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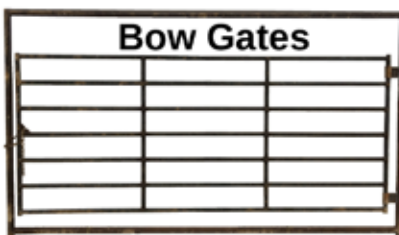
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ON THE BLOCK

with Jackie Moore

Spring has sprung! Thank goodness, because it seemed like winter was never going to end! The days sure have been pretty, and it looks like there will be ample grass due to plenty of moisture over the last few weeks. That's a blessing because this time of year it takes a lot of water to keep things growing!

The cattle market continues to romp on - it's good - especially in these grazing cattle. A lot of them have great condition because the winter was tough and we were a little short on hay. These cattle that do have a lot of condition on them that will go back to grass are bringing a little something. Some of those five weight steers are bringing up in the 80's and 90's and bring a pretty good check! It costs a little something to get them here, but they are bringing something. As we go forward and you look at the futures market, most of them are up there in the \$1.60 range out past May and you see some

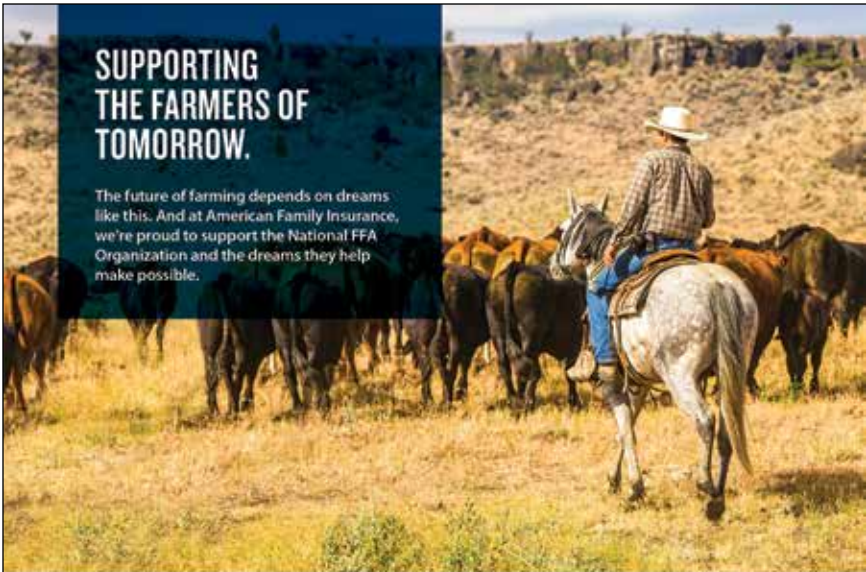
of these fat cattle futures are up there nearly to \$1.30.

Well, there's a lot of optimism in this market. The corn has retreated a little bit, and we will have to see how that goes as we go further into spring planting making you cautiously optimistic! Right now, it looks like we are off to a great start as long as things don't happen like they have for the past couple of years!

It looks like we are on the right side of things. The slaughter cow and bull market is good. We see a lot of those cows bringing up there from 70-75 on the big fleshy end of them. Beef demand remains good. The government has pumped some money back into things again, and I guess everybody has some money to spend and that's what they are doing! For the time being, it's full steam ahead...have a great spring!

Good luck & God Bless,

Jackie



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INSIDE THIS ISSUE

IN EVERY ISSUE

- 3 | View from the Block
- 6 | Data Driven Decisions - Justin Sexten
- 12 | Network Know-How with Erin Hull
- 40 | Mo Beef Mo Kids
- 49 | Market Reports

Industry News

- 10 | Trillion Dollar T-Ball Game
- 14 | Research to Help SW MO Producers
- 38 | Where Premiums Are Earned
- 41 | A Practical Steer Project
- 42 | Ag Market News Legend: Rick Huffman

Management Matters

- 8 | Targeted Metaphylaxis Requires Planning
- 16 | Techniques and Tips for Spring Grazing
- 18 | Spring Health Strategies
- 21 | Impact of Implants at Branding Time
- 22-23 | Don't Try to Pick Out the Good Ones
- 24 | Marketing Fall Born Calves
- 30-31 | Importance of Trace Minerals During Gestation
- 32 | Managing Young Cows to Optimize Performance
- 37 | Deworming Management
- 39 | Ensuring Immunity Through Proper Vaccine Handling

Trending Now

- 20 | Scale Back on Stress
- 26-27 | Foot and Leg EPDs
- 28-29 | How to Benefit Your Cow Herd Year-Round
- 33 | MLS Tubs: Your Multi-Tool Supplement Solution(s)
- 34 | Local Fair Diversity
- 35 | STOCKADE Rumensin Pressed Blocks
- 36 | Spring Cattle Markets and Summer Grazing
- 43 | Marketing Your Calves' Reputation
- 47-48 | Plant Some Spring Safety Tips on Farms

Other

- 44 | JRS Value-Added Tag Information and Form
- 45 | JRS Value-Added Vac Forms



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Cattlemen's News, published by Joplin Regional Stockyards, was established in 1998. With 12,000 customers and 450,000 plus cattle sold per year, this publication is an excellent advertising avenue for reaching customers from across the region. The publication puts today's producers in touch with the tools and information needed to be more efficient and profitable for tomorrow. Circulation 12,000.

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Delivery date: 06/01/2018
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Breed Composition: Angus: 50.29% Charolais: 40% Simmental:
9.71%
Treatment History
Vaccination 05/24/2017 Nasalgen, Virashield 6xL5 HB,
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DATA DRIVEN DECISIONS

Mass Photography

By Justin Sexten for Cattlemen's News

There are few measurements used in cattle management of greater importance than weight. Certainly one can argue the categorical variables of pregnancy status and death loss are more impactful to profitability due to the challenge of marketing the absence of productivity.

When we consider the influential variables we measure and manage to, weight tops the list as weight-based decisions are at every stage of the beef supply chain – birth to carcass. This includes every side of the transaction, purchase, sales and inputs. Even the ability to influence weight has value, in both positive and negative directions – increased gain and ability to reduce mature size.

Once you get past the bale and bucket as units of measure, feed inputs are weight driven as well. We'll save the review of technology available to measure feed and forage inputs for another day.

Zhuoyi Wang and co-workers at the University of Guelph discussed the technology evolution used to predict body weight. To clarify, this article was not a review of the move from a balance, to bar and ultimately digital scale, rather a review of imaging technology to predict weight without having to capture or constrain the animal.

Technology enabled weight estimation systems address the age old challenge of weight determination without a scale. Few questions cause one to pause like walking into a pen of recently weighed cattle and being asked "What's that steer weigh?"

As an opinionated, yet objective person, estimating weight without a scale causes internal tension, compelled to offer my guess yet knowing the true answer can be easily measured. One of my favorite books *The Wisdom of Crowds* by James Surowiecki recounts an example of how the averaged guess of an animal's weight by a crowd is more likely to correctly estimate an ox's weight than any one individual. Reinforcing the power of multiple "measurements" diluting the errors.

A scale is only one of many ways weight can be determined. There are plenty of simple devices, measures and formulas one can use to determine weight. Some calf birth weights are determined using tapes to measure a foot or heart girth. Alternatively plenty of calves are "weighed" with one eye sizing up the calf while keeping the other on the cow.

These biometric measurements and the role technology can be used to enable their collection were the focus of Wang's article. Several body measurements are correlated with weight, these often differ across species and may vary due to breed and stage of production. Some of the common measurements used previously to predict weight in cattle include body length, chest girth,

heart girth/circumference, back width, distance flank to flank, hip height, hip width, rump length and width measurements, shoulder width/heights, as well as wither height.

This review highlighted how these measurements were originally manually obtained and transformed into predictive weights. While a tape around the heart girth is a useful alternative to a scale, measurements like these lack practicality.

The article outlined the evolution of these manual measurement techniques into a semi-automated system using photos and video cameras to automate the data capture. Despite the automation of data capture these methods remain difficult to expand due to the manual manipulation of the data required to separate animals from the environment and each other. Almost daily when proving "I'm not a robot" I realize sorting pictures of various objects is hard for computers.

Automated weight determination has real value. In a previous article we evaluated a system where animals were automatically sorted after crossing a weighing station at a single feeding and water point. While this was an effective system to demonstrate the opportunity technology provides for automated weight capture and sorting, the singular location with limited portability provides practical challenges.

The review outlined the potential to use machine and deep learning computer models to elevate the video and sensor data in order to fully automate weight determination in extensive systems. We see examples of this machine learning technology advancing daily. Facial recognition started with humans and has already evolved to cows.

The University of Guelph research group highlighted the technical and practical challenges ahead. A key technical challenge outlined by the paper was adjusting weights for factors such as breed differences, performance potential and stage of production. Cloud-based connectivity enabling biometric sensors to synchronize with herd records and other "truth" sources to further inform the predictive models in real time will greatly reduce the development needed to overcome this technical limitation.

The challenge of technology acceptance by producers seems the simplest to address. Imagine capturing a check weight on a pen of yearlings by setting up a camera and sensor at the water tank. The sensors and algorithms go to work scanning the cattle and taking repeated measures, then in a week you are ready to manage and market to an individual animal level. I suspect pen scales are going to look a lot different in the future. 🐄

Justin Sexten is the Vice President of Strategy - Performance Livestock Analytics.

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MANAGEMENT MATTERS

Targeted Metaphylaxis Requires Planning

Reducing the threat of a disease outbreak

By Lisa Henderson for Cattlemen's News

Volatile cattle markets increase the value of your management. That's not a new theory, but the impact of COVID-19 raises the stakes for stocker operators.

An analysis last year by Oklahoma State University livestock economist Derrell Peel placed the impact of the coronavirus pandemic at \$2.5 billion on the stocker industry, nearly \$160 per head. That staggering statistic makes managing bovine respiratory disease (BRD) imperative to your success as a stocker operator.

"Respiratory disease can really take a bite out of your bottom line," says Steve Howard, a stocker producer in Claypool, Oklahoma. "Because the margins are thinner than ever, we have to run more head and manage BRD more effectively to pay the bills."

Howard typically has more than 5,000 high-risk calves on his operation at all times, and says respiratory disease is a year-round battle.

"You may get along fine for three or four loads of calves, and then you'll get a load that turns south on you," says Howard. "We like to receive calves as fresh as we can, and upon arrival we'll determine if certain calves are administered an antibiotic, or if the entire group receives metaphylactic treatment."

Metaphylaxis, treating calves on arrival with a rapid-response antimicrobial, can reduce the threat of a disease outbreak. But some calves treated metaphylactically may not have succumbed to BRD, and therefore, may not be benefiting from antibiotic metaphylaxis.

"Whether or not a group of calves should receive metaphylactic treatment will vary with each load," says Mike Nichols, DVM, Boehringer Ingelheim. "There are many factors to consider before making the decision to administer an antibiotic to an entire group of calves."

While caring for your cattle must be at the top of the list, cattlemen should also acknowledge consumers want fewer antibiotics used in food animals. As a result, producers and veterinarians are reevaluating their approach to metaphylaxis.

Veterinarians now suggest the concept of targeted metaphylaxis, or using metrics to narrow the use of antibiotics from entire groups of cattle to individual high-risk calves. Limiting antibiotic use has the potential to reduce producer costs and promote antimicrobial stewardship.

Targeted metaphylaxis requires planning.

"You need a consistent plan for how to select animals, a method to evaluate your results and the involvement of your veterinarian throughout the process," said Joe Gillespie, DVM, Boehringer Ingelheim.

Some operators evaluate cattle using the DART assessment, which looks at four areas: Depression, Appetite, Respiratory rate and Temperature.

"The criteria should be easy to implement on your operation and used consistently from one day to the next," said Dr. Gillespie.

Targeted metaphylaxis objectively evaluates incoming cattle

and should outline the exact criteria to choose metaphylaxis treatment. Typical selection criteria for metaphylaxis may include age and weight of cattle, length of transportation, weather conditions, environmental and nutritional factors as well as cattle origin. Preconditioning or buying preconditioned calves will reduce the pool of high-risk cattle.

"In the spring and fall when the temperature is fluctuating so much, we know we're going to see more BRD, so that's when we'll provide metaphylactic treatment to calves shortly after arrival," said Howard. "But if I buy calves that have had a round or two of vaccinations, even if they're just coming off the cow, we typically don't need to spend money treating the calves on arrival. Instead, we'll work them when they get here and keep an eye on them."

Treating calves adds to the cost of production and calves that get sick will not gain to their full potential.

"We know that there are many other ways besides antibiotics to prevent and manage BRD," said Dr. Nichols. "Producers that invest their time and money into low-stress cattle handling, facilities with ample pen space, properly administered vaccines, and well-formulated nutrition programs can greatly reduce their disease incidence and use of antibiotics, which ultimately saves them money long-term."

Consult your veterinarian when choosing an antibiotic for metaphylaxis that works best for your cattle. Typically, several factors should be evaluated, such as efficacy studies, spectrum of activity, speed of action and post-metaphylactic interval (PMI), or the length of time the antibiotic is at effective levels in the bloodstream before another dose is required.

Because a number of different bacteria can be involved with BRD, it's important to choose a broad-spectrum antibiotic that reaches the lungs quickly. In some instances, producers may use antibiotics with unknown sensitivity (or those not proven effective against certain bacteria) for metaphylaxis, and save the more effective drug for treatment because it's typically more expensive.

"But using a less-effective class of antibiotics in the beginning can result in issues throughout the feeding period," Dr. Gillespie warned. "That could cost a lot more in the long run than the money that was initially saved."

Finally, every targeted metaphylaxis plan should also include a way to evaluate success.

"Larger producers will often analyze morbidity data (or the number of re-treatments needed), total death losses and the case fatality rate," said Dr. Gillespie. "The case fatality rate is the total dead among treated animals divided by the total number of head treated, multiplied by 100. Operations that feed cattle to finish may also examine average daily gain and feed efficiency data."

This data can help determine the return on investment for targeted metaphylaxis, but it has other uses, too.

"It's important for producers and veterinarians to take what they learn from this data, and apply it to the next group of incoming cattle," Dr. Gillespie said. "Incremental improvements can ultimately help boost success of targeted metaphylaxis."

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INDUSTRY NEWS

Trillion Dollar T-Ball Game

Update from the Missouri Cattlemen's Association

By Mike Deering for Cattlemen's News

It is hard to believe I am going to have a kindergartner this year. We are trying to familiarize him with other kids he will be going to school with, so we signed him up for t-ball. Little did I know, t-ball is not what it used to be. There are essentially no real rules, and they do not keep score. It is a free-for-all likened to a fishless fishing derby at a kiddie pool where everyone gets a trophy.

I cannot help but compare this to politics. Politicians seem to need everyone to feel warm and fuzzy in order to stay in office. You could say they are buying votes. Instead of focusing on true COVID-19 relief, we have a \$1.9 trillion Christmas tree signed by President Biden full of trophies unrelated to the pandemic. While there is good in this package, taxpayers

should not be forced to fund pet projects disguised as COVID relief. Let me be abundantly clear that this is not the first time we have seen this happen, and I have witnessed it over the years from both political parties.

Missouri Congressman Jason Smith was quoted by NPR as saying, "...less than 9% of the entire spending in this bill actually goes to crushing the virus and helping distribute vaccines and putting shots in arms." I have not done the calculations, but a quick glance at the 628-page bill sheds light on many

initiatives that have seemingly zero to do with the pandemic. The package includes millions of dollars carved out for specific universities; \$270 million for endowments for arts and humanities; \$200 million for the Institute of Museum and Library Services; and so much more I struggle trying to the pandemic.

On the agriculture front, the package provides \$5 billion for socially disadvantaged farmers of color, including \$4 billion for the forgiveness of outstanding debt and \$1 billion for outreach and grants. We can debate this at a later date, but I do not believe this has one thing to do with the pandemic. I do not see how anyone could argue otherwise.

The bottom line is the relief package turned into a free-for-all with balls flying and children (politicians) laughing. The problem is we are paying for this \$1.9 trillion t-ball game. In the real world of t-ball, at least kids are having fun and learning social skills. I cannot come up with a positive when it comes to t-ball politics. They are handing out cash prizes at the expense of taxpayers and punishing the next generation of t-ball players. It is on us to demand better and elect leaders at all levels of government, regardless of political party, who are not worried about passing out trophies, but rather focused on common sense solutions to real problems. 🤠

Mike Deering is the executive vice-president of the Missouri Cattlemen's Association.



