One of the impacts of the drought is that older producers who have been forced to liquidate herds may be more interested in leasing land to younger producers and that may be a key to herd rebuilding and revitalizing productivity in the cattle industry.

In between the older and beginning producers are many producers who are simply trying to survive the drought and continue with their business operations. A majority of producers who have been forced to liquidate cattle have received good prices and did not lose a great deal of value on the sales. However, high feed and other input costs in 2011 and 2012 mean that producers have, in many cases, used the proceeds of drought sales to cash flow continued operations. These producers will likely face difficulties financing herd rebuilding when the opportunity arises. Replacement cow and heifer values will be record high. Producers must be careful during the drought to preserve enough equity with which to rebuild herds. Producers who haven't yet done so should develop a drought management plan and a drought recovery plan that incorporates the business and resource requirements to survive the drought and be able to rebuild later.

The cattle industry today is smaller than it needs to be. The last two years of drought have preempted the beginning of herd rebuilding and pushed the industry to extremely limited cattle inventories. The drought holds the key to when, and to some extent how and where, herd rebuilding will take place. At the same time, the economic environment of the cattle industry has changed dramatically in recent years. New demands on agriculture and rising crop values puts a stronger forage focus on the beef industry and has significant regional implications on where cattle production will be located. The how, where and who of the cattle industry is changing in many respects but unprecedented cattle and beef prices confirm that market demand, both domestically and internationally, offers opportunities and will support rebuilding the beef cow herd, although to what level is as yet uncertain.

-Derrell S. Peel, Oklahoma State University Extension Livestock Marketing Specialist



VACCINATIONS CONTINUED FROM PAGE 15

Regularly consult your
 veterinarian: Your
 veterinarian is a
 valuable resource
 regarding the science
 and proper use of
 vaccines. Include your
 veterinarian as part of
 your reproductive health
 team.

Write vaccination

programs: Having written programs, which include timing guidelines, for your vaccinations will provide the guidelines for you and anyone administering vaccines on your operation. Reviewing them regularly with your employees and your veterinarian also will help keep them up to date.

Keep accurate records:

Vaccine administrations should be included in your reproductive

records. Record the date the first vaccination is given, and review the records to determine when a booster shot is needed.

Risk-free protection for vour herd

With a Fetal Protection (FP) Guarantee, Pfizer Animal Health ensures your herd will be free of IBR abortions if the cows and heifers were vaccinated according to label directions at least 30 days prebreeding with any of Pfizer Animal Health's family of FP vaccines. In addition, Pfizer Animal Health guarantees 100% of calves will be born free of bovine viral diarrhea (BVD) persistent infection (PI) provided that all cows and heifers have been vaccinated according to label direction at least 30 days prebreeding.

"With this guarantee, you can have peace of mind using our products, knowing that they are safe and effective," Dr. Cortese adds.

—Source: Release from Pfizer Animal Health

ON THE CALENDAR

Forage, Grazing Conferences set for Feb. 25 & 26 in Springfield

The annual Southwest
Missouri Spring Forage
Conference and the annual Heart
of America Grazing Conference
have partnered to present an
informative and educational twoday event.

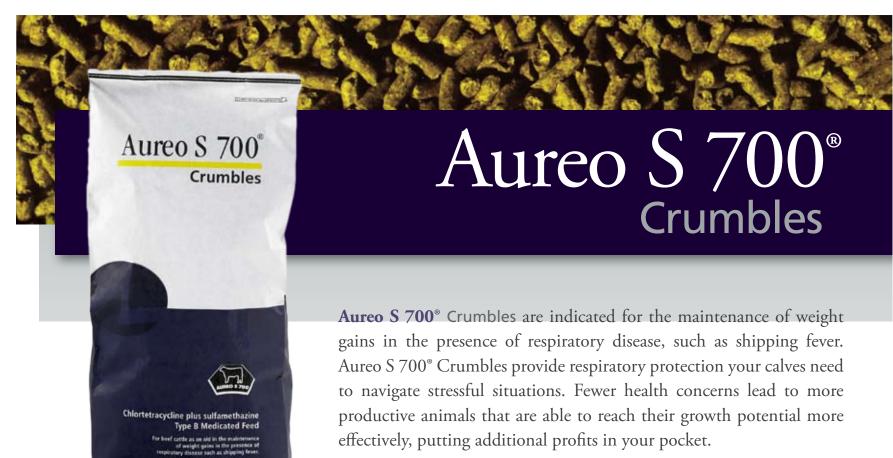
The conference will be held Monday, February 25th and Tuesday, February 26th, 2013 at the University Plaza Hotel in Springfield, MO.

