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*News*

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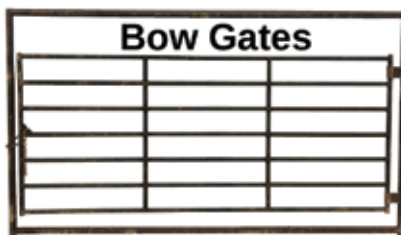
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# ON THE BLOCK

with Jackie Moore

I think the whole world’s gone crazy. I’ve never seen anything like it! However, life goes on including this ole’ cattle market! It looked like for a while that these fat cattle weren’t going to bring anything and honestly they aren’t bringing a whole lot, but we see these feeder cattle and calves go up \$10..\$15..\$20 a hundred and the futures market go up \$10 or \$15 a hundred.

Even though the fundamentals tell us this thing isn’t any good, the market just keeps roaring on and July has been a good month! A lot of cattle have been sold in the last few weeks and they brought a good price. As we go ahead, I sure hope we can keep the “steam” built up and these fat cattle prices will improve because the cattle they are buying now are way too high if it doesn’t.

There’s definitely some optimism out there and July has turned out to be a good month right when I didn’t think it would be! The weather has been a little dry right here towards the end and we’re choppin’ corn - some not so good but some that is, which will help to keep this calf and yearling market pretty dang good.

Going forward, there are so many unknown factors out there and so much craziness. How in the world



would you know what’s going to take place? It’s frustrating for all of us. We came out last week with the Cattle on Feed Report and have 100% on feed; 101% marketed; and 102% placed. So we are still going to have some cattle around. I’m optimistic but cautiously optimistic. We just have to keep doing what we do as best as we know how and hope it all comes out in the wash!

As we head into fall, these un-weaned calves and bull calves may struggle to maintain the strength that they’ve had when we get into some numbers of them. I think the optimism will continue with the yearling cattle and weaned calves bringing a premium because they will be placed and selling “fat” sometime between December through April which is historically the best time of the year to sell fat cattle. Hopefully, we can continue to clean up the remaining over-fats and get them moved as quickly as possible. The rest of the year will be interesting to say the least! Just remember, we are all in the same boat together!

Good luck, and God Bless!

Jackie



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On the cover: Over 18,000 people drive by this "Beef, It's What's for Dinner" sign daily alongside Interstate 44.

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# JOPLIN REGIONAL STOCKYARDS CATTLEMEN'S News

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## OUR MISSION

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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Charolais: 40% Simmental: Angus, Virashield 6+L5 HB, son 8, Pinkeye Shield X14 son 8, Virashield 6+L5 HB, son 8, Pinkeye Shield son 8, Pinkeye Shield	<small>Relative Genetic Value: Predicted difference in value due to genetics between the calves being evaluated and the average Angus calves of the same sex, starting weight and management conditions. Relative Management Value: Predicted difference in value due to management between the calves being evaluated and those same calves under the assumption of an industry average 60% BMD vaccinated and 60% marketed for 30 days or greater. Total Relative Value: A combination of Relative Genetic Value and Relative Management Value.</small>						
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<b>Quality Grade</b> ★★★★☆	<b>Yield Grade</b> ★★★☆☆	<b>Carcass Weight</b> ★★★★☆					
<b>Avg. Daily Gain</b> ★★★★★	<b>Feed Conversion</b> ★★★★★						
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# You Are How You Eat?

Improving efficiency in cattle

By Justin Sexten for Cattlemen's News



Recent food marketing campaigns brought beef cattle diets back to the top of social media discussions. We know the marketing efforts surrounding what cattle eat is certainly not new to the consumer, as a quick trip through any meat case highlights the continual efforts made to differentiate beef as well as the other proteins based on the diet consumed in addition to a host of other management aspects. Beef with a side of adjectives is not limited to the grocery, food service menus are just as descriptive.

We know cattle diets influence end product quality as well as production efficiency. In general corn-fed cattle produce beef with higher quality grades while grass-fed cattle produce a leaner product. Grain feeding is more efficient than grass finishing due to increased energy density and less energy losses associated with fermentation.

In my observation, the debate around methane outside the beef industry fails to recognize methane production represents a loss of energy to fermentation, ranging from 2%-12% of the total energy potential of the diet. Wouldn't most cattlemen consider an alternative production practice that improved energy availability of the diet? The beef industry is constantly evaluating viable opportunities to reduce methane production and capture more of this potential energy, this occurs independent of the politics and marketing surrounding climate change.

There are countless factors beyond diet and fermentation products influencing the efficiency of forage and feed nutrient conversion into muscle and fat. A recent paper in the Journal of Animal Science by Ira Parsons and his Texas A&M co-workers used growing cattle fed a grain-based finishing diet to look at the relationship between feed consumption patterns and feed conversion.

Cattle and the related behaviors were sorted into one of three residual feed intake groups, for ease of reading we will call these efficient, neutral and inefficient and focus on the differences between efficient and inefficient. For context the efficient group consumed 20.3 lbs of dry matter / day and converted at 5.3 while the inefficient group ate 24.2 lbs / day and converted at 6.5.

The efficient steers visited the bunk less often and consumed 1.2 less "meals" each day. In addition to fewer

bunk visits, efficient cattle spent less time at the bunk, a total of 11.5 minutes less each day. Spend much time at a feedyard and it doesn't take long to hear the concern from cattle feeders that low intake cattle don't perform as well. In this report there were no differences in gain despite lower feed intake and less time spent eating by the efficient cattle.

The authors suggested the comparable gains may be attributed to the efficient cattle having less energy lost as heat due to the combined effects of reduced feed intake and fewer meals. The inefficient cattle may have consumed more total energy but lost more energy as heat due to digestion of larger meals more often.

One assumption we make in feeding experiments is the diet fed and the diet consumed are the same. In this experiment the efficient cattle took 5.6 minutes longer to approach the bunk after the feed truck dropped feed. Perhaps the inefficient cattle consume more roughage after feed delivery leaving more grain for the later arriving efficient cattle? This is one aspect we cannot sort out in a pen feeding experiment, but knowing there are behavioral differences associated with eating, opens up the possibility of individual animal feed consumption preferences.

Another theory suggested to outline how lower feed intake and similar performance was achieved was related to improved "rumen health". This trial didn't test rumen pH to monitor digestive health but the experiment did report inefficient cattle having more variable feed consumption patterns.

