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CATTLEMENS

June 2013

NEWS

Volume 16 • Issue 11



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VIEW FROM THE BLOCK

Beef sold at all-time highs nine straight days in a row! If we were able to get good product clearance over the Memorial Day holiday maybe we can get live cattle prices up to the plateau where they need to be. We've struggled to get \$1.24-\$1.25/cwt for them when the live equivalent is about \$1.40.

As far as the feeder cattle market goes, it's been a struggle; we've seen it up and down but it's been mostly tough on all classes of cattle. Breakeven has been being about \$1.35 to \$1.40 but actual prices have only been about \$1.25 so we just keep losing money. If we can get the fat cattle trade vamped up and keep selling beef at all-time highs, surely we will be on the road to recovery. The market has just been disappointing.

Farmers are making progress to get this year's feed crop in the ground. It will be interesting to see where we are now that the Memorial Day holiday is behind us.

June is shaping up to be a busy month here at JRS. We will be having a special



replacement cow sale on Friday, June 14. If you have cows you would like to consign, give us a call at 417-548-2333. And, on Thursday, June 27 we will feature our Special Value Added Feeder Cattle Sale. Historically, the market builds momentum between now and that June sale. Hopefully that will be the norm again this year and folks will get along really good selling their cattle.

This is typically a good month to market some cull cows. Cow slaughter has been huge as there are so many places in the country that are still dry. Some places are getting a little bit of moisture so that should help. We just need to get the non-fed slaughter numbers back down. Moisture will help the non-fed slaughter

numbers decline and in turn be supportive of the fed cattle market.

So far, we're off to a better start than we were last year. It looks like we're going to grow some feed that we didn't grow last year. The hay crop is good and it looks like we are going to have some forage and we all ran short on that last year. The

weather is really what's killed the cattle market the last couple of years. It's put feed costs so high that feeding out cattle just wouldn't pencil. But, the prospects for now look good. Full speed ahead!

Good luck and God bless!

Jackie Moore

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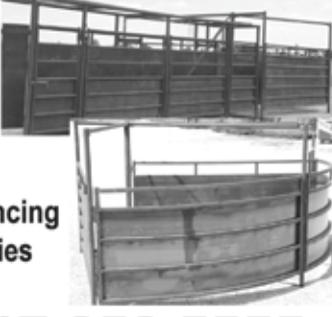
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Water quality comes in all shapes and sizes. What can you do to make the picture more clear on your farm?

—See pages 12-13. Photo by Joann Pipkin

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BEEF IN BRIEF

Right to Farm Goes to Voters

The Missouri House of Representatives, on May 8, 2013, and Missouri Senate passed HJR 7 & 11 (Right to Farm), May 14, 2013, with bipartisan support. The vote in the House was 132-25 and in the Senate 28-6. Missouri Cattlemen's Association (MCA) Executive Vice President Mike Deering said that this is a good move for Missouri agriculture.

"From this, we will work with the 40 other like-minded organizations that make up Missouri Farmers Care to educate voters on the importance of safeguarding agriculture in this state. The fact is this benefits consumers just as much as it does those of us directly involved in producing food."

Deering said MCA mobilized its members on this priority issue and cattlemen have been present in the state Capitol every week since the beginning of the legislative session to stress the importance of Right to Farm. He said MCA members

made their voices heard and certainly contributed to the passage of this legislation.

Right to Farm will be referred to the voters as a ballot question in 2014. Deering said everyone in Missouri is involved in agriculture in some way. He said family farmers and ranchers as well as those consuming food produced in this state need to take action in favor of Missouri's vibrant agricultural sector.

— Source: MCA Prime Cuts

Youth in Agriculture Update

Missouri Governor Jay Nixon has put his signature on legislation that would allow youth to work on farms and ranches in the state.

The legislation (SB 16/ HB 334) was introduced in the Senate by Sen. Brian Munzlinger (R-18) and in the House by Rep. Tony Dugger (R-141). The legislation exempts farm work performed by children under the age of 16 from certain child labor requirements.

MCA Executive Vice President Mike Deering said the legislation was partly in response to poor decisions made at the federal level. "I believe the bill was brought to the forefront as a result of the Department of Labor proposing a federal rule that would have essentially banned youth 16 years of age and under from working on farms and ranches that were not owned by their parents," said Deering.

According to Deering, it is becoming increasingly difficult to encourage young people to become involved in production agriculture partly due to over regulation and red tape.

— Source: MCA Prime Cuts

House Ag Committee Moves Forward on Farm Bill

After a lengthy discussion, the House Agriculture Committee cleared its version of the 2013 Farm Bill during a markup session. The House markup follows the previous Senate Agriculture Committee's much briefer markup of its farm bill.

For the National Cattlemen's Beef Association (NCBA),

portions of the House farm bill included priorities important to cattlemen and women such as permanent disaster programs along with the elimination of the livestock title, maintaining of conservation programs and a strong research title.

NCBA President Scott George, a Cody, Wyo. cattle and dairy producer, lauded the House Agriculture Committee for including disaster assistance in the legislation, stating that it would provide certainty to cattlemen and women who are affected by disastrous weather events and continue to contribute to the nation's strong agriculture industry.

Also included in the House version of the farm bill is an amendment introduced by Rep. Steve King (R-Iowa) that would prohibit states from setting production standards for foods brought in from other states. The amendment would render federal production mandates such as the Humane Society of the United States (HSUS) / United Egg Producers (UEP) proposal, untenable.

— Source: National Cattlemen's Beef Association release.



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NUTRITION KNOW-HOW

Considerations for Water Quality, Heat Stress

Water quality not as limiting as water quantity

BY JUSTIN SEXTEN FOR CATTLEMEN'S NEWS

Water is the most important nutrient, essential for life and expensive to transport. Few nutrients drive cattle management decisions like water. Last summer we were concerned about water quality due to blue-green algae and quantity because of dry ponds.

If there was one benefit to last year's drought it was that many ponds were cleaned out, increasing holding capacity while reducing the sedimentation that many times contributes to moss and algae growth. To minimize future sedimentation, consider controlling pond access by fencing cattle out and using access points or gravity flow pipes through pond dams to waterers.

Total dissolved solids, (TDS)

is a measure of salinity, a common water contaminant. Salinity effects on animal performance are not clear, as TDS serves only an indicator of water quality. Periodic water testing will help identify unsuitable stock water sources. Remember during extended drought periods, surface water evaporation can increase TDS to the point where animal performance is reduced.

Given a preference cattle prefer water temperatures between 40 and 65 degrees. If temperatures exceed 80 degrees animal productivity can decline due to reduced dry matter intake and inability to dissipate heat. Water plays a key role in reducing body heat, therefore water sources with sun exposure, such as above ground water lines and small tanks may need shaded to prevent excessive heating.

In many cases water quality is not as limiting as water quantity. Those of you who have spent time hauling stock water can appreciate water intake during heat stress. As a rule of thumb, water intake is approximately one gallon per 100 pounds of body weight during thermal neutral conditions.



However as temperatures increase to 90 degrees, cattle water intake can double. This increased water intake is the animal's attempt to reduce body heat while replenishing body water lost to perspiration and respiration.

During heat stress events ensure adequate waterer space, 3 linear inches per head, and provide adequate tank reserves to ensure water supply is not exceeded by animal demand if the "herd" comes to water all at once.

As we transition from a relatively cool and wet spring into summer, cattle will eventually experience heat stress. A rapid transition to summer will increase heat stress effects since moderate spring temperatures have not required cattle to begin adapting to increasing heat and humidity.

Heat and humidity combine to reduce cattle's ability to get rid of body heat. Production losses from heat stress include reduced feed intake, milk production, weight gain and increased death loss potential. Understanding how cattle accumulate and reduce heat can assist producers in developing heat stress management plans.

Cattle accumulate heat in three ways— high temperature,

sun exposure and metabolic heat production. Environmental temperature cannot be reduced in a natural setting, however, providing shade will reduce heat stress by minimizing sun exposure.

Shade can be detrimental if air movement is restricted. Shade recommendations for stocker cattle range between 15 to 30 ft² per head, while mature cow requirements range from 30 to 40 ft² of shade per head.

If constructing shades place the roof 7 to 15 feet high. East-west orientation maximizes shade and maintains cooler ground temperatures while north-south orientation minimizes mud under the shade as the shaded area moves during the day.

Shade cloths come in a variety of percentages— from 30% to 90% shade. The 80% cloth balances shade with wind and water penetration. Metal roofs can be used, however provide adequate space between cattle and the roof to prevent radiant heat transfer.

To address reduced feed intake during heat stress, pasture managers should maintain vegetative pastures preferably with legumes. Grazing vegetative grass-legume pastures during heat stress periods offers increased energy density and minimizes metabolic heat production from digestion of mature forages. Stocker operators have the option of providing supplemental feed during heat stress period to increase diet energy density. Plan to feed any pasture supplements late in the day to minimize heat production during daylight hours.

CONTINUED ON NEXT PAGE

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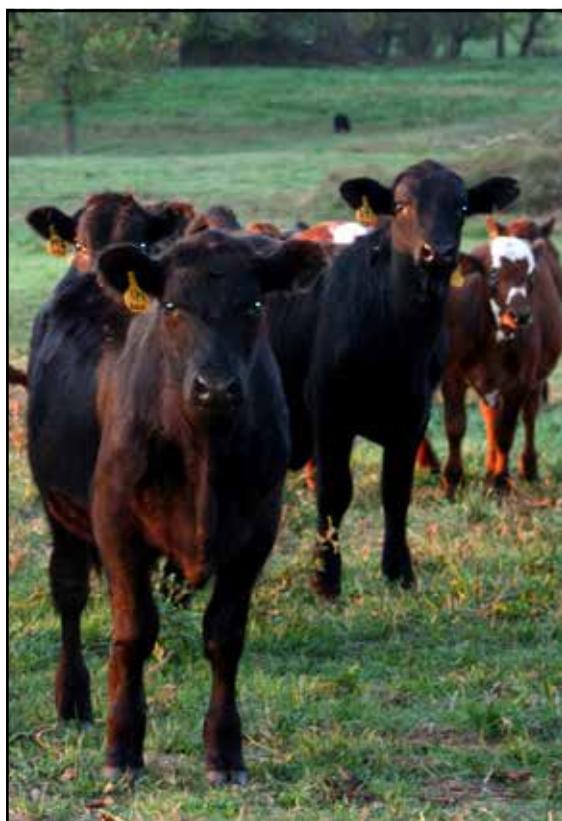
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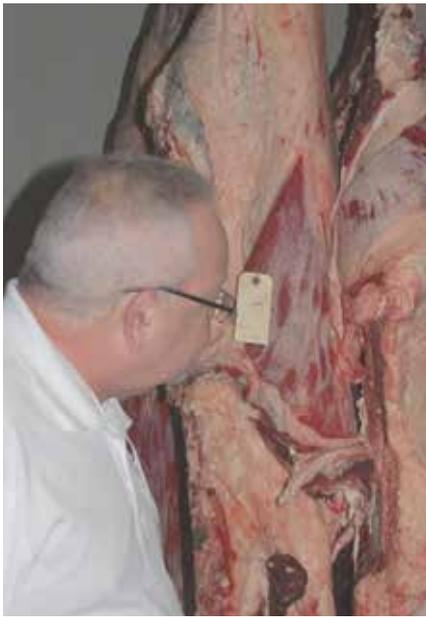
A Look at Gate to Plate

Chefs go up-close with beef production

BY JOANN PIPKIN, EDITOR

It's not every day that a restaurant chef gets to go down on the farm to learn more about one of his/her top menu items.