Monday afternoon starts at 1 p.m. with Richard McConnell from Hand N Hand Livestock Solutions, providing four hours of training on Low Stress Livestock Handling. Monday evening, Dr. Garry Lacefield, State Forage Specialist from the University of Kentucky, will present a talk titled Forages: Change-Challenges-Opportunities. Local beef producer and humorist Dr. Jerry Crownover will round out the evening with his topic- Life is Simple. During Tuesday's luncheon, Kathy Voth from

Livestock for Landscapes LLC will give a presentation entitled *Training Your Cows to Eat Weeds*.

On Tuesday, beginning at 7:30 a.m. the conference will also feature several 45-minute breakout sessions. Topics will include fescue toxicity management, grazing system layout, alfalfa management, forages and wildlife, novel endophyte fescues, selecting livestock to fit your environment, evaluating potential of different livestock enterprises, taxes and farm records, native warm season grasses, direct sales of grass-fed beef, inter-seeding annuals into pasture, and pasture renovation with livestock.

To pre-register or for more information, contact the Greene County Soil and Water Conservation District at (417) 831-5246, extension 3 or visit the website at http://springforageconference.com/



For more information on building a herd health program with Aureo S 700,° contact your Pfizer Account Manager or Crumbles supplier.



BUSINESS BEAT

Merial Introduces LONGRANGE™

The first extended-release injectable cattle dewormer that offers season-long persistent parasite control

DULUTH, GA – December 3, 2012 – LONGRANGE™
(eprinomectin), from Merial, is the first extended-release injectable cattle dewormer that provides cattle producers season-long persistent parasite control for 100 to 150 days in a single dose, dependent on parasite species.

The parasite protection LONGRANGE provides lasts

long enough to break the parasite life cycle and reduce parasite burdens on the pasture. It takes about 100 days of continuous parasite control to break the parasite life cycle and begin to reduce the

parasite burden on the pasture. The resulting benefit of breaking the parasite life cycle is better-performing cattle throughout the grazing season and pastures with lower parasite loads.

"LONGRANGE gives cattle producers a new way to think about parasite control," says Joe Dedrickson, DVM, Ph.D., director of Merial field veterinary services. "Instead of treating cattle up

Table 1. Internal & External Parasites

tes to three to

four times during the grazing season, which is what would be required from conventional dewormers, LONGRANGE gives cattle producers the option of a single treatment that will last all season. This means less labor for producers and less cattle stress and shrink."

THERAPHASE™ Technology

The season-long persistent parasite control of LONGRANGE is possible because of unique THERAPHASE Technology. THERAPHASE Technology releases the active ingredient in LONGRANGE for an extended period after injection (at least 100 days).

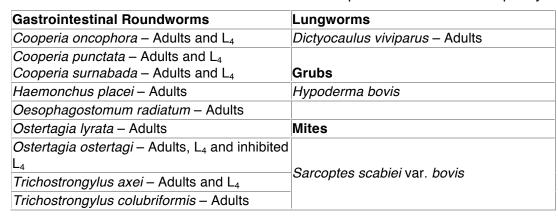
"THERAPHASE Technology creates one initial therapeutic peak of LONGRANGE quickly following the injection," explains Dr. Dedrickson. "Beginning about 70 days after the injection, the THERAPHASE Technology releases a second burst of eprinomectin, the active ingredient in LONGRANGE. This creates a second peak of LONGRANGE and is what helps provide producers season-long control."

LONGRANGE offers excellent efficacy against economically important parasites and hard-to-kill parasites.

"The short amount of time LONGRANGE stays at sub-therapeutic levels, helps ensure the product does not select for resistance any more than products currently on the market," explains Dr. Dedrickson.

Impact of Parasite Control Practices

Of all the animal health practices used for increasing production, treating beef cows for parasites gives the greatest economic return of up to \$201 per head. This includes improved reproduction and earlier calving, leading to earlier weight gain in calves.





Studies have shown cattle treated with LONGRANGE gain more weight than control cattle. At seven study sites, weight gain was measured before treatment and at study day 120. Across the sites, cattle treated with LONGRANGE gained more weight than control cattle. At six of the seven study sites, the difference in weight gain was statistically significant.

