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CATTLEMENS NEWS



JANUARY 2014
Volume 17 | Issue 6



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VIEW FROM THE BLOCK

Our Jan. 2 Value Added Sale was sure a barn-burner! The market was about \$5 to \$10 higher overall. The yearling cattle were between \$4 and \$5 higher while grazing-type cattle, steers weighing 600 lbs. sold in the 90s if they were thin-fleshed. The market is just on fire!

We've had some pretty tough weather in recent weeks and one of the most important things you can do if you are selling cattle is to market them on a nice day, especially where those cattle might be going. As long as the weather is decent in places like Kansas, Nebraska and Colorado where the cattle are headed, it won't affect them much. But when those areas have bad weather, you don't want to send your cattle there.

The market is good and you might ask how high can it get? I don't know. A lot of it depends on how much corn prices keep going down. If you have some cattle that you're ready to sell, it's sure a pretty good time to do so. Five-weight steers are bringing \$2 and higher while 6-weight steers will sell for \$1.75 to \$1.90. If you holding them for a better market you might be kidding yourself. I do hope the market gets better, but when we're already at all-time highs, there could be something that comes along and slows it down. Take advantage of the situation right now.

We'll be having a special replacement cow sale on Jan. 18.



The stock cows are in demand and everybody wants to buy some of them. And, rightfully so as the young replacement females really have some value right now and are hard to come by. We could have three to five years here, if the droughts are behind us, where this cow market could be awfully good.

With this issue, we embark on a brand new year. I'm bullish on the market for the year ahead, but I'm also cautiously optimistic. I hope the market continues to climb higher, but there could still be something that will come along and set us back. If something looks too good to be true, so far in my lifetime it has been. I think there is a tremendous amount of opportunity out there right now in the cattle industry. We need to capitalize on those opportunities but at the same time be careful because the chances are better that the market will go down since we are already at all-time high prices.

Let the good times roll! Good luck and God bless!

Jackie

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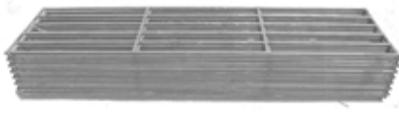


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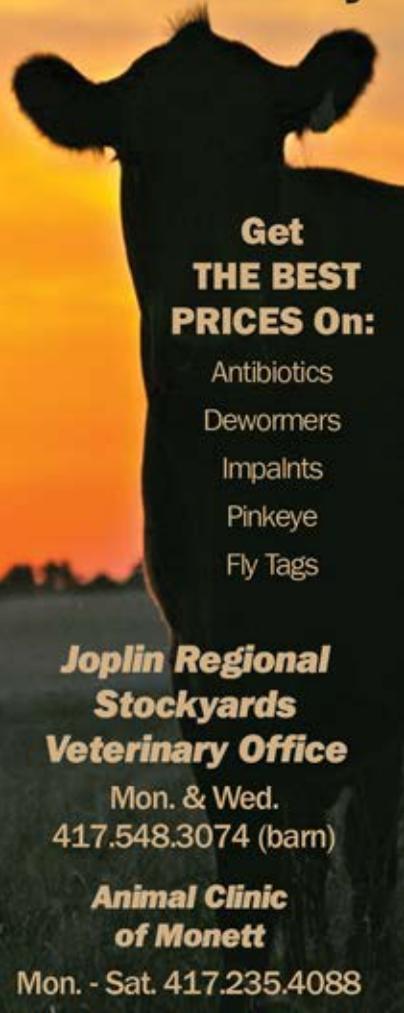
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BEEF IN BRIEF

Richard Fordyce Named Missouri Director of Agriculture

Gov. Jay Nixon has named Richard Fordyce, of Bethany, as the new director of the Missouri Department of Agriculture. Fordyce and his wife, Renee, grow soybeans and corn as well as raise beef cattle on the family farm in Harrison County. Since 2008, he also has served as chairman of the Missouri State Soil & Water Districts Commission.

Fordyce received the 2012 Soil Conservationist of the Year award from the Conservation Federation of Missouri. He has held leadership positions with the Harrison County Farm Bureau, including serving as its president from 1993 to 2010, and has been involved on various boards and committees of the Missouri Farm Bureau and the American Farm Bureau Federation.

—Source: Missouri Governor's Office Release.

Soybean Yields Good Despite Weather Challenges

2013 soybean yields were good, a testimony to the resilience of the state's top row crop. Heavy precipitation and isolated flooding in spring delayed planting. Then the spigot dried up during crucial growth periods.

The Division of Plant Sciences in the University of Missouri's College of Agriculture, Food and Natural Resources recently released results of the 2013 Variety Testing Program. Since 1973, seed companies and organizations have selected several of their best varieties for evaluation at farmer-owned fields and MU test plots throughout the state. Experienced MU researchers use scientific principles and procedures to provide unbiased information to farmers and others.

The southwestern Missouri region along the U.S. Highway 71 corridor reported some of the state's lowest yields. An unusually large amount of spring precipitation and flooding pushed back planting dates and caused poor stands before drought took its toll. The test plot at Harrisonville produced 35 bushels per acre; 52 bushels per acre were recorded at Nevada's irrigated farm.

—Source: University of Missouri Extension

Register for NCBA Cattlemen's College

Celebrating its 21st year, the National Cattlemen's Beef Association's (NCBA) Cattlemen's College has established a reputation as one of the most thorough cattle producer education programs in the nation. Sponsored by Zoetis Animal Health, the 2014 edition of Cattlemen's College offers a wide range of informative, hands-on educational workshops designed for cattle operations of every size and sector.

The program will be held Feb. 3-4, 2014, in Nashville, Tenn., headlining the first day of activities at the 2014 Cattle Industry Convention and NCBA Trade Show. Early registration for Cattlemen's College and the convention ends Jan. 10, 2014.

Cattlemen's College workshops include an outstanding lineup of industry experts during the course of two jam-packed days.

"Cattlemen's College gives producers an opportunity to hear from some of the leading experts in topics that impact their cattle operations every day, as well as the chance to interact with those experts and ask questions," said NCBA Executive Director of Producer Education John Paterson. "Many of the presenters are legends in the beef industry, and the wide variety of classes offers something for every producer. We highly encourage cattlemen and women to take advantage of this informative and educational program."

Registration for Cattlemen's College includes all classes along with lunch on Feb. 4. This schedule allows cattlemen to attend up to five 45-minute workshops.

Cattlemen's College registration information, as well as a complete schedule for the 2014 Cattle Industry Convention and NCBA Trade Show are available at www.beefusa.org.

—Source: NCBA Release.



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

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Record and Hay Resolutions

Consider simplifying record-keeping, cut hay earlier

Story By Justin Sexten for *Cattlemen's News*



By now the winter hay feeding and spring calving season are in full swing. This month we will consider some simple record keeping and nutritional evaluation methods.

Record keeping is not only boring, but also often viewed as a chore not worth pursuing. If no decisions are going to be made from the records kept, then don't bother keeping them. However, if you plan to make selection and management decisions from the records, then there are a few metrics worth tracking.

Body condition score (BCS) is the single most important data point a cow calf operator can collect. BCS at calving indicates the gestational nutrition level the calf was exposed to and represents the best in-

dicator of whether a cow will rebreed. Calving BCS also allows you to track the cow's calving date without additional effort. Calving BCS and date are key metrics to diagnosing solutions to rebreeding problems later in the season.

When considering additional records to keep, consider factors contributing to rebreeding problems such as calving difficulty. Dystocia or calving difficulty contributes to increased post-partum interval and with a controlled breeding season will result in cows failing to rebreed despite adequate BCS and early calving date. Dystocia records can also be used to evaluate herd sire's calving ease accuracy.

Using just these three records on every cow, veterinarians,

nutritionists and producers alike can begin to evaluate what may have contributed to reproductive failures. This information cannot be found later so collecting at calving is critical to solving future problems.

While not helpful in diagnosing reproductive failure, tracking calf loss reasons and timing is another useful data point to evaluate calving management while assisting when making culling decisions. Cows failing to wean a calf are immediate culling candidates, however records indicating when and why a cow lost a calf may prove useful when replacement heifer costs are high and a pregnant cow fails to wean a calf.

Hay feeding season is an opportunity to evaluate forage quality on a regular basis. Forage testing is a quantitative quality measure in which hay nutrient supplies can be evaluated relative to animal requirements. Testing hay lots by taking a representative sample of different forages allows producers to match forage supply and demand by feeding quality forage during late gestation and poorer forages during lactation when dry matter intake increases and is less limited by physical space.

One method to evaluate forage quality in the field is manure pile monitoring. Manure that stacks up like a wedding cake indicates high fiber, poor quality forage. This simple forage quality indicator will help producers determine if intake is being limited in late gestation cows. As cows near calving dry matter intake declines due to reduced rumen space, as fluids, placenta and calf growth reduces the cow's ability to consume adequate forage when quality is poor. When cows are not in ade-

CONTINUED ON PAGE 9

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E. Coli in Beef Study Progresses

K-State researchers say work is "ground-breaking"

From Our Staff

Less than two years into a five-year study focused on prevention of Shiga toxin-producing E. coli in beef, researchers at Kansas State University and elsewhere are making progress on several fronts, according to Randy Phebus, K-State professor of animal sciences and industry.

"We've already done some beneficial research," said Phebus, who added that scientists are working closely with industry production and processing partners because it's important to study the problem in real-life settings.

The \$25 million effort announced two years ago includes more than 50 collaborators across the country, including 14 universities and government agencies. Seventeen K-State scientists are working with the lead institution, the University of Nebraska, and others on a multi-pronged approach aimed at reducing the occurrence and public health risks from Shiga toxin-producing Escherichia coli (STEC). This group of bacteria is a serious threat to the safety of the food supply, causing more than 265,000 infections in the United States each year. Eating contaminated food or direct contact with fecal matter from infected cattle and other ruminants causes most of these illnesses.

"I think this is really ground-breaking work that we're doing," Phebus said. "It's work that hasn't really been done elsewhere just because of the scope of it."

K-State's role

The part of the study K-State is focused on has several objectives, said Phebus who is the lead K-State researcher on the effort.

Objective 1 involves improving detection capabilities. "There are over 200 strains of STEC, but we're looking at the eight strains that USDA considers adulterants in raw beef and ground beef," he said.

Objective 2 has a team studying the biology and ecology of these organisms in the beef production environment. "Where do they hang out?" said Phebus. "What makes cattle become positive (for STEC)? How does it get transmitted to the meat?"

Objective 3 is the portion that Phebus leads directly. "This team is examining intervention technologies where researchers are looking at anything pre-harvest, post-harvest and even at the consumer level where we can control E. coli using current technologies such as lactic or peracetic acid washing of carcasses," he said. "The issue is that we don't know how well these technologies that the industry's already using work against

these new strains of E. coli. We have a better understanding of how they work against E. coli O157:H7, another potent STEC strain that scientists have been studying for several years. Plus we're working on developing new antimicrobial technologies."

Objective 4 involves what the team calls quantitative microbial risk assessment, Phebus said, which includes gathering all of the data coming out of the various research efforts plus data from other studies "so we can quantify and predict how well certain strategies work versus others."

Objective 5 is all encompassing and involves the outreach component, he said. Through educational modules, presentations, publications and other methods, the researchers will inform and educate the public, including beef producers and processors, about the findings of the various studies.