However, that was just the case May 24 when chefs from across southwest Missouri and members of the Missouri Restaurant Association were invited to get a closer look at



Phil Dreshfield, southwest regional director of the Missouri Restaurant Association, looks over a beef carcass inside Clouds Meats during a recent tour, which gave chefs a first-hand look at the beef production chain.

in the beef industry that have an impact on our end product and how it is received by consumers," explains Davin Althoff, business director, Missouri Beef Industry Council. Althoff says MBIC wanted to give those key influencers a first-hand look at each phase of beef production.

"If we can educate these influencers on the production aspect of beef, its safety and welfare, they can share that information with their peers."

In addition to the history of their operation, the Lewis' shared management and marketing strategies with the group. Rod Lewis encouraged the group to take an active role in helping to eliminate the estate tax, which could have a detrimental affect not only on his farm but also other small businesses.

Billy Hall is part owner of Chappell Feedlot, which was named Certified Angus Beef Feedlot of the Year in 2012. He also



Billy Hall
Chappell Feedlot

HEAT AND WATER • CONTINUED FROM PREVIOUS PAGE

Preventing cattle from accumulating heat is the first step in preventing stress. As cattle accumulate heat more energy is required for removal. When nighttime temperatures do not drop below 70 degrees or wind movement is minimal over a period of 2 to 3 days heat stress can become severe as accumulation may exceed the animals ability to remove heat.

To remove or dissipate heat cattle sweat and pant. Sweating and panting are not as effective when relative humidity is high due to reduced evaporation. As a re-

sult, periods of high humidity and low wind tend to increase heat stress more than high temperature periods with low humidity and a brisk wind.

Producers working to minimize production losses due to heat stress should plan to have cattle worked, moved and ready when periods of heat stress begin. As weather forecasts call for hot and humid conditions have cattle moved to "cool" pastures to minimize additional heat buildup or stress.

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

started Premium Sourced Cattle LLC, a cattle procurement company.

With an 8,000 head capacity, Hall explained how the feedlot utilizes ultrasound technology to identify marbling and fat in cattle. He also noted the impact the feedlot phase of the beef chain has on other aspects of agriculture. For instance, Hall said it takes about 50 bushels of corn to feed just one animal through the feedlot phase of production.

Joplin Regional Stockyards' Mark Harmon shared with tour participants the marketing

phase of beef production and how JRS works to help producers find added value in their product.

The final tour stop took attendees to Carthage-based Clouds Meats where fourth generation meat cutter Andy Cloud led the group on a walk-through of his business. He identified Hazard Analysis Critical Control Point (HACCP) safety measures in place to help ensure a wholesome product reaches the consumer.

MBIC's Althoff is hopeful interaction between key influencers and the beef industry continues and hopes to offer additional opportunities like the tour in the future in order to both communicate and educate others on what's happening in the beef industry.



Andy Cloud
Clouds Meats

the beef production chain.

The Missouri Beef Industry Council and Missouri Farmers Care teamed up to sponsor a tour which took chefs to Rod and Christine Lewis' 4R Farms at Sarcoxie, and Joplin Regional Stockyards and Cloud's Meats, both at Carthage. In addition, Nebraska feedlot owner Billy Hall shared with participants how his segment is involved in the production chain.

"There are key influencers



Rod Lewis
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HEALTH WATCH

Heat Stress Interventions

When to call in the “shade” calvary

BY DR. DAN THOMSON & DR CHRIS REINHARDT

Prevention is better than a cure for virtually any disorder. But this is especially pertinent if you're a cattle feeder going into summer heat. We know that we can intervene in the event of extreme heat events to prevent cattle death. Yet by that point, cattle have likely been off feed for a protracted period and performance has been lost; we're just happy to save the cattle.

To understand heat stress in cattle, we need to remember that the accumulation of heat load in cattle is determined by a combination of factors: actual air temperature, humidity, wind speed and solar radiation. For example, on very hot, humid days, if there is a steady, strong, breeze (>5-10 mph), cattle rarely experience extreme heat stress. The breeze takes heat

away from the surface of the cattle, but also brings in “fresh” air into which the cattle can evaporate heat from moisture in their lungs. Also, on hot, humid days with extensive cloud cover, cattle rarely experience extreme heat stress because they are not absorbing a great amount of radiant heat directly from the sun. The types of weather that will most greatly affect cattle are hot, humid days with little or no wind, and little or no cloud cover. And the situation is made worse if these conditions persist over sequential days with no cooling overnight. This is when cattle behavior will indicate extreme heat stress and producers will need to intervene in order to preserve cattle comfort.

The most effective and surest preventative of extreme heat stress, especially for



black-hided cattle, is some sort of shade structure. We often see this in pasture cattle; even though extremely hot, humid conditions may exist on pasture, if cattle can find shade during the hottest part of the afternoon, they will be back out grazing after the sun begins to set and heat begins to abate. Shades can be sturdy, permanent structures; mobile, portable structures; or temporary structures using a frame with cloth overhead. Costs will tend to follow the permanence of the design. Also, the shade portion of the structure does not need to be solid; partial shade is better than no shade. The structure should provide twenty square feet of shade area per animal, and it is best if the structure can be oriented lengthwise north

and south so that the shaded area moves from west to east, which will help keep the ground dry and prevent mud holes from developing under the shade structure.

Another preventative measure is light-colored bedding. Recent Kansas State University research (Rezak et al., 2012) suggests that during high heat days, especially those with little or no cloud cover, the surface temperature of chopped hay or straw is 25°F cooler than that of the bare dirt floor and provides a cooler place for cattle to lay down and rest — and resting improves performance.

Other research suggests that wetting the surface of pen mounds in the morning prior to extreme heat can reduce surface temperature of the pen floor, and reduce the ultimate heat load of cattle. The water essentially is “cooked off” by the radiant heat of the sun, and the evaporating water is taking heat with it from the pen surface. Without the water, the surface would simply absorb this heat and transfer it back to the cattle, increasing the

CONTINUED ON NEXT PAGE

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HEAT STRESS • CONTINUED FROM PREVIOUS PAGE

amount of heat that the animal needs to get rid of, expending a tremendous amount of energy to do so. However, the downside of wetting the pen floor is that by adding water we may also be contributing to already high humidity conditions and reducing an animals' ability to

dissipate internal heat through panting and evaporative cooling.

Extreme heat stress can be easily identified based on changes in animal behavior and greatly affects feed consumption and animal performance; it can even lead to death. But even mild heat stress will adversely affect performance. As heat load accumulates in the body, it requires that cattle expend

otherwise productive energy to actively mobilize heat away from the body, and that lost energy will be reflected in reduced average daily gain. Research indicates that providing shade to feedlot cattle during the summer is roughly equivalent to the performance added by growth-promotant implants.

The key in all of these examples is to get interventions

in place prior to the extreme heat event, give cattle a chance to utilize and benefit from the relief measures, and be prepared—summer is coming.

—Source: Dan U. Thomson, DVM, PhD, and Chris Reinhardt, Ph.D, are with The Beef Cattle Institute at Kansas State University.

HELPING HANDS

Bridging the Gap

Missouri Farmers Care works to bring farmers, consumers together

BY JOANN PIPKIN, EDITOR

“The average consumer is three, four or five generations removed from the farm,” explains Dan Kleinsorge, executive director, Missouri Farmers Care.

That said, Kleinsorge is helping lead the charge to bridge the gap between farmers and consumers through MFC.

Comprised of 40 member

organizations, MFC has both non-profit and policy components to its organization.

On the non-profit side, Kleinsorge says the group helps lead farm tours and other projects like its St. Louis Cardinals “Safe at the Plate” campaign where MFC meets with groups at Cardinals’ games to explain agriculture. MFC’s farm tour program brings



Missouri Farmers Care

www.MoFarmersCare.com

restauranters, food bloggers, grocers and others direct to farms to meet with producers and make that one-on-one connection with agriculture.

In addition, Kleinsorge says MFC leads hands-on activities for third grade students in the classroom. “Hopefully, our program gets students to better understand agriculture and take the information home with them.”

On the legislative front, MFC is keeping an eye on all proposals that have to do with agriculture.

The recently passed “Right to Farm” legislation was a key issue for MFC in this last Missouri legislative session. The constitutional referendum, which grants Missourians the right to farm, will head to voters later this year.

Kleinsorge says MFC also has a watchful eye on animal welfare issues and groups like HSUS.

To learn more about MFC, check out their website at www.mofarmerscare.com. You can also email the group at info@mofarmerscare.com.

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HELPING HANDS

Stream Projects Have Benefits in Southwest Missouri

Watershed program rebuilds bank of Elk River

BY CHARLIE RAHM

They may not know it, but each day passengers in the 2,000 cars that travel Highway H about two miles west of Pineville benefit from a USDA program that reduces risks to life and property.

In the fall of 2009, the USDA's Natural Resources Conservation Service (NRCS) provided about \$230,000 in cost-share funds from its Emergency Watershed Program (EWP) to rebuild the bank of the Elk River, which had eroded to the point that it was no longer stable.

"It was at the point where we were about to lose the road into the river," says Steve Campbell, Missouri Department of Transportation (MoDot) resident engineer.