Prescribing Practices

LONGRANGE has all the benefits of a complicated and expensive strategic parasite control program in a single spring dose of 1 mL/110 lbs. of body weight.

When given at the recommended dose volume, LONGRANGE is effective in the treatment and control of the finternal and external parasites of cattle outlined in the table at left.

LONGRANGE is effective for at least 100 and up to 150 days (dependent upon parasite species) against eight economically important species of parasites. A series of studies confirmed that LONGRANGE effectively breaks the parasitic life cycle and

kills adult and larval parasites. LONGRANGE is a prescription drug and should be given only by subcutaneous injection in front of the shoulder at the recommended dose. Producers using the 50- mL product should administer using only polypropylene syringes. Those using LONGRANGE from the 250- or 500-mL bottles should administer using only automatic dosing syringes provided by Merial.

LONGRANGE is available in 500-, 250- and 50-mL sizes. The 500-, 250- and 50-mL bottles contain sufficient solution to treat 100, 50 and 10 head of 550-lb. cattle, respectively. Each 250- and 500-mL bottle is manufactured with an individual plastic bottle protector to reduce the risk of breakage during shipping and everyday use. The bottom of the bottle protector has a convenient built-in chuteside hanger.

For more information and to find out how LONGRANGE can fit into your deworming program, visit www.theLONGRANGElook.com.

Event Roundup

January 2013

- Southwest Missouri Cattlemen's Assoc. Meeting
 MU Southwest Center, Mount Vernon, Mo. PH: 417-466-3102
- 7 p.m. Jasper County Beef Producers Meeting Carthage Water & Electric Community Room, Carthage, Mo. PH: 417-291-6786 or 417-850-8031
- 19 Special Replacement Cow & Heifer Sale
 Joplin Regional Stockyards, Carthage, Mo. PH: 417-548-2333
- 24 6-9 p.m. Dade County Soils & Crops Conference American Legion Hall, Lockwood, Mo. PH: 417-276-3313
- 26 Diversified Agriculture Conference Faith Southern Baptist Church, Marshfield, Mo. PH: 417-859-2044