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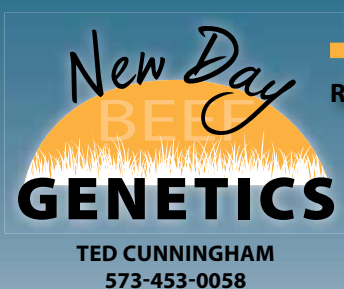
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True Animal Welfare Laws Remain Intact

It is important to know that these bills would not affect animal welfare laws that are already in place. It would also not protect any illegal animal enterprises. In short, these bills would simply protect law-abiding citizens from having their livelihoods taken away by those trying to push the animal rights agenda forward. Proactive Legislation in Missouri, Texas, Oklahoma and Iowa

This legislation is being introduced and supported by
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Contact Mindy Patterson for more information

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NETWORK KNOW-HOW

The Man Behind the Curtain

By Erin Hull for Cattlemen's News

My children attend a small, rural public school. Graduation class sizes vary from 38 students to 60 students. We are a typical small, agriculture community but one thing has been lacking in our district. We did not have any agriculture class options or an FFA Chapter. This has bothered the farmers in our community for years. Finally, we were a squeaky wheel worth getting greased. By coming together and presenting a proposal for our school to add an agriculture teacher and offer agriculture classes to our students, we finally got greased. The 2020-2021 school year had agriculture classes offered to our students. We are thrilled, yet we know that the success of a program hinges on proper nurturing. The new agriculture teacher asked around and called on a few of our community members to come together to form an advisory board to support her mission and to help guide her so she was giving the community the classes it wanted and needed. I just happened to be on that list and was happy to assist in any way I could. I also sit on the Agriculture Advisory Board for my High School Alma Mater, which just so happens to be the neighboring town (and a rival to my children's school), so this role is not new to me. I've sat on that advisory board for several years and love how we come together to help grow a program near and dear to our hearts.

As I rushed out to door to make it to the very first Advisory Board Meeting for the "Fabius Pompey Agriculture Program," I was curious to know who else would be on this board with me. I took my seat (6 feet apart from anyone else), I scanned the room and had to laugh to myself. Every person sitting in this room sat on another board with me in some capacity. Every single person in the room ran their own successful business. Every single person in the room had zero spare time. Why was it that these people kept getting called on to "rise to the challenge"? It is because they all care deeply about agriculture.

My husband always gripes that I take on too many projects and sit on too many community boards. I will not disagree with him, but I will not agree with him either. Every community board I sit on, I do so because it is a cause that I'm passionate about. Some are agriculture based but some are not. I feel that the ones that are not agriculture centric are the most important for me to be present at. Why? Because the agriculture community must be represented. If I need to lose an evening of my time once a quarter to have the voices of our community heard, it is time well spent in my opinion.

Looking at the new advisory board sitting before me, this was absolutely that case. Some of these members never "AgVocate" for their fellow farmers in the traditional ways. They are not having farm tours, they are not lobbying in the capital. Yet this does not mean that they are not the most important AgVocates we have. They are at every school board meeting, town zoning meeting, county legislation meeting, etc. representing every agriculture producer in the area. They are the ones with no spare time, yet have passion for our industry. They may be too shy to hold a farm tour. They may not be tech savvy enough to have a social media presence. Yet sitting down at a board table to represent our industry may be even more important than the rest. These are the ones who local community leaders look to for advice and guidance. These are the ones who know what is happening within our communities before the public does. These are the ones helping to assure we are representing in every facet of our beloved villages, towns, counties and states.

The choice to step up and sit on yet another board when you already have no spare time to offer is never easy, yet it is so important. AgVocating does not always present itself as a farm tour. AgVocating is simply representing and standing up for our industry amongst those that are not familiar with it. To those of you with no spare time and more community meetings than anyone would care to take part in, THANK YOU. You are the "man behind the curtain" and your efforts do not go unnoticed. 🐮

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For use in beef cattle (including suckling calves), non-lactating dairy cattle (including dairy calves), veal calves, and swine. Not for use in female dairy cattle 20 months of age or older.

CAUTION: Federal (USA) law restricts this drug to use by or on the order of a licensed veterinarian. Before using Increxxa, please consult the product insert, a summary of which follows:

INDICATIONS
Beef and Non-Lactating Dairy Cattle
BRD – Increxxa 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 – Increxxa Injectable Solution is indicated for the treatment of infectious bovine keratoconjunctivitis (IBK) associated with *Moraxella bovis*.
Foot Rot – Increxxa Injectable Solution is indicated for the treatment of bovine foot rot (interdigital necrobacillosis) associated with *Fusobacterium necrophorum* and *Porphyromonas levis*.
Suckling Calves, Dairy Calves, and Veal Calves
BRD – Increxxa Injectable Solution is indicated for the treatment of BRD associated with *M. haemolytica*, *P. multocida*, *H. somni*, and *M. bovis*.

DOSAGE 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.

Table 1. Increxxa Cattle Dosing Guide

Animal Weight (Pounds)	Dose Volume (mL)
100	1.1
200	2.3
300	3.4
400	4.5
500	5.7
600	6.8
700	8.0
800	9.1
900	10.2
1000	11.4

See product insert for complete dosing and administration information.

CONTRAINDICATIONS
The use of Increxxa 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. This drug 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.

PRECAUTIONS
Cattle
The effects of Increxxa on bovine reproductive performance, pregnancy, and lactation have not been determined. Subcutaneous use 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 tulathromycin injection at 2.5 mg/kg BW exhibited transient hypersalivation. One of these calves also exhibited transient dyspnea, which may have been related to pneumonia.

STORAGE CONDITIONS
Store below 25°C (77°F), with excursions up to 40°C (104°F). 100 mL: Use within 2 months of first puncture and puncture a maximum of 67 times. If more than 67 punctures are anticipated, the use of multi-dosing equipment is recommended. When using a draw-off spike or needle with bore diameter larger than 16 gauge, discard any product remaining in the vial immediately after use. 250 mL and 500 mL: Use within 2 months of first puncture and puncture a maximum of 100 times. If more than 100 punctures are anticipated, the use of multi-dosing equipment is recommended. When using a draw-off spike or needle with bore diameter larger than 16 gauge, discard any product remaining in the vial immediately after use.

HOW SUPPLIED
Increxxa (tulathromycin injection) Injectable Solution is available in the following package sizes:
100 mL vial
250 mL vial
500 mL vial

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IMPORTANT SAFETY INFORMATION (ISI)

Not for human use. Keep out of reach of children. Do not use in animals previously found to be hypersensitive to the drug. Increxxa has a pre-slaughter withdrawal time of 18 days. Do not use in female dairy cattle 20 months of age or older.



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INDUSTRY NEWS

Research to Help SW MO Producers Underway at MU Research Center



By Reagan Bluel for Cattlemen's News

At University of Missouri's (MU) Southwest Research Center (SWRC), research projects are underway to test management techniques that work in Southwest Missouri.

SWRC continues to work with MU Extension state beef nutritionist, Dr. Eric Bailey, for a third year of data documenting stocker's performance on a KY31 pasture treated with Chaparral herbicide to suppress seed heads.

"We are specifically interested in performance of the lush vegetative growth during spring with different fertilization levels," says Bluel. "The first two years have shown greater stocker performance in spring then previous research grazing KY31 tall fescue due to double stocking and avoiding the summer slump."

MU Extension state weed scientist Dr. Kevin Bradley is testing the effectiveness of an herbicide/fertilizer combo product that

would create a "one pass" pasture management tool to save producers time. Additionally, SWRC is testing the movement of "stabilized" nitrogen (Anvol®) compared to other fertilizers for another year of data.

SWRC plant scientist Andrew Thomas has partnered with the University of Arkansas and United States Department of Agriculture (USDA) to monitor the benefits of silvopasture in a long-term project.

Silvopasture system research studies the controlled integration of cattle into a productive grove of trees. This fully integrated approach diversifies profit through a high valued, long-term tree crop while potentially improving plant fodder and soil structures for your cow herd.

Over the winter, SWRC completed its first beef heifer dry matter

intake project using the GrowSafe system which incorporates electronic feed bunks. These intake data, coupled with production information, will equip breeders to select and retain the most efficient heifers in the herd for genetic progress.

SWRC's newly constructed educational building is already being put to good use. Courses scheduled include artificial insemination, grazing schools and native warm season grasses, as well as a Lawrence County vaccination clinic.

Bluel also reminds Southwest Missourians of another service offered by MU Extension. Local weather data from the weather station at Mount Vernon provides real time soil temperature and rainfall data at <http://agebb.missouri.edu/weather/realtime/mtvernon.asp>.

"We are working closely with our local health care professionals to ensure proper techniques are followed to ensure the health and safety of folks attending meetings," says Bluel. "As we all eagerly climb out of the constraints of COVID, we are here to serve you as a source of practical information you need to be successful on your farm. Please do not hesitate to call with questions or connect."

If you are interested in more information about how Southwest Research Center serves the region, see the 2020 annual report posted at southwest.missouri.edu or follow SWRC on Facebook @ [SouthwestResearchCenter](https://www.facebook.com/SouthwestResearchCenter) for up-to-date calendar of events. 🐄


Reagan Bluel is the MU Southwest Research Center interim superintendent and dairy specialist

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MANAGEMENT MATTERS

Techniques and Tips for Spring Grazing

Improving your forage management skills

By Eric Bailey for Cattlemen's News

Do not turn cows to pasture before the grass is ready

After the tough month of February across Missouri, you may be feeling anxious to get cows turned out to spring grass. The first leaves this spring are grown using root carbohydrate reserves. If we turn cows out too soon, the plant will have to dip into the root reserves again. Doing so twice can limit forage productivity over the growing season.

Take care of your early grass. Wait one week longer than you want before turning cows out. Buy an extra, few bales of hay. The market appears to have plenty of hay and its price is reasonable in my area. Shoot for turning cattle out to pasture when the grass is at least six inches tall. Let those solar panels (grass blades) replenish some of the root carbohydrates before your cows start mowing it down.

Clover management and stocking density

As I write this article, it is 40 degrees and raining. Cool, wet springs favor clover growth. Clover is very good in your pastures because it dilutes out Kentucky 31 tall fescue. However, clover can cause bloat if cattle selectively graze clover from pastures. This occurs most often when stocking density is low (lb. of cow per acre). The average farm stocked at three

acres per cow (1,200 lb. cow) has a stocking density of 400 lb. per acre, if cows have access to all the land at once. You can install a mile of electric fence for less than you can replace a dead cow. Here is my proof. I installed one mile (5,280 feet) of temporary, electric fence to improve grazing distribution. My target stock density is 10,000 lbs. of cow per acre. There are excellent grazers who will increase stocking density well beyond 10,000 lb. of cow per acre. I am new to this style of management on my cattle operation, so I'm aiming for a modest stocking density during this trial run.

\$0.045 per foot of poly wire (\$237.60 per 5,280 feet)

\$300 3-joule solar charger (goal is one joule per mile of fence)

\$2 per step in post (spaced every 15 feet; \$352)

\$50 ground rod kit

\$160 (2) 2,640 ft reels for the poly wire

Total cost: \$1,099.60

When you are faced with a dense clover stand, try to make the cows less selective eaters. If given the choice, cows will strip the leaves off clover plants, increasing the risk for bloat. Here are a few tips to lessen your risk of bloat. Do not turn them onto fresh pasture hungry or in the morning. Wait until the afternoon, and after they have been fed a bale of hay. Increase stocking density and try to make the cows graze uniformly. You can increase stocking density in two ways – more head per acre or fewer acres per head. Remember, stocking density is a snapshot in time. Most times, your first means of increasing stocking density is to group cows together in one herd. Since most farms do not have the ability to bring additional cattle onto the farm easily, putting out temporary fencing to make smaller pasture sizes is often the next move. Remember, stocking density does not have a unit of time attached, unlike stocking rate. It is usually assumed that stocking rate is acres per cow, per year.

Do not walk away from this article assuming that 10,000 lb. of cow per acre stocking density is the cure for grazing dense clover. It is simply a tool for improving grazing distribution. If you have 6" of forage on pasture at turnout and each "acre-inch" of growth is 350 lb. of dry matter (2,100 lb. of feed per acre), then 10,000 lb. of cow (let's say 8, 1,250 cows) will have two to three days of feed before they need to be rotated on to another paddock. Be conservative with these estimates. The 350 lb. used above is a rule of thumb.

Many of you are excellent cattlemen. This time of year, it is important to be an excellent forage manager. Improved forage management will allow your biological lawn mowers (cows) to do their job more efficiently. Doing their job more efficiently will require you to buy or make less hay or other supplemental feed later in the year, saving your operation money in the long run. 🐄

Eric Bailey, PhD, is the State Beef Extension Specialist and Assistant Professor of Animal Science at the University of Missouri.

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MANAGEMENT MATTERS

Spring Health Strategies to Turn on Performance in Calves

By Dr. W. Mark Hilton, DVM, PAS, DABVP (beef cattle), Technical Consultant, Beef, Elanco Animal Health

Every beef producer has a mental checklist of adjectives they will hear when someone describes their calves near weaning time. Terms like “stout”, “healthy”, “growthy”, “useful” and “fancy” describe the best of the best. Calves that have superior genetics, nutrition, health, disposition and were raised in a good environment can earn these accolades. So where to start?

As beef cow-calf producers, you need to examine your beef business and identify what you do very well. Maybe you have developed a cowherd that has excellent hybrid vigor because you have utilized breeds of cattle that complement each other. Because of that, you have excellent fertility and longevity in your cows. Maybe you have focused on improving the docility of your herd and have embraced low-stress cattle handling. Everyone has strengths and those need to be a foundation of your beef business.

We also live in a world where change happens rapidly and if you are not improving and the ‘competition’ is, then you are falling behind. It is impossible to be an expert in every area and a team approach is really the only way to move forward. Do you have a team? Are they challenging you to keep improving?

The following are team members that I have found to be indispensable.

Grazing specialist – Beef cows are grazing animals and the more days she harvests her own feed the better. Learning how to improve the soil and the forage is probably the most important thing you can do to improve profit/acre and improve the sustainability of your agricultural business. I went to a workshop on Management-intensive Grazing lead by Jim Gerrish at U of Missouri about 25 years ago. It was a tremendous benefit to me as a practicing veterinarian to learn from this expert. Your extension educator, NRCS specialist or independent grazing expert needs to be on your team.

Nutritionist – When I suggest that cow-calf producers have a nutritionist on their team, the most common answer is, “I’m not big enough to have a nutritionist”. Baloney. There are many nutritionists that work for nutrition companies along with independent nutritionists that can save you thousands of dollars on your winter feed bill. Test your hay before feeding

and have the nutritionist determine if your hay will be adequate for the winter ration. Testing the hay will reveal if you need to add energy and/or protein to the winter ration. I could tell you stories of savings of thousands of dollars/year by having this expert help with the feeding program.

Marketing expert – I have worked with many a producer that does a fabulous job at calving, grazing, getting cows rebred and weaning off a tremendous set of calves, but some lack a marketing plan. Pulling the unvaccinated calves off the cows on Labor Day and immediately hauling them to the nearest feeder auction and ‘hoping for the best’ is not a marketing plan. You need to develop calves with a resume and market them through a business that rewards you for your high-quality calves.


Herd health veterinarian – Buyers of stocker and feedlot calves want calves that are going to stay healthy, gain weight quickly and produce a great carcass. A yearly meeting of 30 minutes with your herd health veterinarian can yield tremendous benefits for the health and profitability of your herd. There are new and improved vaccines on the market and if you have the mindset of “if it ain’t broke, don’t fix it”, you will allow the ‘competition’ to pass you up. I know what many are thinking, “Doc’s going to ‘sell’ me more stuff for my calves.” That may be true in about 1 out of 100 cases, but 99% of the time, “Doc” is going to improve calf health and may even save you some money!

Maybe you read an ad that said to leave your calves as bulls until weaning so you get the ‘free’ testosterone effect. Your herd health veterinarian has read the studies and there are about 283 that say to castrate bull calves at birth or for sure by 3 months of age. There are precisely zero that show a benefit to castrating late. Zero!

I have heard more times than I care to remember that “you can’t vaccinate young calves for IRB and BVD because the maternal antibody in the colostrum they ingested day one will ‘block’ the vaccine”. There are two components to the calf’s immunity – humoral (antibodies) and cell-mediated (CMI). Young calves develop excellent CMI after being vaccinated with modified live (MLV) IBR and BVD vaccine. Talk to your herd health veterinarian about the timing he or she suggests. Give the second dose before or at weaning and that dose boosts both the CMI and humoral immunity.

What about fly control for our cattle? There are so many choices – pour-ons, insecticide ear tags, sprays, feed through products, and more. How do you determine what to use? What about using a low-dose growth implant on those nursing calves? Will you really add 20-25# of weaning weight¹ for an implant that costs less than \$2? These are questions your herd health veterinarian can help you answer.

I have been blessed to spend my entire life in production agriculture. I have heard hundreds of stories from generational farmers and ranchers extoling their pride in their land and livestock and deservedly so. Here’s to you hearing that your calves are “stout”, “healthy”, “growthy”, “useful” and “fancy”.