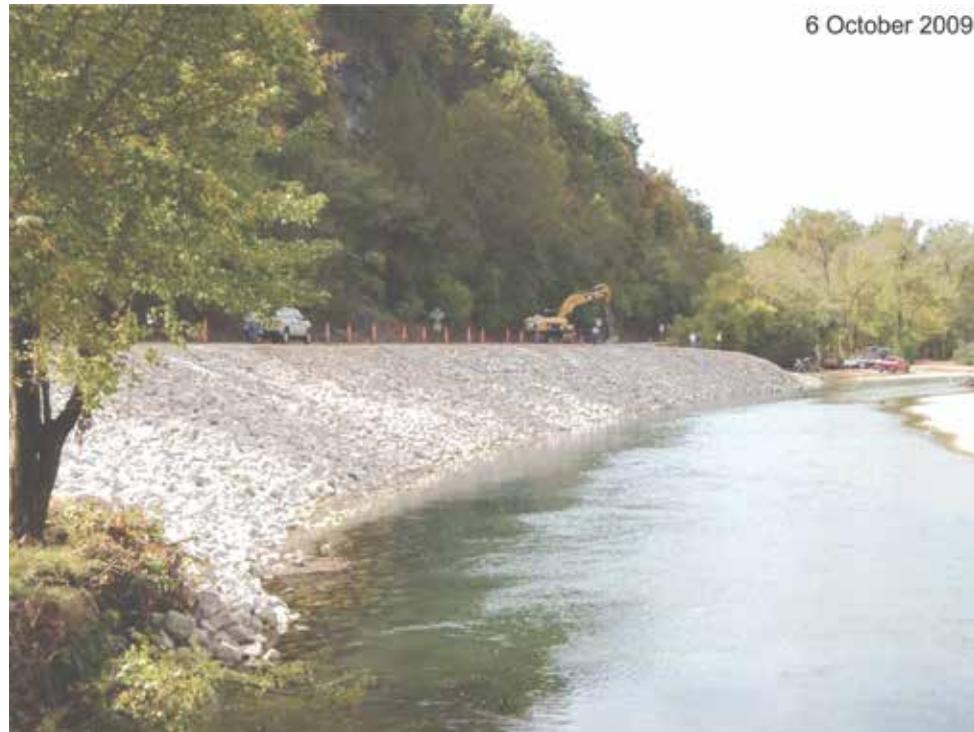
NRCS engineers designed a project to rebuild and stabilize the bank. The agency provided the technical assistance to design the project and 75 percent of the cost of materials and labor, with MoDot contributing 25 percent. MoDot also administered the contract.

"We built a new slope from the roadway to the river, with a rock bench that starts at the water line and extends 10 feet out into the river," says Harold Deckerd, NRCS assistant state conservationist – water resources. "Then there is another, underwater



11 September 2009

6 October 2009



Photos from NRCS

Before (top) and after (left) photos show the Natural Resources Conservation Service's Emergency Watershed Program rebuilt the bank of the Elk River in McDonald County. NRCS engineers designed a project to rebuild and stabilize the bank, which helped alleviate previous flooding issues that were dangerous to motorists.

done anything until the road fell into the creek."

NRCS State Conservationist J.R. Flores says EWP is a good program because it can be implemented quickly in response to problems caused by natural events.

"This is a good example of what we can do by working cooperatively with local sponsors," Flores says. "A project like this helps so many people."

— Source: *Missouri Natural Resources Conservation Service.*

slope that extends from the bench another 30 feet out into the river channel."

Lynn Jenkins, NRCS district conservationist in McDonald County, says keeping Highway H open was important to area residents. It's a major route from Southwest City and Noel to Highway 71, and many motorists also use it to get to the county seat of Pineville and to jobs at a poultry processing plant at Noel. Before the repairs were made, heavy rains often made the road dangerous to travel.

"People coming into that area during a flood were in trouble before they knew it," Jenkins says. "Loss of life was a concern."

Jenkins says there are other benefits resulting from the project. The amount of soil that was eroding from the streambank was adversely affecting water quality in the river and its watershed, and

maintaining access at the site was critical to a local canoe-rental business. He adds that the improvements to the river have made the area more aesthetically pleasing, and they also have created good fish habitat.

Deckerd says it didn't take long to realize that the project was a success.

"They had a flood four days after the project was completed, and the water never got onto the roadway. And there was no damage to the new rock-lined

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Note To The Physician: The cardiovascular system is the target of toxicity and should be monitored closely. Cardiovascular toxicity may be due to calcium channel blockade. In dogs, administration of intravenous calcium offset Micotil-induced tachycardia and negative inotropy (decreased contractility). Dobutamine partially offset the negative inotropic effects induced by Micotil in dogs. β -adrenergic antagonists, such as propranolol, exacerbated the negative inotropy of Micotil in dogs. Epinephrine potentiated lethality of Micotil in pigs. This antibiotic persists in tissues for several days.

Description: Micotil[®] is a solution of the antibiotic tilmicosin. Each mL contains 300 mg of tilmicosin, USP as tilmicosin phosphate in 2% propylene glycol, phosphoric acid as needed to adjust pH and water for injection, U.S. Tilmicosin, USP is produced semi-synthetically and is in the macrolide class of antibiotics.

Indications: Micotil is indicated for the treatment of bovine respiratory disease (BRD) associated with *Mannheimia haemolytica*, *Pasteurella multocida* and *Histophilus somni* and for the treatment of ovine respiratory disease (ORD) associated with *Mannheimia haemolytica*. Micotil is indicated for the control of respiratory disease in cattle at high risk of developing BRD associated with *Mannheimia haemolytica*.

Dosage and Administration: Inject Subcutaneously in Cattle and Sheep Only. In cattle, administer a single subcutaneous dose of 10 to 20 mg/kg of body weight (1 to 2 mL/30 kg or 1.5 to 3 mL per 100 lbs). In sheep greater than 15 kg, administer a single subcutaneous dose of 10 mg/kg of body weight (1 mL/30 kg or 1.5 mL per 100 lbs). Do not inject more than 10 mL per injection site.

If no improvement is noted within 48-hours, the diagnosis should be reevaluated.

For cattle and sheep, injection under the skin in the neck is suggested. If not accessible, inject under the skin behind the shoulders and over the ribs.

Note: Swelling at the subcutaneous site of injection may be observed.

Contraindications: Do not use in automatically powered syringes. Do not administer intravenously to cattle or sheep. Do not use in lambs less than 15 kg body weight. Intravenous injection in cattle or sheep will be fatal. Do not administer to animals other than cattle or sheep. Injection of this antibiotic has been shown to be fatal in swine and non-human primates, and it may be fatal in horses and goats.

Warnings:

Residue Warnings: Animals intended for human consumption must not be slaughtered within 42 days of the last treatment. Not for use in lactating dairy cattle 20 months of age or older. Use of tilmicosin in this class of cattle may cause milk residues. Not for use in lactating ewes producing milk for human consumption.

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Precautions: Read accompanying literature fully before use. Intramuscular injection will cause a local reaction which may result in trim loss of edible tissue at slaughter. The effects of tilmicosin on bovine and ovine reproductive performance, pregnancy and lactation have not been determined.

Adverse Reactions: The following adverse reactions have been reported post-approval: in cattle, injection site swelling and inflammation, lameness, anaphylaxis, anaphylactoid reactions, decreased food and water consumption, and death. In sheep: dyspnea and death.

For a complete listing of adverse reactions for tilmicosin phosphate reported to the CVM see <http://www.fda.gov/AnimalVeterinary/SafetyHealth/ProductSafetyInformation/ucm055394.htm>

Clinical Pharmacology: A single subcutaneous injection of Micotil at 10 mg/kg of body weight dose in cattle resulted in peak tilmicosin levels within one hour and detectable levels (0.07 µg/mL) in serum beyond 5 days. However, lung concentrations of tilmicosin remained above the tilmicosin MIC 95% of 3.12 µg/mL for *Mannheimia haemolytica* for at least 3 days following the single injection. Serum tilmicosin levels are a poor indicator of total body tilmicosin. The lung:serum tilmicosin ratio in favor of lung tissue appeared to equilibrate by 3 days post-injection at approximately 60. In a study with radiolabeled tilmicosin, 24% and 69% of the dose was recovered from urine and feces respectively over 21 days. After a single subcutaneous injection of Micotil at 10mg/kg of body weight, tilmicosin concentrations in excess of 4 µg/mL were maintained in the alveolar macrophages and neutrophils of most cattle for at least 10 days. The clinical relevance of these findings has not been determined.

Microbiology: Tilmicosin has an in vitro antibacterial spectrum that is predominantly Gram-positive with activity against certain Gram-negative microorganisms. In vitro activity against several *Mycoplasma* species has also been observed.

Effectiveness: In a multi-location field study, 1508 calves with naturally occurring BRD were treated with Micotil. Responses to treatment were compared to saline-treated controls. A cure was defined as a calf with normal attitude and activity, normal respiration, and a rectal temperature of <104°F on Day 13. The cure rate was significantly higher (P<0.004) in Micotil-treated calves (63.1%) compared to saline-treated calves (29.2%). During the treatment phase of the study, there were 10 BRD-related deaths in the Micotil-treated calves compared to 47 in the saline-treated calves.

Storage Conditions: Store at or below 86°F (30°C). Protect from direct sunlight. Conservar a 86°F (30°C). Proteger de la luz solar directa.

How Supplied: Micotil is supplied in 100 mL and 250 mL multi-dose amber glass bottles.

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Revised JANUARY 2010

VO1-03-2010

NEWS TO USE

What Happened at the Heifer Sale?

Market optimism not seen at May 17 sale

BY ELDON COLE

The Show-Me-Select Bred Heifer Sale on May 17 was anything but a runaway. After the sale, which averaged \$1524 on 283 heifers that sold, everyone was asking why didn't they bring more?

A couple of months ago folks were optimistic about a "hot" sale. I was one of those optimistic persons. Feeder cattle were selling well and based on the 11-year average ratio of the number of 550 lb., Medium-Large frame, 1 Muscle steers it takes to buy a bred SMS heifer on average the heifers should be close to \$1850.

Obviously, after the sale and the feeder price compared to the bred SMS heifer price was run, instead of a 2:1 ratio it figured to be 1.8:1. On top of that, the feeder market has not had the normal price rally. Right after the sale I asked several folks why there was not more interest and enthusiasm. Most offered a reply and here's a sample, not in any particular order.