February 2013

- 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

March 2013

- 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



MARKET CORNER

December Market Recap

Receipts 18,464 • Last Month 22,017 • Last Year 23,354

	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
11	300-350	341	185.00-187.50	\$186.16	316	650-700	673	139.00-152.00	\$146.23
45	350-400	381	175.00-191.00	\$181.40	28	650-700	682	132.00-141.00	\$135.94 Calves
23	350-400	382	191.00	\$191.00 Thin	194	700-750	728	135.00-147.00	\$142.53
138	400-450	419	167.50-189.00	\$175.85	230	750-800	773	136.00-146.00	142.40
388	450-500	479	161.00-191.00	\$171.91	85	800-850	827	135.00-145.00	\$138.47
345	500-550	525	153.00-174.00	\$160.43	12	800-850	828	142.00	\$142.00 Thin
41	500-550	527	148.00-153.00	\$150.46 Fleshy	30	850-900	882	136.00-142.00	\$138.33
624	550-600	580	143.00-164.00	\$153.86	18	900-950	915	134.00-140.00	\$136.36
20	550-600	580	156.50	\$156.50 Thin	10	900-950	954	137.50	\$137.50
388	600-650	629	146.00-156.00	\$150.57		FEEDER HEIFERS	Med. & Lg. 1		
250	600-650	625	139.50-151.00	\$146.70 Calves	Head	Wt Range	Avg Wt	Price Range	Avg Price
431	650-700	674	145.00-156.00	\$149.76	32	300-350	327	162.50-176.00	\$170.64
97	650-700	679	138.00-144.50	· ·	148	350-400	377	154.00-169.00	\$160.85
13	700	664	146.00	\$146.00 Fleshy	187	400-450	428	146.00-162.00	\$153.61
297	700-750	730	146.00-152.25	\$148.07	10	400-450	417	162.00	\$162.00 Thin
51	700-750	720	130.00-142.00	\$135.47 Calves	466	450-500	476	138.00-156.50	\$146.97
20	700-750	716	141.00-144.50	\$143.78 Fleshy	367	500-550	528	135.50-152.75	\$142.84
509	750-800	772	144.00-152.25	\$147.26	568	550-600	577	131.00-146.50	\$139.24
140	800-850	823	144.00-146.00		172	600-650	620	131.00-139.50	\$136.59
15	800-850	802	141.00	\$141.00 Fleshy	95	600-650	626	127.00-133.50	\$130.18 Calves
256	850-900	876	138.00-143.50	\$141.77	166	650-700	673	130.50-141.75	\$137.75
88	900-950	922	138.75-141.00		75	650-700	675	124.00-134.00	\$128.04 Calves
30	950-1000	975	134.00-138.00		21	650-700	668	127.00-132.00	\$130.01 Fleshy
	FEEDER STEERS	Med. & Lg. 1-2			242	700-750	715	130.00-142.00	\$135.24
Head	Wt Range	Avg Wt	Price Range	Avg Price	40	750-800	761	134.50-136.25	\$135.78
20	250-300	293	170.00-192.50		14	750-800	755	131.00	\$131.00 Fleshy
15	300-350	332	178.00-190.00	\$180.98	73	800-850	816	127.00-134.25	\$132.09
84	350-400	379	165.00-177.50	\$174.24	97	850-900	881	126.00-133.25	\$131.16
16	350-400	361	176.00-177.50	\$176.92 Thin		FEEDER HEIFERS	Med. & Lg. 1-		
695	400-450	422	160.00-181.00	\$171.06	Head	Wt Range	Avg Wt	Price Range	Avg Price
50	400-450	442	172.50-176.00	\$175.34 Thin	38	250-300	271	147.50-168.00	\$156.57
213	450-500	480	151.00-173.00	\$162.02	44	300-350	337	150.00-161.00	\$154.92
25	450-500	463	175.00-177.00	\$176.03 Thin	25	300-350	323	160.00-163.00	\$160.59 Thin
294	500-550	524	145.00-170.00		104	350-400	364	142.00-160.00	\$151.68
14	500-550	536	160.50	\$160.50 Thin	17	350-400	376	154.00	\$154.00 Thin
10	500-550	508	163.00	\$163.00 Value Added	279	400-450	424	135.00-154.50	\$146.50
431	550-600	573	140.00-161.50		42	400-450	410	156.50-160.00	\$158.30 Thin
19	550-600	557	163.00	\$163.00 Thin	372	450-500	478	130.00-150.00	\$140.28
299	600-650	630	136.00-152.00	\$146.98	17	450-500	469	141.00	\$141.00 Thin
71	600-650	619	137.00-149.00		391	500-550	526	133.00-147.00	\$137.71

CONTINUED ON NEXT PAGE



BQA — driving more value to your bottom line

"At the Padlock Ranch, we select our management practices based on Beef Quality Assurance (BQA) guidelines, which give us a way to measure the job we're doing and create a product we can be proud of," says Wayne Fahsholtz, 2012 national BQA award winner.







Wayne Fahsholtz Padlock Ranch Ranchester, Wyo.



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
67	500-550	508	141.00-147.00	\$143.24 Thin	15	350-400	365	105.00-109.00	\$107.41
364	550-600	570	127.00-141.00	\$133.89	24	400-450	421	105.00-112.50	\$107.94
14	550-600	589	138.00	\$138.00 Thin	74	500-550	526	103.00-106.00	\$104.16
230	600-650	631	124.50-139.00	\$133.68	54	600-650	625	95.00-103.50	\$101.26
62	600-650	620	126.00-133.00	\$130.08 Calves	37	650-700	650	101.50	\$101.50
300	650-700	671	127.00-139.00	\$133.94	13	700-750	740	94.50	\$94.50
30	650-700	691	122.00-131.00	\$128.12 Calves	12	800-850	826	80.00-98.00	\$90.73
65	700-750	716	129.00-134.00	\$131.85					
88	750-800	767	125.00-136.00	\$131.88					
23	800-850	822	121.00-131.00	\$129.29					
26	850-900	872	121.50-132.50	\$130.62					

Special Value Added Feeder Cattle Report for 1/3/2013

Receipts: 6272 Year Ago: 4184

No recent Value Added sale for a price comparison. The last regular sale was over two weeks ago and closed with a higher trend. Comparable sales of steers and heifers were steady with the last measurable test. Demand good, supply heavy. Live Cattle and Feeder Cattle futures close with double and triple digit gains with Corn contracts trading lower. The weather remains cold and dry, making it ideal for feeding, gathering or marketing cattle. The offering consisted of weaned, vaccinated calves with load lots and multiple load lots of yearlings along with smaller drafts of cattle. Several were Source and Aged identified. The feeder supply included 67 percent steers, 33 percent heifers, with 68 percent over 600 lbs.