Combine greater feed intake with variable consumption patterns and the possibility of rumen upset may also increase. No health differences such as bloat or acidosis were reported suggesting the difference in efficiency could have been caused by suboptimal fermentation rather than rumen upset. This research highlights how animal differences in feed intake patterns may affect performance and serves as a reminder to feeders that we should work to ensure consistency in feed mixing and delivery so we do not compound these challenges.

The knowledge base around feeding behavior and the relationships to performance and efficiency continues to expand. As technology advances, our ability to monitor behavior in a normal feeding environment will help determine if efficiency causes the behavior or the behavior makes cattle more efficient. Further discoveries looking at what and how cattle eat will offer cattlemen selection and management opportunities to improve efficiency. 🐮

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

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## Expect High Numbers of Japanese Beetles this Year

For Immediate Release from the University of Missouri Extension, Linda Geist

COLUMBIA, Mo. – Japanese beetle populations are peaking throughout the state just as corn is silking, says University of Missouri Extension field crops entomologist Kevin Rice.

Japanese beetles cause severe economic losses on farms and disappointment in home gardens.

Adult beetles feed on corn silks and soybean foliage. They also damage the foliage and fruit of more than 400 species of flowers, shrubs and other plants.

Currently, pyrethroids are the best knockdown control measure for them, says Rice. In corn, chemical control is justified when there is an average of more than three beetles per ear, silks are clipped less than ½ inch and pollination is less than 50% complete.



Foliage-eating Japanese beetles frustrate both farmers and home gardeners.  
Photo by Jessi Dodge, MU Extension.

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The beetles move quickly from nearby woods, fields and lawns to re-infest an area, so multiple applications might be necessary.

Bags and traps are not effective and may attract more beetles.

“Beetle traps are just beetle bait in home gardens,” says MU Extension field horticulturist Robert Balek.

Tamra Reall, MU Extension horticulturist in the Kansas City area, says choosing the “right plant for the right place” can help reduce populations. Rosebushes, rose of Sharon and hollyhocks are among the beetles’ favorite choices.

The adult Japanese beetle is a little less than half an inch long and has a shiny, metallic-green body and bronze-colored outer wings. It has six tufts of white hair under the edges of its wings. Japanese beetles produce one generation each year and can burrow up to 12 inches into the soil to survive the winter.

Visit MU Integrated Pest Management’s Pest Monitoring Network at [ipm.missouri.edu/pestMonitoring](http://ipm.missouri.edu/pestMonitoring) for information and alerts about Japanese beetles and other insect pests. You can also subscribe to email alerts for selected insects in your region. 🦋

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When it comes to AgVocating in my state, there is a handful of names that come to mind. These are the names of the folks that have a passion for standing up for the agriculture industry. They are men and women who go to the capital to lobby. They are the men and women who volunteer at every event. They are the men and women who take time out of their day to stand up for ALL agriculture producers within my state. I have witnessed these people stand up to animal activist groups and vegan groups at the risk of their own safety. I have seen them stand at functions that they volunteered at only to be yelled at by angry activists. I have seen them do all these things when so many others will not. They do it for ALL of us. Regardless if you have 10 cows or 10,000, these are the people who are standing up to those that want to demolish our industry.

Recently, it was brought to my attention that one of my favorite AgVocates in New York state was being attacked. She and her 3 sisters have become the leaders in getting their voices heard. They have very well followed social media accounts. For instance, these 4 girls have close to 70,000 followers on Instagram alone! They have had death threats made to themselves and their family members. They have had threats to burn down their barns. And through it all, these girls have defended modern agriculture with fierce pride. They make educational posts that get attacked weekly. When I say these girls have experienced it all, I do not say that lightly. So, when I found out they were being attacked and struggling, I will admit that I was a bit dumbfounded as they'd shaken all the wolves off their back so many times before.

But this time it was different. This time they were being attacked by agriculture producers. Why?... because one of the girls (mind you, she is 22 years old) has graduated college and has decided to spread her wings and explore a new career path. That seems simple enough, right? She has been born and raised in the barn and has done more for these producers than they can even begin to imagine. Yet the second she announced that she will be leaving New York State and her family farm behind, her AgVocating was no longer good enough for certain producers. She was immediately no longer an agriculture producer and, according to them, that nullified all her advocacy efforts.

This made my head spin. It still does. How can ANYONE take her experience away from her? More importantly, how can



anyone bring her down for speaking up for an industry she loves? If someone is willing to speak up on your behalf and is giving the public the education they so desperately need, for the love of all that is good in this world, please don't step on them and squash their efforts. This girl is doing more for you than you are doing for yourself... embrace it. Just because she no longer has manure on her boots every day does not mean what she speaks of is no longer valid.

When someone has a passion for AgVocating and follows that passion, they consciously make the decision to stand up to bullies. For the most part, they understand who these bullies are. They are the animal rights activists that have a loud voice. They are the vegan groups that have millions in funding at the National level. NEVER should these bullies be people within our own industry.

Please think of your own state and think of those names that stand up for you all. Think of the individuals that go above and beyond to protect your own farming and ranching practices. Think of the names of people who step up even when stepping up is hard to do. And remember to protect those people... from everyone. 🤠

**PRODUCT INFORMATION**  
NADA 141-334, Approved by FDA.

**ZUPREVO® 18%**  
(tiludronate)  
**Injectable Solution for Cattle**

**ANTIMICROBIAL DRUG**  
180 mg of tildipirosin/mL For subcutaneous injection in beef and non-lactating dairy cattle only.

**Not for use in female dairy cattle 20 months of age or older or in calves to be processed for veal.**

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

**BRIEF SUMMARY:** for full prescribing information use package insert.

**INDICATIONS:** Zuprevo® 18% is indicated for the treatment of bovine respiratory disease (BRD) associated with *Mannheimia haemolytica*, *Pasteurella multocida*, and *Histophilus somni* in beef and non-lactating dairy cattle, and for the control of respiratory disease in beef and non-lactating dairy cattle at high risk of developing BRD associated with *M. haemolytica*, *P. multocida*, and *H. somni*.

**WARNINGS: FOR USE IN ANIMALS ONLY. NOT FOR HUMAN USE. KEEP OUT OF REACH OF CHILDREN. TO AVOID ACCIDENTAL INJECTION, DO NOT USE IN AUTOMATICALLY POWERED SYRINGES WHICH HAVE NO ADDITIONAL PROTECTION SYSTEM. IN CASE OF HUMAN INJECTION, SEEK MEDICAL ADVICE IMMEDIATELY AND SHOW THE PACKAGE INSERT OR LABEL TO THE PHYSICIAN.**

Avoid direct contact with skin and eyes. If accidental eye exposure occurs, rinse eyes with clean water. If accidental skin exposure occurs, wash the skin immediately with soap and water. Tildipirosin may cause sensitization by skin contact.