- The weather was too nice and people were in the field trying to catch up after the unusually cold wet spring.
- Corn and all feed prices are discouraging to the cattle industry.
- The board on cattle was down.
- The abrupt jump in gas prices the last 2 weeks had a negative effect.
- There's just a tired and depressed feeling among farmers after the last couple of year's weather.
- Young farmers who would like to get into the cow business are finding it tough to get financing.
- Older farmers who reduced their cow herd due to the dry weather and short feed supply are hesitant to return to the hard work and low returns they'll encounter.
- Our loss in pasture and hay stands the last year has left us short on forage until we can re-establish.
- McDonald's have dropped their Angus burger.
- Jackie Moore wasn't there.
- Dona Goede wasn't there. She's resigned and gone to Wisconsin.
- My co-worker, Andy McCorkill, Buffalo gave me this quote, "paper stock (stock market) may now be worth more than 4-legged stock."

There are lots of opinions and some have merit while some have less validity. The bottom line is, this was a buyer's sale and those \$1400 to \$1500 or less heifers will have someone "smiling all the way to the bank" in the next few years.

The top price of the evening was \$2100

paid by Scott Casey, El Dorado Springs, a repeat buyer. The seller was John Wheeler, Marionville. The 5-head set was Angus-Hereford F1's. They were AI bred to Hoover Dam, an Angus. Overall the AI bred heifers brought \$150 per head more than the ones bred naturally. Wheeler's 54-head consignment averaged \$1667.

The high consignor average went to Jerry Carnes – Jireh Acres, Diamond. He sold 3 head for \$1900. That lot was also purchased by a repeat buyer, Roger Smithson, Bruner.

The second high consignment came from Jera and Jace Pipkin, Republic a pair of juniors who sold 17 heifers for an average of \$1721. They were a mix of straight Angus and Angus-Hereford cross. They were all AI bred to Connealy Right Answer 746.

Longtime consignor, Quinton Bauer, Verona sold 63 head for an average of \$1608. The volume buyer for the sale was Charlie Neidert, Neosho. He purchased 27 head.

— Source: University of Missouri Extension.



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For Pulmotil®: Feeds containing tilmicosin must be withdrawn 28 days prior to slaughter.
CAUTION: Federal law limits this drug to use under the professional supervision of a licensed veterinarian.

MANAGEMENT MATTERS

Water Quality or Quality Water?

Land management practices can help improve water quality

BY JOANN PIPKIN, EDITOR

Water quality. Quality water. Regardless of which way you say it the implications water can have on your operation are nothing to overlook.

According to Mark Green, Natural Resources Conservation Service district conservationist, in today's world the public is very sensitive to the water quality issue. "If a farmer can do various practices on his/her farm to protect or improve water quality, it can help not only the water issue, but also public perception."

Getting involved through programs offered by NRCS and your local Soil and Water Conservation District can put you a step closer to protecting

the quality of your water. Green says any land management practices that improve or maintain good ground cover can help protect water quality. "In grasslands, that would include good grazing management. If we manage our pastures to keep better grass cover, it can reduce surface water runoff and improve infiltration into the soil."

That surface water runoff can include manure and/or silt that decrease water quality, Green notes.

Developing Alternative Water

While rotational grazing helps farmers better manage their grass, water can often be one of the most difficult

and expensive aspects of a grazing system, according to Wesley Tucker, a farmer and University of Missouri Extension agricultural business specialist.

Tucker says a low-cost alternative for water helps address that. "You can use portable water tanks and even above ground water pipe for the majority of the year," he explains.

While not freeze-proof, Tucker maintains that in southwest Missouri you can use above ground water line and tanks as many as 10 months out of the year. Then, you only need one or two winter water sources, he reasons.

Tire tanks are an excellent alternative to concrete tanks, Tucker says. "From a cost standpoint, the tire tanks are much more desirable as one can be installed for a fraction of what a concrete tank would run."

Greene County cattleman Steve Squibb initially installed

four tire tanks on 200 acres of his land. He later put in five tanks on a 160-acre parcel of land.

Squibb says cost is the main advantage to the tire tanks for permanent water over concrete or other freeze-proof set-ups. And, he notes that more animals can gather around the tank to drink at a time when compared with the concrete tanks.

Using an existing well, Squibb ran water lines underground to each of the four tanks. To set up the tank, he placed the tire on top of the line, installed the plumbing and poured Quickcrete inside the tank making it level with the bottom bead of the tire.

Almost immediately, Squibb says, he filled the tank with water. "The concrete cures under water and the weight of the water helps push the tire down inside the concrete," Squibb explains.

Photo from NRCS



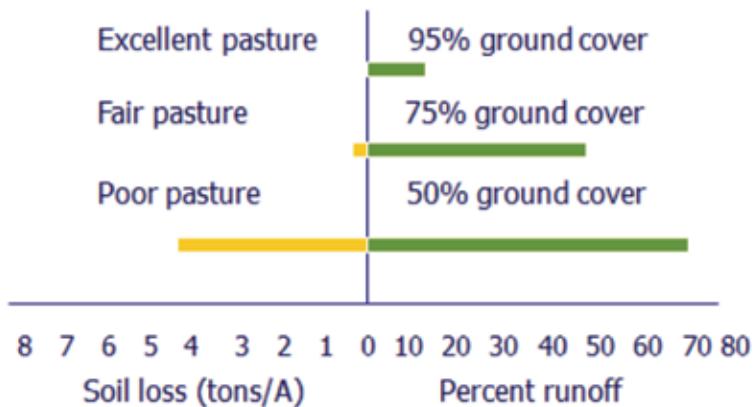
Ponds (below) do not offer flexibility for livestock water and can put landowners in vulnerable positions during times of drought, according to Natural Resources Conservation Service district conservationist Mark Green. Tire tanks (right) are one way to help farmers develop alternative water sources.



Photo by Joann Pipkin

Infiltration and Runoff

3 inches of rainfall in 90 minutes, 10% slope, silt loam soil
(University of Nebraska & USDA-SCS, 1937)



The black tires do soak up natural heat from the sun, which acts as an insulator to help keep the water from freezing. During extreme cold, Squibb says he opens a valve he installed inside the tank, which keeps water moving through an overflow pipe that carries it outside the tank.

Green says constructing buffer areas around ponds and streams can help farmers ensure water quality. Resting and rotating pastures also helps protect water quality.

Water After a Drought

2013 thus far has brought ample moisture unlike the previous two summers. Green cautions farmers who rely only on pond water livestock. "Ponds do not facilitate a good rotational grazing system. They do not allow for flexibility of getting water where it is needed."

Green goes on to say that soil cover improves soil moisture. "Good ground cover allows better water infiltration

into the soil during rains. See the table at left.

The WQ10 Stream Protection practice is a core practice offered through local soil and water conservation districts. It allows landowners to get assistance to develop water sources — such as drilling wells, running pipelines and installing tanks — all as a replacement for fencing out a stream.

Green says other programs that will help landowners develop water sources include the NRCS Environmental Quality Incentive Program (EQIP). Soil and Water Conservation Districts also offer state cost share programs for grazing systems, which can

help with water systems.

All in all, Green says when it comes to livestock water it's quantity, location and quality — in that order. "You can have all the high quality water you need, but if it's all up at the barn, it won't help in the management of your pastures."

And he reminds landowners to keep the public in mind, too, when it comes to water. "Public perception is big nowadays," Green says. "If you can do anything to help that public perception instead of being told to, it will be a positive. Realize that an urban person sees one cow in the stream and they think it's a problem, even if it may not be."

Conservation Grants Available: Soil Health, Water Quality Projects

Sign-up by June 13 with NRCS

The USDA's Natural Resources Conservation Service (NRCS) is accepting applications for grants to fund projects focusing on soil health and water quality.

State Conservationist J.R. Flores said Missouri anticipates having \$100,000 in state-component funds available for Conservation Innovation Grants (CIG). Individual grants can be for up to \$50,000, and can be used to fund up to 50 percent of a project's total cost.

Conservation Innovation Grants are for projects targeting innovative, on-the-ground conservation, including target projects and field demonstrations that can last from one to three years. CIG is not a research program, but rather a tool to stimulate the adoption of conservation approaches or technologies that have been studied sufficiently to indicate a high

likelihood of success and are likely candidates for eventual technology transfer.

Information about CIG and the application process is available online at www.mo.nrcs.usda.gov (under "Helping People Help the Land"). Applications must be received by 4 p.m., June 13. Submit applications via the United States Postal Service or by express mail or courier service to:

USDA-NRCS, CIG Program
Elizabeth Moy
Supervisory Contracting Officer
601 Business Loop 70 West,
Suite 250
Columbia, Missouri 65203

Application may also be submitted by e-mail to Elizabeth.moy@mo.usda.gov

—Source: Natural Resources Conservation Service

National Water Quality Initiative Includes Three Missouri

Jasper, Barton county landowners may qualify

The USDA's Natural Resources Conservation Service (NRCS) announced the availability of additional funding for an initiative to improve water quality in three watersheds in Missouri.

Landowners in the three watersheds have until June 21 to apply for assistance through their local NRCS offices. The watersheds include: Lower Little Medicine (Grundy and Sullivan counties in northern Missouri); Upper Troublesome (Knox and Lewis counties in northeastern Missouri); and Opossum Creek-North Fork Spring River (Jasper and Barton counties in southwestern Missouri).

NRCS will make \$837,000 available this year to help farmers, ranchers and forestland owners in those watersheds install conservation practices that manage nutrients, pathogens and sediments. Funding comes through the agency's National Water Quality Initiative.

Eligible producers will receive assistance for installing conservation systems that may include practices such as nutrient management, cover crops, conservation cropping systems, filter strips, terraces, and in some cases, edge-of-field water quality monitoring.

"This initiative focuses on small watersheds where conservation systems can

provide benefits to locally important bodies of water," says Karen Brinkman, acting state conservationist. "The efforts that farmers and ranchers make to improve the quality of water that leaves their land helps provide cleaner waterways, safer drinking water and healthier fish and wildlife habitat."

Brinkman said that NRCS worked closely with its key partners to select watersheds where on-farm conservation investments have the best chance to improve water quality.

Through this water quality initiative, NRCS is also piloting its new Water Quality Index for Agricultural Runoff. The tool will help landowners determine how alternative conservation systems they are considering will impact water quality improvement. Additionally, state water quality agencies and other partners will do in-stream and watershed-level monitoring to track water quality improvements in the project watersheds.

NRCS accepts applications for financial assistance on a continuous basis throughout the year, but applications for funding consideration during this fiscal year must be received by June 21.

—Source: Natural Resources Conservation Service

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ProTernative from Lallemand helps cattle fight stress

It's no secret. Every dollar counts in the cattle business. And, stressed cattle can wreak havoc on your bottom line.