Feeder Steers: Medium and Large 1 370-400 lbs 183.00-184.00; 475-500 lbs 166.00-174.00; 520-600 lbs 158.00-167.00, lot thin 174.00; 600-700 lbs 147.00-165.25; 700-800 lbs 145.00-151.00, fleshy 144.00-145.00; 800-900 lbs 140.00-147.25; lot 982 lbs 136.50. Medium and Large 1-2 400-500 lbs 161.00-174.00; 500-600 lbs 153.00-170.00; 600-700 lbs 144.00-157.50; 700-800 lbs 142.00-149.50; 800-875 lbs 141.75-145.00; lot 948 lbs 137.50. Medium and Large 2 pkg 655 lbs 142.00; pkg 894 lbs 131.00. Large 1 lot 470 lbs 173.00; 600-700 lbs 142.00-157.00; pkg 831 lbs 142.00; lot 914 lbs 143.50. Medium 1 pkg 552 lbs 155.00.Medium 3 pkg 746 lbs 117.50.

Feeder Heifers: Medium and Large 1 pkg 353 lbs 169.00; 400-500 lbs 150.00-164.00; 500-600 lbs 137.00-148.00; 600-700 lbs 136.00-146.00; 700-800 lbs 135.00-142.50; lot 822 lbs 134.00. **Medium and Large 1-2** pkg 341 lbs 167.00; 430-500 lbs 144.00-160.00; 500-600 lbs 133.00-147.00, pkg 542 lbs replacements 153.00; 600-700 lbs 131.00-142.00; 700-800 lbs 131.00-137.85; 800-850 lbs 131.00-133.00; lot 994 lbs 124.00. **Large 1** pkg 444 lbs 157.00; 500-600 lbs 137.00-145.00; pkg 697 lbs 132.00; lot 914 lbs 125.00. **Medium 1-2** pkg 715 lbs 130.00.

Video Special

Jan. 3, 2013 • Total Video Receipts: 3786

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

Date:	South Central	States:	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						

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

Jasper County Beef Producers

(Missouri Cattlemen's Association)

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7 p.m. | Jan. 17, 2013

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Antibiotic

100 mg of tulathromycin/mL

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

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

INDICATIONS

Beef and Non-lactating Dairy Cattle

BRD - DRAXIN Injectable Solution is indicated for the treatment of bovine respiratory disease (BRD) associated with Mannheimia haemolytica, Pasteurella multocida, Histophilus somni, and Mycoplasma bovis; and for the control of respiratory disease in cattle at high risk of developing BRD associated with Mannheimia haemolytica, Pasteurella multocida, Histophilus somni, and Mycoplasma bovis.

IBK - DRAXXIN Injectable Solution is indicated for the treatment of infectious bovine keratoconjunctivitis (IBK) associated

Foot Rot - DRAXXIN Injectable Solution is indicated for the treatment of bovine foot rot (interdigital necrobacillosis) associated

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

DOSAGE AND ADMINISTRATION

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

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

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

WARNINGS

FOR USE IN ANIMALS ONLY. NOT FOR HUMAN USE.

KEEP OUT OF REACH OF CHILDREN. NOT FOR USE IN CHICKENS OR TURKEYS.

RESIDUE WARNINGS

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

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

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

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

ADVERSE REACTIONS

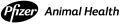
In one field study, two calves treated with DRAXXIN at 2.5 mg/kg BW exhibited transient hypersalivation. One of these calves also exhibited transient dyspnea, which may have been related to pneumonia.

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

STORAGE CONDITIONS

DRAXXIN Injectable Solution is available in the following package sizes: 50 mL vial, 100 mL vial, 250 mL vial, 500 mL vial U.S. Patents: See US 6,329,345; US 6,420,536; US 6,514,945; US 6,583,274; US 6,777,393 NADA 141-244, Approved by FDA

Distributed by: Division of Pfizer Inc, NY, NY 10017



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

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

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417.743.2642 (answering machine)

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If your antimicrobial isn't getting results, then it's not pulling its weight. By providing long-lasting treatment and control of all four major BRD pathogens — including Mycoplasma bovis — only DRAXXIN® (tulathromycin) Injectable Solution has been shown to lower chronics and mortalities by more than two-thirds, and cut your re-treats by half.* Add some bulk to your bottom line. Talk to your veterinarian or go to draxxin.com/value

> (tulathromycin) **Injectable Solution**

Important Safety Information: Do not use in calves to be processed for yeal. A pre-slaughter withdrawal time has not been determined for pre-ruminating calves. Effects on reproductive performance, pregnancy and lactation have not been determined. DRAXXIN has a pre-slaughter withdrawal time of 18 days.