For technical assistance or to report a suspected adverse reaction, call: 1-800-219-9286.

For customer service or to request a Material Safety Data Sheet (MSDS), call: 1-800-211-3573. For additional Zuprevo 18% information go to [www.zuprevo.com](http://www.zuprevo.com).

For a complete listing of adverse reactions for Zuprevo 18% reported to CVM see:  
<http://www.fda.gov/AnimalVeterinary/SafetyHealth>.

**DO NOT USE ZUPREVO 18% IN SWINE.** Fatal adverse events have been reported following the use of tildipirosin in swine. NOT FOR USE IN CHICKENS OR TURKEYS.

**RESIDUE WARNING:** Cattle intended for human consumption must not be slaughtered within 21 days of the last treatment. Do not use in female dairy cattle 20 months of age or older. Use of this drug product in these cattle may cause milk residues. A withdrawal period has not been established in pre-ruminating calves. Do not use in calves to be processed for veal.

**PRECAUTIONS:** The effects of Zuprevo 18% on bovine reproductive performance, pregnancy and lactation have not been determined. Swelling and inflammation, which may be severe, may be seen at the injection site after administration. Subcutaneous injection may result in local tissue reactions which persist beyond the slaughter withdrawal period. This may result in trim loss of edible tissue at slaughter.

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**10** | *August 2020*



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<sup>1</sup>Menge M, et al., Pharmacokinetics of tildipirosin in bovine plasma, lung tissue, and bronchial fluid (from live, non-anesthetized cattle). *J Vet Pharmacol Ther.* 2012;35(6):550-559. The correlation between pharmacokinetic data and clinical relevance is unknown.


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I am not aware of data about the impact of pre-weaning supplementation (creep feed or to the cows while giving calves a



chance at the supplement as well) on feed intake post-weaning. However, it is intuitive that calves might learn from more experienced animals. Some folks will put older cattle in pens with new calves. One reason is to help calm the animals. Another important reason is to teach new calves where feed and water are.

 The best feed to start these calves on is what they know how to eat, forage. High-quality grass hay is something I will always start cattle on. When I receive cattle, I like to give them only hay on the first day. While they may not eat much, at least it is something familiar. Calmly herd the calves towards bunks until most of them figure out where the feed is. You can also bunk a portable bunk perpendicular to the main bunk line. In my experience, the portable bunk will help break the flow of calves pacing around the pens and allow them to run into the feed.

If I'm working with unfamiliar or just weaned calves, I will take a few days to adapt cattle to the new diet they're going to be fed. Feed the calves a little hay in the bunk along with the supplement for a few days. I like to tell folks to feed half a percent of their body weight in hay. On day two, feed half a percent of body weight in the new feed as well. The important part is to put the new feed at the bottom of the bunk. Then put the hay over it. Let them eat down into the new feed, rather than pick through the new feed to get to the familiar one. Each day they clean it up, increase the new feed by a pound per head while maintaining the hay offered at half a percent of body weight. Sometime after day 3, put the hay on the bottom and the grain on top. Eliminate the bunk hay by day seven.

Do not fret about being precise with hay offered during adaptation. If all you have is small square bales, just estimate the weight. This is one case where my preferences differ with common practice in Missouri. Many folks will offer unrestricted access to round bale hay and feed a supplement in the bunk. Free-choice hay is the most convenient (and for many, the only option), and I acknowledge that. However, most people are going to feed 3-5 lb of supplement to the calves each day. In this system, forage quality is going to determine the weight gain of the calves. Feed the best hay you have to the calves for optimum performance if you're doing free choice hay and supplement.

My best advice to cattlemen is to spread stressful events out over time. Castrate bull calves well before weaning, if at all possible. Wean calves and keep at home for a while before the sale. Give the calves a chance to adapt to new feeds and invest the time to ensure that calves learn the new feeding system. The first few days are critical, and research shows that the eager consumption of new feeds is not automatic. Your industry and your pocketbook will thank you for giving the calves a leg up as they enter the marketing and cattle feeding system. If you have any questions or follow up, send me an email at [baileyeric@missouri.edu](mailto:baileyeric@missouri.edu).

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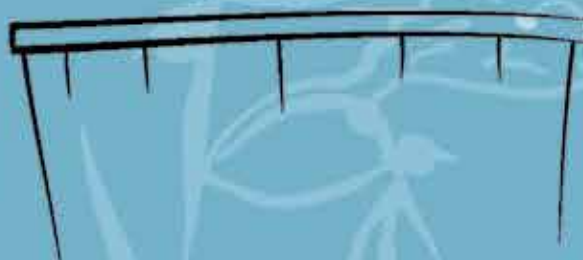
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# Nutritional Management of Replacement Heifers

*Setting up growing heifers for success*

By Carson Andersen for Cattleman's News



How replacement heifers are managed during their growth and development phase really matters. Heifers that are set up to become productive cows will bring profit to the operation for many years to come. Reproductive efficiency is one of the most important aspects of a cow-calf operation, and it all starts with the replacement females. A heifer that conceives early in her first breeding season weans an older and therefore heavier calf, breeds back early the following breeding season, and has greater longevity in the herd compared to a late conceiving heifer. Optimum reproductive performance and longevity is closely tied to proper nutritional management. Therefore, a producer can set up a heifer for success by providing the required nutrition for the growing heifer.

Nutrition is one of the biggest influences on attainment of puberty in heifers. One metric that can assist in pushing for earlier attainment of puberty is ensuring that all heifers are developed to reach a target weight. Target weight is expressed as a percentage of the mature weight as a cow. 65% of mature weight has been a recommended target weight for many years and is effective across a large number of breed types and environments. For example, if a heifer is projected to weigh 1300 lbs at her mature weight, you would want her to weigh a minimum of 845 lbs by the start of her first breeding season. In certain cases, it may be worth considering using a lower target weight of 55% of mature weight. If using a 55% target weight, a heifer projected to weigh 1300 lbs as a mature cow would be developed to 715 lbs by the start of her first breeding season. Of course, using this lower target weight means less feed inputs are required in the development phase.