But, what if you could get those stressed calves on feed faster and reduce the number of pulls?



Dr. Ted Dahlstrom

Dr. Ted Dahlstrom, Animal Clinic of Monett, Mo., is seeing positive results in stressed cattle consuming ProTernative Stress Formula from Lallemand Animal Nutrition.

"Two of the biggest things we are seeing right now is that these stressed calves are experiencing better feed intake. They are on feed quicker and our morbidity levels are much lower than what we've seen in

the past," Dahlstrom explains. "If morbidity is drastically reduced, our mortality is also reduced. We are treating fewer cattle and our antibiotic costs are way down," he notes.

A 26-year veteran in the animal health industry, Dr. Dahlstrom has both beef and dairy clients using ProTernative SF 0.35 Titan, which has been available outside of the feedlot sector only since the fall of 2012.

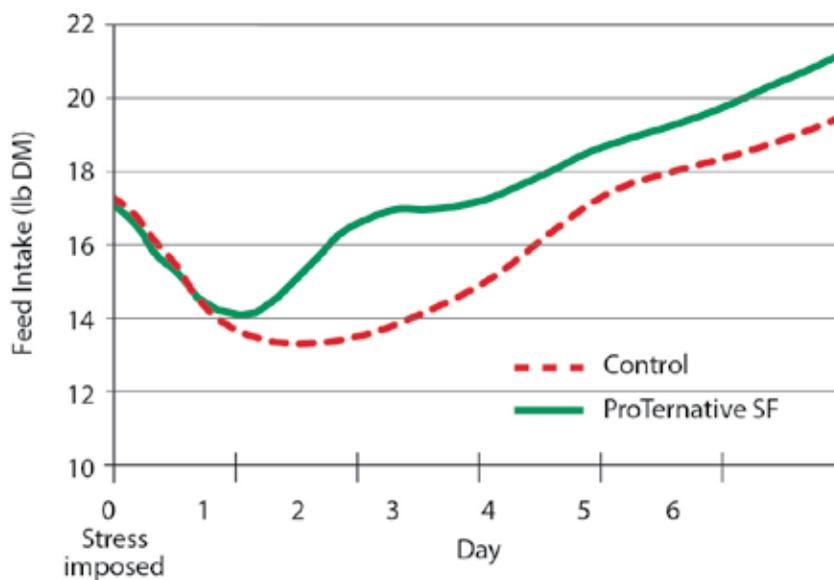
Dr. Dahlstrom says it usually takes 72 to 96 hours for stressed animals to crash. "If we can get that animal started on feed in 24 to 48 hours, we're already halfway home. Maintaining a healthy immune system will allow for a better response from the vaccination program."

According to Dr. Kerry Barling, ruminant technical services veterinarian, Lallemand Animal Nutrition, stress is a key component of sickness in cattle.

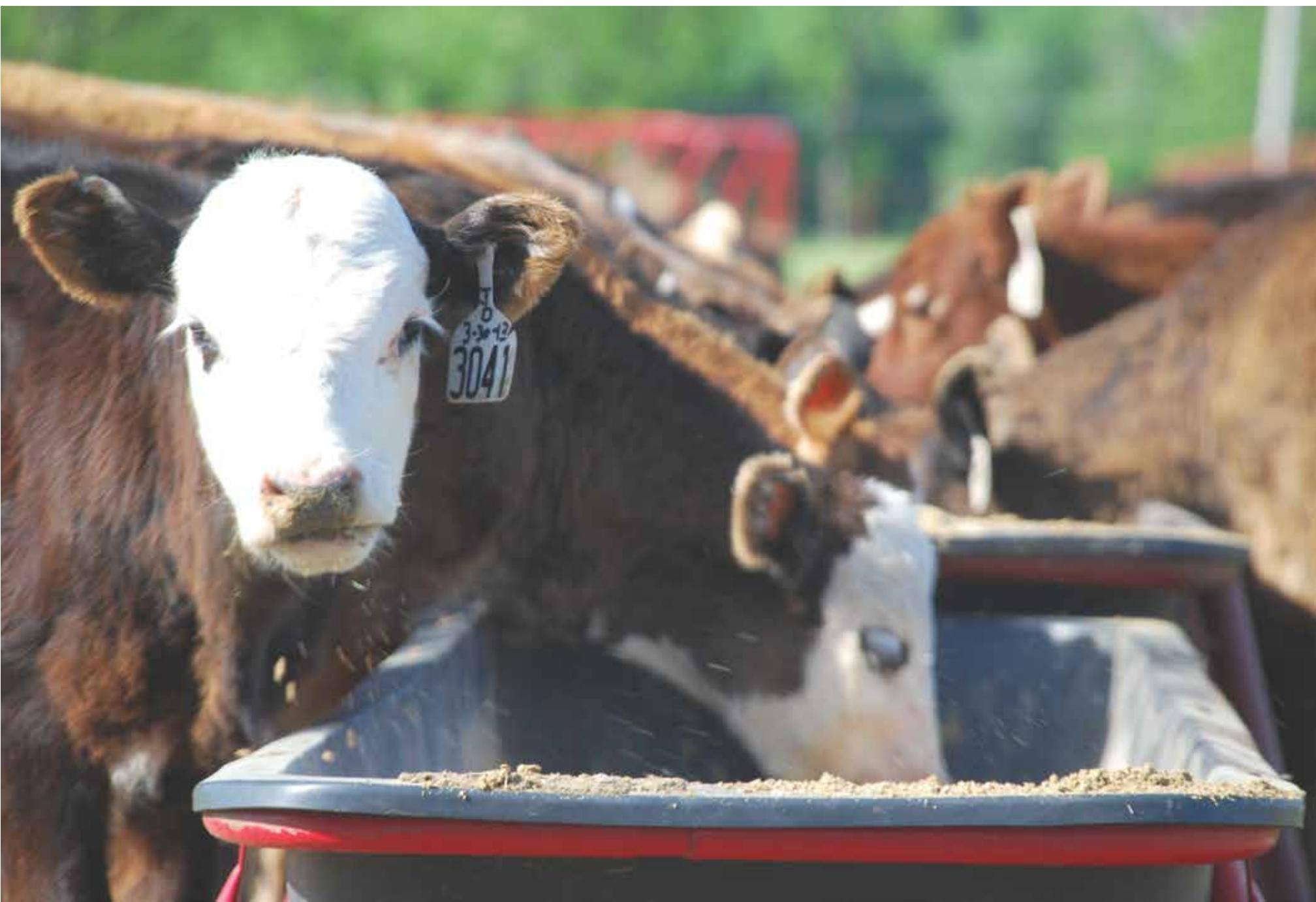
"The mission of ProTernative SF 0.35 Titan is to help moderate the effects of stress in cattle," he explains. One of the most stressful times in the life of cattle is at weaning. Feeding ProTernative SF 0.35 Titan helps promote a positive gut microflora."

Highly palatable and user-friendly, Dr. Dahlstrom has been amazed at how cattle take to feed that has been top-dressed with ProTernative. Even new naïve calves that have never seen grain before have a tendency to get started on grain

Calves Fed ProTernative SF Had Greater Feed Intake When They Needed It Most



Research at Tech University Research showed improved uptake in starting calves that were fed ProTernative SF when compared to calves that did not have it in the ration. The study also showed decreased morbidity and mortality were also realized in calves being fed ProTernative SF.



ADVERTORIAL



of cattle is strongly influenced by events that occur at weaning. Dr. Barling says using a risk management strategy that reduces the effects of stress can approach the long-term impact of calf performance, welfare and profitability. "Promoting a positive gut microflora with ProTernative SF 0.35 Titan can help moderate the effects of stress."

In recent months, cattle have been especially challenged by drought and an unpredictable winter. "Nutritionally and environmentally, cattle have been stressed more in the last 12 months than they ever have," Dahlstrom says. "(ProTernative SF 0.35 Titan) is one of the best changes we've seen for backgrounding calves — and it's cost effective."

Dr. Dahlstrom concludes, "It gets calves going and keeps them growing."

much quicker than normal, he says.

ProTernative SF 0.35 Titan is a micro-encapsulated, live dry yeast that works specifically at the intestinal level of animals. It can be top-dressed, blended in feeds, or included in pellets. Dr. Barling recommends it be fed during stressful periods, typically 21-60 days.

"It is a common saying that 'cattle that don't eat will become sick, and sick cattle won't eat'," says Dr. Barling.

The yeast in ProTernative SF 0.35 Titan is blended in a palatable carrier that entices calves that would not normally eat, such is the case at weaning, to smell the product, come to the feed bunk, and start eating. "Once on the ration, calves stay on feed often with an increased level of consumption," Dr. Barling states.