CONTINUED ON PAGE 20




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Get Control of Calf Scours

Recognize signs for successful treatment

Story by Dr. Dan Thomson & Dr. Chris Reinhardt for *Cattlemen's News*

As we head into calving season, we are always challenged with keeping our profitability alive by decreasing calf scours. There are two reasons why an animal gets sick: 1) an overwhelming dose of a pathogen; and 2) a suppressed immune system. Both are equally important in preventing disease in these fragile, young calves through decreasing exposure to the pathogens and preventing stress in the calves.

Calf scour prevention starts with colostrum intake of the calves within the first 12 hours after birth. If a calf is born too weak or a cow/heifer is not claiming the calf and subsequently not letting it suckle, you need to intervene. Sometimes you must restrain the cow or heifer to allow the calf the opportunity to suckle. Other options can be to collect

the colostrum from the cow or use stored colostrum from another cow that lost her calf and feed it to the calf. There are some excellent colostrum supplements and replacers on the market that can be utilized. The key to colostrum is time. The calf should receive colostrum within the first 12 hours of life.

If a cow or heifer calves in poor body condition, she will produce much less colostrum for the calf, and the immunological and nutritional value of the colostrum will be poorer. Strive for your cows and heifers to be in a condition score 5 at the time of calving; a condition score 5 is indicated by the outline of two to three ribs apparent before the morning feeding. If you can easily see the outline of four or more ribs first



thing in the morning, that cow needs some extra groceries.

Many pathogens (E. coli, Salmonella and others) are transmitted to calves through fecal matter being ingested by the calf. The fecal matter many times can be on the cow's udder or through the curious calf suckling on things in the environment. Keeping the area where calves and cows are living as dry as possible is very important to prevent fecal contamination on cow udders and in the environment that the calves are living. Keeping calves warm through wind breaks and shelter is also important in helping to maintain a strong immune system.

As cattle live in an area, they are the reservoir for depositing scours-causing pathogens into the environment. Calving systems that move animals to provide cleaner environments can be possible if producers have enough space and fencing. When we used to care for our cows during calving season, I remember taking the cow/calf pairs after the calf was doing well and kicking them out of the calving area onto our larger pastures. This was a consistent approach by many cattlemen. However, we learned that the younger calves are more susceptible to disease. Therefore, we needed to leave the cow/calf pairs in the same environment and move the cows/heifers that haven't calved to a clean environment to prevent contamination for the newborn calves. Colostrum management combined with providing the calf with a clean, warm, sheltered environment will help get these babies off to a good start.

Although we work hard, calves will still succumb to

CONTINUED ON NEXT PAGE

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scours. Recognizing calf scours and clinical signs are important to successful treatment. I recommend that producers work with their local veterinarian to understand the clinical signs of calf scours, therapies available, and when to get their veterinarian involved in the treatment of the sick calves. Dehydration is a concern with calf scours. Calves do not start to show dehydration signs until they lose 5 percent of their body weight in fluid loss. Dehydration is characterized by skin tenting not returning to previous position, sunken eyes, and weakness. Correcting the dehydration with oral fluids and electrolyte replacement in sick calves is of the utmost importance. Fluids should be fed every 4 to 6 hours to keep calves hydrated. Antibiotics that are labeled, or not prohibited, can be utilized in the case of some bacterial scours infections. Getting an accurate diagnosis for the cause of the calf scours and consultation of your veterinarian can help you determine the most appropriate antibiotic and treatment program. Some antibiotics on the market are prohibited for treatment of calf scours and should not be utilized.

Calf scours is a deadly syndrome that can rob a producer of his/her profitability through calf morbidity and mortality. Prevention is the key. Producers should provide quality colostrum at the earliest possible time in the calf's life if the calf is not able to naturally acquire the colostrum from the cow or heifer. At 12 hours old, the calf's ability to absorb colostrum decreases dramatically. We should always strive to provide a dry, warm environment for the newborn calves and implement a rotational calving system if the land and fencing allow. Before the calving season, get with your veterinarian to develop a game plan and ask about new technology that is on the market to help manage or treat calf scours. Like most health issues, calf scours can not be managed with a bottle and nothing replaces good animal husbandry.

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

quate condition prior to calving, reduced dry matter intake is challenging.

Interval feeding high quality forage is one way to improve poor quality forage utilization with existing feeding infrastructure. Conceptually interval feeding is supplying adequate nutrients for a given time period. An example of this type of feeding system is feeding high quality forages one day followed by two days of poor quality forage. Interval feeding takes advantage of the ruminant's ability to recycle nutrients during marginal nutrition periods.

Using an interval feeding model also allows producers to minimize high quality forage handling and storage facilities while using less expensive poor quality forages. Stacked manure piles serve as a reminder for early season hay harvest to improve forage quality. Despite these numerous reminders to improve forage harvest management, poor quality forage is still harvested, stored and fed to beef cows.

For those still looking for 2014 resolutions, consider simplifying herd records and plan to cut hay earlier this spring.

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

Atzenweiler Set to Retire

Missouri Beef Cattlemen founder steps down

Story by Joann Pipkin, Cattlemen's News Editor

The creator and former publisher of *Missouri Beef Cattleman* magazine has retired, effective Dec. 31.

Seeing the need for a beef business publication in Missouri, Larry Atzenweiler published in June 1971 the first issue of *Missouri Beef Cattleman*. Shortly afterward, the *Missouri Beef Cattleman* was named the official publication of the Missouri Cattlemen's Association.

Larry was also an early member of the National Agri-Marketing Association, and he sold advertising for their annual membership directory in addition to producing the publication. He was one of the founders and served two terms as the first president of the International Agri-Business Club.

Larry's various achievements include the Missouri Cattlemen's Association Beef Industry Award and an honorary membership of the Ag Alumni Organization of the University of Missouri. He is a member of the livestock committee of the American Royal and has served as a Governor. Larry served on the Livestock Publications Council board from 1978 to 1981, and was inducted into the Hall of Fame in 2007.

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NEXT GENERATION

Address the Right Issues in Your Legacy Plan

Be proactive in planning, strategy

Story by Darren Frye for Cattleman's News

What's on your mind this winter? Your answer might depend on where you're at in your farming career. If you're toward the latter half or so of your career, you probably have some different concerns than those who are closer to the start.

A big concern for those later in their farming career is what to do when it's time to transfer the operation to the next generation. It's going to take a clear, written plan for the transfer to occur successfully. That will make the difference between those who are able to transfer the whole operation to the next generation and those that struggle or even who have to sell off assets to pay the tax bill.

We recently talked with a farmer in his 70s. He said he wants to retire soon and transfer the operation to his farming sons. He's done very well in his farming career; he owns the majority of his assets outright and owes very little. He's built his operation in a very responsible way and wants to pass that legacy on to his sons.

He thought the transition of his operation would go smoothly because of the relatively small percentage of debt on it. His plan was to purchase enough life insurance to cover what he still owes. He thought that would give his sons the best opportunity to continue to grow the operation.



So he was surprised to learn that he's actually going to have an estate tax problem or, actually, that his sons would get a substantial tax bill if he were to pass away now. He said he hadn't realized that. Even with the current estate tax exemption, quite a bit will still be left exposed.

This winter, he wants to take a closer look at his situation and make some plans to address it. He'll be meeting with one of our legacy advisors to get a plan in place. A legacy advisor works with your accountant and attorney to figure out a plan that makes sense for you and your operation. They dive deep into your particular situation and create a targeted strategy to address the heart of the problem.

Legacy advisors are skilled at handling the emotional conversations that crop up around these plans. They guide farm families through the talks and discussions that need to occur. They facilitate family decision-making around what the future of the operation will look like. An advisor helps you navigate what can otherwise become stumbling blocks or, in some cases, complete roadblocks to an effective plan.

In the situation I told you about, the farmer thought he was taking proactive action around his estate plan by buying more life insurance. But with all the assets he owns, that additional life insurance was like putting a band-aid on a broken arm. Sure, you're taking action, but it doesn't fix the real problem.

Think of it this way: If you're going to attempt to climb a mountain for the first time, you want an experienced guide, who has climbed that same mountain before, alongside you for the journey. That's

CONTINUED ON PAGE 20

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HELPING HANDS

Conservation Stewardship Program Applications Due

Popular Farm Bill program seeks producer participation

From USDA

The U.S. Department of Agriculture's Natural Resources Conservation Service (NRCS) is opening the Conservation Stewardship Program (CSP) for new enrollments for federal fiscal year 2014. From now through Jan. 17, 2014, producers interested in participating in the program can submit applications to NRCS.

The program emphasizes conservation performance — producers earn higher payments for higher performance. In CSP, producers install conservation enhancements to make positive changes in soil quality, soil erosion, water quality, water quantity, air quality, plant resources, animal resources and energy.

Some popular enhancements used by farmers and ranchers include:

- Using new nozzles that reduce the drift of pesticides, lowering input costs and making sure pesticides are used where they are most needed;
- Modifying water facilities to prevent bats and bird species from being trapped;
- Burning patches of land, mimicking prairie fires to enhance wildlife habitat; and
- Rotating feeding areas and monitoring key grazing areas to improve grazing management.

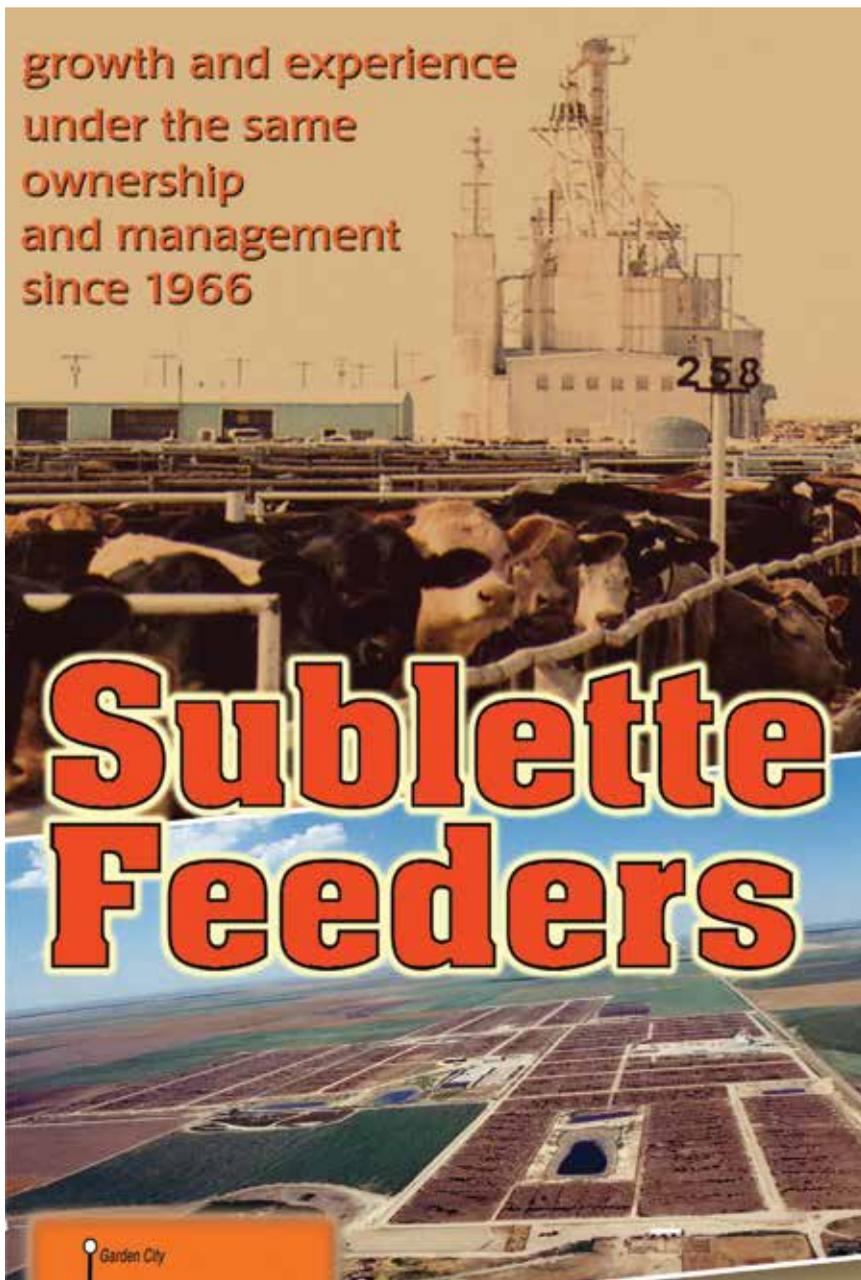
Producers can enroll in CSP through January 17th to be eligible during the 2014 federal fiscal year. While local NRCS offices accept CSP applications year round, NRCS evaluates applications during announced ranking periods.