1Pritchard RH, Taylor AR, Holt SM, Bruns KW, Blalock HM. Time of Suckling Implant Influences on Weaning Weight, Post-weaning Performance, and Carcass Traits in Steer Calves. 



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TRENDING NOW

Scale Back on Stress

Achieving your goals through a well-balanced business plan

By B. Lynn Gordon for Cattlemen's News

With many things in farming out of an individual's control, such as the weather, markets, and trade policies, to name a few, it is understandable that stress can be a common element in the life of an agricultural producer. Weather forecasts from excessive rain or snow to bone-chilling cold lead to long hours of preparation around a farm to make sure the livestock are taken care of in the best possible way because that is the nature of many agricultural producers. They do this work because of the passion they have for it.

It's this passion that can find one so fully engaged in long hours and hard physical work to make dreams a reality. Before you know it, life is out of balance, and stress levels become intolerable. Good decisions are rarely made when one is under dire stress. The root cause of the stress might be from various factors; the key to managing stress is understanding where it is coming from and taking actions to lessen its impacts.

A recent study from Farm Management Canada found a positive correlation between farm business planning and mental health. The study, Healthy Minds, Healthy Farms, sought to identify the relationship between farmer mental health and farm business management. Does one help or hinder the other?

Developing a business plan takes time, something which is often limited on farms, especially in situations where the individuals also have an off-the-farm job. However, the research study found that "88% of the farmers who follow a written business plan say it has contributed to their peace of mind," reports Heather Watson, Executive Director of Farm Management Canada.

Having a business plan appears to be a step in the right direction for achieving farm goals and mental health in an industry where more than 75% of the survey respondents indicated they are experiencing medium to high levels of stress.

The idea of writing a business plan may trigger stress itself in individuals because of the challenge to predict what's ahead and the complexity of the business. Yet, Watson shares that it's not the plan itself that is the most important, but the process of writing it down and creating a plan that is most helpful. As produc-

ers go through the process of goal setting, analyzing the risks and opportunities, and working with supportive industry professionals, they prepare for whatever might happen in the future.

"What good is a profitable farm if its people are stressed and heading towards burnout or worse?" says Watson.

Other stress reducers:

In addition to developing a business plan to decrease stress and create peace of mind, what are other steps individuals can take to not be married to stress in their daily lives? Additional tips include:

- **Balance Control** – If you believe you need to "touch" everything every day, you may be asking too much of yourself. Do what needs to be done that day and know that if you did the other tasks correctly the first time around, not every step must be verified every day. Find ways to adjust your management to have the best results. A farmer told me that to devote the time he needed during A.I. season to make sure he was not missing heat cycles and breeding the cows within the right window of time, he needed to purchase a larger drill to plant corn in the most ideal timeframe, which also coincided with breeding season.

- **Self-care** – Say "no" to others so you can say "yes" to yourself. Are you overextending yourself and not spending the quality time you need with your family or taking care of yourself? We make sure any sick calves are treated promptly, but do we do the same for ourselves? When was the last time you had a wellness checkup? Skin cancer often goes unnoticed in the farming community along with other health conditions. Plus, don't overlook the importance of getting adequate sleep. This basic need can positively or negatively impact stress.

- **Connect and Communicate** – Many in the farming community work by themselves. It is easy for days to go by without communication or connection with others, heightened even more now with the social distancing being the "new

normal". Make time and find ways to keep yourself connected to your community and support network. Periodically, attend an area bull sale, go to the sale barn, or stop by a neighboring farmer's place to lean on the pickup and chat. 🤠

B. Lynn Gordon, Ph.D., LEADER Consulting, LLC, Sioux Falls, SD is an agricultural freelance writer and leadership consultant with an extensive background in the livestock industry. She can be reached at lynn@leaderconsulting.biz.

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MANAGEMENT MATTERS

Impact of Implants at Branding Time

By Lee-Anne Walter, PhD, Technical Services, Merck Animal Health

Are you implanting your calves at branding or spring turnout? The answer to that question can have a significant impact on your profits this fall. For an investment of approximately \$1.50 per head, implants result in \$30-\$40 increase in calf value in today's market.^{1,2}

Here are questions that I often get asked from cow/calf producers: **What advantage can I expect to see if I implant suckling calves?**

Growth implants have been extensively studied for decades. Implanting suckling calves at branding can significantly enhance average daily gain between branding and weaning, resulting in more saleable weight every fall. The research findings are consistent in terms of the performance advantage implants offer and how that equates to more profit. A 23-trial summary of more than 2,358 suckling calves showed an average weaning weight advantage of 23 pounds in cattle administered an implant.¹

If I implant suckling calves, will there be a loss of performance in later stages?

Studies consistently show producers who implant suckling calves will have a competitive weight advantage with no loss of subsequent performance in later production phases after using a calf implant.^{3,4} When the right implants are used – matching strength of the implant to weight, growth rate and composition of gain – an ROI can be achieved during each phase of production.

Will calves that are destined to be higher performing benefit from being implanted?

When we evaluate implanting, we look at percent improvement on the rate of gain. If an implant is expected to provide a 10 percent improvement of average daily gain, cattle likely to be higher performers are going to benefit more from being implanted than slower-performing counterparts. However, implanting pays off no matter the animal.

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Will I leave money on the table if I do not implant?

A study published in 2019 looked at sale prices of beef calf lots enrolled in the non-hormone treated cattle (NHTC) program and those that received implants – sold through 67 summer video auctions from 2010 through 2018.⁵ There were 40,941 lots of beef calves used in the analysis.

When comparing NHTC and implanted lots of cattle, the implant status did not result in a price reduction in any year, indicating no price difference between implanted lots and NHTC lots of cattle. Unless calves ultimately will be marketed in verified NHTC programs that offer a premium that outweighs the productivity and efficiency of gains from

implants, calves that are destined for finishing and sale to a terminal market should be implanted. To learn more, contact your veterinarian, your Merck Animal Health rep or visit [Ralgro.com](https://www.ralgro.com). 🐮

1. Selk, G. (1997) *Implants for Suckling Steer and Heifer Calves and Potential Replacement Heifers. Proceedings: Impact of Implants on Performance and Carcass Value of Beef Cattle. Oklahoma State University, P-957. Pg 40.*
2. *Superior Livestock Sale data report 2018.*
3. Laudert S., Matsushima J., Wray M. *Effect of Ralgro implant on suckling, growing and finishing cattle. 1981.*
4. Pritchard R., Bruns K., Boggs D. *A comparison of lifetime implant strategies for beef steers. South Dakota Beef Report, 2003.*
5. McCabe, E., King M., Fike, K., Smith M., Hill, K. *Effect of implant status and non-hormone treated cattle status on sale price of beef calves-Superior Livestock Video Auction. Journal of Animal Science, Volume 97, Issue Supplement S2, July 2019, Page 7, <https://doi.org/10.1093/jas/skz122.012>*



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MANAGEMENT MATTERS

Don't Try to Pick Out the Good Ones

Selection strategies for your replacement heifers

By Jordan Thomas for Cattlemen's News

I do not own a horse and can't claim to be all that useful on one. But for whatever reason, I read a couple of books on horsemanship in the last year. One by Mark Rashid caught my eye partly because of the title, *A Good Horse is Never a Bad Color*. I would recommend it for horseperson and non-horseperson alike; it left me thinking a lot about patience, gentleness, and a host of other things I need to work on. But aside from pointing out some of my many character flaws, the book had one section on buying horses that stuck out to me. The author says something to the effect of, "The goal is not to pick out the good ones. The goal is to sort out the bad ones."

To paraphrase, he says that horse buyers often make the mistake of looking for positive attributes. We look for good things



that catch the eye. As a result, we overlook the really important things: the faults that limit the horse's ability to be a productive horse. The author recounts an embarrassing story in which he approached selecting horses by trying to "pick out the good ones," only to have a more experienced horseman point out all the obvious problems with the horses he had picked. Having had this experience, he argues that horse buying should mostly consist of trying to sort out the bad ones. We should be looking for all of the negatives, not the positives. We should be focused on potential faults, so that we can avoid major problems and make the most informed decision possible. If we approach buying in this way, the author argues, we will often make a very different kind of purchase than we otherwise would have made. Unfortunately, it's human nature to try to pick out the good horse rather than sort out the bad ones, and it takes discipline to go about it the right way.

This rang true for me. However, my thoughts were of course more on cattle than horses. In thinking about the selection of replacement heifers for the commercial cow herd, I think our human nature pulls us toward this same mistake. We focus too much on trying to pick out the good heifers—whatever we think our definition of that might be. From a business perspective, we really ought to focus on sorting out the bad heifers. This is a complex topic, and unfortunately I have already wasted half the space in this article talking about horses. However, University of Missouri Extension recently put out a rather extensive publication I wrote entitled *Selection of Replacement Heifers for Commercial Beef Cattle Operations*. If you develop your own replacement heifers, I would encourage you to read through it (available at extension.missouri.edu/g2028). Here a few of the main points:

- From my perspective, the single most important box that a commercial replacement heifer needs to check is conceiving early in her first breeding season. When trying to get heifers to breed back their second year, the biology of postpartum anestrus simply makes it tough to keep later-calving heifers in the herd. A heifer needs to conceive as early as possible in her first breeding season so that she has adequate time to resume normal estrous cycles before the start of her next breeding season.
- If you accept the notion that a heifer has to conceive early to be considered a "good one," there is nothing we can do to "pick out the good ones." Unfortunately, there is nothing we can evaluate about a heifer that will guarantee that she is going to conceive early. From that perspective, heifer development becomes a little bit of a math problem. If we develop too few heifer calves as

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Continued from the previous page

replacement candidates, we cannot be as restrictive at the end of the development program about which heifers we actually keep. That is why I strongly discourage trying to select replacements at weaning based on their visual appearance or any other criteria. If at all possible, develop a substantial portion of the heifer calf crop as replacement candidates. At weaning, the goal is just to sort off the bad ones that we have no business trying to develop.

- Pre-breeding pelvic measurement and reproductive tract scoring are best understood as screening tools to sort out the bad ones rather than selection tools to pick out the good ones. In some of the USDA-funded research that my program Dr. Jared Decker's program are working on collaboratively, we hope to use this kind of pre-breeding information to develop better genetic predictions. Ultimately, this could help us understand the genomic variants associated with puberty attainment and fertility, so that EPDs for these traits can be more informative. For now, however, pre-breeding examinations are simply a screening tool to identify problematic animals. That can help you avoid further costs of development and breeding on heifers that are poor candidates. The information you get about the group as a whole might also better inform the decisions you make next year.
- Using an extremely short breeding period (e.g., 30 days) for heifers is something I strongly encourage as long as the cost-structure of the development program can be held low enough. Yes, short breeding periods often result in some heifers not conceiving. However, I do not view

that as a bad thing if we can generate the number of early-conceiving replacements needed while marketing open heifers profitably as feeders. An equally effective strategy is to use a longer breeding period but market later-conceiving heifers. To do this, we need to have a veterinarian perform pregnancy diagnosis early enough that fetal age can be determined accurately (e.g., 90 days after the start of the breeding season).

Is your heifer selection focused on picking out the good ones or sorting out the bad ones? If you find yourself keeping later-conceiving heifers, it might be worth rethinking your strategy. A larger percentage of those heifers will fail to breed back as young cows, which is extremely costly from a cow depreciation standpoint. And remember, later-conceiving heifers wean younger, lighter weight calves every year and also wean fewer total calves over their lifetime. Those don't sound like good ones to me. 🐮

Jordan Thomas, a Ph.D., is the state cow-calf Extension specialist with the University of Missouri. Contact him at 573-882-1804 or thomasjor@missouri.edu.

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MANAGEMENT MATTERS

Marketing Fall Born Calves

Embracing the changes that come about in our industry

By Mike John for Cattlemen's News

As you know the beef cattle business is ancient and traditional and so goes marketing patterns when things are “normal”. It seems to me that there hasn’t been much “normal” lately, but I’ve been asked to give my views on what the market for fall born calves will look like this spring and summer. It’s not rocket science to understand that our business is seasonal, and that spring born and fall born calves normally follow completely different supply, demand, and price structures. If you are looking past any production issues and consider price only, fall born calves almost always bring a higher price per pound as the supply is lower and demand is good, which is exactly the opposite in the fall calf sales.

Another phenomenon I have always noticed is that with those higher prices per pound, any percentage margin increases per head are higher, as they have a higher starting point. My point in all of this is I know it’s always tempting to sell young, light fall-born calves as their price per pound is high, but ANY premiums paid for processing verifications, genetics, draft size, condition, etc. are higher on a per head basis because of the higher starting point. I said earlier that there had not been much “normal” lately and it looks like that designation might turn in our favor for a change.

The latest feedlot reports I have read indicate a much larger percentage than “normal” of heavy weight cattle on feed. To me, this means that sometime in the next few months those cattle will be harvested. That should mean an increased demand for feeder cattle to replace them. In addition, cow numbers have been shrinking the last couple of years, and calf numbers should be decreasing later in the year as well. Another new “normal” is the dramatic increase in finish weights along with the increase in carcass maximum weights. What I am seeing is that desired feedlot placement weights have been going up as well. Another piece of the puzzle that feeds into my assessment is that the traditional Vac 45 programs have not kept up with these other changes.

At Health Track, we keep a massive database that includes wean and sale weights as well as days weaned at sale. As these placement weights have been going up wean weights have remained steady, and that is not just with our data but nationally that trend is very similar. However, our sale weights have been creeping up as has the number of days weaned on sale day. The Health Track average days weaned has increased to nearly 70 days. We have even been asked by some feedlots to identify calves that are Health Track certified and weaned over 75 days. I believe most of this emphasis has been health related, but it also can’t help but drive sale weights up as well. Finally, consumer demand is changing rapidly, and we have to find a way to stay in the center of their plates.

The most dramatic change I have seen in the industry to date is the effort to build supply chains designed to help the next generation of consumers know where their food comes from. My grandfather told me once that the key to success in the cattle business was to “work hard and keep your mouth shut.” As an industry we were pretty good at that up to the point that our product wasn’t meeting consumer expectations. Now consumer expectations include wanting to know how it was produced and where it came from. Let’s add all of these issues up:

- Fall born calves (almost) always enjoy higher prices per pound

- Feedlots will experience huge turnover this summer.
- Placement weights have been increasing.
- Days weaned has been increasing.
- Consumers want to know where their food comes from.

I see more cow/calf producers utilizing vaccination and processing program certifications and documenting more days post weaning as a way to meet the higher in-weight requirements at feedyards. I also see a need to be able to participate in supply chains regardless of how or where calves are purchased, which can be done if your calves are in Health Track.

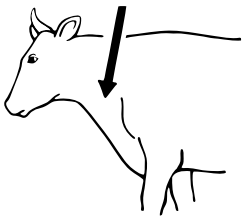
Our business is going to change, consumers will drive it, and to keep our market share we are going to have to embrace it!

Mike John is the Director of Health Track Operations for MFA Inc.



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¹ Siffman RL, Wolff WA, Holste JE, et al. Field efficacy evaluation of gamithromycin for treatment of bovine respiratory disease in cattle at feedlots. Intern J Appl Res Vet Med. 2011;9(2):171-180.

² ZACTRAN product label.

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TRENDING NOW

Foot and Leg EPDs

New tools for selecting structurally sound cattle

By Troy Rowan for Cattlemen's News

There is a quote from the famed British mathematician and physicist Lord Kelvin that states, "If you cannot measure it, you cannot improve it." I think this quote sums up one of the single biggest challenges that we face in creating selection tools for cattle: if we aren't measuring traits, we can't make genetic progress on them. EPDs rely on three main pieces: 1) accurate measurements of a phenotype, 2) large numbers of related individuals in a pedigree or with genomic data, and 3) measurements on multiple animals under shared management conditions, which allows us to separate genetic and management components of a phenotype. Since pieces two and three are general properties of cattle populations, this means if we can measure a (heritable) trait, we can make an EPD for it. EPDs allow us to make more rapid genetic progress on traits through increased selection accuracy.

Structural soundness has long been a target of genetic improvement in the beef industry, as it plays an outsized role in cow longevity and animal welfare. Until recently, selection for soundness has been exclusively phenotypic. Producers have had to identify animals that pass the "eye test" and cull cows when foot and leg structure becomes a problem. As with other low-to-moderate heritability traits, genetic progress on soundness through phenotypic selection is especially difficult. Any good cattleman knows that structural soundness is her-

itable and choosing an unsound sire can create structural issues in a cow herd for generations. This makes accurate prediction of structural soundness all the more important.

Dairy genetic evaluations have long reported genetic predictions for visually scored "type traits" like foot and leg structure, but beef breeds have lagged behind due to a lack of phenotypic records. As with any trait, putting together a large enough set of measurements is the first step in generating genetic predictions. Recently, researchers and breed associations have started assembling datasets of the size needed to perform genetic evaluations for foot and leg structure.