So, which target weight should you use? First, consider the genetics of the heifers. A 55% target weight can work well for early-maturing lines of cattle, or for crosses of early maturing breeds. Most of the research conducted using lower target weights effectively has been conducted using crossbred heifers. For later maturing breeds or lines, a 65% target weight is less risky. Also, consider how many replacement heifer candidates you are starting with. Do you need to retain as many heifers as you possibly can? If so, developing to a 65% target weight may ensure you get the most heifers pregnant as early in the breeding season as possible. On the other hand, developing to a 55% target weight may have economic advantages. If you need a lower replacement rate, you have plenty of heifer calves being developed, or you have a profitable marketing strategy for open or late-bred heifers, a 55% target weight can make a lot sense. Regardless of which target weight percentage you use, you do need to be sure heifers are hitting the right target.

The first step is to be sure you are estimating the weight of your mature cows correctly. If you underestimate the weight of your mature cows, you could end up developing your heifers to a much lower target weight than you intend to, ending up with a large proportion of heifers that are not cycling at the beginning of the breeding season. Ideally, obtain actual weights on your cows or at least on a representative portion of your cow herd.

It is important to remember that target weight is the minimum weight that a heifer must reach before breeding, not

the average weight of the group of heifers. If there is a lot of variation among your heifers in weight or condition, consider sorting heifers into different management groups. This will allow you to offer more nutrition to lighter heifers without over-conditioning heavier, fleshier heifers.

Finally, quality and amount of nutrition is critical in whether the heifer will reach her target weight. Compare weight at weaning with the target weight, and consider the number of days until breeding. Establish a goal for average daily gain that will allow heifers to successfully reach that target weight. Once the required rate of gain is calculated, developing a nutrition program will be relatively straightforward. A nutritionist or Extension specialist can be a tremendous help in formulating an affordable total mixed ration, or in evaluating your forage resources and developing a supplementation program if necessary.

Pre-breeding nutritional management heavily influences a heifer's ability to perform. However, post-breeding management ensures continuation of the heifer's success in the cow herd. Post-breeding management often receives less attention than pre-breeding management, but it is just as critical to the productivity and profitability of the herd. Heifers will continue to need to gain weight and grow after the breeding season and will often require a greater level of supplementation than mature cows. For this reason, it is often recommended to separate heifers into their own management group in order to meet their nutritional requirements. Although adequate nutrition is critical prior to calving, heifers should not be over fed. Excessive body fat may decrease fertility at re-breeding and may impair milk production. Not only will over-conditioning a heifer impair her reproductive performance, it is also not economical. Regardless of breed, it is usually recommended that heifers reach 85 percent of mature weight by the time of calving as two-year-olds. Meeting this target weight will help ensure calving ease, adequate milk production and will help reestablish estrous cyclicity after calving to ensure the heifer can rebreed in a timely manner.

Of course, the first 2 to 3 months post-calving are also nutritionally demanding, particularly in these first-calf-heifers that are still growing themselves. This is a critical stage for the lifetime productivity of these females, and investing in nutritional supplementation specifically for two-year-olds is usually money well-spent. An inadequate plane of nutrition can also be detrimental to the heifer's milk production, which is needed for the calf's growth and development. A proper plane of nutrition after calving will help reestablish cyclicity in timely manner to allow the heifer to breed back early in the breeding season.

Replacement females are the foundation to a successful cow herd and require careful consideration of development decisions to set them up to be productive cows. Heifers can be set up to be productive cows if their nutrition requirements are met during the pre and post-breeding phases. 🐄

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*Carson Andersen is a Graduate Research Assistant in the Division of Animal Sciences-Applied Reproductive Physiology at the University of Missouri-Columbia*



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<sup>2</sup>Environmental Assessment. Cydectin® moxidectin 0.5% Pour-On for Cattle. Fort Dodge Animal Health, June 1997.

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TRENDING NOW

The Humbling Beef Brisket
Getting it right took time

By Gregory Bloom for Cattlemen's News

It seems that everyone who enjoys cooking finds their nemesis. That entrée or recipe that taunts us because we just can't get it right, no matter how many times we try. For some, it's been the thanksgiving turkey, for others, it's ribs or the apple pie for dessert.

For most of my life, the protein battle that humbled me most was the pesky beef brisket. No matter what I tried, I just couldn't replicate the experience of a good Texas or KC BBQ place. What secrets made theirs so much better than mine?

My first failed attempt at BBQ brisket was way back when I was a farm-kid. My dad made a smoker out of an old refrigerator. It worked for chicken, fish and turkey, but we couldn't get it dialed-in for beef brisket. I'm ashamed to admit that over the years I ruined a good many briskets. Not that we threw the meat away, but it turned out just terrible; as tough as squid. I pretty much threw up my hands in defeat, thinking the skill of smoking brisket was beyond me. But before I gave up completely, I decided to get some help.

I attended a BBQ class in the fall of 2016, focused solely on the beloved brisket. This was the answer! My days of burnt, dry, and chewy brisket would soon be over. I was so stoked. But the unthinkable happened that day. The instructor's brisket didn't turn out right, either! It was tough as nails. He'd failed to get the smoker hot enough to allow the brisket



to plateau, and it turned out no better than the refrigerator brisket from my childhood. I resigned myself that day to just give it up. Sometimes in life we have to recognize our limitations and move on, right? So what, I was never going to be able to cook a decent brisket for my family. There's no shame in it, we had burgers and prime rib and plenty of other cuts to enjoy instead.

But my resignation proved to be short-term. My defeatist attitude was decidedly dislodged by a healthy dose of sibling competition. Shortly after my disappointing class, my younger brother David bought a pellet smoker and boasted unrelentingly about how good his briskets were turning out. He wasn't even in the meat business. How could I let him show me up?

So, I bought a pellet smoker. At first I tried the easier cuts, to break-in the smoker. I progressed to watching a few YouTube videos and then, eureka! The day had finally come that my brisket curse had ended. The brisket turned out perfect, and I can replicate it every time now. What a relief!

Mysteriously, I find that since overcoming by brisket hang up, my family is frequently invited over to friends from church and families in the neighborhood for dinner, with the condition that I bring a prepared smoked brisket!

I am glad to oblige and share such a delicious meal.