A CSP self-screening checklist is available to help producers determine if the program is suitable for their operation. The checklist highlights basic information about CSP eligibility requirements, stewardship threshold requirements and payment types.

Additional information on CSP can be found on the web at www.nrcs.usda.gov or by visiting your local NRCS office.

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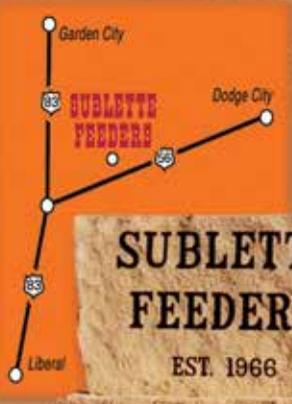
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Good, Bad, Ugly: Opportunity Still Plentiful for Cattle Industry

Herd rebuilding takes time

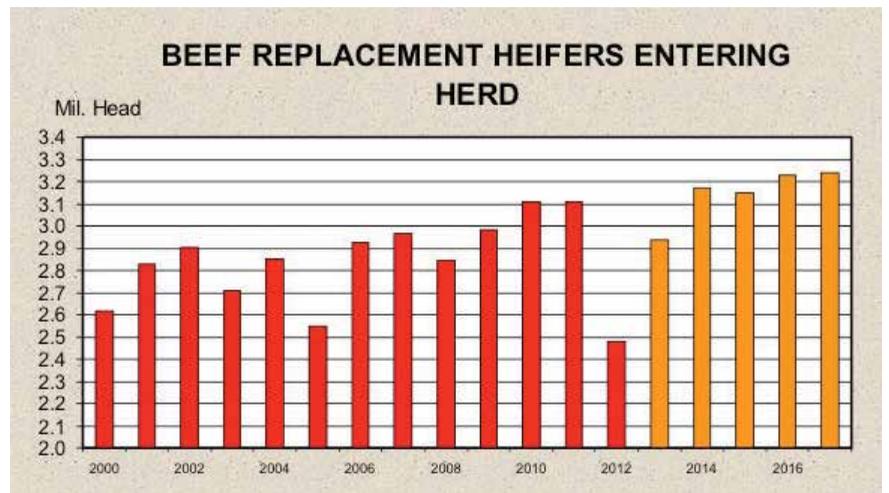
By Samantha Warner for *Cattlemen's News*

The good, the bad, and the ugly are good ways to explain the American cattle industry right now. The industry is in a situation never before seen. The ugly weather and economic factors over the last several years have caused the U.S. cattle herd numbers to

drop dramatically. The good news is this leaves wide open opportunities for producers, especially cow-calf producers.

A series of unfortunate events

At the beginning of 2013 cattle numbers were at 89.3 million



Livestock Marketing Information Center.
Data Source: USDA-NASS and Calculation by Derrell Peel

head. According to Derrell Peel, Oklahoma State University agricultural economics professor, that was the smallest U.S. cattle inventory since 1952.

“In particular where we are right now is a function of this last 17 year period where we’ve gotten smaller 15 out of those 17 years,” Peel said.

Peel went on to say the cattle industry has natural cycles of expansion and liquidation, but 10 or 11 of the last 15 years of liquidation have not been due to the cattle cycle.

“We tend to expand for four or five years and then liquidate for four or five years,” Peel said. “Historically there’s been a 10 or 11 year cycle of ups and downs in inventory, but then what happened is we had drought that caused liquidation.”

Peel believes the cattle cycle had barely started to rebuild in 2007 when feed markets changed dramatically, and then the 2008-2009 recession impacted beef demand. The severe drought across the country in 2011-2013 has been the latest factor to squeeze the herd size.

“The bottom line is we’re significantly smaller than we intended to ever be,” Peel said.

The rebuilding process

Peel says diminishing drought conditions and market performance indicate the rebuilding process has started.

“What I expect to happen then is if the drought conditions continue to moderate we’re not out of the woods yet, but we’re certainly in the best shape we’ve been in a while,” Peel said.

However, he was quick to add the rebuilding process will take time, and beef supplies will get smaller before they level off.

“Bovine biology is slow and more importantly it’s one at a time,” Peel said. “Unlike the pig industry, you save one heifer and it has two impacts in the market in the short run. You make a limited supply even smaller in the short run because you’re investing in future production.”

Peel said to expand, producers will have to “change both ends of the cow herd.” Not only will producers be adding heifers to the herd, they will cut back on the “amount of discretionary culling.” Producers will be holding on to those cows that are older but might have one or two more calves in them. He estimates 19 percent of all heifers born could be added back into the herd in 2014.

Managing production

There is a great opportunity for producers to invest in the future cow herd, but high prices call for careful management practices.

According to a Livestock Marketing Information Center (LMIC) fact sheet, “Record keeping and planning is an important management function for any business, particularly for one as unpredictable as the cow-calf business. However, good record keeping and planning will not lead to improved profits unless the records are used to identify management opportunities and cost savings. Knowing cost of production is a critical aspect of a marketing plan.”

Peel said, “The revenue side of profits will be there for the

CONTINUED ON PAGE 14

Brief Summary of Full Prescribing Information



Draxxin
(tulathromycin)
Injectable Solution

Antibiotic
100 mg of tulathromycin/mL

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

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

INDICATIONS
Beef and Non-lactating Dairy Cattle
BRD – DRAXXIN Injectable Solution is indicated for the treatment of bovine respiratory disease (BRD) associated with *Mannheimia haemolytica*, *Pasteurella multocida*, *Histophilus somni*, and *Mycoplasma bovis*; and for the control of respiratory disease in cattle at high risk of developing BRD associated with *Mannheimia haemolytica*, *Pasteurella multocida*, *Histophilus somni*, and *Mycoplasma bovis*.
IBK – DRAXXIN Injectable Solution is indicated for the treatment of infectious bovine keratoconjunctivitis (IBK) associated with *Moraxella bovis*.
Foot Rot – DRAXXIN Injectable Solution is indicated for the treatment of bovine foot rot (interdigital necrobacillosis) associated with *Fusobacterium necrophorum* and *Porphyromonas levis*.

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

DOSE AND ADMINISTRATION
Cattle
Inject subcutaneously as a single dose in the neck at a dosage of 2.5 mg/kg (1.1 mL/100 lb) body weight (BW). Do not inject more than 10 mL per injection site.
Swine
Inject intramuscularly as a single dose in the neck at a dosage of 2.5 mg/kg (0.25 mL/22 lb) BW. Do not inject more than 2.5 mL per injection site.

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

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

RESIDUE WARNINGS
Cattle
Cattle intended for human consumption must not be slaughtered within 18 days from the last treatment. Do not use in female dairy cattle 20 months of age or older. A withdrawal period has not been established for this product in pre-ruminating calves. Do not use in calves to be processed for veal.
Swine
Swine intended for human consumption must not be slaughtered within 5 days from the last treatment.

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

ADVERSE REACTIONS
Cattle
In one BRD field study, two calves treated with DRAXXIN at 2.5 mg/kg BW exhibited transient hypersalivation. One of these calves also exhibited transient dyspnea, which may have been related to pneumonia.
Swine
In one field study, one out of 40 pigs treated with DRAXXIN at 2.5 mg/kg BW exhibited mild salivation that resolved in less than four hours.

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

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

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

For more details, please see full prescribing information.

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Proper Planning, Nutrition

Deliver Successful Calving Season

Mineral supplements play key role in cow nutrition

Story By Joann Pipkin, Editor

With a new year, many cattlemen are gearing up for calving season again. As D-day fast approaches, though, do you have a plan in place to ensure both healthy cows and calves?

“Develop a plan of what to do, when to do, who to call if there are problems and how you know if there is a problem,” advises Patrick Davis, regional livestock specialist, University of Missouri Extension.

“Write (your plan) down and post in convenient places,” Davis says. “Get input from your veterinarian when developing this plan.”

And, don’t forget about planning for those rare instances at calving time either. “You want to make sure that you plan for that calf that comes on an extremely cold day. Have a plan and equipment in place in case that calf needs extra colostrum or electrolytes,” Davis states.

Cows should be in body condition score 5 or greater, Davis says, as this ensures proper fetal development and that the calf has a strong immune system, helping it to fight off sickness and other causes of early mortality.

“Also, a cow at this body condition score or greater has colostrum with higher immunoglobulins, which gives the calf a greater level of health protection,” Davis explains. He also recommends making sure the cow is up to date on vaccinations so that she passes the proper immunity on to her calf. “Consult a veterinarian for proper vaccination protocol.”

Dr. Ted Dahlstrom, Animal Clinic, Monett, Mo., notes that if scours have been a problem in the past, you should consider immunizing cows with a scour vaccine prior to calving.

Aside from vaccinations, Dahlstrom says nutrition is the number one key to managing cows ahead of winter/spring calving. “Just because you have the best facilities, or the best genetics, if you don’t feed the cows you are sacrificing their full potential of delivering a healthy, vigorous calf.”

Dahlstrom goes on to say that especially with the weather we’ve been experiencing he doesn’t feel that you can overfeed a cow. “She will actually burn up a lot of calories just

REBUILDING | CONTINUED FROM PAGE 12

foreseeable future in terms of the calves selling. What you’ve got to worry about is the cost side.”

“One of the best tools for evaluating cow costs is the enterprise budget,” LMIC said. The enterprise budget can be thought of as an expanded version of the cow-calf profit formula.”

$$\text{Profit or loss} = [((\% \text{calf crop} \times \text{weaning weight}) \times \text{price}) + ((\% \text{cull livestock sales} \times \text{weight}) \times \text{price})] - \text{costs per cow}$$

“First of all manage production,” Peel said. “Things like death loss cost a whole lot more when these calves are worth a thousand bucks.”

trying to stay warm in wet winter conditions.”

Quality forage is a must for calving cows, and Dahlstrom says a balanced, free-choice mineral and adequate water shouldn’t be overlooked either.

“Check water sources in extreme weather conditions at least twice a day,” he recommends. “Cows don’t tend to be very patient, and if you chop a little hole in the ice for them to drink from, sometimes I think cows will leave the water source before they get a drink because they get tired of standing in line.”

Commodity feeds can be an inexpensive feed source for third gestation cows during the winter, Dahlstrom says. Soy hulls, either fed alone or mixed with distillers grains are a good option. “As long as it’s cold, you can go with 1/3 corn, 1/3 distillers, and 1/3 soy hulls,” he explains. “Once we get past all the cold weather, you may want to back off of the corn some.”