Scoring and Recommendations

While structural soundness can be observed and measured in multiple ways, the two most common measurements are foot angle and claw set. All breeds with feet and leg scoring initiatives use a 1-9 scale to classify each trait. Foot angle is a measurement of the pastern joint's angle, the depth of heel, and length of the foot, where a score of 1 is overly steep (approaching a 90-degree angle), and a score of 9 is overly shallow (approaching a 0-degree angle). Claw shape measures the shape and curl of the hoof, where a score of 1 has splayed out, open toes, and a score of 9 has overlapping scissor-like toes. For both traits, the ideal phenotype is a score of 5 (not too far towards either extreme). An ideal foot angle is a 45-degree angle above the ground, with a sufficient amount of length and heel depth. An ideal claw set is a set of hooves that are symmetrical and appropriately spaced. A visual representation of foot angle and claw set scores (1-9) can be found on the next page, courtesy of the American Angus Association.

Breed associations suggest initially scoring individuals as yearlings. Foot and leg structure changes as cows age. Over time, the variation in foot scores will increase as some cows maintain their favorable structure, while others begin to regress. As a result, scoring mature cows multiple times over their years in the herd adds useful information beyond the yearling score. All animals in a contemporary group should be scored on the same day by the same scorer for consistency's sake. Scores should be collected on a hard surface where cows can naturally stand. In the event that there is variation in scores between an animal's legs, the worst scoring foot should be reported.

Foot angle and claw set are moderately heritable, both with heritabilities of 0.25 in American Angus. These heritabilities are similar to those for weaning or yearling weight. This means that making genetic progress on structural soundness, particularly when using an EPD, is possible for both seed-stock and commercial producers.

Breed Association Initiatives and EPDs

Multiple beef breed associations, through industry and academic collaborations, have undertaken foot and/or leg scoring initiatives with the intent of creating new selection tools. The American Simmental Association, American Gelbvieh Association, and the Red Angus Association of America are all actively building databases with the intent of calculating research EPDs for structural soundness phenotypes. As of now, the American Angus Association (AAA) is the lone genetic evaluation reporting foot score EPDs. We can interpret

Continued on the next page

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Foot Angle: 5 is ideal



Claw Set: 5 is ideal



In addition to foot angle and claw set, the American Simmental Association, American Gelbvieh Association, and the Red Angus Association of America are collecting rear leg phenotypes. This will use a similar 1-9 scale, where rear legs range from completely straight to entirely sickle-hocked with 5 being the optimal phenotype.

Continued from the previous page

AAA's reported EPDs as a difference in foot score units (foot angle or claw set), where numbers closer to zero indicate the more favorable intermediate phenotype. For example, if Bull A's claw set EPD = 0.5 and Bull B's = 1.5, the progeny of Bull A would be on average, a full

To date, Angus has observed a relatively small number of 1-4 scores for both foot angle and claw set. This lack of records on the low end of the spectrum means that an EPD is currently only being calculated for scores 5-9. Scores 1-4 aren't being utilized in the evaluation, so the minimum possible EPD is 0 and lower values indicate more desirable EPDs.

score closer to 5 than progeny from Bull B.

Future work and promise
Breed associations are continuing to build their

foot and leg score databases. As with any trait, more phenotypes will enable higher accuracy EPDs.

In addition to foot and leg score EPDs, commercial producers can expect to see breed associations begin to report EPDs on other structural phenotypes. Structural soundness is an economically relevant phenotype. As such, including EPDs for these phenotypes in maternally focused selection indexes will further enhance our ability to identify bulls that will create more profitable daughters. The American Angus Association includes its foot angle and claw set in the \$Maternal and \$Composite indexes, and other breed associations will likely do the same in the future.

As we strive to improve our cowherds, measuring and predicting novel and economically relevant phenotypes related to cow longevity is crucial. Foot and leg scores are the most recent efforts on this front and provide producers with another tool for selecting sound cows that will stay in the herd longer with fewer issues. 🐄

Troy Rowan is an assistant professor at UTIA Genomics Center for the Advancement of Agriculture.



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TRENDING NOW

How to Benefit Your Cow Herd Year-Round With High-Quality Nutrition

For Immediate Release from Biozyme Inc. - Vita-Ferm

Good nutrition doesn't just matter during peak times of year like gestation and lactation. To optimize health and overall value of your herd, keeping them on a high-quality nutrition program year-round will benefit them and you as the producer.

"A year-round, high-quality, highly available mineral source can do a lot of good for a cow herd. The mineral status of a cow has an impact on a lot of different aspects of their me-

tabolism. Everything from maintenance to development to growth and lactation all the way through reproduction and body condition score is impacted by mineral status of the cow," said Jack Oattes, BioZyme® Inc. Regional Business Manager.

Oattes suggests that a supplement line that offers a variety of formulations to meet a variety of management challenges, geographies and opportunities while optimizing the value of a producer's available feedstuffs would be the most practical option. A product like that exists in the VitaFerm® Concept•Aid® line.

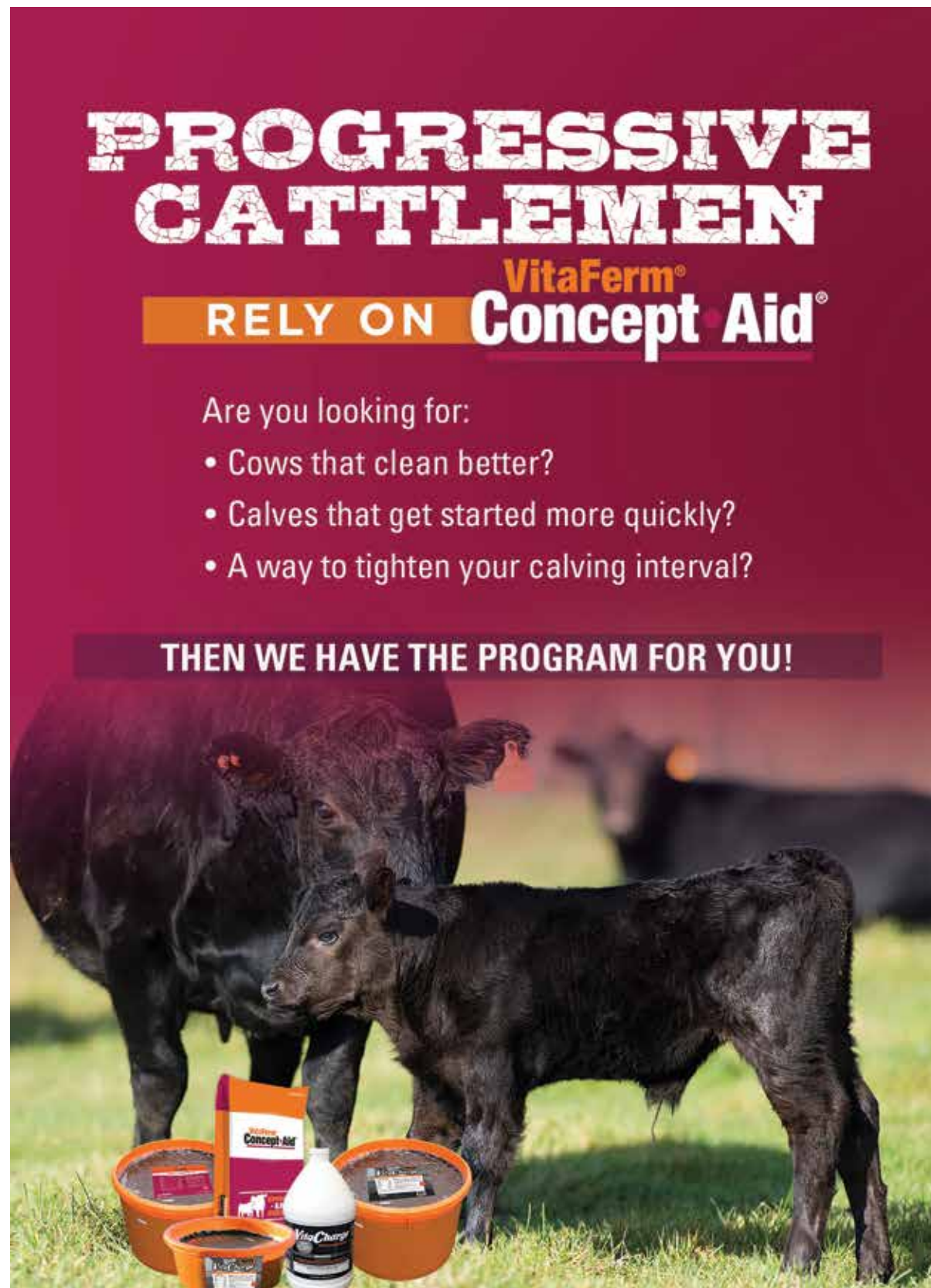
VitaFerm Concept•Aid is available in 12 free-choice formulas and two 200-pound cooked tub formulas. However, all products have the following same traits: formulation at 2.5 times the NRC requirement for quicker impact, high levels of Vitamin E as an antioxidant to aid in reproductive tract repair, and organic trace minerals for more stability and higher bioavailability to the animal. They all also contain the prebiotic Amaferm®, designed to enhance digestibility by amplifying nutrient supply for maximum performance. Amaferm is research-proven to increase the energy available to the animal resulting in more milk production as well as to the ability to initiate and maintain pregnancy and fertility.

Originally branded as a breeding mineral to help increase conception rates, which it does, VitaFerm Concept•Aid is ideal to feed year-round, especially with new formulas with the HEAT® package, as producers don't have to decide when to swap out VitaFerm Concept•Aid for the VitaFerm HEAT mineral. Now, they can just start feeding VitaFerm Concept•Aid HEAT any time the temperatures consistently reach 70 degrees or warmer or anytime they are grazing fescue pastures.

Other VitaFerm Concept•Aid mineral formulas include those with various levels of phosphorus, formulas with CTC to control Anaplasmosis (available with a VFD), formulas with ClariFly® (available in registered states), formulas with MOS, as well as elevated levels of Magnesium and Protein for various management practices and environmental scenarios. A complete list of products is available online: <https://vitaferm.com/product-categories/concept-aid-products/>.

In addition to keeping your herd cows in optimal health, the Concept•Aid min-

Continued on the next page



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VITAFERM PERFORMANCE THAT PAYS



Continued from the previous page

erals will help get cows bred back faster, increase conception rates, increase milk leading to growthier calves. The Amaferm will help your herd utilize, digest and absorb nutrients more efficiently.

“The benefits of Amaferm are available in all products that BioZyme offers, a precision-based prebiotic that has an impact on intake, digestibility and nutrient absorption as well, and really does optimize cattle’s health and performance. So, it’s important to keep in mind when implementing the Concept•Aid program that you’re getting more than strictly a mineral product, but also the benefits of Amaferm as well,” Oattes said.

JD Georg manages the Alder’s ranch at Midway, Texas and believes in the Amaferm advantage when converting poor quality grasses into pounds. He’s been feeding the VitaFerm Concept•Aid nearly seven years in an area that is copper deficient. He has also noticed since feeding it, his black cows are now black instead of having a red/brown tint to them.

“We believe in making that cow take that poor quality forage and turn it into beef, into milk while raising those calves. Our grass is not that good, but we have a lot of it. That is where the Amaferm in the VitaFerm® comes into play. I truly believe the Amaferm helps those cows with that process,” Georg said.

He went on to say while the reproductive benefits are important, the quality of the supplement is what leads him to feeding it on the ranch that includes about 1,800 mother cows.

“It’s not only a breed-back mineral for us, for which it does a tremendous job. We have conception rates anywhere from 90-95% with the Concept•Aid. Overall, the quality is better than any other mineral. That’s one thing I would hang my hat on as far as VitaFerm is concerned, the ingredients they use for VitaFerm are better and more easily absorbed than any other. You can compare tags, but you don’t get the same outcome. The hair coat is a testimony by itself,” Georg said.

Oattes reminds producers that it is also important to keep

your bulls on a quality mineral program as well.

“The bull is the other half of the reproductive equation, and so many overlook the fact that their nutritional status going into breeding season is critical to them to performing their job effectively. It really is imperative that they receive appropriate mineral supplementation as well to improve their chances for reproductive success,” Oattes said.

Your herd nutrition matters. As a producer you expect your cows and bulls to perform to their highest potential. They deserve the optimum nutrition to be able to produce to their maximum ability. Provide that high-quality mineral status with products in the VitaFerm Concept•Aid line. 🐮

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MANAGEMENT MATTERS

Importance of Trace Minerals During Gestation

By Dr. Remy Carmichael, ADM Cattle Nutrition

Trace minerals are important in gestation for a number of reasons. During early life, calves won't receive a large amount of trace minerals important for growth and immunity from milk or colostrum. The majority of trace minerals will be transferred from the dam during gestation to the fetus liver, so the phrase "eating for two" is very pertinent here. This cache of trace minerals in the calf liver will be the primary source during early months of age, so supplementation of trace minerals to the Dam during late gestation is very im-

portant. The trace minerals mentioned below will be crucial to support healthy growth and immunity in newborn calves and maintain the health of the Dam.

Zinc is one of the most highly regulated trace minerals in the body and necessary for many aspects of growth and immunity. Zinc is necessary in the replication of DNA, acting as a structural component in transcription factors and regulates DNA transcription. Zinc is also involved in cell replication, bone formation, and integrity of the skin (namely hoof health and wound healing). Zinc is a structural component in many enzymes, including superoxide dismutase, which acts with copper to scavenge free radicals in the body and inhibit cell damage. Signs of zinc deficiency include hardening of the skin and a decrease in appetite, and can result in decreased growth, improper protein/nucleic acid metabolism, and infertility. Being an integral structural component for over 300 metalloenzymes, zinc deficiency can major impacts on future performance and health.

Not only is Selenium important for antioxidant capacity, it is also involved with Vitamin E concentration and absorption in the body. The main function of selenium is its role in the antioxidant glutathione peroxidase, which scavenges hydrogen peroxide resulting from free radical generation caused by infection and normal cell function. This action spares vitamin E by reducing the amount needed to maintain lipid membrane integrity, protecting the body's cells from collapse or damage. Selenium further spares Vitamin E by supporting integrity of the pancreas which supports normal fat digestion and appears to aid in retention of vitamin E in plasma. Deficiency of selenium in ruminants is classified by muscular dystrophy, the degeneration of muscles used for locomotion, and typically occurs in calves 0-4 months of age. Dam deficiency of selenium can result in a retained placenta, thought to be due to the oxidative status of the surrounding tissue. Selenium can legally be supplemented in the diet up to 3 mg/animal daily.

The trace mineral Manganese is important for all ruminants due to its role urea recycling, carbohydrate metabolism, and antioxidant support. Manganese superoxide dismutase scavenges superoxide in the mitochondria, a radical form of oxygen which can be damaging to tissues. Manganese is involved in multiple growth processes, including the synthesis of proteoglycans and cholesterol, the former affecting joint growth and the lat-



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Continued on the next page



Thomas Edward Pinegar, Jr.

March 19, 1946 - May 23, 2020

Today we celebrate the life and accomplishments of a giant of a man. A hard working, well organized man who always had a plan. Ed was a husband, father, brother, son, uncle, grandfather and a friend to us all. And his time with the grandkids was absolutely a ball.

Dedicated to his work from daylight to dark, just making a living. Ed always enjoyed sharing, caring and just plain giving.

He worked hard and led by example, never barking demands. He could turn a rookie crew into a bunch of top hands.

Be it cows or cars, Ed was a marketeer extraordinaire. Thinking outside the box, where most would not dare.

He always welcomed the arrival of a newborn calf. Loved to tell stories and enjoyed a good laugh.

He showed his cattle all over the land. With much success and many a grand.

Today as we gather to celebrate his life and think of that riderless horse, Ed would have us remember the good times and continue on course.

Ask not "what was his church," but "what was his creed?" We know he willingly helped those with a need.

Ask not "how did he die" but "how did he live?" Not "what did he gain" but "what did he give?"

Now celebrate his life and remember the good times. For Ed is now with the "Good Maker" he has answered the chimes.

Ken Holloway

Continued from the previous page

ter being important for synthesis of sex hormones. Deficiency in calves is classified by lameness or dwarfism, caused by crooked and shortened legs due to impaired synthesis of proteoglycans. However, these deficiencies can be reversed by weaning with manganese supplementation. In the Dam manganese deficiency can cause infertility from an unfavorable uterine environment.

We can also include copper in the antioxidant category for trace minerals. Copper is a component of the antioxidant Cu-Zn superoxide dismutase, which like selenium is involved in the scavenging of superoxide ions. Deficiency is readily recognized in cattle, involving a dull coat color as well as decreased ability to shed old hair, and can result in anemia as copper is necessary for iron absorption and transfer to cells. Collagen crosslinking, which is important for muscle structure and muscle accretion in growing animals, requires copper to function. Approximately 50% of copper in calves is stored in the liver, and since calves cannot circulate copper in the early weeks after birth, a plasma sample will not be adequate to determine copper status of young calves. Absorption of copper can be decreased by high concentrations of sulfur and molybdenum, so producers should be cognizant of concentrations of these minerals in their area. 🐄

Dr. Remy Carmichael is a Ruminant Research Manager and Nutritionist for ADM Animal Nutrition.