Gregory Bloom is the owner of U.S. Protein, an international distributor of premium meats. Contact him at greg@usprotein.com

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DOSAGE TABLE
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50 0.5 ml - -
100 1 ml - -
150 1.5 ml - -
200 2 ml - -
300 3 ml - -
400 4 ml - -
500 5 ml - -
600 6 ml - -
700 7 ml - -
800 - 5.3 ml -
900 - 6 ml -
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## TRENDING NOW

# Ramping Up Soil Fertility

Soil sampling and adding lime are key tools

From the University of Missouri Extension - Barton County

“The first step with any soil fertility plan is to get a soil test,” says Jill Scheidt. “Soil testing defines current soil fertility levels so that you don’t add too much fertilizer or not enough.” Scheidt says over-fertilization can bind up other nutrients in the soil and can also cause nutrients to build up and even leach into water sources resulting in negative environmental effects.

She says for predominantly fescue or cool-season pasture, a minimum pH of 5.5 is needed for those grasses to sustain. However, with a 5.5 pH not all nutrients are fully available to the plant. Scheidt explains that a pH between 6 and 7 is ideal so the soil is not binding nutrients and they’re fully available for the plant to use.

When it comes to soil sampling, Scheidt says the easiest tool to use is a soil probe.

“All of the Extension offices and a lot of the USDA offices have soil probes to borrow or rent and it’s an easy tool to use,” says Scheidt. “You can use a shovel but you have to do a little bit more work and it’s not as easy to get the soil out.”

Scheidt says when using a soil probe, include ten probes of soil in every sample. “It’s important to go in a zigzag pattern, selecting random spots in the field,” says Scheidt. “Anywhere the lay of the land changes or management practices change will need a separate sample.” Scheidt provides an example. “If

a pasture was once 2 paddocks and half was used for pasture and the other half was for hay, sample those areas separately and send two samples.” She also notes that it is important to avoid areas where cattle congregate like shade, a hay pile or pond.

When it comes to a soil testing, there are a lot of options for agriculture companies or crop consultants with laboratories. Scheidt explains that it’s important for the producers to select soil labs that they are certified by the Missouri Soil Testing Association Accreditation (MSTA) program for their soil testing needs. The MSTA is designed to assure that results provided by participating public and private labs serving citizens of Missouri agree with allowable statistical limits.

The University of Missouri Extension offers soil testing services. “One benefit to using the University of Missouri is you can bring it into your local extension office and we will send it off to Columbia, Missouri, where they will do the soil testing,” says Scheidt. “We will tell you current fertility and use a star rating to define if that current level is high, medium, low or very high.” The Extension will provide a fertilizer and lime recommendation, based upon the yield producers are striving for. Scheidt highlights that the producer will be provided with their county agronomy specialist contact to refer questions.

Scheidt says that adding lime can be effective in counteracting acidic soils and most places that soil test provide effective neutralizing material needs (ENM). She explains that the University of Missouri doesn’t provide a lime recommendation in tons per acre because it depends upon the source of the lime.

Scheidt explains the source of lime makes a difference in how many tons-per-acre are needed. She says the more finely ground that lime is, the higher the ENM guarantee and the coarser or the bigger particles, the lower the ENM number. “It’s not just a ton-per-acre measurement,” says Scheidt. “I hear people say they add a ton of lime every few years for good measure, but you can have too much. She says that if pH is outside of the six to seven range, nutrients get tied up on either side of the pH spectrum.

“I don’t necessarily recommend a higher ENM guarantee over a lower one,” says Scheidt. “The only time that I would advise buying lime with a higher ENM guarantee is if soils are extremely acidic, below five pH, those will react with the soil a little faster to change pH.”

She notes that it takes lime anywhere from six to 12 months to breakdown.

“The sooner you add lime the better,” says Scheidt. “Going into the fall with cool-season pastures, apply lime so it can condition the soil before spring, when applying the heavier amount of fertility.”

Scheidt says other nutrients, like nitrogen, should be applied right before the plant growth is ramping up. It’s a mobile nutrient in the soil; it doesn’t stay in one place if there is heavy rain or if it gets dry, whereas, lime is not a fertilizer. It’s a soil conditioner that takes a long time to break down.

If variable rate spreaders are available, use the technology. Land that differs in terrain or past history usage has different fertility needs. Increase yield in low fertility areas by adding more fertilizer and lime, or save money by decreasing input in already fertile areas. Over-application not only leads to wasted money, but can create toxicities to the plant and pollution to the environment.

The two biggest takeaways? “When you’re thinking about fertility, you’ve got to soil sample,” says Scheidt. “The second thing is if your pH isn’t in the 6 to 7 range, add lime, get your pH to the right place and then kind of start working on the other fertility needs.”

*Jill Scheidt is the Field Specialist in Agronomy for MU Extension in Barton County*



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## MANAGEMENT MATTERS

# Heat Stress Effects

### Why bull fertility is important

By Jessica Allan for Cattlemen's News



Even if we didn't have the calendar to tell us that summer has arrived, we'd know it just by walking outside, and here in Southwest Missouri, we have humidity to contend with, too. The combination of the two – heat and humidity – can take its toll on both humans and animals, alike. Unlike humans, however, most animals, especially our livestock, cannot seek relief indoors with air conditioning. This can lead to heat stress on our livestock, hence why this time of year, one sees them standing in ponds and seeking shade early in the morning.

While many cattlemen might consider the quality of their cows as the most important factor in their breeding program, a better question to ask might be, if one does not have a quality bull or quality semen to impregnate those cows, does the quality of the female have as much impact on the herd? One very important effect of heat stress on livestock that we do not always take into account is bull fertility.

Steven Rogers and his wife, Jamie, own and operate ShowMe Genetic Services in Strafford, Missouri. Rogers has been a life-long cattleman, concentrating in developing a Red Angus seedstock operation over the last 15 years. The addition of ShowMe Genetic Services in 2019 was a natural extension of his involvement in the seedstock industry after Rogers left his 20-year career in agricultural education. The business offers most services related to artificial insemination including custom collection and freezing of bulls and small ruminant semen, storage and shipping of semen and embryos and other artificial insemination products. Due to Rogers' experience in the industry, he has several thoughts regarding bull fertility and heat.

The first question is does heat stress actually affect bull fertility? The short answer? Yes. Quality of sperm, Rogers says, is mostly determined by motility, concentration and morphology. All three are negatively affected by temperatures, especially over 90 degrees and when seen multiple days in a row. Whether using a bull to either naturally service a herd or to serve as a stud bull, these factors will impact the bull's fertility and therefore the herd's conception rate.

"The production and development of mature sperm, or spermatogenesis, typically takes 61 days," says Rogers.