Davis encourages cattlemen to know the quality of their feed and how that matches cow requirements to see if additional supplementation is required. “If you need to supplement to meet requirements, it is important to sort cattle based on their nutrition needs and feed them accordingly,” he notes. This will allow you to more efficiently utilize feed resources,

Peel said in managing costs, producers may have to be prepared to do things differently. One example he gave was in hay usage.

“I’ve got data that shows, for example, we probably produce about a ton to a ton and a half more hay per cow than we did 30 or 40 years ago. So, if it’s worth \$70, \$80, \$100 a ton, that’s how much per cow you could be saving,” Peel said.

Big Picture

“Ultimately, how big do we need to be? I don’t know that yet,” Peel says. “I think we’ve got to recover from the drought. That takes three or four years and then we look at where we are with domestic beef demand, international demand. We probably need to be bigger than that so I think we grow for the rest of the decade probably.”

and therefore have opportunity for cutting costs.

For example, Davis says first calf cows will have different nutritional requirements than mature cows, and should therefore be fed separately. Thin cows that need to gain condition have different nutritional requirements than cows in adequate condition that only need to maintain flesh and those should also be fed separately.

“If byproducts are cheaper on an energy or protein basis than typical feedstuffs, try to incorporate them into the ration to decrease costs,” Davis recommends.

Mineral needs change sometimes after calving, Dahlstrom notes, in order to get the reproductive tract back in shape and get the cows cycling prior to breeding season. “An inexpensive salt mix likely won’t do the trick,” he says.

Dahlstrom says lower quality forage can be utilized as bedding, providing cows and calves a dry area to rest off of the often wet, cold ground.

The bottom line for calving cows in cold weather is to plan ahead and not sacrifice nutrition. “If you can keep a ready source of energy available,” Dahlstrom concludes, “the cows will perform and do their job.”

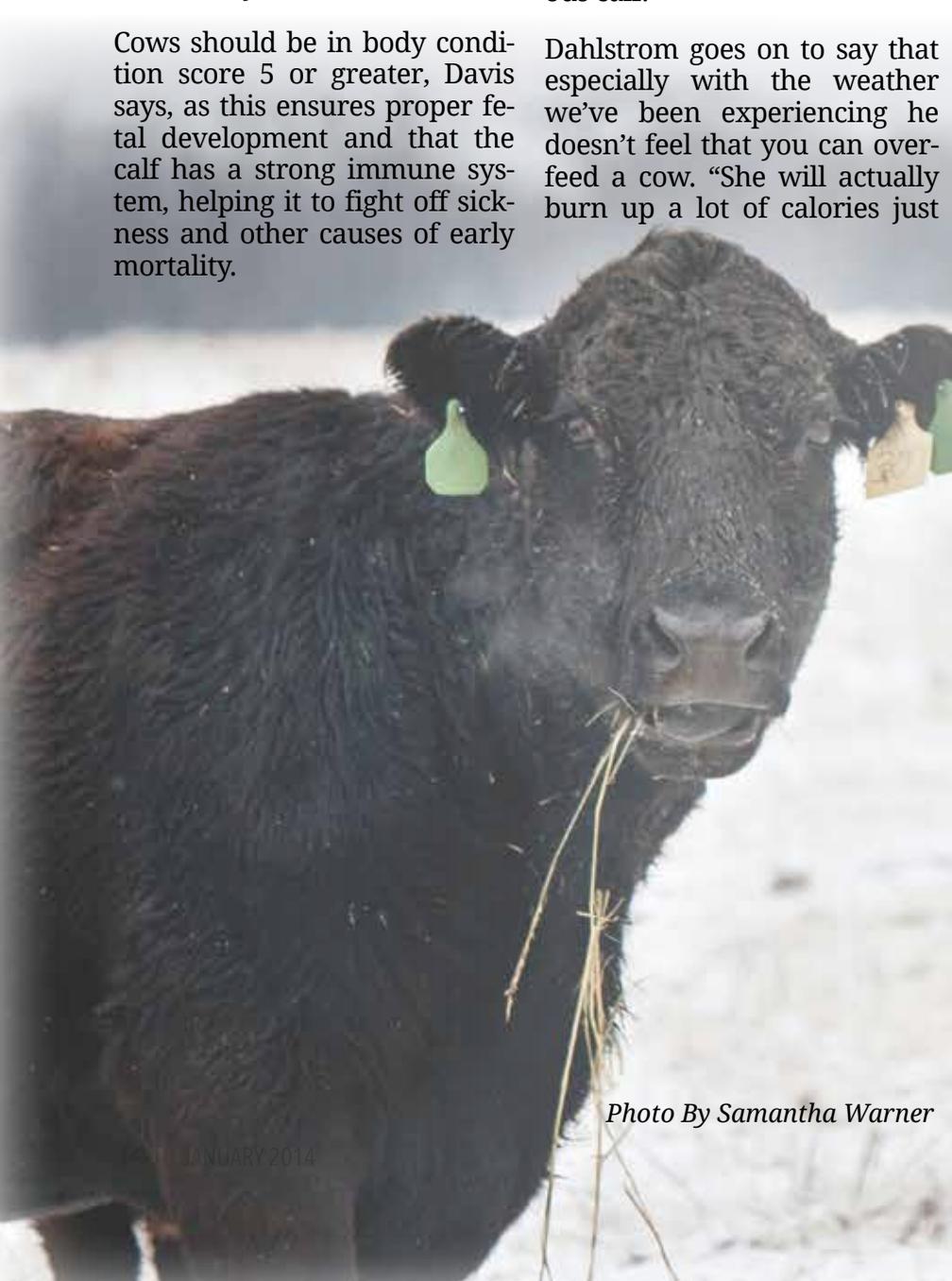


Photo By Samantha Warner

3 Steps to Take the Stress Out of Winter Calving

Colostrum intake is priority number one

Story and Photo By Samantha Warner for *Cattlemen's News*

If the freezing temperatures, snow and ice storms in December were any indication, Mother Nature intends to make her full presence felt this winter. That's great for school children who live for snow days, but not so great for parents who are stuck inside with them all day. Farmers and ranchers are also not a fan of Mother Nature's harsh winters. Those winter conditions can be a challenge for newborn calves and cows unless some simple management practices are implemented.

Priority 1: Colostrum

"The best option on keeping calves healthy is to ensure that the newborn calf receives an adequate amount of high-quality colostrum from its dam," said David Hoffman, University of Missouri Extension livestock specialist. "The calf needs to get up shortly after birth and be nursing within the first one to two hours after birth. The calf then needs to have several subsequent nursing events within the first 24 hours after birth."

Hoffman also stressed the importance of avoiding cold stress. Cold stress will decrease the ability of the calf to absorb antibodies from the colostrum, and the calf's ability to absorb those antibodies greatly decreases in the 24 hours after birth. A lack of adequate antibodies absorbed can decrease the calf's survivability.

In some cases a newborn calf does not get the colostrum it needs from its mother, but there are available substitutions. Michael Koch, DVM, Koch-Stigge Veterinary Clinic, Harrisonville, Mo., said, "The substitute would be to go to a dairy and (get) frozen colostrum. Second, there are some artificial colostrums you can buy, but make sure that it is a colostrum replacer, not aids with colostrum."

If you aren't sure if a newborn calf has sucked and are going to provide it with a substitute, Koch said, depending on the calf size, two to four quarts should be given within the first 12 hours of birth.

Priority 2: Shelter

During the winter calving months, it is not only essential to make sure newborn calves get enough colostrum, but also that they get dried off and warmed up after birth, Koch said.

"Once calves are born, dried off, up and nursing they are

very hardy," Hoffman said. "If calves are stressed during birth from prolonged calving problems and/or are slow on getting up and nursing, their ability to handle stress decreases."

"If you've got the facilities, get the cows in the barn when it's super cold or freezing rain," Koch said. Young calves can tolerate very cold temperatures, but 30 degrees, rain and mud are extremely hard on young calves."

Hoffman and Koch both advise ranchers to unroll hay for the calves to have a clean, dry place to lie down. Koch also recommended stockpiling grass, which allow cows to calve in heavy grass areas.

Priority 3: Calf Scours

"Another area of concern is to prevent scours in the calves," Hoffman said. "Calf scours can greatly reduce the calf's performance. Best prevention of calf scours is a clean environment. Have cows and calves on a clean pasture, not

overcrowded. Observe calves daily."

Koch added, "You can vaccinate your cows for calf scours when the baby calves are born, and that helps a lot."

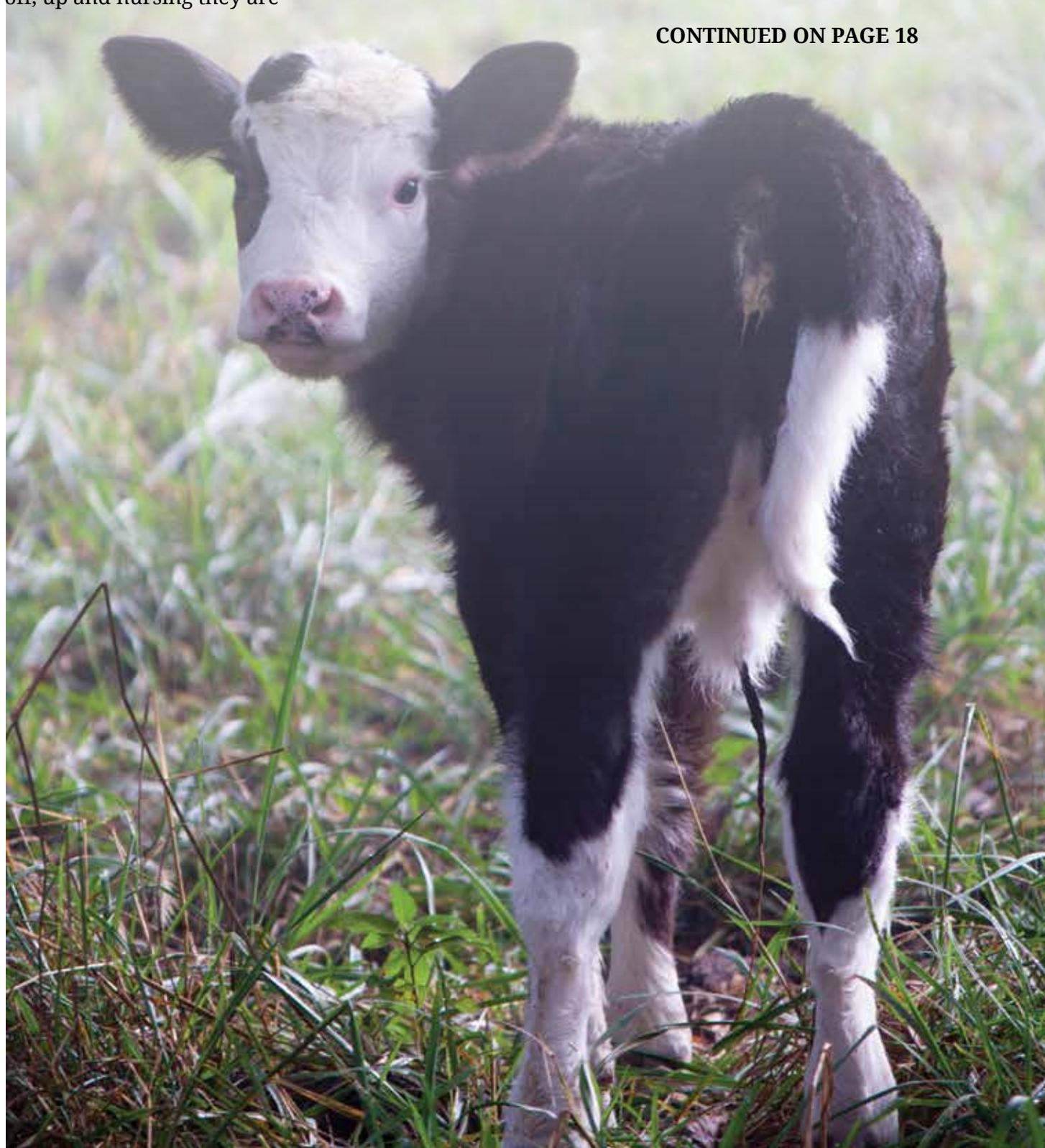
Priority 4: Nutrients

When caring for newborn calves in the winter it is important to not forget about the lactating cow. After a calf warms up and receives colostrum, the mother's nutrients become the key to the calf's success. Koch said a cow's mineral requirements change 60 days before calving.