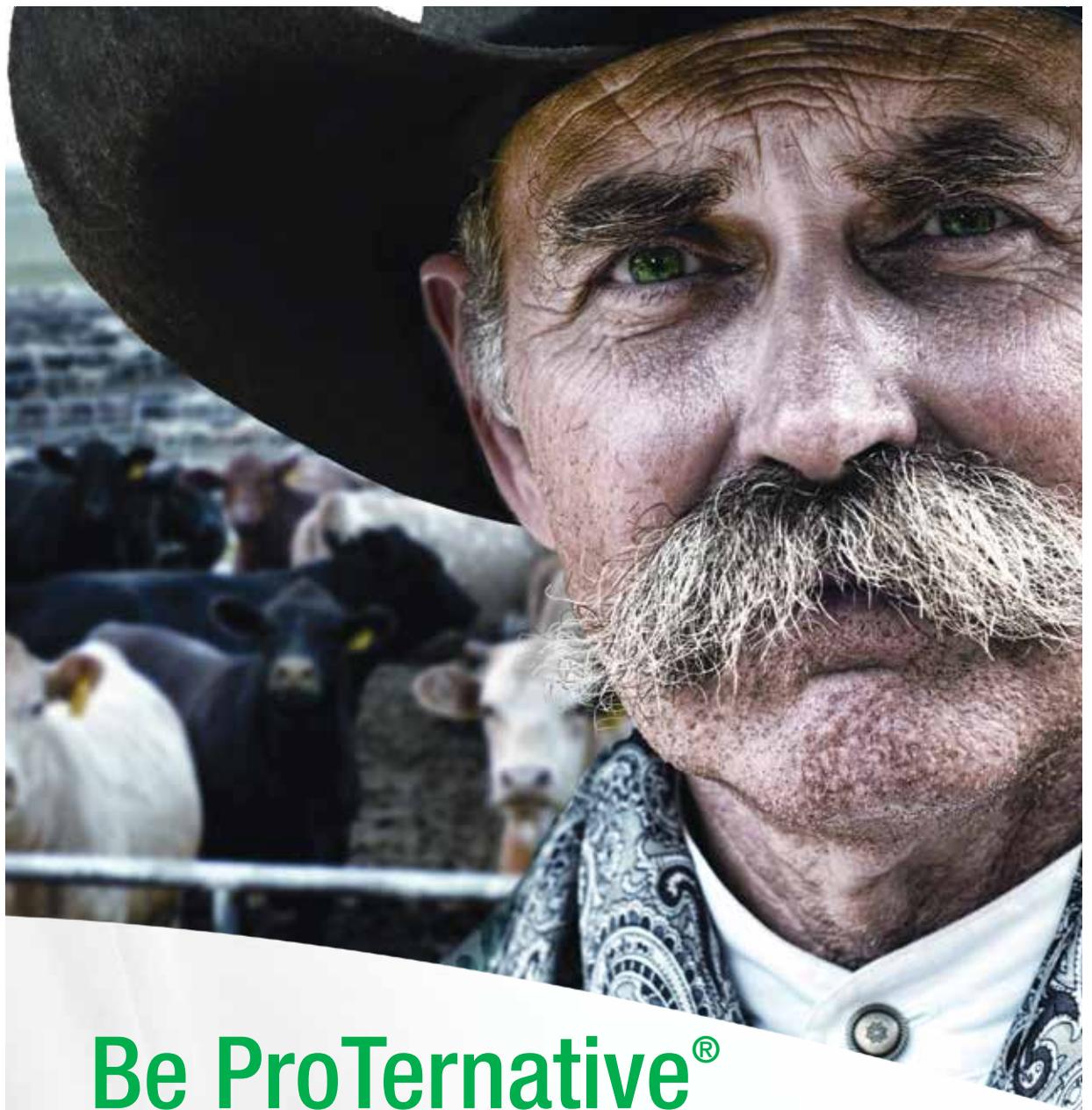
Research performed at Texas Tech University documented an improved uptake in starting calves that were fed ProTernative SF 0.35 Titan compared to calves that did not have it in the ration. The 35-day study included 277 crossbred heifers weighing 508 pounds sourced from auction markets in Mississippi. Calves fed ProTernative experienced an increase of feed to gain ratio. Decreased morbidity and mortality was also realized in the group of calves being fed ProTernative SF.

According to Dr. Barling, the long-term impact of ProTernative SF 0.35 will most likely be profound. "The cattle industry has been trying to improve cattle health upon entry to feedyards for 50 years," he says. "The efforts have focused on improving antibiotics and vaccines. To my knowledge there has been no appreciable improvement in feedyard pull rates or death loss over this time."

Dr. Dahlstrom maintains ProTernative SF 0.35 is one of the best products he's recommended to clients in a long time. "They have better feed conversion, so they're going to have a better marketable product."

And, Dr. Dahlstrom says the more money his producers can save in treatment costs will only pay dividends down the road.

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- Lower morbidity
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NEXT GENERATION

What's Your Succession Planning Strategy?

Start training the next generation now

BY DARREN FRYE

Succession planning is a *big* concern among farmers and ranchers, and we typically hear them say that it's overwhelming. They don't know where to start. One place to begin is to focus on the daily tasks and – if you remain mindful that the next generation needs to be trained – think about what would happen if you suddenly died today.

It's morbid. I know. But what kind of shape would your business be in if that happened? A less severe thought – imagine being in an accident and hospitalized for a period of time. Would the operation be able to move forward without you? Planning for the future is an unselfish act. Sharing your knowledge and training the next generation empowers them,

and ensures that all of your hard work can move forward successfully to your successors. That's the peace you have if you take the time and effort to train them and help them grow into the job.

Only 30 percent of farm families have a written succession plan, according to recent research done by Farm Futures Senior Editor Bryce Knorr. He says in most of those families, they only have the legal documents, like a will or trust. For farming operations today, that's not going to be enough to make sure the farm continues as a viable business.

Many farmers have done a good job of making sure that the farm's assets will be transferred and protected, but that's where a lot of succession plans stop short. The majority



of farm families don't have a plan to transfer the *business knowledge* of the operation to future leaders, such as what will be expected of the successors, educating successors on the details of the operation, and benchmarks and timetables for the transition. Have you considered details like these?

With all of the changes in agriculture, the skills the next generation will need are changing rapidly. What they need to know in tomorrow's farming environment will be quite different from what made the older generation a success.

Many farmers feel it's challenging to figure out how to share their knowledge of farming with the next generation. There's so much to pass on. It can be hard to get started. Think about the

day-to-day work, or the things that happen seasonally, and choose one responsibility. The next time you move through that process, involve the younger generation more. Talk through the decisions with them. The greatest learning usually happens where the doing is taking place. Hearing you "think out loud" as you're making a decision can teach them *how* you came to that decision. Otherwise, he/she sees your final decision but not your thoughts and considerations that went into it.

Next it's time to start asking him/her for input. Ask things like: "Do you think we're on the right genetics path for future demand in the industry? Are there things we should be doing differently about herd health? Would you research special market opportunities for our operation by attending some seminars?"

Having others in your operation who are able to manage people and make important decisions is a win-win situation. The next generation learns best while you are

CONTINUED ON NEXT PAGE

MISSOURI BEEF INDUSTRY COUNCIL DIRECTOR ELECTION

LEGAL NOTICE

Notice is hereby given that the Director of Agriculture will be conducting an election to fill three positions on the Missouri Beef Industry Council Board of Directors. One regional council member is to be elected in each of Regions 1, 4 and one member is to be elected at-large. Terms of office are three years.

Any cattle producer within the specified regions of the State of Missouri who is producing cattle for market and the legal owner of one or more head of cattle becomes eligible to vote in the election by registering at his/her respective Farm Service Agency (FSA), or electronically at <http://mda.mo.gov/councils/> prior to July 20, 2013. Cattle producers who have voted in any of the previous five (5) elections are not required to register unless their address has changed.

The Missouri Department of Agriculture will mail ballots to registered producers August 19, 2013. Ballots must be postmarked no later than August 31, 2013 to be valid.

Any qualified producer may be nominated and have his/her name placed on the ballot provided the independent nomination is accompanied by petition of not fewer than 100 producers in the nominee's region and written permission of the candidate. Petitions must be delivered to the Director of Agriculture on or before July 20, 2013. Petition forms are available from the Missouri Department of Agriculture by calling 573-751-5633.

Missouri Beef Industry Council Regions



| Region 1 | Region 2 | Region 3 | Region 4 |
|------------|------------|----------------|-----------|
| Andrew | Adair | Bollinger | Barry |
| Atchison | Audrain | Butler | Barton |
| Buchanan | Boone | Genevieve | Bates |
| Caldwell | Callaway | Camden | Benton |
| Carroll | Cole | Cape Girardeau | Cedar |
| Cass | Charles | Carter | Christian |
| Chariton | Clark | Crawford | Dade |
| Clay | Cooper | Dallas | Greene |
| Clinton | Franklin | Dent | Henry |
| Daviess | Gasconade | Douglas | Hickory |
| DeKalb | Howard | Dunklin | Jasper |
| Gentry | Jefferson | Howell | Lawrence |
| Grundy | Knox | Iron | McDonald |
| Harrison | Lewis | Laclede | Newton |
| Holt | Lincoln | New Madrid | Polk |
| Jackson | Macon | Madison | St. Clair |
| Johnson | Maries | Mississippi | Stone |
| Lafayette | Marion | Oregon | Vernon |
| Linn | Miller | Ozark | |
| Livingston | Moniteau | Pemiscot | |
| Mercer | Monroe | Perry | |
| Nodaway | Montgomery | Phelps | |
| Pettis | | Pulaski | |

NEXT GENERATION • CONTINUED FROM PREVIOUS PAGE

still around to guide them. The transition of leadership is not a transaction. It's an apprenticeship where skills and knowledge are built day after day. And one day, you can practice a limited time departure (imagine: a

vacation!) and celebrate the fact that you are passing on the business knowledge to the next generation.

—Source: Darren Frye's company, *Water Street Solutions*, helps farmers across the Midwest with profitability through financial analysis, crop insurance, commodity marketing, and legacy planning.

MANAGEMENT MATTERS

Give Thought to Early Summer Deworming of Nursing Calves

Consider treating cow, calf to increase gain

BY GLENN SELK

Five deworming trials were conducted at the Eastern Research Station located near Haskell, Okla., during the 1990's. Crossbred cows and their Charolais-sired calves were sorted by calf sex, calf age and cow age, then randomly allotted to one of four treatments: 1) non-dewormed control, 2) deworm calf only; 3) deworm cow only; and 4) deworm cow and calf. Two or three treatments were applied each year including one control group. Each treatment was applied two or three years. Cows and calves were individually identified and weighed in early June. Treated animals received label-recommended dosages of a commercially available pour-on. Pairs grazed in rotation seven bermudagrass pastures overseeded with clover at a stocking rate of 2 acres per cow-calf pair during the 144 to 181-day trials. Initial studies indicated that a low worm infection rate was present in the first two years. At that time fecal egg counts ranged from 0 to 28 eggs per 3 gram sample of feces.

Deworming cows in late spring had no significant effect on cow summer weight gains up until calf weaning time. Treating cows but not their calves resulted in a small advantage in average daily calf weight gains (0.1 pound/day), while treated spring-born calves had significantly greater

daily weight gains (0.14 pound/day) while nursing non-treated cows. In other words, just deworming the calves resulted in a 21 pound weaning weight advantage over non-treated controls. Treated calves nursing treated cows had significantly greater average daily weight gains (0.17 pound/day) than the untreated calves nursing untreated cows. Over the approximate 150-day period this weight gain advantage would total about 25 pounds additional weaning weight to calves in this treatment group. In this series of studies, **deworming spring-born nursing calves in early summer resulted in summer weight gains of 21 pounds. Deworming both cow and calf resulted in an increased summer weight gain of 25 pounds versus non-treated controls (or 4 pounds more than when the calf alone was treated.)**

In these studies, reproductive performance was quite high for both treated and non-treated cows, and no difference was noted. Different results may occur in different climates and under different stocking rates. In 2013, with some thin cows going out on short, overgrazed pastures, deworming the cow may have a greater impact on cow performance.

—Source: Glenn Selk, Oklahoma State University emeritus extension animal scientist.

Get Control of the Buzz

Is your cow herd a fly magnet?