If a bull is heat stressed, fertility begins to drop quickly and can continue for up to 8 weeks after heat stress is reduced. Once heat stress from high temperatures ceases, it will may take another eight weeks (61 days) to see improvement in bull fertility, especially when collecting semen for freezing. The effects of heat stress, if not managed, can impact semen quality for several months.

"In a bull breeding soundness exam," says Rogers, "a bull may pass the breeding soundness test when he is to be used in a natural breeding program, but not necessarily if he is to be used as a stud bull."

The reason is, in order to end up with the best product, collected semen must start out with a very high motility percentage and very low morphological abnormalities to be considered viable. Frozen semen for AI goes through a freezing process that impacts the sperm cells. The thawing process semen goes through during AI can also impact sperm viability. For these reasons, before semen is frozen, it must pass a higher threshold for quality.

Therefore, it is a very important to consider heat stress when developing a breeding program and the impact it can have on one's herd conception rate.

"One of the best tools to manage the negative effect of heat stress on the breeding herd as a whole," says Rogers, "is fixed time artificial insemination."

Cattle bred earlier in the breeding season, when working towards a spring calving season, typically should have a better conception rate than those bred later in the season. Another tool is adequate bull-to-cow ratios when using a natural breeding program, to lessen the stress on each individual bull used.

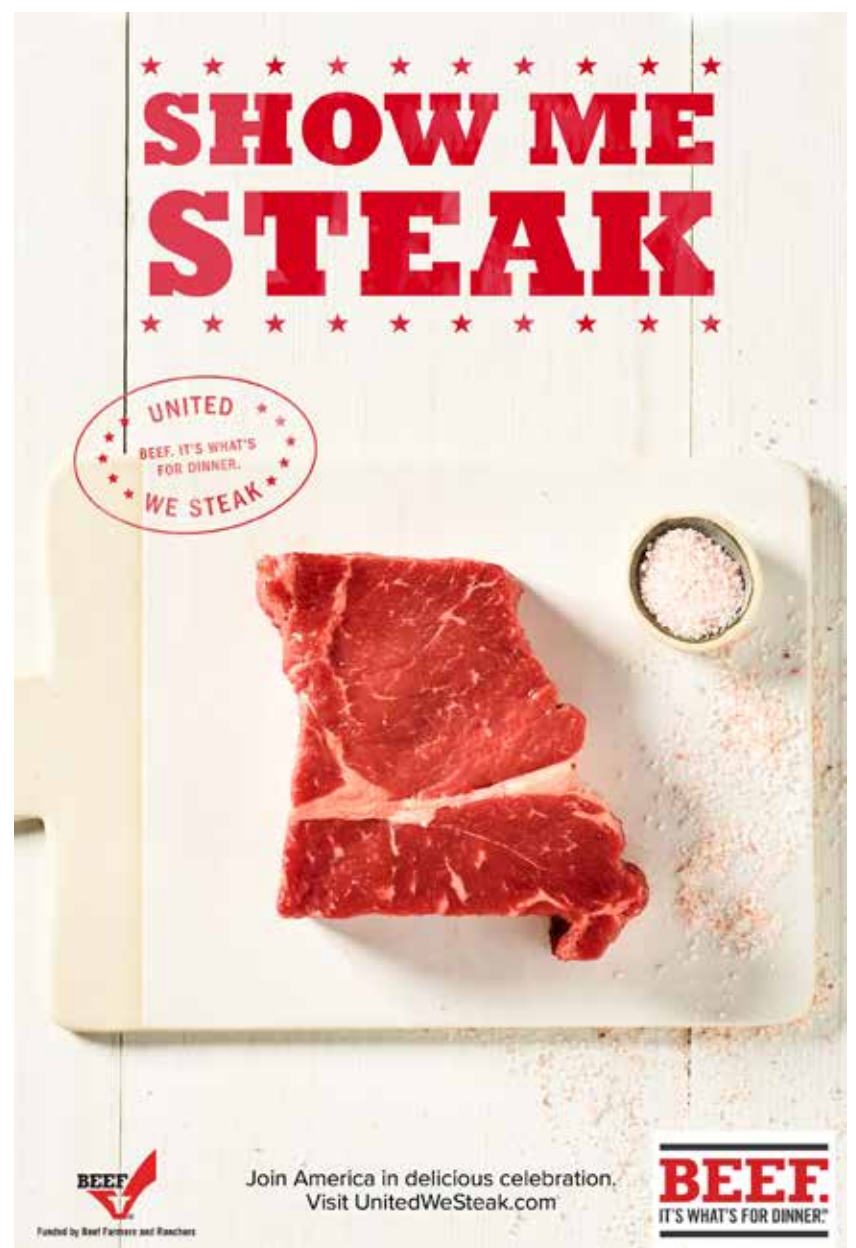
So, what can be done to prevent or at least reduce heat stress and its effect on the bulls themselves? Manage, manage, manage.

"Proper nutrition, including mineral supplementation, can play a large part in bull fertility," says Rogers.

Bulls that are too fat tend to have poorer quality semen and conception rates. In Southwest Missouri, we also must consider the effect that toxic fescue has in elevating body temperature in cattle, as the ergot causes temperature increases in cattle when they consume it. Some cattlemen who do not have the capability to control some of these factors, such as toxic fescue, can still alleviate heat stress through the provision of shade for animals to retreat to during the day, adequate water available at all times, and dilution of fescue pastures with other grasses.

All in all, heat does affect breeding programs, from the bull to the cow. Through proper management, however, producers can avoid at least some of the negative effects of heat stress, leading to higher conception rates from higher quality semen. In turn, higher conception rates should lead to more calves on the ground in the next year, more calves headed to market and more funds for continuing herd improvement in the producers' pocket. There are some who say that producers just want to make money at whatever cost to the animal, however, as shown here, it is through proper management an animal's well-being will have the most impact on the producers' bottom line. 🐮

*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.*





# Insurance For Meat Processing

By Specialty Risk Insurance

Due to the high demand for meat and lack of processing facilities, meat processing plants are rapidly becoming an attractive new business opportunity. Opening a new business can be intimidating, especially in today's climate with COVID-19 restrictions, stringent safety regulations, environmental regulations, and human rights concerns.