"You need to get a better mineral out when the cows get in the third trimester of pregnancy," Koch said. "Generally that means better calcium and phosphorus."

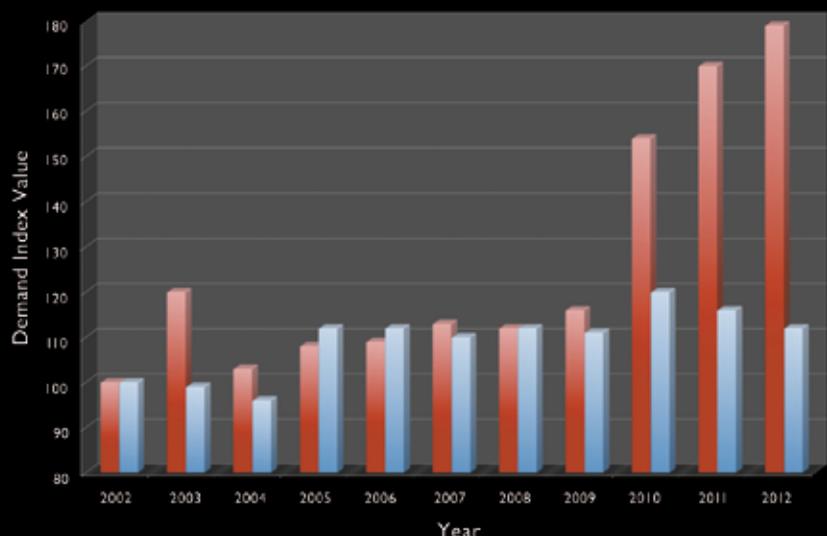
Koch continued by saying protein and energy requirements also start to increase 60 days before calving, and jump drastically after calving because the cows are nursing and producing milk.

CONTINUED ON PAGE 18



THE QUALITY BEGINS

Angus Means Business: Demand for Quality is Up



Source: USDA, Umar Barry and Certified Angus Beef LLC

— Certified Angus Beef — USDA Choice

The wholesale beef demand index was developed by Kansas State University to accurately estimate demand by accounting for changes in price, sales volume, inflation and population. Each year, it's expressed as an index or percentage value relative to the base index value of 100.

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What Minerals Do Cows Need?

Mineral status impacts performance

Story by Jim Turner, Ph.D. and Ken Swanson DVM, Ph.D.

Spring is coming and with it calves are hitting the ground in many parts of the country. While the cows are calving we need to think about how to get them bred back as efficiently as possible. With record high calf prices it is essential to have the highest possible calf crop. Along with the price of calves we also need to consider the cost of keeping a cow for the year. Recent estimates put the cost of maintaining a cow over \$600 per year. The cost of replacement heifers is also higher than ever with reports of heifers bringing over \$2200. The mineral status of the cowherd can have a tremendous impact on its performance and reproductive rate. As the mineral program is considered it should be noted that mineral requirements are the minimum needed for growth and immune status, the actual requirements for reproduction are not known and are possibly higher than the established requirements.

Cobalt. This mineral is necessary for the synthesis of vitamin B12 by the rumen microflora. A deficiency of cobalt causes a deficiency of vitamin B12 and reduced rumen function.

Copper. Involved in many metabolic reactions that affect brood cow health and productivity, a copper deficiency is perhaps the most common trace mineral deficiency experienced by brood cows. Copper levels in many forages tend to be below the dietary requirements. Molybdenum, iron and sulfur decrease dietary availability of copper. Endophyte infected tall fescue tends to be deficient in copper while at the same time increasing the animals need for copper. A serious consideration is that copper deficiency is likely to compromise immune function. Copper deficiency can also decrease reproductive performance.

Iodine. Used by the thyroid gland for the production of thyroxin (thyroid hormone), thyroxin is a strong regulator of metabolism and affects feed intake, growth and feed efficiency.

Manganese. A mineral necessary for a variety of metabolic functions, reproduction is the most significant need for this mineral in brood cows. Manganese content of forages is variable but usually adequate; therefore, deficiency diseases are rare in brood cows. Manganese is generally included in trace mineral supplements for brood cows to help ensure levels are adequate for metabolism and reproduction.

Iron. Best known for its role in hemoglobin formation, iron also has an affect on immune function. In most areas iron is adequate in the brood cow diets. Iron deficiencies compromise immune function in experimental animals. Iron excess can actually make certain bacterial infections more virulent. Excessive iron intake reduces the bioavailability of other trace minerals such as copper.

Selenium. This mineral has an antioxidant role and relationship to vitamin E. Important to normal immune function, a deficiency can lead to White Muscle Disease in young calves. The amount of selenium available from pasture varies widely. Care must be given when using supplemental selenium because the window between adequate supplementation and toxicity is smaller than with other trace minerals. Selenium supplementation is not indicated in areas that have high naturally occurring levels of selenium.

Zinc. Zinc is necessary for maintenance of hoof health. Zinc is a cofactor in many chemical reactions including many reactions involved with immune function. Zinc tends to be deficient, or at least bor-

CALVING | CONTINUED FROM PAGE 15

“A third trimester cow needs about nine percent protein hay,” Koch said. “A cow that calves needs about 12 percent protein in hay. If you give her that good of quality of hay, and then give her mineral, most of the time that will meet her nutritional requirements.”

The problem producers run into, Koch said, is that they don’t realize what nutritional value their hay is so they feed poor quality hay. If a cow isn’t getting the nutrients she needs, it will impact her milk production, which will hinder the growth of the calf.

“If she’s got enough protein, she can digest a lot of forages and get the energy out of it,”

Koch said. “Her bacteria in her rumen need protein to work.”

Wrap-Up

By following these three simple management practices you can take some of the stress out of winter calving:

1. Make sure a newborn calf receives colostrum within the first 12 hours after birth.
2. Make cows have a warm, dry location to calve, and young calves have continuous access to a dry environment.
3. Make sure the cows nutrient requirements are being met through all stages of production.

Test Your Hay

Story by Samantha Warner

The nutrient requirements for lactating cows are high, but those requirements are even higher during the winter. If you are concerned about the quality of hay you’re feeding, have the hay tested.

According to the National Forage Testing Association, “Forage and feed producers know price dictates value

through increased milk or meat production or reduced supplement need. Accurate testing provides the producer, the seller and the buyer with accurate, valuable information.”

See the National Forage Testing Association website (www.foragetesting.org) for a list of certified testing labs.

<http://pods.dasnr.okstate.edu/docushare/dsweb/Get/Document-1921/E-974web.pdf>

derline deficient in forage diets. Zinc is known to competitively share binding sites in the intestine with copper. Manganese levels may also affect zinc absorption. Deficiency can delay bull puberty and decrease reproductive performance.

Organic Trace Minerals

Organic or chelated minerals are more available to the animal. They have been shown to positively impact the reproductive performance in several studies (Figures 1-3). There are several forms of these trace minerals on the market today. They should be fed beginning 60 days prior to calving until the end of the breeding season. Stockmaster Breeder minerals contain organic trace minerals.

Summary

Trace mineral status of the cow herd can affect the health, performance and reproduction of the herd. Providing a high quality mineral such as Stockmaster minerals can positively impact the herd. With the high cost of keeping a cow, buying a replacement heifer and the value of calves today providing a good quality mineral at all times makes more sense and cents than ever before.

—Jim Turner, PhD., and Dr. Ken Swanson, PhD., are with Hubbard Feeds, Inc.



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LEGACY PLAN | CONTINUED FROM PAGE 10

what a legacy advisor is like: a guide for you on the journey of your legacy plan. He or she can make the difference between reaching the summit or failing to even get to base camp.

Knowing and understanding the heart of the real problem at hand is the mark of an experienced legacy advisor. And when you're talking about something as important as your legacy and the future of your operation, you want to make sure the big issues are getting addressed.

Since legacy advisors have worked through these issues with many farm families, they have a clear understanding of the pitfalls families often run into. They're 'on the lookout' for the signs. They can anticipate and help you work through issues they've seen become problematic for families, especially those that need to be addressed early on in the process.

Are you in a similar situation, thinking that you're taking ac-

tion on the right issues only to find out you might not be addressing what really needs attention? Or, do you know someone who might be (maybe it's your dad, or grandpa)?

You need a proactive plan and strategy. Otherwise, the next generation could end up losing part of the operation, maybe even a substantial

E-COLI STUDY | CONTINUED FROM PAGE 7

"A big part of our grant is to look at how we can reduce the risk of these pathogenic E. coli strains in foodservice and consumer situations. That's where education and human behavioral interventions come in," said Phebus, adding that there's a big need for consumer education when it comes to the proper storage, handling and cooking of food.

Studying live cattle, processing sectors

"We've done a ground beef study in a large beef processing plant already and will repeat it early next year," Phebus said. "We've also com-

pleted a study looking at sausage manufacturing."

piece of it, that you worked so hard to build. You can help ensure that won't happen to your family by enlisting the help of a legacy advisor.

—*Water Street Solutions helps farmers across the Midwest achieve success using financial analysis, insurance, commodity marketing and legacy planning.*

pleted a study looking at sausage manufacturing."

In a specially outfitted space at K-State's Biosecurity Research Institute, team members are investigating how electrostatic spray technology can efficiently deliver food-grade antimicrobial solutions as a whole carcass treatment to control STEC and other meat-borne pathogens. Electrostatic technology puts a fog of chemical into the air that's charged and then is uniformly deposited onto all oppositely charged carcass surfaces.

"The technology works because it gives good coverage but also allows us to use chemicals that would be too expensive to use as a high-volume wash," Phe-

bus said. "It also uses far less water than a wash does, which would be a huge bonus for (beef) plants in some parts of the country such as the Midwest if it's effective."

The researchers are also examining possible interventions in live cattle, including trying to determine the prevalence of these STEC organisms prior to harvest, he said. "We're looking at what impacts the organisms at different times of the year and in different management systems at the feedlot level."

"We completed a big project this summer that looked at fecal and hide samples and then corresponding carcass samples to try to follow the STEC contamination from the live animal through processing," he added.

Phebus said that while researchers are making headway, there's more work to be done: "The minute you answer one question, you have 10 more questions to answer. It's an evolving process."

—*Release by Kansas State University Extension*

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PASTURE PLANNING

Soil Sampling Guides Nutrients

Field needs fluctuate throughout the year

By Jill Scheidt

Obtaining a quality soil sample is vital for receiving accurate nutrient recommendations for your field. In a 20-acre field, there are approximately 40 million pounds of soil. Of those 40 million pounds, you send 1 pound to the lab for results, so make sure that one pound represents the field well.