BY ELDON COLE

Flies, primarily horn flies, cause a loss in animal performance. We usually say the economic threshold for flies is around 200 per head. I've seen data supporting the fact that steer gains can be improved around 0.2 lb. per day when effective fly controls are used versus none. A recent Arkansas Beef Cattle Research Update reported on cow milk loss in a cooperative study in Arkansas and Oklahoma.

The trial compared several different breeds. The study had fly counts ranging from

94 per head early in the season to a peak of 503 flies in August. They did see milk yields drop, especially in some breeds, as fly counts increased. This would seem to affect calf weight gains. They suggest that selecting cattle for parasite resistance may be a consideration in the future.

Selecting for resistance is a very long-term project, but keep it in mind as you observe your cattle this summer. You may even make some notes about which animals in your herd appear to be fly magnets.

CONTINUED ON PAGE 21

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ECONOMIC INDICATORS

Boxed Beef Run Continues

Feedlot inventories down less

BY DERRELL S. PEEL

Choice boxed beef finished the week of May 13 at a record weekly average of \$207.49/cwt., up \$4/cwt. from the week of May 6 and up \$17/cwt. from the recent lows last month. Though this market may be near a peak, the strength and duration of the recent run has been impressive and sets the stage for a stronger summer beef market. If the follow-through from the Memorial Day holiday is good, the boxed beef cutout may be set to hold at stronger levels through the summer. From the current highs, Choice boxed beef could hold near the \$200/cwt. for seasonal summer lows before moving higher again into the fourth quarter.

The May Cattle on Feed report showed a second month of strong feedlot placements. However, both March and April were compared to relatively small placements last year and April had one more business day this year so the increases are not as much as it appears. Combined March and April placements were up 336,000 head from last year, though placements for year to date are up only 133,000 head. That raises an important point to keep the recent placement numbers in perspective. Much of the increase in March and April placements were heavy weight feeders that will be matched with earlier lightweight placements when they are marketed in August and September. Those earlier

lightweight placements were down significantly year over year, which means the recent surge in placements is more of a moderation of coming feedlot marketings than a significant increase. Feedlot inventories are down less than two months ago but they are still down.

The increase in placements this spring was due to several factors. It appears that a good share of the March placements were drought related movement of feeders, especially in the southern plains. The April placements were concentrated in Nebraska and Iowa and likely were backgrounded feeders utilizing the large quantities of corn silage made from drought-damaged corn last summer. The movement of these cattle in April was likely somewhat sooner than expected as the long winter exhausted feed supplies in many areas.

The net increase in feedlot placements so far this year is interesting, especially considering that the net imports of feeder cattle from Mexico and Canada is down by 192,000

head and raises the question of what was the source of the cattle. I suspect that some of the increased placements was early movement of backgrounded animals, which means they will not be available later. Although there is no data to confirm it, I also suspect that some of the increase was replacement heifers that have already been diverted back into the feeder market. While these heifers will not be back as replacements, there may be increased demand for replacements later in the year if conditions improve. Mexican cattle imports are likely to remain diminished for the rest of the year and are likely to total a half million head less this year compared to 2012. The point is that feeder supplies are still tight and more feedlot placements now likely means less later.

—Derrell S. Peel, Oklahoma State University Livestock Marketing Specialist.

Find the Value in Cull Cows

You can help control the price you receive

BY GRANT MOURER

Often, producers overlook marketing and increasing the value of cull cows. This is primarily due to the fact that the cow is open or aborted and that feed is limiting and it is not cost effective to keep a non-efficient part of the ranch around with increasing feed prices and decreasing forage availability. However, cull cows can represent up to 10-20% of the total revenue for cow/calf producers and producers can increase value of a cull cow by 25-40% by management strategies alone. A producer can increase cull cow value by adding weight, improving quality and marketing cattle during seasonal price increases (Peel and Doye, 2008).

Adding weight to a cull cow not only increases total available pounds for resale, but also increases body condition. The market structure is broken-up so buyers can estimate fat cover and muscling at the auction. Categories are breakers, boners, lean and light type cull cows.

A producer can increase value of a cow by moving her up in the slaughter categories by increasing dressing percentage especially if she is relatively heavy muscled, while at the same time they have increased total saleable pounds.

Traditionally, cull cow prices are affected seasonally, like all cattle prices. In the fall any spring calving cows that are open and have weaned a calf are the first to go. Cull cows flood the market so a decrease is seen starting in July and August and continues on until November or later. So this gives a producer a window to aim for during late spring and early summer to capture value on cows culled from the herd. In the fall, when cow prices are traditionally at their lowest, spring cows are just weaning calves. The calf has increased the nutritional needs of that cow by over 20% when she is in lactation. So not only have we sold a cow in the fall when prices are low but also marketed her when she may be in a lesser desired body condition due to poor late season grass.

If a producer can retain the cow after weaning to add weight and condition he can also add value.

A fall calving cowherd can match up much easier with these parameters. A producer can wean a calf in the spring put weight and condition on a cow with forage that is high in quality and hopefully readily available and still market that cow in the summer hitting our window of opportunity. This opportunity to add value also exists with a spring cow that lost a calf during pregnancy or calving and is not reproductively efficient for the cowherd and salvage value for the cow can be obtained fairly rapidly.

A spreadsheet is available at <http://agecon.okstate.edu/faculty/publications/3078.xls> (Peel D.S. and D. Doye. 2008. Cull cow grazing and marketing opportunities. Oklahoma Cooperative Extension Service Fact Sheet. AGEC 613.) for producers to consider their own situation. The fact is that producers may find that it is most cost effective to market cull cows



immediately in times when forage availability is limited and feed prices are high, as in drought.

The bottom line is this: Producers need to identify cull cows as soon as possible. This may mean the use of early pregnancy detection or the use of a record keeping system that indicates a cow that is not efficient and needs to be removed from the herd even if she is pregnant. Once these animals are identified, then management decisions can be tailored to add value that meets a specific producer's needs.

—Grant Mourer, Oklahoma State University beef value enhancement specialist.

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¹ Zoetis Trial MC013-07-AULA13 (Colorado study). ² Zoetis Trial MC014-07-AULA13 (South Dakota study). ³ Zoetis Trial MC014-07-AULA13 (Oklahoma study). ⁴ Zoetis Trial MC017-07-AULA13 (New Mexico study).

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MARKET CORNER

May Market Recap

Receipts 15,050 • Last Month 24,274 • Last Year 13,733

| FEEDER STEERS | | | | | FEEDER HEIFERS | | | | |
|---|-----------|--------|---------------|-----------------|--|----------|--------|---------------|-----------------|
| Head | Wt Range | Avg Wt | Price Range | Avg Price | Head | Wt Range | Avg Wt | Price Range | Avg Price |
| 17 | 300-350 | 328 | 177.50-197.50 | \$185.53 | 10 | 250-300 | 256 | 185.00 | \$185.00 Thin |
| 21 | 350-400 | 382 | 166.00-181.00 | \$172.72 | 51 | 300-350 | 320 | 160.00-174.00 | \$170.62 |
| 109 | 400-450 | 425 | 157.00-175.00 | \$164.34 | 14 | 300-350 | 312 | 179.00 | \$179.00 Thin |
| 281 | 450-500 | 478 | 148.00-164.00 | \$157.92 | 63 | 350-400 | 377 | 149.00-170.00 | \$157.12 |
| 249 | 500-550 | 526 | 147.00-161.00 | \$152.51 | 129 | 400-450 | 433 | 137.00-155.00 | \$144.64 |
| 444 | 550-600 | 574 | 137.00-159.50 | \$149.60 | 315 | 450-500 | 476 | 136.00-156.00 | \$147.22 |
| 211 | 600-650 | 632 | 137.00-153.00 | \$146.82 | 359 | 500-550 | 532 | 130.00-153.50 | \$139.76 |
| 437 | 600-650 | 619 | 131.00-154.00 | \$142.73 Calves | 375 | 550-600 | 573 | 126.00-145.50 | \$136.71 |
| 71 | 650-700 | 673 | 131.00-147.00 | \$137.92 | 150 | 600-650 | 624 | 131.00-143.75 | \$140.36 |
| 171 | 650-700 | 673 | 125.00-143.00 | \$136.42 Calves | 111 | 600-650 | 626 | 121.00-129.00 | \$125.85 Calves |
| 81 | 700-750 | 704 | 131.00-143.00 | \$139.26 | 84 | 650-700 | 676 | 121.00-135.00 | \$127.28 |
| 156 | 700-750 | 725 | 128.00-138.00 | \$132.37 Calves | 86 | 650-700 | 668 | 116.50-132.00 | \$125.99 Calves |
| 232 | 750-800 | 765 | 129.50-138.00 | \$135.35 | 127 | 700-750 | 712 | 121.50-131.50 | \$130.32 |
| 264 | 800-850 | 823 | 124.50-132.50 | \$129.60 | 27 | 750-800 | 763 | 120.00-121.00 | \$120.45 |
| 62 | 850-900 | 876 | 122.75-127.50 | \$124.99 | 99 | 850-900 | 855 | 113.00-117.50 | \$115.57 |
| 33 | 900-950 | 912 | 119.00-121.50 | \$120.52 | 32 | 900-950 | 921 | 114.00 | \$114.00 |
| 388 | 950-1000 | 963 | 117.50-123.00 | \$120.23 | FEEDER HEIFERS Med. & Lg. 1-2 | | | | |
| 55 | 1000-1050 | 1017 | 118.85 | \$118.85 | Head | Wt Range | Avg Wt | Price Range | Avg Price |
| FEEDER STEERS Med. & Lg. 1-2 | | | | | 34 | 300-350 | 331 | 150.00-166.00 | \$159.01 |
| Head | Wt Range | Avg Wt | Price Range | Avg Price | 10 | 300-350 | 336 | 152.00-177.00 | \$166.64 Thin |
| 23 | 300-350 | 342 | 162.50-177.00 | \$165.65 | 101 | 350-400 | 379 | 140.00-151.00 | \$145.82 |
| 64 | 350-400 | 382 | 157.50-172.50 | \$163.18 | 12 | 350-400 | 386 | 150.00-152.50 | \$151.23 Thin |
| 12 | 350-400 | 377 | 170.00-175.00 | \$171.58 Thin | 174 | 400-450 | 425 | 135.00-147.00 | \$142.03 |
| 59 | 400-450 | 427 | 147.50-167.00 | \$156.44 | 13 | 400-450 | 428 | 144.00-146.00 | \$145.22 Thin |
| 171 | 450-500 | 474 | 140.00-156.00 | \$150.81 | 233 | 450-500 | 474 | 128.00-152.00 | \$138.24 |
| 184 | 500-550 | 523 | 138.00-155.00 | \$147.14 | 20 | 450-500 | 477 | 138.00-149.00 | \$143.34 Thin |
| 25 | 500-550 | 538 | 150.00-159.00 | \$153.91 Thin | 293 | 500-550 | 521 | 125.00-143.00 | \$135.09 |
| 188 | 550-600 | 577 | 130.00-147.00 | \$140.97 | 20 | 500-550 | 528 | 137.00 | \$137.00 Thin |
| 168 | 600-650 | 618 | 132.00-147.00 | \$138.99 | 374 | 550-600 | 570 | 120.00-139.00 | \$128.60 |
| 106 | 600-650 | 623 | 129.00-143.00 | \$136.41 Calves | 133 | 600-650 | 625 | 121.00-131.50 | \$126.39 |
| 174 | 650-700 | 671 | 128.00-143.00 | \$136.15 | 82 | 600-650 | 625 | 120.50-130.00 | \$125.24 Calves |
| 25 | 650-700 | 690 | 132.50-134.00 | \$133.27 Calves | 314 | 650-700 | 679 | 117.00-131.00 | \$126.00 |
| 335 | 700-750 | 715 | 124.00-142.00 | \$131.15 | 26 | 650-700 | 659 | 114.00-121.00 | \$116.96 Calves |
| 17 | 700-750 | 711 | 123.00-132.00 | \$127.40 Calves | 384 | 700-750 | 724 | 113.00-127.50 | \$123.38 |
| 140 | 750-800 | 775 | 123.00-134.50 | \$129.79 | 12 | 700-750 | 708 | 115.00-123.00 | \$119.04 Calves |
| 473 | 800-850 | 817 | 122.50-132.75 | \$129.17 | 100 | 750-800 | 780 | 113.00-121.00 | \$117.55 |
| 241 | 850-900 | 864 | 118.50-124.00 | \$121.68 | 218 | 800-850 | 825 | 112.00-118.00 | \$114.30 |
| 145 | 900-950 | 918 | 116.50-123.00 | \$120.44 | 37 | 850-900 | 874 | 107.50-113.50 | \$110.46 |
| 96 | 950-1000 | 979 | 117.50-118.50 | \$118.26 | HOLSTEIN STEERS Large 3 | | | | |
| 151 | 1000-1050 | 1004 | 115.60-116.00 | \$115.62 | Head | Wt Range | Avg Wt | Price Range | Avg Price |
| | | | | | 13 | 400-450 | 429 | 100.00-118.00 | \$106.48 |
| | | | | | 46 | 650-700 | 651 | 96.00 | \$96.00 |