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### Risk Management Services:

#### Food Safety

- Food Safety Modernization Act (FSMA)
- Food/Feed Safety and Current Good Manufacturing Practices CGMPs
- Food defense
- Hazard Analysis and Critical Control Point (HACCP) training
- Recall program reviews and evaluation (I think this is the product recall you mentioned)
- Quality assurance/quality control consultation
- Feed material assurance scheme

#### Workers' Compensation

- Cost containment
- Return-to-work program
- Industrial hygiene
- Ergonomics (evaluations, program development)
- OSHA compliance

- Safety program design and implementation

#### Property Engineering

- Thermal imaging
- Business contingency planning
- Fire protection assessment
- Sprinkler system analysis
- Construction quality assurance (geotechnical guidance, structural design)

#### Enterprise Risk Management

- Account-specific reports (premium and loss data)
- ERM framework (follows ISO 31000 standard)
- Benchmark studies (on specific coverages or markets)



Meat processing plants are rapidly becoming an attractive new business opportunity. Opening a new business can be intimidating, especially in today's climate with COVID-19 restrictions, stringent safety regulations, and environmental regulations.

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You can reach our team at 417.359.5470 for any meat processing insurance questions or assistance! 🦃



# Setting Up Calves For Better Health, Higher Value

By Jacques Fuselier, DVM, DACT, DABVP, Technical Services Manager, Merck Animal Health

There is no doubt that the weaning process is a stressful part of a calf's life. There are several things we can do to lessen the severity and duration of stress, which also helps decrease the risk of calves getting sick when shipped. These protocols also can increase the value of your calves.

### Rethink abrupt weaning

It's been well documented that abrupt weaning causes stress, which results in reduced function of the calf's immune system and impaired ability to fight disease. Cortisol, which naturally releases under stressful conditions, suppresses the immune system. White blood cells – called neutrophils – are the first line of defense against disease yet their functions are decreased for the first 7 days post weaning. If the calf is vaccinated during this time, its ability to respond properly to a vaccine is limited.

### Vaccinate preweaning

A better option is to vaccinate calves 4 to 6 weeks prior to weaning. This allows the calf's immune system to appropriately respond to the vaccine while on their cow, plus provides time prior to their next vaccination, which likely will occur when they arrive at a backgrounder or feedlot. It's good to discuss vaccine protocols with your veterinarian and make a plan based on your operation's goals, where the calves are headed post weaning and the disease risk in your area.

PrimeVAC™ by Merck Animal Health focuses on respiratory and clostridial vaccinations, as well as protection against internal parasites. Both injection and intranasal vaccines can be considered with intranasal options providing an extra layer of safety while still providing the benefit of a modified-live vaccine immune response.

### Creep feed and water training

Nutrition is the building block of health and performance. Providing creep feed – formulated based on the calf's life stage – helps get them used to eating on their own and prepares the rumen for the next stage.

Fresh, clean and cool water supplied via a water trough or automatic waterer versus water on the ground helps improve health and performance. Incorporating water training techniques where calves learn where the water trough is located and how to use it prior to weaning is helpful.

### Proper deworming

Calves with subclinical worm infections can have decreased feed intake, feed efficiency and poor immune response to vaccines. Deworming preweaned calves on pasture doesn't require gathering and processing cattle, and can be highly effective. Using creep feed and feed-through forms of Safe-Guard® (fenbendazole) require relatively little time and labor.



### Implants

If retaining any ownership or selling and/or trying to get gains on calves pre and post weaning, then giving an implant preweaning is very beneficial.

### Low stress cattle handling

There are lots of resources on low stress cattle handling. Temperament impacts the health and performance of animals. If calves have been handled using low stress methods and learned to be comfortable

around people, they will go on to be calmer in the next phase.

Developing a group of calves properly and preparing them for the weaning stage can help to minimize disease outbreaks and maximize profits. Administering vaccines and dewormers in the least stressful times – and incorporating good nutrition and handling protocols – sets calves up for success in the backgrounder or feedlot stage.

To learn more, contact your veterinarian and visit [MAHCattle.com](http://MAHCattle.com).



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<sup>1</sup>Effects of Vaccination with Vista® 5 LS SQ or Bovi-Shield GOLD® FP® LS on Milk Production. 2010.  
<sup>2</sup>Technical Reference 96-4: Evaluation of Injection-Site Blemishes Using Ultrasonography Following Administration of Two Commercial Multivalent Clostridial Vaccines.  
<sup>3</sup>Merck Veterinary Update: Post-Vaccinal Milk Response in Dairy Cows to Three Vaccines for the Control of Neonatal Diarrhea. 2007.  
<sup>4</sup>Spire MF. Once PMH® IN Endotoxin Load. 2015.  
<sup>5</sup>Field Safety Study of a Low-Reactive Clostridium Chauvoei-Septicum-Haemolytica-Novyi-Sordellii-Tetani-Perfringens Types C&D Bacterin-Toxoid (Cavalry 9). APHIS Product Code No. 7340.00. 2005.  
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# Planting Soybeans As A Cover Crop

*Preparing your land for the future*

By Macey René for Cattlemen's News

It comes as no surprise to anyone in agriculture that frequency and quantity of rain can make or break a crop season. In many cases, rain is still a good thing, but what happens during seasons when everyone is far past praying for precipitation? In times of excess moisture and adverse conditions, soybeans may come to the rescue as an unexpected cover crop. Sam Turner, third generation row-crop producer and owner of Turner Ag Solutions, a Central Missouri, family-owned business providing Channel® genetics, Big Yield® products, along with chemical and fertilizer, shared his opinion on the topic.

“Although, I think it’s rare to use soybeans as a cover crop, I do think there are situations where it can be beneficial,” Turner said.



*Sam Turner and family*

In years past, and in a few areas even this year, Missouri producers have grown accustomed to full rain gauges and lingering puddles in pastures, crop fields and roadside ditches across the state. Hope may still remain for much of the 2020 season, but Turner said waters that stick around until the fall might prevent the original operational plan but may also present an opportunity for an alternative route.

“The 2019 season showed us that water can stick around much past the insurance cutoff date,” Turner said. “You don’t want to leave that ground bare when the water does eventually come off.”

Turner highly advises producers have a conversation with their crop insurance advisor before making any decisions to ensure avoidance of potential policy violations. In addition, he suggests building a close working relationship with your agronomist and seed advisor. Once insurance requirements are met and other alternatives are explored, a decision can be reached.

“Before planting a more expensive option, make sure it’s your best option,” Turner said. “Soybeans are probably going to be one of your most expensive options for a cover crop. If you think you can get the results you want using a cheaper option, I recommend that. However, I definitely recommend planting something,” he continued. “Without a crop, the worst-case scenario is that you lose topsoil to erosion, have a weed problem or even fallow syndrome.”