Soil samples need to be taken every 3-4 years; sampling costs range anywhere from \$14 to \$20 dollars depending on where you go and which nutrients you want to test. The average soil test assesses nitrogen, potassium, phosphorus, calcium, magnesium, organic

matter, neutralizable acidity, cation exchange capacity and pH levels. Micro nutrients are not tested for unless the producer requests it at an additional charge.

Different soil types and soil needs are in the same pasture or field. Several samples bags need to be collected if the land is uneven. For example, if a pasture was once 2 pastures, separate samples should be taken on either side of the old fence line. If there is high animal traffic in a pasture, that area should be sampled separately as well. Hillsides and waterways should be sampled

differently as well. If a pasture has been converted to a crop field, separate samples need to be taken if a pond or tree line has been removed.

Soil nutrient properties can fluctuate throughout the year depending on the season. When soil sampling it is important to take samples at the same time of year each year samples are taken to provide consistency. The best time to take a sample for forages and spring-seeded crops is when the field is idle—usually after harvest in the fall or winter. For fields with winter wheat and fall-seeded crops, sampling during the idle time in the summer is best. Pre-plant or pre-side-dress nitrogen samples for corn should be taken in the spring as close to planned nitrogen application as possible. It is best to wait at least three months after application of phosphorus fertilizer, lime or manure before taking a soil sample.

Sample cores need to be at least 6-8 inches deep; too shallow of a sample can cause an overestimate of soil fertility levels. Every core should be the same depth and quantity to provide uniformity. A zigzag pattern of random soil sampling across the field works well in most situations. If using a shovel instead of a soil probe, dig a hole and slice off one side.

Collect 10-20 cores in a bucket, crumble and mix them well. Then remove sticks, rocks and grass and place about one pint of soil into a plastic bag or soil sample box. Always label the bag in reference to where the sample was taken in order to identify it when the results are received. The number of cores collected should reflect the variation of the land and land history; more samples if the land is varied, less if it is more uniform, it is better to take too

CONTINUED ON PAGE 30

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Changes in U.S., Mexican Beef Trade Revealed

U.S. imports of Mexican beef up 7 percent

Story By Derrell S. Peel

Cattle and beef trade between the U.S. and Mexico has evolved over many years to increasingly complex and integrated levels. The long history of Mexican cattle exports to the U.S. was supplemented in the late 1990s with increased U.S. beef exports to Mexico. These trade flows largely reflected the comparative advantages of the two countries: cow-calf production in Mexico and feedlot finishing and processing in the U.S. U.S. beef supplemented growing Mexican beef demand with export flows of products that were complimentary to U.S. beef production and demand. At the same time, Mexican cattle supplemented U.S. feeder cattle supplies.

More recently, the adoption of boxed beef technology, com-

combined with expanded feedlot production in Mexico, increased value opportunities for Mexican beef, including expanded beef export opportunities. Like U.S. beef exports to Mexico, imports of Mexican beef into the U.S. represent specific products, mostly middle meat cuts, which complement beef production and demand in Mexico. Since 2009, Mexico has emerged as the number four source of beef imports in the U.S. After increasing for many months, Mexican beef exports to the U.S. have decreased five of the last six months and were down 8.4 percent, year over year, in the latest monthly data for October. As result of the recent decreases, year to date U.S. imports of Mexican beef are up only 7.4 percent through Octo-

ber. This compares to average increases of 53 percent each of the past four years.

Though Mexico has been a major destination for U.S. beef exports for many years, exports have declined significantly since 2008. However, U.S. exports of beef to Mexico began to increase in June and have increased 46 percent, every year, for the five months between June and October. October beef exports to Mexico increased 72 percent compared to the same month last year. Year-to-date exports of U.S. beef to Mexico through October are up 5.5 percent. If exports finish the year above 2012 levels, it would be the first annual increase in U.S. beef exports to Mexico since 2008.

Mexican feeder cattle exports increased significantly due to drought in 2011 and 2012, though exports dropped sharply in the last part of 2012. October imports of Mexican cattle were up eight percent from the relatively low October, 2012 level leading to the first monthly increase, every year, since August of 2012. For the year to date in 2013, U.S. imports of Mexican cattle are

down 40 percent. Imports of Mexican cattle are on pace to total roughly 940,000 head for the year, down half a million head from the 2012 total and the smallest total since 2009 or earlier.

Lower Mexican exports of beef and cattle, combined with increased Mexican beef imports, implies that Mexico is experiencing either increased beef demand, decreased beef supply or a combination of both. It appears most likely that beef production has dropped in Mexico and that limited supply is the major factor modifying this trade flow. Wholesale beef values and slaughter cattle prices in Mexico are at record or near-record levels. The general situation in Mexico appears to be similar to that of the U.S.: cattle herds have been liquidated due to drought and other factors leading to an extended period of restricted production and the need for herd rebuilding. The recent changes in cattle and beef trade flows are likely to persist for some time.

—Derrell S. Peel is Oklahoma State University Extension livestock economist.

COMING SOON

Joplin Regional Stockyards will soon be offering a new marketing opportunity for beef producers. Our **New COUNTRY CATTLE** page on www.joplinstockyards.com is another innovative marketing tool for your future.

The screenshot shows the Joplin Regional Stockyards website interface. At the top, there is a navigation bar with the logo and contact information: "traditional values & innovative approach", "417-548-BEEF", and "I-44 & Exit 22 Carthage, MO". Below this is a "Country Auction Search" section featuring a map of the United States and a search form with fields for "State" and "Date". To the right is a "Country Auction Sign Up" form with fields for "Name", "Company", and "Email Address", and a "Register" button. In the center, there is a "Upcoming Events" section with a calendar grid. A large, bold, diagonal watermark reading "UNDER CONSTRUCTION" is overlaid across the entire page content.

ECONOMIC INDICATORS

Strong Feeder Prices End 2013

Report confirms regional changes in feedlot production

Story By Derrell S. Peel

Most auctions closed the last two weeks of the year. Calf prices finished the year with the strong tone that has prevailed all fall. Steers under 500 pounds were priced at \$212/cwt and higher, up 31 percent from lows in June and about 19 percent higher than one year ago. Seven-weight feeder steers were in the low \$160/cwt. last week, up 23 percent from May lows and 11 percent higher than this time last year. Feeder cattle prices are expected to average 11-13 percent higher in 2014 compared to 2013. Feeder cattle supplies will continue to tighten in 2014 if forage conditions favor accelerated heifer retention and herd expansion.

The December Cattle on Feed (COF) report indicated that November placements were 96.9 percent of year earlier levels; smaller than the average pre-report estimate but within the wide range of estimates. Marketings were 95.5 percent of last year, with one less business day in the month compared to last year. The December 1 on-feed total was 94.5 percent of last year at 10.725 million head, the smallest December feedlot inventory since 1996.

The COF report also confirms regional changes in feedlot production. December feedlot inventories were down more, year over year, in the Southern Plains compared to the Midwest. Feedlot inventories in Iowa were 100 percent of last year with Nebraska at 96 percent of one year ago, while Texas and Kansas inventories were 93 and 94 percent of last year. Oklahoma, in particular, has seen a sharp drop in feedlot inventories in 2013. The December 1 Oklahoma feedlot inventory was 77 percent of year ago levels. Oklahoma placements, January through November, were down 9.6 percent while marketings were down only 1.4 percent leading to the reduced current inventory and smaller future marketings. December 1 feedlot inventories in Texas

and Oklahoma represented less than 26 percent of the total U.S. feedlot inventory for the first time since the current cattle on feed data series began in 1996.

Reduced feedlot production in the Southern Plains no doubt reflects the dramatic herd reductions in the region due to drought since 2010 but may also reflect longer-term changes in cattle feeding competitiveness compared to the Midwest. It was noted in 2007 that generally higher grain prices combined with increased availability of by-product feeds in the Corn Belt would shift cattle feeding competitiveness somewhat to the Midwest relative to the Southern Plains. It is difficult to separate long-term trends from short-term market impacts but time will tell.

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

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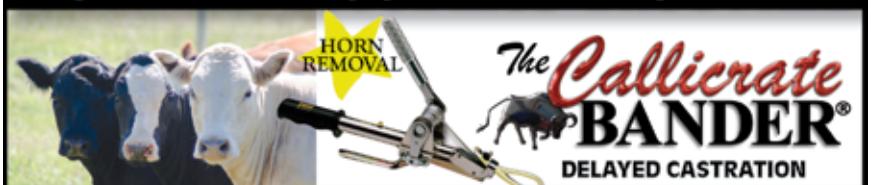
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Photo Courtesy Marilyn Brink

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Grass, Cash, Cows

How to rebuild the cowherd while getting started

By Beth Walker for Cattleman's News

In the U.S., we have seen our cattle numbers decline since 2007. Currently, we are 8 percent lower than we were in January 2007, which was a record high. January 2013 numbers were about 90 million head, down 1.6 percent from 2012. The last time numbers were so low was back in 1952 and according to the folks

who look into their crystal balls, the projection is to continue this downward trend by another 1.5 percent. Not to be outdone, Missouri, has seen a steady decline in cattle numbers since 1994 when the state recorded 4.7 million head. Now, we can't seem to break the 3.7 million mark. Our cow numbers follow along with



the rest of the industry and have declined by 600 thousand from 1994 to 2013.

I try to look on the bright side of life, so I am hoping that maybe we're due for a happy surprise and see a reversal of this downward spiral. I suppose I have to be positive. As an associate professor at Missouri State University, a seedstock producer for Pharo Cattle Company, and a mother of three boys whom I hope will grow up to have a love of agriculture, I want to see cow numbers rebound. I want my students to have jobs and ranches to go to upon graduation, I want to sell bulls, and I want my kids to be encouraged by our success in the beef cattle industry.

I have a great partner in life; his name is Weston. Some of you might even know him and then know me as "Weston's wife". He is something like seventh generation Missourian. I am about a fifth or sixth generation Texan. I told him what I was asked to write about and he gave me all sorts of great information and ideas. This is my attempt at merging his thoughts with what I have read, and my own personal opinions because you know you can tell a Texan, but you can't tell him or her much.

Weston says there are three things to think about when we think about profitable cattle – "grass, cash and cows", and you can be long on all but the cows. You can be long on grass and cash, but if you go long on cows, you run out of both grass and cash.

Now, to be on the safe side, you could go to the extreme and go for no cows. In other words, don't own them in the first place. If you have land, either owned or rented, you can simply lease cows. We got started this way and

split the calves 50:50. Now 50:50 was our deal, but that doesn't mean it is the perfect deal. The husband says he has heard from as low as 40 percent of the calves in payment to as many as 70 percent paid to the leaser for their management of the cows. Basically, when you are leasing cows, you are agreeing to manage that set of cows for some sort of payment. How much is up to you and the owner. A good starting number would be about 90 cents per head per day or about 10 cents per 100 lbs of bovine per day. Of course, you need to decide who pays for the mineral, the medications, how many times will you move those cows to a fresh pasture, your fencing and watering costs, and so on. Remember, you can't starve an animal into production. That said, with your name and pocket book on the line, you need to be a good steward of the land, excel at good animal husbandry, and, you must have an abacus or other type of mathematical tool and flip-flops so you know if you are actually making money.