SHOW-ME-SELECT™ REPLACEMENT HEIFER SALE

235 Crossbred & Purebred Heifers

May 21, 2021 at 7 PM

Joplin Regional Stockyards I-44 East of Carthage, MO at Exit 22

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- ✓ To create an account go to www.joplinstockyards.com click on Live Auction then register and fill out banking information. At least 2 days prior to sale.
- ✓ Any questions and/or approval call 417-548-2333 and ask for Dustin, Misti, or Clay.

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About 40% are black, 30% are black whiteface, 30% are red.

Many are synchronized and AI bred. A few Tier Two and Show-Me-Plus heifers are in the offering. See enclosed requirements for SMS heifer details.

Program Requirements:

- ❖ Heifers have met minimum standards for reproductive soundness, pelvic size, body condition and weight and are free of blemishes.
- ❖ Heifers bred to bulls meeting strict calving ease or birth weight EPD requirements.
- ❖ A strict immunization program has been followed including official Brucellosis calfhood vaccination. Heifers are tested and found negative for PI BVD.
- ❖ Heifers will calve from late August to November 30 and were preg checked within 30 days of the sale.



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<https://extension2.missouri.edu/programs/show-me-select-replacement-heifer-program>



MANAGEMENT MATTERS

Managing Young Cows to Optimize Performance

Decisions for supplementation

By Genevieve VanWye for Cattlemen's News

A reproductive challenge that often impacts cow-calf profitability is breed back on first-calf heifers. There are many factors that cause this, but nutritional stress on first-calf heifers during the third trimester of pregnancy and into lactation is certainly one of them. These females have not yet reached their mature weight and are being asked to maintain their body condition, continue to grow, lactate, and rebreed. Their energy requirements are greater than those of mature cows, and the breeding season occurs when the cow requires the highest quality diet, during lactation. Because of the young cow's high demands, she represents the largest risk of reproductive failure in an operation.

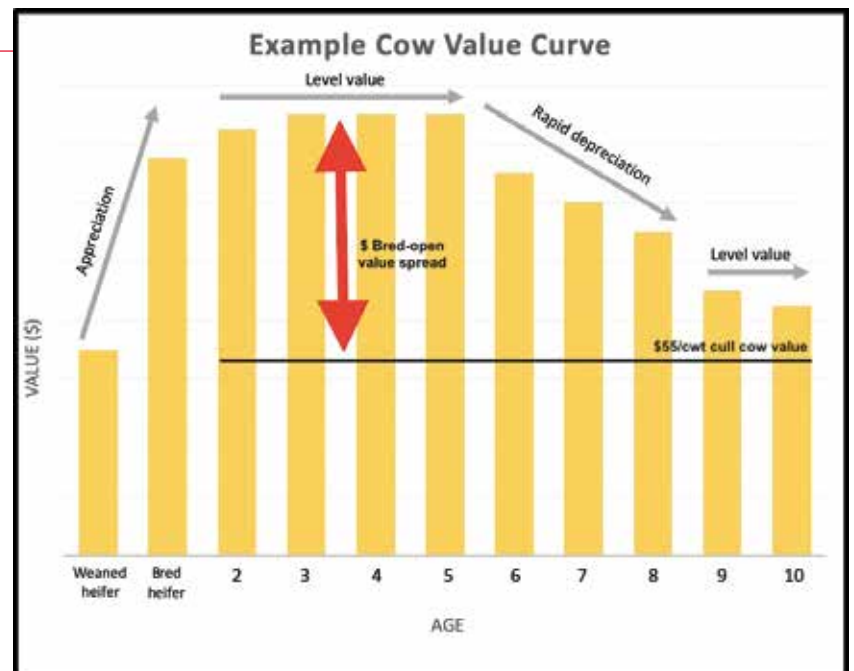
In a previous article in Cattlemen's News, we discussed cow depreciation and, more specifically, the cow value curve. This curve explains that the most valuable females within a cow calf operation are two-year-old first-calf heifers and three-year-old cows. This means that the value difference between bred young cows and open young cows is much greater than the difference between bred mature cows and open mature cows. Young females hold the greatest economic value as bred females and therefore also represent the greatest potential economic loss if they come up open.

Supplementing decisions

Considering the anticipated reproductive challenges these young cows may face, the case for supplementation of young cows is arguably an economic one. Unless you are calving in the true spring and doing an exceptional job with forage management, it is unlikely that the available forage is sufficient to meet the energy demands of this age class. In that case, this is a high return-on-investment opportunity to strategically provide supplementation specifically to young cows. Supplementation from at least three weeks prior to calving through the breeding season can aid heifers in maintaining a greater plain of nutrition and result in a quicker return to cyclicity when compared to non-supplemented young cows.

A cost analysis of supplementing first-calf heifers and potentially also three-year-old cows will outline whether the value of additional pregnancies will outweigh the total cost per head of supplement. In order to do this, an analysis of the base diet is necessary to assess if and what the females need to be supplemented with, as their requirements increase at late gestation and into lactation. Typically, energy and/or protein are the limiting nutrients when it comes to maintaining body condition score of these females. For example, on low quality fescue hay, energy is typically the limiting nutrient. Protein is going to be more expensive than energy in almost every case, so carefully comparing supplements on both a protein and energy basis is important. This ensures a producer is only paying for what they actually need.

Time of year and consequential forage availability also matters when determining whether and what to supplement young females with. For example, "true spring" calving (April/May) occurs when forage is typically abundant and quality is high. Therefore, energy and protein requirements may be met with less supplementation than if females are calving in early spring (February/March) and stockpiled forage or hay is low-quality. On commercial operations that calve in the winter or fall, first-calf heifers will likely require additional protein



and energy to maintain their condition, deposit muscle for growth, produce milk, and conceive their second calf.

Young cow management

Managing young cows separately from mature cows can mitigate weight loss and the reproductive challenges associated with young cows. Depending on feed availability and feeding method, this separation can reduce competition for the young cows. Decreased competition with more dominant, mature cattle can increase young cows' intake of feed and supplement. Some producers choose to do this in the winter, as feed availability is typically more limited at this time. It has also been suggested that this is effective during the calving season and into the breeding season when cows reach their greatest nutrient requirements. If cattle are short on the energy required to maintain their condition and lactate, reproductive performance will be impacted.

In a well-managed grazing system, separate management may not be necessary. However, when providing harvested feed or supplementation, it may be beneficial to feed the two age groups separately to keep supplementation costs manageable. A mature cow on a well-managed grazing system shouldn't require supplementation to maintain her condition, lactate, and breed back—unless the production calendar of the operation is very out of synch with the forage base. If a producer plans to supplement young cows without separating them from the rest of the herd, they'll need to provide enough supplementation for every cow. This is where supplementing can become expensive, as often times the benefit or increase in reproductive performance as a result of supplementing does not outweigh the cost of providing supplementation for the entire herd. This can be because mature cows require no or less supplement than young cows, but there isn't a good method of regulating intake and ensuring young cows get what they need unless age groups are separated.

Understanding what the base diet provides and what the cows require can make supplementation decisions easier and more economical. When faced with the challenge of breeding back first-calf heifers, some additional protein and energy in their diet can go a long way towards improving pregnancy rates and keeping those females in the herd. 🐮

Genevieve VanWye is a Graduate Research Assistant for the University of Missouri Division of Animal Sciences.

MLS Tubs: Your Multi-Tool Supplement Solution(s)

By Mid-Continent Livestock Supplements

Cattlemen and women alike know there are so many new gizmos and gadgets out on the market that claim to make your operation more profitable, save you time, improve your production, etc. BUT what if you could find so many of those great benefits all in one product? We would like to introduce you to MLS Low Moisture Tubs....

Midcontinent Livestock Supplements is far from new to the tub supplement business but our name may be a new name to some of you. Like your favorite multi-tool that has so great features all in one handy tool, our tubs have those same number of benefits, or more, in one supplement container. What cattle producer doesn't want to reduce labor and time spent feeding? Decrease fuel costs and eliminate equipment needs? What about increasing forage utilization? Wouldn't that be great? You can by simply supplementing with an MLS tub! Would you like to have critical nutrition 24/7 supplied to your herd? How about uniform consumption, so every animal has ample opportunity to get their fair share of supplement? Want to provide a little bit of supplement to get maximum benefits? It's the same answer every time... put out an MLS tub. How about feeding key nutrients through something that is highly palatable? All the best nutrition doesn't work if they won't eat it. Again, get your herd some MLS tubs!

All these benefits sound great to producers trying to run cattle on a tight budget with increasing input costs and less time or outside labor to care for everything. So how does one brand accomplish all these great things? It comes from years of experience in the cooking process. MLS manufactures low moisture tubs by dehydrating molasses products, meaning that the physical tub supplement properties contribute to uniform con-

trolled consumption when being fed. The molasses base that mixes with the dry ingredients is how we achieve such a high level of palatability and predictability of intake. This uniform intake especially comes through when delivering free-choice feed additives that have been shown to improve cattle performance. You can be assured of uniform delivery across the herd for additives that can help with fly control, improved gut health, preparing immune response or enhanced fiber digestion to name a few. You won't have to worry about your herd not eating MLS tub supplements.

We mentioned saving labor and equipment another great feature to having all these benefits in one supplement tub. This means less trips to the pasture for supplement delivery helping to decrease time spent feeding, labor and fuel required to get there unlike other methods of daily supplementation. Along with making less trips to feed the other benefit to having everything contained in a tub is the possibility of getting rid of certain equipment such as mineral feeders that become of another piece of equipment needing to be maintained.

When we say MLS Tubs: Your Multi-Tool Supplement Solution(s) we do not just mean a few of our products we are referring to all of them because that's all we do! We solely manufacture low moisture tubs, so we have had a fair bit of experience at perfecting all these great benefits you get when you put one of our products out in your pasture. We have a knowledgeable team of MLS Territory Managers that can help you find the right product that will fit your specific needs. In the meantime, you can leave the cooking to us and reach out to one of them through info@mlstubs.com to find exactly what you are looking for! 🤠

Your Multi-Tool Supplement Solution(s)



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TRENDING NOW

Local Fair Diversity

Local kids prepare for upcoming competitions

By Jessica Allan for Cattlemen's News

I may be looking at snow outside my window today, but spring is still on its way, and that means local kids are in the midst of preparing for this year's show season! Last year was not the kindest of years to our show kids. After weeks, and for some, months, of preparation, our nation was hit with the COVID-19 outbreak. Local, state and national fairs had to quickly re-evaluate their events in light of new mandates and health department restrictions. For some fairs and competitions, that meant completely canceling the event in 2020. For others, it was a modified version of past fairs, with changes to add on policies, show procedures, length of stays, and more. For a handful, there were no changes or changes so minimal that they were barely noticed. Regardless of where our kids were showing last year, our youth had to adapt to a new world.

I had the privilege to once again interview some of our local kids about their experience in livestock showing and their perspective on the changes demanded by today's new world. Those students were Ben Primm with Spring Valley 4-H, Kole Lewis with Splitlog 4-H, Jacob Morgan with Neosho FFA, and Trent Bales with County Line 4-H. Each one is preparing a different species to show this year and has a different length of experience in the show arena.



Ben Primm, son of Misti Primm of Sarcoxie, has been showing for two years. This year, he is showing his goat, Hank Jr., and plans to enter as many fairs as possible. Last year, due to COVID, he did not get to attend many, and he missed making memories, one of the drivers for him in the show arena. He enjoys both watching his goat grow and seeing

his own growth as a showman, as well as knowing that there is a possibility to financially benefit from his work. One of his favorite things about the arena, other than making memories, is being able to learn from the experiences of those he shows alongside.

Kole Lewis is the son of Ryan and Tiffany Lewis in Anderson, and has the most experience of the four with nine years under his belt in the show arena. In addition to showing his three



Limousin heifers and one Limousin bull this year, he plans to start team roping with his two horses. He enjoys watching the progress of his animals as he cares for them through proper nutrition, daily grooming, and exercise. His family is very involved from chauffeuring him to his planned twelve shows this summer, to helping him take care of the animals as needed. Kole saw little effect from COVID on his showing experience last year, but he does see a need for fairs to continue with planned improvements and upgrades. Having grown up in the livestock industry, he plans on making his career in it and enjoys meeting and learning from the many people he encounters on the show circuit.



Jacob Morgan is the son of Chris and Danetta Morgan of Neosho. He has had four years of experience in the show industry, and this year he is working with twenty broilers for two different shows. He has raised the birds from chicks, and enjoys their daily care, priding himself on keeping their pen secure and clean. He also enjoys the fair preparation process, including washing the chickens. His family also helps him in the care of his broilers as needed. He joined the Neosho FFA because he heard it was a fun group, and has learned that even though the work is hard, it most definitely is a fun and rewarding process.



Trent Bales, the son of Matt and Andrea of Joplin, has been showing animals for six years. His dad and uncle showed swine when they were younger, and he is carrying on the tradition, showing two swine this year, Champ and Jill. He enjoys working with his pigs, learning how to ration the feed and condition their skin, as well as showing at the fair. He plans to attend two this summer. His dad serves as his coach in raising the pigs, and he and his brother do the daily chores together – feeding, watering, changing shavings, skin conditioning, washing, and driving. He says the real value in raising animals is it builds character.

As one can see, our region has a very diverse group of young showmen and showwomen, covering all species of livestock. Each one of the kids I interviewed sees the fairs and the process to get there as not only enjoyable and potentially profitable, but also as a way to grow professionally in the industry and personally in their character. We have a great bunch of kids in our local FFA and 4-H clubs, and I hope you will join me and many others in supporting and cheering them on at the fairs this summer! 🤠

Jessica Allan is a commercial and agricultural relationship manager and lender with Guaranty Bank in Carthage and Neosho, MO. She and her husband live in Jasper County and maintain a cattle herd with her parents in Newton County.

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STOCKADE Rumensin Pressed Blocks Turn Green Grass into Greenbacks

By SoMo Farm and Ranch Supply

With grain prices at near record highs, it makes more sense than ever to utilize Rumensin to maximize weight gains on grass or small grain forages this spring. Rumensin makes additional energy available to the animal through manipulation of rumen fermentation. Based on research growth trials, it can be calculated that the additional energy derived from feeding 200 mg of Rumensin daily to growing calves is equivalent to the energy derived from roughly 1.0 lb of corn. STOCKADE Rumensin Pressed Blocks are an excellent option for stocker cattle operators wishing to feed Rumensin.

Consistent intake

Highly palatable STOCKADE Rumensin Pressed Blocks are designed to consistently attract calves even under lush growing conditions; however, calves will not over-consume blocks. Maintenance merely involves keeping the proper number of blocks available to the calves at all times.

Calves typically gain 0.20 to 0.25 additional pounds per day* as compared to calves receiving no Rumensin. Calves will regularly consume 3.2 to 8 oz of the STOCKADE Rumensin pressed block per head per day depending upon bodyweight. This consistent intake means that input costs are known, thus allowing the stocker cattle operator to accurately estimate operating costs and determine breakeven costs. The average cost** for STOCKADE Rumensin pressed blocks is \$0.16 per head per day. Use of STOCKADE Rumensin pressed blocks results in an extra profit of \$0.15 to \$0.25 per head per day on these stocker calves, assuming that the value of the extra gain is \$1.50 per pound.



Provides All-in-one mineral nutrition

Minerals and vitamins are a very small and yet extremely important part of cattle nutrition. Minerals and vitamins play vital roles in growth, immunity and reproduction. Inadequate intake of any of the essential minerals and vitamins results in reduced feed intake, decreased average daily gains, inefficient feed conversion, poor immunity, and decreased reproductive performance. The result is cattle that don't grow or reproduce as quickly or efficiently as they could. STOCKADE Rumensin pressed blocks deliver full NRC recommended levels of essential minerals and vitamins in addition to Rumensin. You need only provide this one block to meet all of their supplement needs, including salt.