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Kempfer Cattle Company, Saint Cloud, Fla.



Learn more at BQA.org or scan this code.



Funded by the Beef Checkoff.

**FLY CONTROL • CONTINUED
FROM PAGE 17**

Short-term control of horn flies has several options. I'm still pretty biased towards the use of back rubbers or dust bags for economical fly control. The rub needs to be located so the cattle pass under it daily.

Fly tags still offer help for fly control if they're applied around this time of the season.

Often they are applied in early April and their effectiveness diminishes by the time big fly number occur. An animal's ears also only can accommodate so many tags over time without appearing to be mutilated.

Last year Kansas State animal scientists conducted a 77-day grazing trial comparing no fly tags, 1 fly tag per animal or 2 tags per steer. The study was done in the Flint Hills and

due to the dry weather the trial stopped early. Numerically there were differences in daily gain (1.45, 1.53 and 1.58 lbs.) going from 0 tags, 1 tag and 2 tags. However, the differences were not considered statistically significant.

Feed thru or oral fly controls seem to be gaining in popularity. They are effective if started early in the season and your cattle consume the adequate

amount of mineral. We do caution that cattle across the fence on the neighbor's place that doesn't use the oral product can have flies that find your cattle. Get your pencil out and look closely at the comparative cost, convenience, etc. of the various methods of control.

—Source: University of Missouri Extension Service.

Video Sales

Video Sales from 5/13/13 • Total Video Receipts: 262

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: | Southcentral States | Texas, Okla., | New Mexico, Kansas, Mo. | Offering: | 262 | | FEEDER HEIFERS | | MED & LG 1-2 | | |
|---------|---------------------|---------------|-------------------------|-----------|----------|------|----------------|--------|--------------|-----------|----------|
| 5/13/13 | | | | | | HEAD | WT RANGE | AVG WT | PRICE RANGE | AVG PRICE | DELIVERY |
| | FEEDER STEERS | | MED & LG 1-2 | | | 80 | 630 | 630 | \$129.75 | \$129.75 | Current |
| HEAD | WT RANGE | AVG WT | PRICE RANGE | AVG PRICE | DELIVERY | | | | | | |
| 120 | 830-840 | 835 | 126.10-127.50 | \$126.77 | Current | | | | | | |
| | FEEDER HEIFERS | | MED & LG 1 | | | | | | | | |
| HEAD | WT RANGE | AVG WT | PRICE RANGE | AVG PRICE | DELIVERY | | | | | | |
| 62 | 805 | 805 | \$121.90 | \$121.90 | Current | | | | | | |

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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For more information contact: Susie Heavin 417-861-4580

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Event Roundup

June

- 8-9 Missouri Cattlemen's Association All Breeds Junior Cattle Show • Sedalia, Mo. • PH: 573-499-9162
- 11-13 Management Intensive Grazing School • Neosho, Mo. PH: 417-451-1077, ext. 3
- 14 Special Replacement Cow Sale • Joplin Regional Stockyards, Carthage, Mo. • PH: 417-548-2333
- 12-15 Beef Improvement Federation Research Symposium & Meeting • Renaissance Hotel & Convention Center, Oklahoma City, Okla. • PH: 415-744-9292 or online at www.beefimprovement.org
- 27 Value Added Sale • Joplin Regional Stockyards, Carthage, Mo. • PH: 417-548-2333
- 29-7/5 National Limousin Show & Congress • Ozark Empire Fairgrounds, Springfield, Mo. • FMI: www.nalf.org

July

- 5-11 National Junior Angus Show • American Royal Complex, Kansas City, Mo. • FMI: www.njas.info
- 19-21 Four State Farm Show • Pittsburg, Kan. FMI: www.farmtalknewspaper.com
- 19-22 Ozark Empire Gold Buckle Extravaganza Ozark Empire Fairgrounds, Springfield, Mo. PH: 417-833-2660
- 25-8/3 Ozark Empire Fair • Springfield, Mo. • PH: 417-833-2660

August

- 8-18 Missouri State Fair • Sedalia, Mo. • PH: 800-422-FAIR
- 17 American Cancer Society's Cattle Baron's Ball DARR Agriculture Center, Missouri State University, Springfield • PH: 417-447-1483

September

- 24-26 Management Intensive Grazing School • Marshfield, Mo. PH: 417-468-4176, ext. 3

October

- 4-6 Ozark Fall Farmfest • Ozark Empire Fairgrounds, Springfield, Mo. • 417-833-2660
- 24-26 Management Intensive Grazing School • Bois D'Arc, Mo. PH: 417-831-5246, ext. 3

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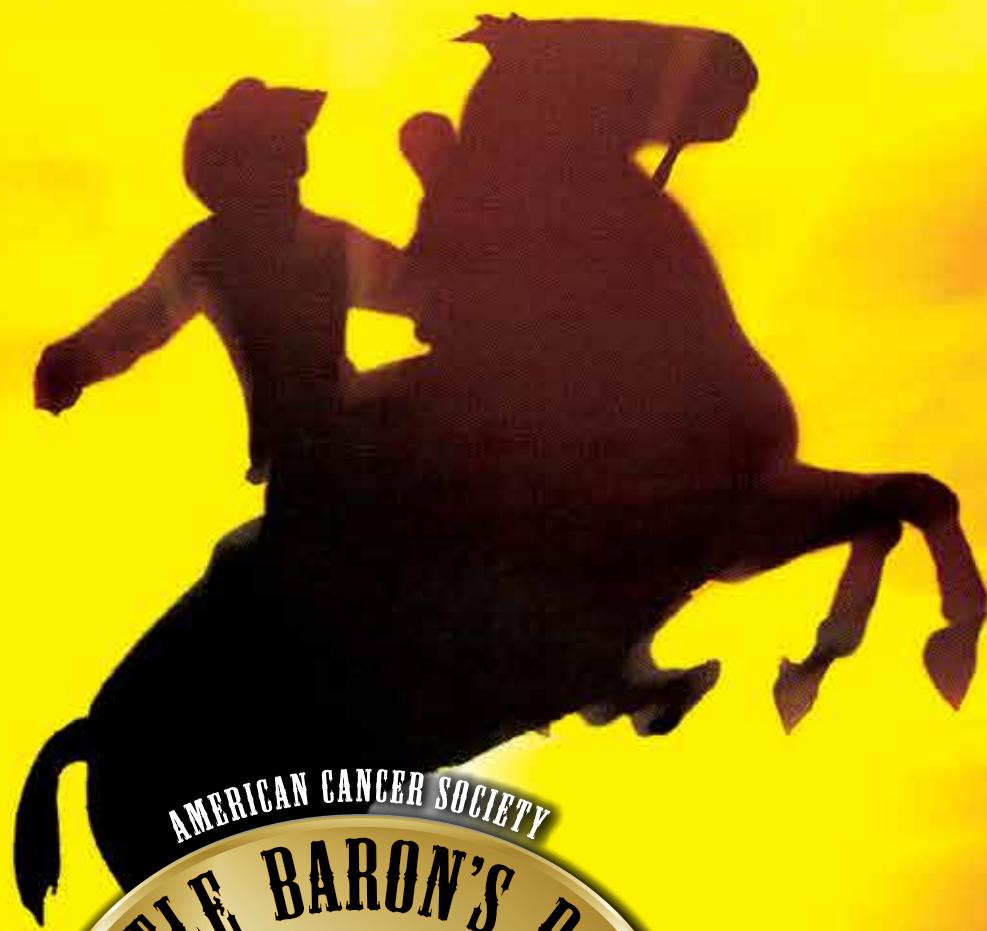
- 1) Intersection of Highway 60 and James River Expressway Springfield, Mo, 200' east of Buddy's Auto Salvage.
- 2) North of Carthage, Mo. @ Civil War Road and Highway 71 intersection, near the Carthage Underground.

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