The late Bud Williams and the great Wally Olson, as well as a few others, implement the "Wal-Mart" method to the cattle business. It isn't rocket science – buy cheap and sell high. In Texas, we call this trading, but here in Missouri, ya'll give it a fancy name, "Sell – Buy Marketing". In this type of marketing, you must have a nest egg or "virgin buy" on the front-end and then you calculate the price of the replacement. Essentially, you are selling your over values and buying under values and your profit margin is what you just made when you sold and then bought an animal. You absolutely must know the cost of gain with each animal to be successful.

Several folks have asked about the possibility of having good cows to use as embryo receipts. Why do the cows have to be good if they aren't reproducing? Well, I guess they can be short on looks, but they better be great on maternal and you better know or hire someone who knows what they are doing when it comes to synchronizing those cows and getting them properly implanted. Weaned calves should be worth about \$1000 to \$1500 but again, there are many risks involved.

CONTINUED ON NEXT PAGE



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Gastrointestinal Roundworms	Lungworms
<i>Cooperia oncophora</i> – Adults and L ₄	<i>Dictyoacaulus viviparus</i> – Adults
<i>Cooperia punctata</i> – Adults and L ₄	
<i>Cooperia surmabada</i> – Adults and L ₄	Grubs
<i>Haemonchus placei</i> – Adults	<i>Hypoderma bovis</i>
<i>Oesophagostomum radiatum</i> – Adults	
<i>Ostertagia lyrata</i> – Adults	Mites
<i>Ostertagia ostertagi</i> – Adults, L ₄ , and inhibited L ₄	<i>Sarcoptes scabiei</i> var. <i>bovis</i>
<i>Trichostrongylus axei</i> – Adults and L ₄	
<i>Trichostrongylus colubriformis</i> – Adults	

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

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

Animal Safety Warnings and Precautions
The product is likely to cause tissue damage at the site of injection, including possible granulomas and necrosis. These reactions have disappeared without treatment. Local tissue reaction may result in trim loss of edible tissue at slaughter. Observe cattle for injection site reactions. If injection site reactions are suspected, consult your veterinarian. This product is not for intravenous or intramuscular use. Protect product from light. LONGRANGE[®] (eprinomectin) has been developed specifically for use in cattle only. This product should not be used in other animal species.

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

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

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

TARGET ANIMAL SAFETY
Clinical studies have demonstrated the wide margin of safety of LONGRANGE[®] (eprinomectin). Overdosing at 3 to 5 times the recommended dose resulted in a statistically significant reduction in average weight gain when compared to the group tested at label dose. Treatment-related lesions observed in most cattle administered the product included swelling, hyperemia, or necrosis in the subcutaneous tissue of the skin. The administration of LONGRANGE at 3 times the recommended therapeutic dose had no adverse reproductive effects on beef cows at all stages of breeding or pregnancy or on their calves. Not for use in bulls, as reproductive safety testing has not been conducted in males intended for breeding or actively breeding. Not for use in calves less than 3 months of age because safety testing has not been conducted in calves less than 3 months of age.

STORAGE
Store at 77° F (25° C) with excursions between 59° and 86° F (15° and 30° C). Protect from light.
Made in Canada.
Manufactured for Merial Limited, Duluth, GA, USA.
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1050-2889-02, Rev. 05/2012

Fescue Foot Alert

Winter weather can increase level of toxin in fescue

From Our Staff

With winter in full swing now, it's time to be on the lookout for fescue foot in your cattle herd.

According to University of Missouri Extension Livestock Specialist Eldon Cole, some fescue pastures may contain high levels of toxins such as ergovaline, a compound produced by an endophyte fungus prevalent in Kentucky 31 fescue.

Ergovaline causes a constriction of the blood vessels, which coupled with sensitive cattle and freezing weather, may result in fescue foot. The first noted symptoms are stiffness and soreness in the rear feet and legs.

"It is easier to detect this symptom early on cold mornings when the cattle first come off their beds," said Cole. "There may be swelling in the pastern and the lower leg. If the cattle are not removed soon there can be a break in the skin around the hoof or leg area. The break appears to be the result of a fine wire wrapped around the area."

Someone unacquainted with fescue foot first thinks the swelling and soreness is from foot rot. Antibiotic treatment as soon as possible aids foot rot but does nothing for fescue foot.

"The best treatment for fescue foot is to remove the affected animals immediately from the pasture. Simply placing them on another fescue pasture may help. Just to be on the safe side, drylot the really sore-footed cattle and give them hay and some concentrate feed," said Cole.

According to Cole, there should be improvement in a few days. If the ergovaline level was high the animal may draw up, resist moving and even lose a toe or the lower part of the leg. Cattle not so severely affected may lose their tail switch and ultimately have rear hooves that grow out.

"There are differences in animal's susceptibility to the fescue toxins. Genetic predisposition is one possibility. Cattle that have not been used to an ergovaline insult in their diet from fescue are more susceptible. This latter situation is seen when cattle are purchased and brought to the fescue belt from non-ergovaline producing forage areas," said Cole.

Fescue-foot does not appear to the same degree every year. Environment and management seems to trigger the bad responses. This year's lush fall growth in southwest Missouri could make the risk higher.

Plant breeders have developed novel endophyte bearing fescue varieties which reduce, or totally eliminate the risk of fescue foot. Farmers with persistent fescue sensitivity problems, whether fescue foot in cold weather or heat stress in warm weather should look into replacing the culprit fescue stands with the novel or friendly fescue or another variety of pasture.

www.joplinstockyards.com

GRASS, CASH | CONTINUED FROM PREVIOUS PAGE

To close, ponder these quotes I've stolen from some folks I know:

1. "Market twice as much on half as many."
2. "If you cannot pay the bills, you are broke even if your capital increases."
3. "Don't over-invest in investments. Do invest in water systems, electric fence and chargers, and be careful investing in cattle."

4. "These young cattle are more profitable than calves and mature cows because they produce both weight gain AND calves and have not yet reached their maximum forage consumption. Calves can produce only weight. Cows can produce only calves."

And, I'll add this: "Leave the land and the cattle business better than the way in which you found it."

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

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



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RUMIELR1213-1 (12/12)

¹ Dependent upon parasite species, as referenced in FOI summary and LONGRANGE product label.
² LONGRANGE product label.
³ Reibbein S, Barth D, Cramer LG, Soll MD. Efficacy of the IVOMEC SR Bolus against macrocyclic lactone resistant Cooperia spp in cattle. Proceedings of 20th World Biometrics Congress. 1998;769:1-2.
⁴ Dobson RL, Lejambre L, Gill J. Management of anthelmintic resistance: inheritance of resistance and selection with persistent drugs. Int J Parasitol. 1996;26(8/9):993-1000.
⁵ Toutain PL, Upson DW, Terhune TN, McKenzie ME. Comparative pharmacokinetics of doramectin and ivermectin in cattle. Vet Parasitol. 1997;72:3-8.

EVENT ROUNDUP

Spring Forage Conference February 25th in Springfield

Jim Gerrish to headline 30th annual event

From Our Staff

The 30th annual Southwest Missouri Spring Forage Conference will be held Tuesday, February 25, 2014 at the University Plaza Hotel in Springfield, Mo.

This year's keynote speaker will be Jim Gerrish, grassland consultant. Jim is well known throughout the United States and the world for his extensive

knowledge of all aspects of managing pasture forages. Jim spent more than 20 years in Missouri conducting research and educating producers at the Missouri Forage Systems Research Center near Linneus, Missouri. While in Missouri, Jim operated his own 260-acre livestock grazing operation in the northern

part of the state. He now resides in Idaho and continues to be actively involved in the livestock and forage industry through his private consulting business and busy schedule as a featured speaker and author for numerous grazing publications. His topic will be "How do you know a change in your management will be profitable?"

The conference will also feature several breakout sessions throughout the day. Topics will include: pasture renovation, quality hay production, managing what you have, dairy grazing opportunities, poisonous plants, strip-grazing as a management tool, economics-how to cut costs, soil health and grazing, addressing

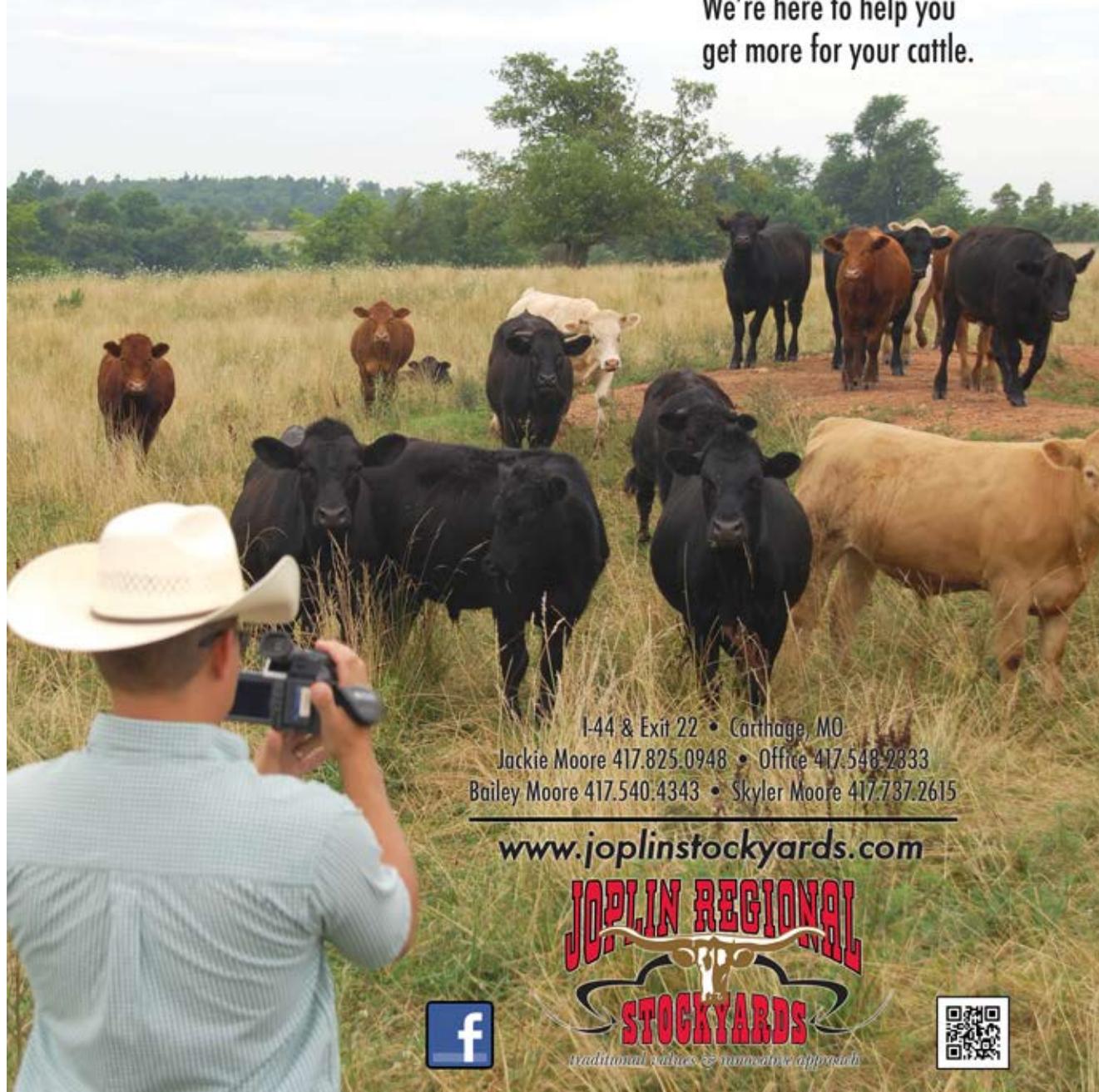
misconceptions with agriculture, and a producer panel on getting started with a grazing system. More than 30 companies and organizations will have exhibits, and have representatives available to discuss their products and services.