Convenience

STOCKADE Rumensin Pressed Blocks offer ease of use that other supplements do not. These weather-resistant blocks can be placed directly on the ground where desired, eliminating the need for bunks or special feeders. Due to their convenient size, they are ideal for rotational pasture situations and can be easily moved when the cattle move. In conclusion, lightweight stocker calves have the ability to convert cheap forages into rapid gain. Use of Rumensin will increase the amount of energy available to the calves through manipulation of ruminal fermentation, thus

resulting in increased weight gain and feed efficiency. Research has shown that stocker cattle gain an additional 0.2 to 0.25 lb* per head daily on average compared to stocker cattle that receive no Rumensin. The STOCKADE Rumensin Pressed Block is an economical, convenient method to deliver Rumensin as well as essential minerals and vitamins to stocker calves under pasture conditions. STOCKADE Rumensin Pressed Blocks pay for themselves in terms of increased gain and feed efficiency. For more information about these supplement blocks and how they can benefit your stocker operation, contact SOMO at 417-865-0312 or call 800-835-0306. All Rights Reserved. Rumensin® is a registered trademark of Elanco Animal Health, Indianapolis, IN. 🐄





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TRENDING NOW

Spring Cattle Markets and Summer Grazing Prospects

A look at the upcoming prices going forward

By Derrell S. Peel for Cattlemen's News

The first signs of green forage is supporting strong stocker markets this spring. Table 1 shows that the 500 lb. steer price has increased 14.6 percent from the recent low last October (1) to the current March price (2). This comparison is based on the first three weeks of October prices (ignoring the ice storm week) and the first three weeks of March available as this article was written. Prices for calves and stockers typically increase from the October seasonal low to a March seasonal high (Figure 1). However, current March prices are 1.3 percent higher than would be predicted based on the average seasonal index (3).

The price for 800 pound feeder steers is almost unchanged from last October (1) to current March levels (2) as shown in Table 1. However, the normal seasonal pattern for heavy feeder cattle is a price decrease from October to March (Figure 1). The seasonally predicted March price would be 6.3 percent lower compared to October (line 3, Table 1). Thus, the current March price is 6.8 percent higher than predicted based on the seasonal price index.

What should we expect for feeder prices going forward? The seasonal price index suggests lower prices for 500 lb. steers and higher prices for 800 lb. steers in September (4) compared to current March levels (Figure 1). This seasonally predicted price assumes steady feeder cattle markets with no general price trend. The fact that current feeder prices are higher than seasonally predicted suggests that there is some uptrend in the market and the prices in line (4) of Table 1 are likely a bit low.

Another source of fall price expectations is feeder futures contract prices. September feeder futures prices were \$155.63/cwt. at the time of writing (5). Average basis for 500 lb. Okla-

homa steers in September is \$17.86/cwt (6). This suggests a September cash price of \$173.49 (7). For 800 lb. steers, the average September basis is -\$0.97/cwt. (6), which leads to a predicted September cash price of \$154.66/cwt. for 800 pound steers (7). Feeder futures contract prices clearly reflect significant optimism for fall feeder markets.

Strong grass demand and robust prices this spring raises questions of whether summer grazing programs offer much profit potential. Summer stocker programs vary widely based on beginning date, beginning weight, type of animals (quality, gender, etc.), ending

date, type and quality of forage, average daily gain, ending weight, veterinary cost, death loss and other factors. A range of typical budgets based on current spring prices suggest late summer breakeven prices from \$140 to \$145/cwt. for 800 pound ending weights. The seasonal cash price index suggests fall cash prices close to breakeven levels for summer grazing programs. However, current feeder futures offer significantly

higher price opportunities for fall. Futures markets are, of course, quite volatile and price opportunities may be fleeting unless locked in with a futures or option hedge.

Summer stocker grazing appears to offer decent return potential and general expectations are for strengthening prices in the second half of the year. However, higher feed grain prices and ongoing drought conditions represent significant risks

to cattle markets as the year progresses. Risk management opportunities currently exist with strong fall feeder futures prices. 🐄

Derrell S. Peel is a Livestock Marketing Specialist for the Oklahoma State University Extension.

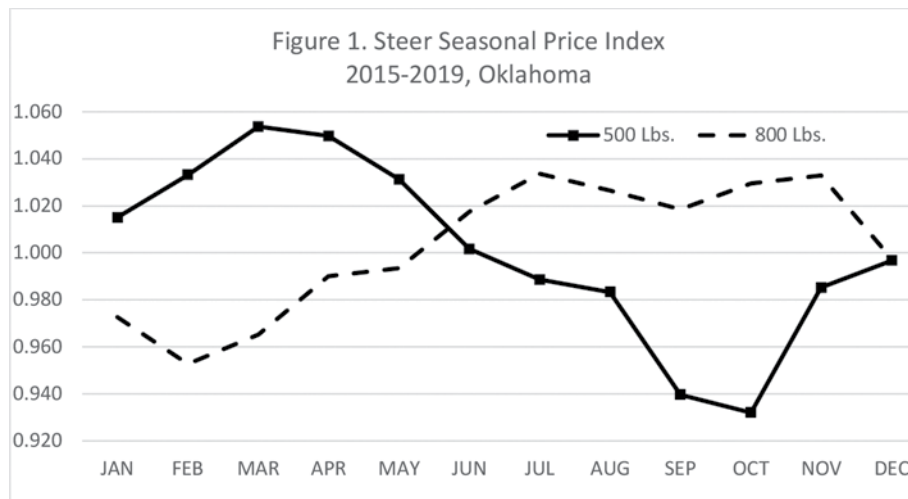
Table 1. Steer Prices, Oklahoma Combined Auction, \$/cwt.

		500 Lbs.	800 Lbs.
(1)	Oct 2020	153.83	132.79
(2)	Mar 2021	176.24	132.91
(3)	Mar 2021 Predicted*	173.97	124.41
(4)	Sep 2021 Predicted*	157.18	140.21
(5)	Sep 2021 Feeder Futures**	155.63	155.63
(6)	Sep Basis (2016-2020 avg.)	17.86	-0.97
(7)	Sep 2021, Futures Predicted^	173.49	154.66

*Based on seasonal price index (Figure 1)

**As of March 22, 2021

^(Futures + Basis)





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MANAGEMENT MATTERS

Deworming Management

Strategies to improve your bottom line

By Lisa Henderson for Cattleman's News

Every cow on grass has internal parasites. Your strategy, veterinarians say, should be to manage the parasite load of your herd so that heavy infestations don't negatively impact your bottom line.

"The infestation of brown stomach worm and other internal parasites can suppress appetite and reduce feed intake, resulting in disappointing average daily gains and weaning weights," said Joe Gillespie, DVM, Boehringer Ingelheim. "It can also lead to problems with reproduction in cows and heifers. Controlling these parasites is a proven practice to improve performance in all stages of cattle production, while also giving you a significant return on investment."

Parasitic infections have been estimated to cost livestock producers more than \$3 million in economic losses annually. That's why Gillespie and other veterinarians encourage producers to implement a consistent deworming protocol to help cattle maintain optimal health and produce a high-quality end product. He also stresses that, though important, deworming is only a piece of the puzzle.

"There are many management factors that impact the potential market value of an animal, including genetics, nutrition, vaccinations and parasite control methods," he explained. "Maintaining a low parasitic load is important to an animal's ability to convert feed into pounds."

A heavy parasite load doesn't often manifest itself in obvious ways, which is one reason an ongoing treatment program is so vital. A heavy parasite burden in a cow's intestinal tract competes to ingest the nutrients the animal needs to thrive. This competition can suppress the cow's appetite and, in turn, take away its ability to gain optimal weight. Additionally, parasites can damage the animal's intestinal lining and decrease its ability to respond favorably to vaccinations.

If an animal doesn't have to deal with the irritation and burden associated with parasitism, it'll likely have better immunity, which contributes to enhanced productivity and reproductive efficiencies. Improved herd reproduction can, in turn, mean more calves, more pounds and, ultimately, more profit.

Understanding the parasite life cycle

As concern about the resistance of cattle parasites to dewormers continues to rise, gaining a basic understanding of the internal parasites that impact your herd is the first step producers can take to establish a cost-effective deworming approach. Gillespie breaks down a basic parasite life cycle below:

1. Adult parasites lay eggs in the gastrointestinal tract of cattle.
2. Eggs are expelled from the cattle through feces.
3. Eggs hatch and develop into infected larvae.
4. The infected larvae crawl onto the grass that cattle graze on. Feed bunks or waterers contaminated with feces can also expose cattle to larvae.
5. Larvae are ingested by cattle.

This process will continue to repeat itself unless parasites are managed. At the end of the grazing season, some internal parasites, such as the brown stomach worm (*Ostertagia oster-*

tagi), will bury themselves in the stomach wall, stay dormant until spring, emerge and start egg-laying again.

"Knowing the life cycle of internal parasites can help producers establish an appropriate deworming timeline," said Gillespie. "It's also important to note that there are technically four larval stages, and not all dewormers are labeled to protect cattle against the final larval stage."

To prevent parasite resistance, reduce subsequent contamination of pastures, and provide cost-effective parasite control, Gillespie recommends using a dewormer with demonstrated efficacy against major intestinal parasites including *O. ostertagi* L4 and inhibited L4, as well as tapeworms, prior to the grazing season.

Not only is it beneficial for producers to be strategic in selecting the right dewormer(s), he also encourages producers to weigh calves to determine the right dose, and work with their veterinarian to identify the best time to treat cattle. Gillespie said it's important to take all environmental considerations into account when deciding the timing of treatment.

"With a high stocking rate in pastures, I recommend using a dewormer twice per year to help keep animals on track," he said. "Most producers use some form of dewormer in the spring as cattle go out to pasture. A second treatment should be given in late fall or early winter, along with a lice control to help manage ectoparasites, too."

Twice per year deworming:

1. Prior to cattle entering a grazing environment, where they can potentially ingest parasites, and to eliminate any dormant parasites. In many geographies, this happens in the spring.
2. After they come off the grazing pasture, to manage any parasites that may have been ingested during the grazing season, usually in the fall.

For producers looking for added convenience and efficacy throughout the year, he recommends an extended-release injection. A recent study showed a significant increase in average daily gains for cattle receiving an eprinomectin extended-release injectable, compared to those that received a topical ivermectin. Further, an economic advantage of \$5.86 per animal was observed in the extended-release group.

"One deworming myth that I want to correct is that 'all dewormers are the same,' because they aren't," stressed Gillespie. "There's a lot of technology that has gone into the production of the different types of dewormers that are available. And it's important for producers and veterinarians to find the antiparasitic that's going to best fit their situation." 🤠



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Where Premiums Are Earned

Understanding beef carcass value

For Immediate Release from the Certified Angus Beef, article by Kylee Kohls

A Choice carcass is worth more than Select, but if cattlemen are looking to add value across the entire carcass, only one brand does that.

Cattlemen joining a March webinar hosted by the Certified Angus Beef ® (CAB®) brand learned about that and more while discovering the sources of premiums they earn for their best cattle.

For decades, those who aim to raise high-quality cattle have kept an eye on the Choice/Select spread. The CAB/Choice spread? That’s next level.

“The purpose of the brand is to add value to Angus cattle,” said Paul Dykstra CAB assistant director of supply management and analysis, during a March webinar. “The \$17.57-per-hundredweight (cwt.) premium over Choice is absolutely at the heart and soul of our very purpose and our mission statement.”

Diana Clark, CAB meat scientist, co-hosted the webinar where the duo walked through market benchmarks, brand specifications and the value it adds across the entire carcass.

Last year, it all added up to a CAB wholesale premium value of \$154.61 per head above Choice and more than \$246 above Select.

The 2020 beef supply

Dykstra said 15.5 million Angus-type and eligible cattle were evaluated at licensed packing facilities in 2020, with 35.9% certified to carry the brand’s logo.

“That’s been the success story of the industry,” he said. “In the last 20 years or so, the amount of improvement in cattle accepted into the Certified Angus Beef brand, and really the carcass merit that has driven that trend in those eligible cattle.”

With more than 35 licensed partners in North America, CAB penetrates more than 85% of the fed-cattle packing base, Dykstra said. Overall, 58% of fed cattle and 69% of beef type cattle were eligible based on hide color in 2020.

Beneath a black hide

Cattle with a predominantly black hide are then marked with blue ink on the hock of the hanging carcass at the packing plant. Later, chilled carcasses are evaluated to see if they can meet 10 science-based specifications and go into beef boxes that carry the CAB brand logo.

“The goal behind these specifications is to provide high-quality beef in a consistent manner for all our customers,” Clark said.

Standing beside a hanging side of beef with the primal cuts outlined in tape, Clark provided in-depth explanations on why each specification matters and how it’s measured for the most consistent quality.

She engaged virtual guests from the CAB Culinary Center and added colorful examples such as the calpain enzyme acting like

Pac-Man on the quest to break down toughness dots so beef gains tenderness while aging.

Weight matters

Looking at the CAB/Choice spread, Dykstra noted the simple formula: Weight x Value Spread = \$154.61 per head above Choice on the 2020 average carcass weight of 880 pounds (lb.).

The wholesale value advantage incentivizes packers to pay what have been generally increasing premiums for carcasses that meet the brand’s specifications. Last year, cattle feeders got roughly \$45 per head on average for a CAB qualifier over the cash price for the week.

Breaking that CAB/Choice spread down by primal cut, he explained how CAB provides a 7.4% premium over Choice.



“When it comes to value distribution, weight matters,” he said. “But where are we driving the most value?” Details provided answers.

The loin is only third-heaviest primal cut at 21.3% or 187 lb. in 2020 average weight, but it brings the most value to the carcass, offering a \$65.99/head CAB brand premium over Choice.

The round carries 22.3% of the weight and adds a \$14.95/head CAB premium while the rib contributes a \$29.81/head premium from 11.4% of the carcass weight.

“For a brisket, the Certified Angus Beef premium actually adds \$10.35/cwt. to the spread over Choice,” Dykstra said. “We sure wish the brisket weighed more with that premium. But with 44 lb. and 5% of total carcass value, it still contributes almost \$5 per head on the cutout.”

Adding value across the carcass, CAB provides premiums to the chuck and plate primals, compared to the Choice grade, which adds nothing.

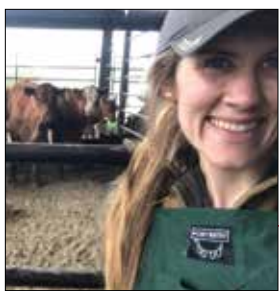
The chuck carries the most weight in the carcass at 29.6% (260 lb.), offering a \$30.73/head CAB premium over Choice or Select, he said. Coming in at

only 7.1% of the carcass weight (62 lb.), the plate earns \$7.31 of the \$154.61 total CAB premium.

Rounding out the carcass, Dykstra noted the flank, lightest primal at 30 lb. or 3.4% of the carcass, still adds \$1.43/cwt. to the total average CAB premium carcass value.

As quality continues to trend up and more cattle qualify for the brand, the CAB/Choice spread may gain ground on the old Choice/Select metric as an industry standard. Along the way, the brand will keep working with all partners from pasture to plate, adding value to every cut and premiums for Angus cattlemen.

To watch more of any of the recent webinars hosted by the CAB Cattleman Connection team, visit CABcattle.com/webinars. 🤠



MANAGEMENT MATTERS

Ensuring Immunity Through Proper Vaccine Handling

Protecting your herd from disease

By Emily Smith for Cattlemen's News

It's no secret that establishing an effective vaccination program is one of the best ways to protect your herd from disease. Unfortunately, poor vaccination handling can cause even the best vaccination programs to fail. Improper vaccine storage and administration could significantly reduce vaccine efficacy and subsequent herd immunity, costing valuable dollars in product waste and decreased animal performance. Handling practices that safeguard vaccine products are the best way to ensure vaccine efficacy.

While individual products have specific instructions for handling, some practices apply to all killed or modified live vaccines. Generally, more precautions are associated with modified live vaccines (MLV). Vaccine integrity must be maintained from production to administration! Ensure that products come from a reputable source and that appropriate handling has been practiced before the bottle is even in your hands. After purchase, it's up to you to protect vaccines against several potential sources of damage.

Most vaccinations must be maintained within a specific temperature range. Keeping products at the right temperature requires more than just refrigeration prior to use. Temperature should also be maintained during transport and administration by keeping both vials and syringes in a cooler when not actively administering product to animals. Since vaccines are inactivated by UV exposure, coolers serve the dual purpose of shielding syringes against damaging sunlight. As a rule of thumb, the longer your vaccine is exposed to temperature variation or sunlight, the less reliable your protection will be!

Inactivation can also occur through contact with pathogens, chemicals, or other vaccines. This issue is most commonly encountered with improper syringe and vial handling. To reduce risk of cross contamination, use a new needle any time you draw out of the vial. When using multi-use syringes, designate a single, labeled syringe for each product. Syringes should be cleaned with hot water only as soap or disinfectant may inactivate vaccines.

Most MLV products need to be activated via reconstitution at the time of administration. After reconstitution, these products must be given within a certain window of time and cannot be stored for later use. To prevent waste, purchase vials with the number of doses you need and reconstitute product as necessary for each location and group of animals. Care should be used to prevent contamination and excessive shaking when mixing vaccines, as both have the potential to damage the products.

Specific recommendations for best handling practices for individual products vary based on vaccine type, manufacturer, and the class of animal being vaccinated. For this reason, carefully following label directions is the most important practice of proper vaccine handling. This is not an endorse-

ment of any specific vaccine product over another, but the label of Bovi-Shield GOLD 5 provides an example of a commonly used product. Examine all vaccine labels for the following indications.