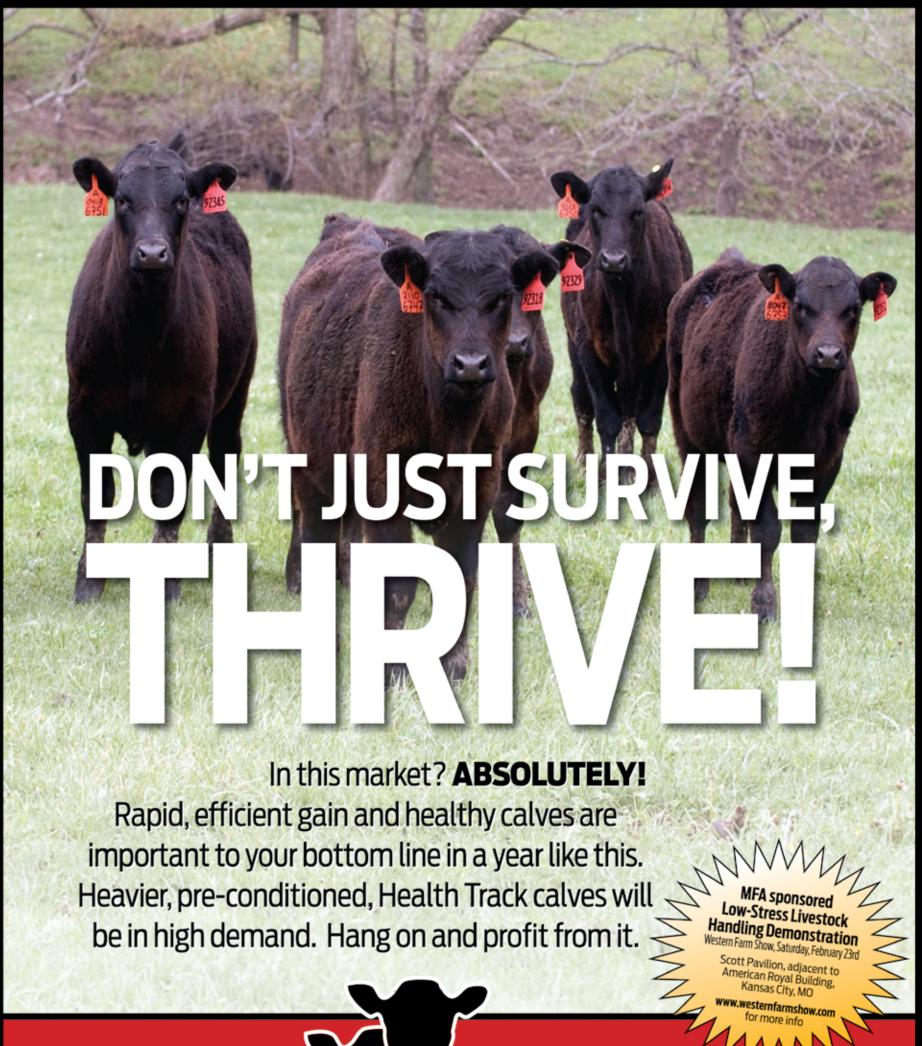
*Relative risk reduction (RRR) calculations based on an aggregate analysis of 11 studies. BRD RRR = 53.6% (95% Confidence Interval = 45.1-62.2%); with a 28-day observation 54.7-90.5%); with a 28-day observation period. Pfizer Animal Health. Technical Bulletin Nos. DRX05019, period. Chronics/mortalities RRR = 72.6% (95% Confidence Interval = 54.7-90.5° DRX05020, DRX05021, DRX07033, New York: Pfizer Animal Health, 2005-2007.

Pizer Animal Health

On your phone, use the Barcode Scanner app to scan this code and watch a video about Shelia Karges'

operation.

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