Conference registration begins at 8 a.m., with sessions running from 8:45 a.m. to 3:30 p.m. A banquet luncheon is included with the registration. The cost is \$35 per person in advance or \$45 at the door. To pre-register (by Feb. 18) or to get more information, contact the Greene County Soil and Water Conservation District at (417) 831-5246, extension 3. Additional conference information can be found at <http://springforageconference.com/>.

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Hay School January 21, 23 in Clever

Economics, quality issues
to be addressed

From Our Staff

Hay producers will have an opportunity to attend a regional school January 21 and 23 in Clever, Mo., to learn how to improve their hay making skills.

This two-night non-credit course is specifically designed for livestock producers who already own hay equipment or have hay custom harvested on their land. All aspects of hay and round bale silage production will be covered.

The program will focus on topics like economics of hay production, forage options, hay quality issues and testing, fertility management, round bale silage management, hay storage, feeding to keep losses low and nutritional needs of cattle.

This regional hay school will be held from 5:30 p.m. to 9:15 p.m., Tuesday, January 21 and continue at the same times on Thursday, January 23 at the Clever High School Vo-Ag Department at Clever, Mo.

Preregistration is required by January 17. Contact the Christian County Extension Center at 417-581-3558 for details.

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MARKET WATCH

Feeder Cattle & Calf Auction

December Receipts 21, 182 • Last Month 25,301 • Last Year 18,464

November Video Sales

Video Sale from 12/19/13 • Total Video Receipts: 3,392

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: 3392						12/19/13								
FEEDER STEERS			MED & LG 1			Eastern States			All States			East of the Miss., La., & Ark.		
HEAD	WT RANGE	AVG WT	PRICE RANGE	AVG PRICE	DELIVERY	HEAD	WT RANGE	AVG WT	PRICE RANGE	AVG PRICE	DELIVERY	FEEDER HEIFERS	MED & LG 1-2	
68	375	375	\$161.50	\$161.50	Current	68	725	725	\$150.00	\$150.00	Jan			
90	575	575	\$181.00	\$181.00	Current	66	750	750	\$149.50	\$149.50	Feb-Mar			
62	800	800	\$158.50	\$158.50	Mar-Apr	128	775	775	\$153.00	\$153.00	Jun			
62	800	800	\$157.50	\$157.50	Apr-May									
518	875-900	880	155.10-156.60	\$156.11	Jun									
56	900	900	\$154.00	\$154.00	Jun									
1500	800	800	\$160.60	\$160.60	Jul									
FEEDER HEIFERS			MED & LG 1-2											
HEAD	WT RANGE	AVG WT	PRICE RANGE	AVG PRICE	DELIVERY									
68	680	680	\$163.50	\$163.50	Current									
63	790	790	\$138.00	\$138.00	Current									
90	525	525	\$173.50	\$173.50	Jan									
83	580	580	\$169.75	\$169.75	Feb									
70	750	750	\$155.00	\$155.00	May-Jun									
400	725	725	\$159.00	\$159.00	Jun-Jul									

Value Added Feeder Cattle Report | December 5, 2013

Receipts: 3347

The offering consisted of weaned vaccinated calves and yearlings selling in large load lots and smaller bunches selling with good demand. Top prices on steer and heifer calves weighing 500-550 lbs, compared to Monday's regular sale, sold 8.00 higher with steers over 600 lbs trading fully steady to spots 2.00 higher on the 6-weight steers. Feeder heifers sold fully steady to 4.00 higher on comparable sales. Sales consisted of consignments of top quality black calves weighing 500-550 lbs with several consignments of fancy replacement quality heifers in the offering. Sales consisted of 68 percent steers, 32 percent heifers, and 65 percent weighing over 600 lbs.

Feeder Steers: Medium and Large 1 few 350-400 lbs 222.00-222.50; 400-425 lbs 219.00-220.00; 450-500 lbs 191.00-206.00; 500-550 lbs 184.00-196.00; 550-600 lbs 175.00-185.00; 600-650 lbs 165.00-175.00; 650-700 lbs 160.00-167.00; 700-750 lbs 160.00-166.00; 750-800 lbs 158.00-162.00; 835-855 lbs 156.25-159.00; pkg 965 lbs 145.00. **Medium and Large 1-2** 500-550 lbs 177.00-183.00; 550-600 lbs 167.00-174.00; 600-700 lbs 160.00-168.50; 725-750 lbs 158.00-162.00

Feeder Heifers: Medium and Large 1 pkg 385 lbs 190.00; 400-450 lbs 175.00-186.00; 450-500 lbs 172.00-179.00; 500-550 lbs 166.00-180.00; 550-600 lbs 158.00-169.00, replacement 550-600 lbs 178.00-182.50; 600-700 lbs 154.00-166.00, replacement 615-635 lbs 170.00-177.50, lot 665 lbs 168.00; 700-800 lbs 152.50-156.50. **Medium and Large 1-2** pkg 250 lbs 172.50; 400-450 lbs 170.00-171.00; 500-550 lbs 159.00-164.00; 550-600 lbs 150.00-160.00; 600-700 lbs 150.00-155.00.

JRS Sale Day Market Phone: (417)548-2012 - Mondays (Rick Huffman) & Wednesdays (Don Kleiboeker). Market Information Provided By: Tony Hancock Mo. Department of Agriculture Market News Service. Market News Hotline (573)522-9244. Sale Day Market Reporter (417)548-2012



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Funded by the Beef Checkoff

Value Added Feeder Cattle Report | January 2, 2014

Receipts: 5570

Compared to the last regular Monday sale over two weeks ago, steers under 600 lbs and heifers under 450 lbs 6.00 to 10.00 higher, steers 600 to 800 lbs 4.00 to 7.00 higher, over 800 lbs 3.00 to 5.00 higher, heifers 450 to 600 lbs steady, over 600 lbs steady to 4.00 higher. Demand good, supply moderate. Cattle in medium to thin flesh condition as there has been more winter weather than usual. Snow on the ground and the temperature will top-out in the teens. The weather forecast calls for more snow and the coldest temperatures we have seen in three years. The feeder supply included 62 percent steers, 38 percent heifers, with 64 percent over 600 lbs.

Feeder Steers: Medium and Large 1 400-450 lbs 212.50-227.50, 450-500 lbs 200.00-213.00; 500-550 lbs 187.00-205.00, 550-600 lbs 178.00-194.60; 600-700 lbs 168.00-184.00; 700-800 lbs 161.00-173.75; 800-900 lbs 158.10-165.50; 900-1000 lbs 149.00-158.00. **Medium and Large 1-2** 300-400 lbs 210.00-225.00; 450-500 lbs 185.00-193.00, pkg 486 lbs thin 200.00; 500-600 lbs 172.00-195.00, lot 588 lbs fleshy 170.00; 600-700 lbs 164.00-178.00; 700-800 lbs 158.00-170.00; 800-855 lbs 157.50-161.00; pkg 916 lbs 152.00. **Medium and Large 2** pkg 451 lbs thin 169.00; pkg 630 lbs 159.00. **Large 1** pkg 689 lbs calves 148.00. Small 4 lot 435 lbs Jerseys 87.50.

Feeder Heifers: Medium and Large 1 pkg 342 lbs thin 214.00, lot 369 lbs 200.00; 400-450 lbs 185.00-200.00, 450-500 lbs 169.00-192.50; 500-550 lbs 167.00-174.00, pkg 537 lbs thin 177.00, 550-600 lbs 155.00-169.00, pkg 559 lbs fleshy 154.00; 600-700 lbs 154.00-164.10, pkg 625 lbs calves 152.00; 700-800 lbs 149.00-160.50; 800-900 lbs 142.00-153.50; lot 926 lbs 146.75. **Medium and Large 1-2** pkg 331 lbs 197.50, pkg 328 lbs thin 202.50; 400-500 lbs 165.00-190.00; 500-600 lbs 155.00-168.00; 600-700 lbs 149.00-159.00; 700-800 lbs 142.00-153.00; pkg 985 lbs 135.00; lot 1035 lbs 112.00. **Medium and Large 2** 540-545 lbs 150.00-152.00. Large 1 pkg 651 lbs calves 143.00.

Feeder Bulls: Medium and Large 1 pkg 517 lbs fleshy 160.00. **Medium and Large 1-2** 500-600 lbs 142.00-165.00; 720-780 lbs 132.00-137.50.

Tune in to the JRS Market Report



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



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

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



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



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

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SOIL SAMPLE | CONTINUED FROM PAGE 21

many samples as opposed to not enough.

Grid soil sampling, which is sampling the field in 2.5 acres per sample, is economical when used in high-yielding fields; especially when significant variations in soil tests are anticipated. It can also be useful in a field where the history is unknown. Grid soil sampling provides the most accurate results when paired with a variable rate spreader.

Interpreting soil tests is the most difficult part of the process. The first section of the soil test report, prepared by University of Missouri laboratory, represents the current level of nutrients. Macro nutrients are expressed in pounds per acre and micro nutrients are expressed in parts per mil-

lion (ppm) and rated on a scale of very low, low, medium, high, very high, to excessive.

The lower section is the recommendations of the nutrients expressed in pounds per acre according to the desired yield

goal and cropping option. Limestone tonnage recommendations can be calculated by dividing the Effective Neutralizing Material (ENM) by the guarantee of the limestone dealer. ENM guarantees usually range from 400-450; the greater the ENM, the more fine the lime grade. Dolomitic lime may be suggested if the soil is low in magnesium, but there is little yield response so it should only be applied when lime is suggested to raise the pH.

—Source: *Ag News and Views, University of Missouri Extension.*

ON THE CALENDAR

January

- 18 Webster County Missouri Diversified Agriculture Conference • Marshfield, Mo. • PH: 417-859-2044
- 21 Regional Hay School • Clever High School Ag Ed Department, Clever, Mo. • PH: 417-581-3558
- 23 Regional Hay School • Clever High School Ag Ed Department, Clever, Mo. • PH: 417-581-3558
- 23 Barton County Soils & Crops Conference Thiebaud Auditorium, Lamar, Mo.
- 23 Dade County Soils & Crops Conference Lockwood United Methodist Life Center, Lockwood, Mo. • PH: 417-637-2112
- 26 Carswell-Nichols Hereford Production Sale Alton, Kan. • PH: 785-346-6096
- 27 6 p.m. Private Pesticide Applicator Training Barton County Extension Office, Lamar, Mo. PH: 417-682-3579

February

- 4-7 2014 Cattle Industry Convention • Nashville, Tenn. FMI: www.beefusa.org
- 6 6 p.m. Private Pesticide Applicator Training Greenfield High School Community Room, Greenfield, Mo. • PH: 417-637-2112
- 6 1 p.m. Private Pesticide Applicator Training Jasper County Extension Center • Carthage, Mo. PH: 417-358-2158
- 25 30th Annual Southwest Missouri Spring Forage Conference • University Plaza Hotel, Springfield, Mo. • PH: 417-831-5246, ext. 3
- 28 Cow Camp Ranch Annual Bull Sale Lost Springs, Kan. • PH: 785-983-4483

March

- 3 Annie's Project for Farm Women Greene County Extension Center, Springfield, Mo. PH: 417-881-8909



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