Improper vaccine handling can jeopardize the immunity of your herd. These simple practices provide your vaccination program with the excellent management it needs to reach its full potential!

Emily Smith is a DVM/MS candidate at the University of Missouri College of Veterinary Medicine.




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Mo Beef Mo Kids Mo Fit

On a Mission with Mo Beef Mo Kids: Beef in the Classroom

Planting a seed with youth to ensure lifelong beef consumers.

By Mo Fit (MoBKF) Program

In addition to the main core and objective of more beef on the school lunch tray, our Mo Beef team is on a mission to bring the message of beef full circle through education application.

As part of the program, Mo Beef Mo Kids is working to engage students through the journey of beef, pasture to plate. Academy members and Regional Coordinators share story of beef virtually and in partnership with school events (pictured to the right).



Top: Owen Oesch visits with youth about beef and its role in heart health. Students also had the opportunity to explore feed samples and identify careers related to the beef industry.

Bottom: Lexi Plackemeier visits with students about Missouri farmers and ranchers and how beef gets on our plate.



• Want to donate? Are you a farmer or rancher who wants to donate to the school lunch program? Contact us at info@mobeefkids.com or call 573-470-2144.

• FACS Teachers and other school admin: Have an interest in utilizing beef as part of an educational lesson plan? Check out the Beef in the Classroom reimbursement program at mobeef.org, and submit to receive reimbursement for beef purchasing.

• To explore the educational series and to download beef education activity pages, visit mobeefkids.com.

• Did you know? May is beef month. Celebrate with us, by following @Mo Beef Mo Kids on social media, and visiting mobeef.org for recipe inspiration and farm family stories.

The Mo Beef Mo Kids Mo Fit (MoBKF) program connects schools and their food service professionals to cattle farmers and ranchers to "beef" up school lunches. Our goal is more beef, more often, while implementing food and nutrition education. For more information about the program, contact Brandelyn at info@mobeefkids.com. MoBKF is supported through the beef checkoff and by more than 50,000 Missouri farmers and ranchers.

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INDUSTRY NEWS

A Practical Steer Project

Real-life experiences for the youth of tomorrow

From the University of Missouri Extension

Mt. Vernon, MO – What do you think of when someone mentions they're going to have a 4-H or FFA steer project? It's a bovine beauty contest. To locate the possible champion, you'll have to log up several miles and spend a lot of money to be competitive. The steer will have to be kept out of the sun and possibly have an air-conditioned room to develop a great haircoat. Several hours a day will be spent grooming and walking the steer to develop the "look" that will catch the judge's eye.

I'm sure there are many other items that could be added to the list in the search for the purple rosette or fancy banner. Along with it a big premium payoff as the steer is paraded in front of prospective buyers at the post-show auction.

The youth who participate in the typical steer show has spent a lot of time, money and hard work on their steer project. However, there's a rather different steer project that's in its tenth year in Lawrence county. Participants usually feed a steer their family has raised. The cost is minimal or the same as its steer herd mates bring as feeders at the local auction. The steer may never enter the show ring unless they participate in the Lawrence County Youth Fair, which is an option.

The purpose of this steer project is to keep it as practical or "real world" as possible. Records of all expenses are kept from the official start of the project, which normally is the first Saturday in February. The project ends 140 days later when the steers are harvested at Cloud's Meats, Carthage in late June.

The project actually doesn't end there. A meat scientist from the University of Missouri (MU) thoroughly evaluates all the steer carcasses for carcass merit. Pictures of the steers are normally taken at the weigh-in, at harvest and on the rail at Cloud's.

During the 140 days, monthly meetings are held to educate the youth on real world issues in the cattle business. Nutritional topics are addressed as well as live cattle grading, cattle breeding, marketing and carcass grading. No attempt is made to teach grooming or show ring practices.



Over the years, an overnight or day long road trip is taken. Examples were a trip to Pratt Feedyard in Kansas, Iowa, Creekstone packing plant in Arkansas City, the American Angus Association in St. Joseph, a confinement cow-calf facility in Iowa and meats and research work at the MU, Columbia. Recently, a couple of hours were spent learning about the work at the University's Southwest Research Center, Mt. Vernon where 77 local beef heifers are being evaluated for feed intake, gain and residual feed intake.

Some participants have had a steer each year while others have only done the project one time. Regardless of how many years they participate, all agree they've learned a lot about feeding and marketing their steers. Yes, some take an active role in finding buyers after the carcasses are graded.

The conventional show ring steer project is far and away the most popular with youth but the "no frills", practical approach has much merit educationally.

The Lawrence County project is led by John Kleiboeker, Stotts City and Eldon Cole, MU Extension field specialist in livestock, Mt. Vernon. The project can be traced back to the 1980's when the all-around steer show at the Ozark Empire Fair required steers to be weighed in, scored for eye appeal and the top point steers were all slaughtered and carcasses evaluated. The final overall champion steer was determined by a point system combining eye appeal, rate of gain and carcass grade and yield.

Participants in the 2012 project can be traced back to early OEF steer contests. Scynthia Schnake, Stotts City had a son and daughter in the project. Scynthia is the current president of the Southwest Missouri Cattlemen's Association and serves currently on the Missouri Beef Industry Council (BIC). John was the executive director of the Missouri BIC until 2012 and he's had sons in each of the ten steer projects.



Scynthia Schnake



John Kleiboeker

If you'd like more information on the project contact Cole at 417-466-3102. 🐮

Eldon Cole is the livestock field specialist for the University of Missouri Extension.



INDUSTRY NEWS

Ag Market News Legend: Rick Huffman

By Chris Chinn, Director of the Missouri Department of Agriculture

Spring is one of my favorite seasons. I often see it is a season of hope and change. After a long winter, the sun starts shining again, the grass starts turning green and farmers are returning to their fields. The fresh, warm air is a reminder that no matter what last year brought, there is a fresh start again. When I see spring calves running around our farm and in the pastures of our neighbors, I'm reminded of the hope they symbolize – hope of a prosperous year to come.

At the Missouri Department of Agriculture, we are gearing up for a change in our Ag Market News program because of a well-deserved retirement.

Our team of market reporters works to gather marketing data for livestock, hay and grain in Missouri. They work in lock-step with the United States Department of Agriculture to ensure livestock grades are uniform between all cooperative reports. In addition to many daily reports, they compile and publish the popular Weekly Market Summary, which gives producers a look at how commodities performed that week. In total, the team reports from 23 market locations and publishes 44 unique market reports.

Rick Huffman is no stranger to Joplin Regional Stockyards.

He has been a part of the JRS community, serving cattlemen and cattlemen who he calls friends, for more than 16 years. That brings his total service to more than 30 years. Rick has reported more than 8 million head of cattle in the state with 6 million through JRS since 2005. He has also reported weekly sales at Springfield Livestock and Douglas County for the last several years.

It is hard to find any team member any more representative of the Department's MORE Strategic Vision, which creates an environment where our team can find ways to serve their customers and communities better each year. Rick not only reported the first video feeder cattle auction in the state, but he was also vital in the success of the Show-Me Select Heifer Program.

To know Rick is to also understand his passion for giving back to the youth in his community. For many years, Rick was in a leadership role at the Missouri State Fair for the Carcass Contest and served as a major link between our Department and many local communities. Prior to being a full-time reporter, Rick and two other team members focused their time on outreach and extension efforts. During this time, he made sure Missouri FFA and Missouri 4-H members were aware of grant and leadership opportunities. Rick also spent many hours working with local radio stations and newspaper offices informing producers about financial assistance through the Missouri Agricultural & Small Business Development Authority.

The Missouri Department of Agriculture is one of the smallest agencies in state government with a total of 350 employees throughout the state. However, we are responsible for protecting and promoting the state's number one economic driver – agriculture. It's a big job that our team is ready to take on every day. Our team is split roughly in thirds between field specialists, satellite office staff and those that work in the home office in Jefferson City. As you can see, many of our team members live and work in the communities that they serve. Several of us also have a personal connection to agriculture, either growing up or currently living on a farm today. Rick certainly fits that criteria.

We know how critical the Ag Market News program is to farmers & ranchers. Outside of checking the weather regularly, I can't think of a more critical day-to-day tool for my own farm than local market reports. Our family environment in Ag Market News is second to none. Their collective passion for agriculture continues to impress me.

We have leaned on Rick for many years as we train and develop new members of our Ag Market News team. He's helped us pass the torch well so the next generation of market news reporters is ready to serve you in southwest Missouri. If you see Rick, please congratulate him on his retirement! 🤠



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BROOKLINE - 10 Ac., Farm Road 115, very popular battlefield area, open lots w/gentle roll, only 2 lots left \$69,000	SCOTT CITY - 110 Ac. Hwy 97 & Law 2110, 5 BR home, 48x46 heated shop, 60x120 horse barn, 40x60 outdoor arena, sheds, paddock, new fence, a must see .. \$780,000
ASH GROVE - 34 Ac., Hwy 60, located just east of Ash Grove w/frontage on 60. All open, great visibility \$185,000	BILLINGS - 120 Ac. Hwy 174, Great location, farm house, large barn, corals, huge spring, creek running through, Must See!... \$780,000
CRANE - 62 Ac., Hwy 413, north side of Crane, frontage on Hwy 413, pond & private water available, nice setting \$195,000	REPUBLIC - 160 Ac. Hwy TT & PP, open & tillable, 88 ft. by 162 ft. barn with concrete floor, several eq. barns, 3 BR home, great road frontage..... \$880,000
BILLINGS - 36 Ac. Metzleitein Road, great location just south of Island Green Country Club. Great views, pond, small barn & corals \$199,485	SENECA - 282 Ac., Bethel Rd., nice 1000 sq ft group home, pond, great location \$1,057,500
ELKLAND - Nubbin Lane, 81.72 Ac., very round, mature timber \$212,500	GALENA - 365 Ac., Hwy 173, 75% open, good pasture, fenced & cross fenced, frontage on state hwy, 3 BR manufactured home, several barns, corral, waterers, 2 wells, ponds \$1,249,000
ADRIAN - 5 Ac. Commercial lot with office/shop, great visibility located on I-49..... \$249,900	AVA - CR PP 524, 270 Acres, great cattle farm on Beaver Creek, nice 2 BR, 2 1/2 BA home, huge 102x80 ft. barn w/office and shop, pipe corral, creek bottom, mostly open..... \$1,250,000
BILLINGS - 45 Ac., Hwy 174, just west of Republic, good grass \$260,000	POTTERSVILLE - 504 Ac. CR 7040. Great grass farm, 9 ponds, well, 2 big pipe corals, working barn, mostly open, new fence w/pipe corners \$1,257,480
REPUBLIC - 40 Ac. Hwy PP, 2 miles South of Exit 60 on I-44, \$260,000	MOUNTAIN GROVE - Hwy 95, 244 Acres. Beautiful cattle farm, 3 BR brick home, all open, excellent pasture/hay ground, 3 wells, 2 ponds, 8 waterers, pipe corral.. \$1,415,000
WALNUT GROVE - 80 Ac., Hwy JJ, 3 BR, 2 BA home, several g. fenced & crossed fenced, open past. ground w/great road frontage \$350,000	AURORA - Hwy K, 313 Ac., livestock farm, large 5 BR, 3 BA brick home, 1000 sq ft horse barn, 2nd home, deep soil & must see \$1,692,500
MT. VERNON - 231 Ac., Lawrence 1212, great hunting property w/mature timber partially fenced, pond, mostly wooded, very secluded, conveniently located just off Hwy 174 \$499,000	MIL0 - 632 acres, Hwy. EE, 70'x48 cattle barn, equip shed, 160'x40' shed, waterers, fenced & cross fenced, exc. pasture & hay ground, 9 ponds, 2 acre lake \$1,900,000
GALENA - 160 Ac. Hwy FF, nice open property w/open access on FF just west of 265. 3 ponds, well, corals, good grass... \$475,000	LEBANON - 514 Ac. Just off Hwy 64, great grass farm, over 200 acres of bottom ground, home, equipment/hay building, fence & cross fence, NICE \$1,904,400
BILLINGS - 26 Ac. Hwy 60 & 413, 2 BR, 2 BA home, livestock barn, large equipment barn, prime location..... \$500,000	
FLEMINGTON - CR 143, 73.7 Ac, Beautiful, 4 BR, 3.5 BA all brick walk-out basement home, 1000 sq ft horse barn, 2nd home, hay barn, 2nd home, deep soil & must see \$545,000	
SARCOXIE - Hwy 37, 94.6 Ac., really nice open property w/frontage on Hwy 37 & Apple Road, just west of High School, city water, automatic waterers, cross fencing, 6 Ac. pond..... \$585,000	

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TRENDING NOW

Marketing Your Calves' Reputation

Value-added programs and management practices focused on calf health and nutrition can make your calves stand out

By Brady Klatt for Cattlemen's News

For fall calving herds, weaning is fast approaching and so is the timing for making marketing decisions.

The sooner you can make decisions, the more time you'll have to implement management strategies to maximize the value of your calves. For example, taking steps so calves qualify for value-added programs can help put more black ink into your bottom line.

Each value-added program has its own set of parameters like number of days weaned, vaccination types and even nutrition received. Some program requirements are relatively straightforward and include management practices that you might already be doing. Now is the time to dig into program details and decide which program will help set your calves up to receive top dollar. From there, you can plan your weaning program accordingly.

But, not all value-added programs are created equal. Let's dive in and explore areas that can make a big difference for calf health – and profitability.

Setting the foundation for health through nutrition

Weaning can completely disrupt a calf's life, and a key factor in how a calf overcomes this disruption is how quickly they start eating.

Calves that start eating right away get the nutrition they need for the body's maintenance function, plus nutrients to grow and gain weight. Ensuring maintenance requirements are met is critical, so calves can bolster a strong immune system to make use of vaccinations and other management practices. If you can maintain nutrient intake during weaning, you can support calf maintenance, growth and immune response – all of which are critical during this timeframe.

Palatable starter feeds help get calves eating quickly. Some starter feeds even include built-in technologies to support the immune system. Balanced nutrition, formulated to meet all energy, protein, and vitamin and mineral requirements, can help support calf health beyond the weaning period, through the backgrounding phase and to the feedlot.

If you're looking for a value-added program, look for one that sets a foundation for health with nutrition. Not considering a value-added program? Work with your nutritionist to develop a weaning-time nutrition plan – one that will keep buyers coming back for more calves.

Giving yourself flexibility to hit market highs

The timing of preconditioning also makes a difference. Preconditioning calves for 45 days or more offers flexibility to see trends and the opportunity to feed cattle into a historically more favorable market window.¹ Additionally, it allows you to feed into a heavier weight where there could be increased demand a

few weeks down the road.² Getting more days of weaning behind a calf with a quality nutrition program can likewise help limit the amount of shrink experienced on sale day, keeping more pounds on the scale to sell.³

Putting more time between dehorning and castration and your marketing window is another major benefit. Calves going through auctions with horns or as intact males are often discounted.⁴ Appropriately timing these procedures to minimize stress can be beneficial in terms of health status, growth and weight gain.

A 45 day or longer preconditioning program provides producers more flexibility for both optimum management and marketing strategies. The benefits stack up whether you're considering a value-added program or not.

Capturing value through a strong reputation

The bottom line? Calves raised with a focus on health and nutrition, which are then marketed through a quality, value-added program, develop a reputation of their own that grabs buyers' attention on sale day. For fall calving herds, the time to create that "value-added reputation" is now.

Look for a program that sets a strong nutritional foundation and gives you enough time to make flexible marketing and management choices.

Have conversations with your veterinarian, nutritionist and sale barn representative to map out a management and marketing plan. Discuss programs, like the Purina® Plus feeder calf program, which help put together the consistent, quality-focused groups of calves buyers seek.^{5,6}

If you're interested in enrolling calves in Purina® Plus, reach out to your local Purina dealer well ahead of your anticipated weaning date. They'll help create a plan that works for you. Your local team will help you navigate using Purina® Plus, in tandem with other value-added programs, based on your unique operation and goals. Visit purinamills.com/purinaplus to learn more.

¹Peel, D., and S. Meyer. 2002. *Cattle Price Seasonality. Managing for Today's Cattle Market and Beyond.*

²Peel, D. 2021. *Extension Agricultural Economics, Oklahoma State University. High Grain Price Impact on Cattle Industry.*

³Self, H.L. and N. Gay, 1972. *Shrink During Shipment of Feeder Cattle. J. Anim. Sci. 35:489.*

⁴Troxel, T.R., and B.L. Barham. 2012. *Phenotypic Expression and Management Factors Affecting the Selling Price of Feeder Cattle Sold at Arkansas Livestock Auctions. Prof. Anim. Sci. 28:64-72.*

⁵McNeill, J. December 1999. *Extension Animal Science, Texas A&M University. Value Added Calves.*

⁶Bremer, M. September 2015. *University of Nebraska-Lincoln Institute of Agriculture and Natural Resources. UNL Beef. Preconditioning Calves: Can it Add Value?*

Brady Klatt is a cattle nutritionist with Purina Animal Nutrition.

Joplin Regional Stockyards would like to send a BIG Thank You to the Arkansas Cattlemen's Association for hosting their yearly regional conference meetings this year. We had the chance to visit and interact with 2000 producers at these events.



Autumn Fuhrman
ACB Managing Editor



Michelle Bufkin Horton
ACA Membership & Communications Director



Randy Black
ACA Chief Financial Officer



Cody Burkham
ACA Executive Vice President



Bernie Freeman
ACA President



JRS Value-Added Sale Program Vaccination Protocols

All program cattle require castration of bulls & dehorned
The seller will be billed 0.10 per 100 cwt for all bulls not castrated.

Bred Heifer Information

All programs cattle require heifers guaranteed open day of sale & dehorned.

If the buyer chooses to have the heifers pregnancy tested, at buyer's expense, and any are found bred, the heifer will be weighed and identified back to the seller. *(Weight can vary from average sale weight.) Seller has the option to take the heifer home or resell her. (Resale value will be less.)*

Cattle must be tagged with the program specific tag. Tags are purchased through our facility @ \$1.50/each.

JRS Calf Vac (white tag)

One vaccine given; can be killed or modified live. *For this program, calves should be vaccinated two to four weeks prior to selling and still be on the cow.



JRS Vac 45 (grey tag)

WEAN DATE: May 10, 2021



Two vaccines given; first can be killed or modified live, second must be modified live. *For this program, calves must be home-raised and weaned a minimum of 45 days prior to selling. Calves can be vaccinated two to four weeks prior to weaning and put back on cows. The modified live booster has to be given at weaning. Vaccinating at 30 days old, while still on the cow, promotes a healthier calf and protection for the producer.

JRS Vac 60 (green tag) **NEW PROGRAM**

WEAN DATE: April 25, 2021



Two vaccines given; first can be killed or modified live, second must be modified live. *For this program, calves must be home-raised and weaned a minimum of 60 days prior to selling. Calves can be vaccinated two to four weeks prior to weaning and put back on cows. The modified live booster has to be given at weaning. Vaccinating at 30 days old, while still on the cow, promotes a healthier calf and protection for the producer.

JRS Stocker Vac (orange tag)



Two vaccines given; first at arrival, can be killed or modified live, second must be modified live 14 days prior to selling. *For this program, calves are purchased from various sources and must be weaned a minimum of 60 days prior to selling.

****All programs require vaccination forms returned and receipts in a timely manner****

Other precondition programs are accepted, i.e., MFA Health Track, Purina® Plus Feeder Calf Program - Arkansas GoGREEN Program - Red Angus Feeder Calf Certification Program-Oklahoma's OQBN ****All programs require vaccination forms returned and receipts in a timely manner****

All programs have to have tag tracing ability either Visual or Electronic to look up calves the day of the sale in case of any problems, i.e. bulls, bred heifers, lameness, sickness, and all breed programs.

All programs have to have an electronic tag tracing ability to look up calves the day of the sale in case of any problems, i.e. bulls, bred heifers, lameness, sickness.

I wish to enroll in JRS Value Added Program

Check Protocol:

- ☐ JRS Calf Vac Sourced
- ☐ JRS Vac 45 Weaned Source
- ☐ JRS Stocker Vac
- ☐ JRS Vac 60 Weaned Source

RANCH/OPERATION INFORMATION

Name cattle will be sold under: _____

Owner/Manager: _____

Address: _____

City: _____ State: _____ Zip: _____

Phone/Cell: _____ Email: _____

Field Representative: _____

MARKETING INFORMATION:

Total Number of Head Enrolled: _____

Weaning Date, if applicable (mm/dd/yy): _____

Approximate Marketing Date (mm/dd/yy): _____

Approximate Sale Weight : _____ lbs. to _____ lbs.

Breed & Other Comments: _____

Check Marketing Choice: ☐ JRS Livestock Auction ☐ JRS Video Auction

Other Mangement Practice Information : (please check all that apply)

- ☐ Castrated/spayed
- ☐ Dehorned
- ☐ Bunk Broke
- ☐ Tank Broke
- ☐ Guaranteed Open day of sale

Tags must be purchased through JRS _____ or a complying company program such as MFA Health Track _____
Please attach proof of purchase and return documentation and completed form 15 DAYS PRIOR TO SELL DATE to: JRS Value Added Enrollment forms mailed to, P.O. Box 634, Carthage, MO 64836 or fax to 417-548-2370. Can be scanned and emailed to markh@joplinstockyards.com. Forms also available on www.joplinstockyards.com under services then click on Value-Added. For more info or questions, please call Mark Harmon at 417-316-0101 or office 417-548-2333.

COMPLETE FRONT AND BACK! INCOMPLETE FORMS WILL BE RETURNED!

Write date of administration for each product & Brand used in appropriate area, month & day. JRS Revised 2-19-21

Administration Information: JRS recommends a good vaccination protocol - Receipts Required for Enrollment

PRODUCT ADMINISTRATION <i>Vaccine Protocol</i>		JRS Calf Vac Sourced
Respiratory Virals	List Company and Product Name in this column	1st Dose Date
IBR-BVD-P13-BRSV 1st Round MLV or Killed	Company 1st _____	White Tag X DATE
	Product Name	
Clostridial/Blackleg	Company Product Name	X DATE
Haemophilus Somnus (Optional)	Company Product Name	
Mannheimia (Pasteurella) Haemolytica	Company Product Name	X DATE
Parasite Control (Dewormer)	Company Product Name	
Implant (Optional)	Company Product Name	

X indicates the vaccine is required and must be administered.
All program cattle require castration of bulls & dehorned. The seller will be billed 0.10 per 100 cwt for all bulls not castrated. Bred heifer information - All programs cattle require heifers guaranteed open day of sale & dehorned. If the buyer chooses to have the heifers pregnancy tested, at buyer's expense, and any are found bred, the heifer will be weighed and identified back to the seller. (Weight can vary from average sale weight.) Seller has the option to take the heifer home or resell her. (Resale value will be less.)

All programs require vaccination forms returned and receipts in a timely manner
-Other precondition programs are accepted, i.e., MFA Health Track, Purina® Plus Feeder Calf Program and breed programs.
-All programs have to have an electronic tag tracing ability to look up calves the day of the sale in case of any problems, i.e. bulls, bred heifers, lameness, sickness

PRODUCTS ADMINISTERED ACCORDING TO BQA GUIDELINES ☐ YES
I certify that the calves listed meet or will meet JRS requirements and products have been or will be administered according to label directions and BQA guidelines. I also certify that the information on this form is true and accurate.

Signature of either OWNER/MANAGER or VETERINARIAN is REQUIRED

Date: _____

Write date of administration for each product & Brand used in appropriate area, month & day. JRS Revised 2-19-21

Administration Information: JRS recommends a good vaccination protocol - Receipts Required for Enrollment

PRODUCT ADMINISTRATION <i>Vaccine Protocol</i>		JRS Stocker Vac	
Respiratory Virals	List Company and Product Name in this column	1st Dose Date	Booster Date
IBR-BVD-P13-BRSV 1st Round MLV or Killed	Company 1st _____	Orange Tag X DATE	
	Product Name		
Booster Dose MLV only	Company 2nd Booster Product Name		X DATE
Clostridial/Blackleg	Company 1st and 2nd Product Name	X DATE	X DATE
Haemophilus Somnus (Optional)	Company Product Name		
Mannheimia (Pasteurella) Haemolytica	Company Product Name	X DATE	
Parasite Control (Dewormer)	Company Product Name	X DATE	
Implant (Optional)	Company Product Name		

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Write date of administration for each product & Brand used in appropriate area, month & day. JRS Revised 2-19-21

Administration Information: JRS recommends a good vaccination protocol - Receipts Required for Enrollment

PRODUCT ADMINISTRATION <i>Vaccine Protocol</i>		JRS Vac 45 Weaned Source	
Respiratory Virals	List Company and Product Name in this column	1st Dose Date	Booster Date
IBR-BVD-P13-BRSV 1st Round MLV or Killed	Company 1st _____	Grey Tag X DATE	
	Product Name		
Booster Dose MLV only	Company 2nd Booster Product Name		X DATE
Clostridial/Blackleg	Company Product Name	X DATE	X DATE
Haemophilus Somnus (Optional)	Company Product Name		
Mannheimia (Pasteurella) Haemolytica	Company Product Name	X DATE	
Parasite Control (Dewormer)	Company Product Name	X DATE	
Implant (Optional)	Company Product Name		

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Write date of administration for each product & Brand used in appropriate area, month & day. JRS Revised 2-19-21

Administration Information: JRS recommends a good vaccination protocol - Receipts Required for Enrollment

PRODUCT ADMINISTRATION <i>Vaccine Protocol</i>		JRS Vac 60 Weaned Source	
Respiratory Virals	List Company and Product Name in this column	1st Dose Date	Booster Date
IBR-BVD-P13-BRSV 1st Round MLV or Killed	Company 1st _____	Green Tag X DATE	
	Product Name		
Booster Dose MLV only	Company 2nd Booster Product Name		X DATE
Clostridial/Blackleg	Company Product Name	X DATE	X DATE
Haemophilus Somnus (Optional)	Company Product Name		
Mannheimia (Pasteurella) Haemolytica	Company Product Name	X DATE	
Parasite Control (Dewormer)	Company Product Name	X DATE	
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Signature of either OWNER/MANAGER or VETERINARIAN is REQUIRED

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TRENDING NOW

Plant Some Spring Safety Tips on Farms

Reviewing some basic safety practices with workers and family members

From the University of Missouri Extension

COLUMBIA, Mo. – As farms spring to life, farm workers and families face increased risk of physical injuries and mental stress, says University of Missouri (MU) Extension safety and health specialist Karen Funkenbusch.

Before heading to the fields, take time to review basic safety practices with workers and family members, she says.

1. Rural roadway safety

Roadway accidents involving farm machinery are a leading source of injuries and fatalities. Tractors often travel single-lane roads with limited visibility. Encourage a “share the road” campaign in your community to remind drivers to slow down and watch the road for slow-moving farm equipment on hills and turns, says Funkenbusch.

Farmers should use proper slow-moving vehicle (SMV) emblems on equipment and do a safety check of turn signals and mirrors before driving. Put cell phones down and reduce other distractions.

Many farm families have a dangerous tradition of allowing children to ride on tractors. Children face risk of falling off tractors, run over by tractors or injured in power takeoff accidents.

Make a habit of walking around equipment if there are children on the farm before starting the tractor, Funkenbusch says. Avoid loose-fitting clothing and tie back long hair to avoid PTO tragedies.

See Show-Me Farm Safety for more safety guidelines at <https://farmsafety.mo.gov/farm-equipment/tractor-safety/>.

2. Animal safety

The National Ag Safety Database reports that the number of farm injuries involving animals is second only to machinery accidents. Animals may look friendly but can easily feel spooked or threatened when approached by people who are not their usual caretakers. Train farm visitors to respect the animals and to be alert around livestock.

Resources for animal safety are found on the National Ag Safety Database website at <https://nasdonline.org/search.php?query=animal+safety>.

3. ATV safety

Most farm families own and operate all-terrain vehicles for work and fun. ATVs are powerful and potentially dangerous vehicles, however.

Review owner’s manual rules and adhere to age and legal requirements. Follow recommendations on weight limits, number of riders, and safety equipment such as helmets, eye protection and clothing. For more information, go to <http://www.atvsafety.gov>.

4. Chemicals

It is important to carefully read and thoroughly follow the label. Children and adults can absorb chemicals through their skin or drink them. Train family members and workers to use proper personal protective equipment when working around chemicals such as herbicides, pesticides and fertilizers. Store chemicals in original containers and keep children away from them.



For Poison Help, call the free - 24/7, Missouri Poison Control at 1-800-222-1222.

5. Stress less, sleep more

Many accidents occur due to lack of sleep or stress. Good sleep quality is essential, the Centers for Disease Control and

Continued on the next page



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Continued from the previous page

Prevention suggest seven to nine hours of sleep per night for adults. Equipment breakdowns, untimely rains and long hours combine for short-term stress that can reduce reaction times and shortcuts that lead to accidents.

As a part of MU Extension, farmers, farm families and rural individuals in Missouri can access Iowa Concern, a 24-hour hotline that offers free stress counseling and other services. The number is 800-447-1985 and their website is <https://www.extension.iastate.edu/iowaconcern/>. Also, see <https://extension.missouri.edu/news/free-hotline-offers-counseling-referrals-for-missourians-in-crisis-4868>

Funkenbusch also recommends two other Missouri hotlines, the Missouri Department of Mental Health at <https://dmh.mo.gov/mental-illness/program-services/behavioral-health-crisis-hotline> and Missouri 211 (just dial 2-1-1 on your telephone), a referral and informational hotline. MU Extension participates in the North Central Farmers and Ranchers Stress Alliance Network through USDA's National Institute of Food and Agriculture to help provide mental health and suicide prevention resources to farmers, ranchers and other agriculture-related services and their families.

Karen Funkenbusch specializes in Human Environmental Sciences for MU Extension.



Contact one of our field representatives today!

Bailey Moore Missouri 417-540-4343	Matt Hegwer Missouri 417-793-2540
Jackie Moore Missouri 417-825-0948	Trent Johnson Kansas 620-228-1463
Skyler Moore Missouri 417-737-2615	Larry Mallory Missouri 417-461-2275
Matt Oehlschlager Video Production 417-825-0948	Chris Martin Kansas 785-499-3011
Clay Eldridge Video Production 417-316-1490	Mark Murray Oklahoma 918-930-0086
Rick Aspegren Missouri 417-547-2098	Kolt O'Brien Kansas 620-724-0980
Sam Boone Okla./Texas 940-235-9668	Blain Parrish Texas 254-679-9427
Luke Carr Kansas 620-205-6940	John Parrish Texas 254-679-1259
Rick Chaffin Missouri 414-849-1230	Jason Pendleton Missouri 417-437-4552
Tim Durman Missouri 417-438-3541	Nathan Ponder Oklahoma 636-295-7839
Pat Farrell Kansas 417-850-1652	Jim Schiltz Missouri 417-850-7850
Nick Flannigan Missouri 417-316-0048	Jr. Smith Arkansas 870-373-1150
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MARKET WATCH

Market Recap: Feeder Cattle Auction

March 29, 2021 | Receipts 5,718

****CLOSE**** Compared to last week, feeder steers traded steady to 6.00 higher. Feeder heifers traded steady to 4.00 higher. Supply and demand was moderate. Supply included: 100% Feeder Cattle (50% Steers, 46% Heifers, 4% Bulls). Feeder cattle supply over 600 lbs was 38%.

Feeder Steers: Medium and Large 1 250-300 lbs 210.00-216.00; 300-400 lbs 191.00-207.50; 400-500 lbs 177.50-200.00; 500-600 lbs 160.00-186.00; 600-700 lbs 141.00-164.00; 700-800 lbs 135.00-148.00; 800-900 lbs 131.00-140.00; 900-950 lbs 126.00-131.25; 1000-1050 lbs 123.00-124.00. **Medium and Large 1-2** 300-400 lbs 170.00-190.00; 400-500 lbs 165.00-177.50; 500-600 lbs 140.00-163.00; 600-700 lbs 135.00-163.00; 700-800 lbs 128.00-131.00; 800-900 lbs 123.00-128.75; 1000-1100 lbs 113.00-114.00; pkg 1157 lbs 90.00.

Feeder Heifers: Medium and Large 1 250-300 lbs 162.50-180.00; 300-400 lbs 153.00-166.00; 400-500 lbs 150.00-161.00; 500-600 lbs 136.00-155.00; 600-700 lbs 125.00-143.00; 700-800 lbs 126.00-135.00; 800-850 lbs 121.00-130.00. **Medium and Large 1-2** pkg 298 lbs 147.50; 350-400 lbs 145.00-149.00; 400-500 lbs 139.00-149.00; 500-600 lbs 130.00-135.00; 600-700 lbs 121.00-138.00; 700-750 lbs 121.00-123.00; 850-900 lbs 115.00-118.50; 54 hd 957 lbs 116.50.

Feeder Bulls: Medium and Large 1 pkg 283 lbs 210.00; 300-400 lbs 180.00-185.00; 400-500 lbs 172.50-175.00; 550-600 lbs 154.00-162.00; pkg 610 lbs 146.00. **Medium and Large 1-2** 300-400 lbs 170.00-172.50; 450-500 lbs 154.00-166.00; 500-600 lbs 136.00-155.00; 600-700 lbs 125.00-133.00; 800-900 lbs 115.00-121.00.

Source: USDA-MO Dept of Ag Market News Service
Keith Hyde, Market Reporter, (573) 751-5618
24 Hour Market Report 1-573-522-9244

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