Fallow syndrome, defined as a collapse of the biological community of a field due to an overabundance of moisture or underabundance of vegetative growth, can be detrimental to future yields and difficult from which to recover. However, according to Turner and most seed companies, planting a cover crop is the simple solution. Despite their additional cost, soybeans still prove a worthy option for producers looking to mitigate this risk. They can offer various benefits to the long-term health of the land by preventing the potential hazards.

“I think you can see several benefits,” Turner said. “The trait that sticks out as the most significant is soil conservation. Most cover crops are planted to preserve the soil and help manage weeds. Another thing soybeans can add to this equation is adding some nitrogen back into that soil.”

Even if soybeans are not the natural first thought for a cover crop, they should not be counted out. Although the cost may be higher, the returns on overall soil health could prove to be well worth the investment. Whatever questions remain or decisions need to be made, Turner said you have help in the process.

“My best advice to producers when considering anything is for them to use their team. Your seed dealer, agronomist and insurance agent can answer any questions and give you the best advice they can so you can make the best decision for your operation,” Turner said. “It’s important, now more than ever, that farmers know they aren’t alone in preparing their land for the future.” 🤠

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“NutriPass L gives producers an edge by improving the return on investment of nutrients fed,” said Brad Dalke, vice president, ADM Animal Nutrition. “Through effective encapsulation, NutriPass L supplies a consistent and stable supply of metabolizable lysine for lactating cows and growing cattle.”

Lysine is an essential amino acid that must be provided through feedstuffs, since cows do not produce it naturally. Lysine is a biological building block that supports improved production performance in lean tissue gain, milk components and milk volume. Per 100 grams of product, NutriPass L has been shown to meet or exceed net delivery of metabolizable lysine when evaluated against comparable products.

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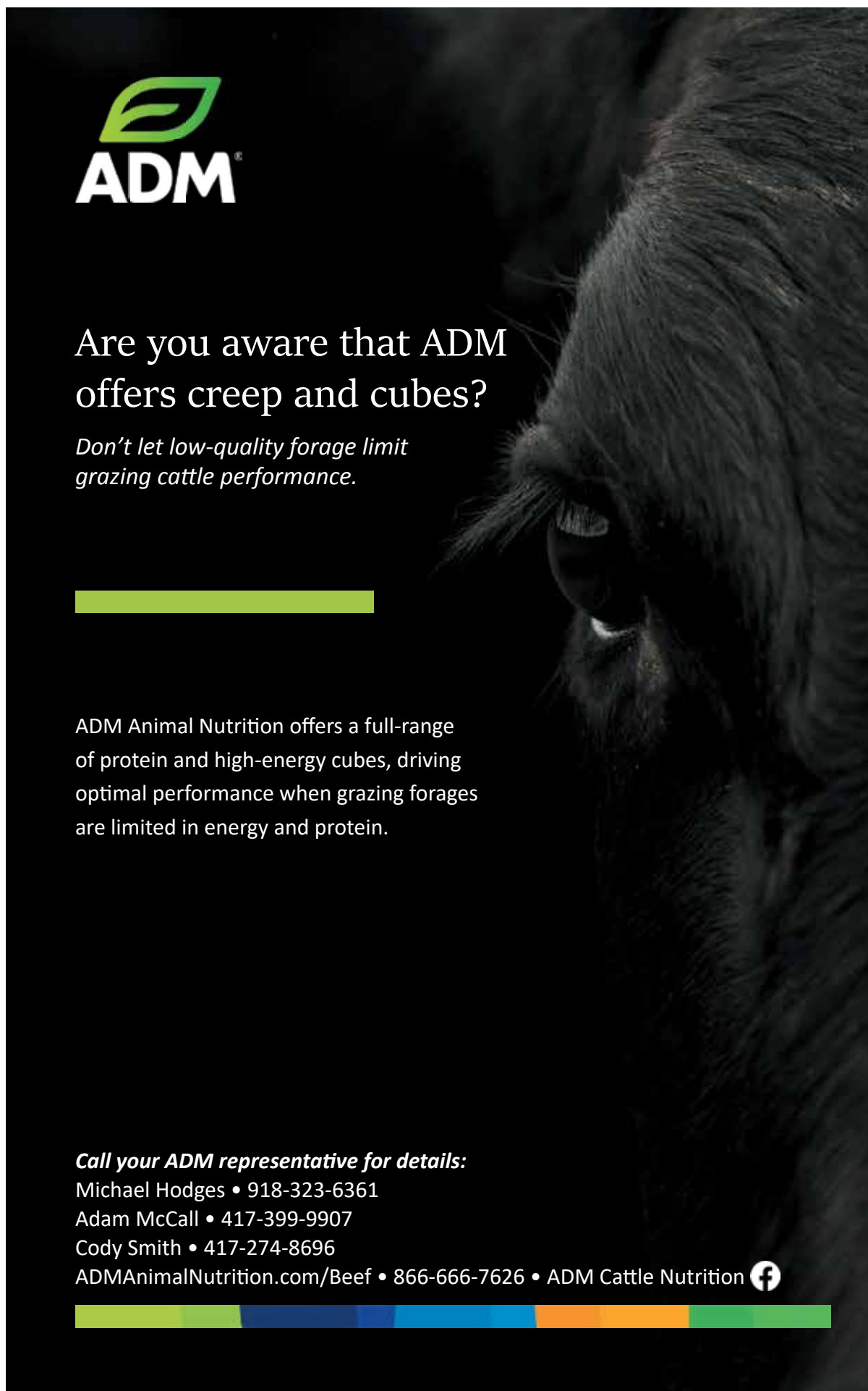
“ADM uses a proprietary matrix encapsulation technique to manufacture NutriPass L,” said Brian Lammers, PhD, dairy nutritionist, ADM Animal Nutrition. “Our process enables a lysine product that is uniform in shape and size with a protective coating, aspects that promote improved mixing capability and high intestinal release.”

NutriPass L can be mixed with a wide variety of feed ingredients and forages. It is manufactured in the United States at an advanced production facility under stringent quality-control measures and is formulated with domestically sourced ingredients.

NutriPass L joins ADM’s expansive portfolio of livestock nutrition-based technologies and feed solutions. For decades, ADM has supported the animal nutrition market with specialty feed additives, premixes and compound feeds. Learn more about NutriPass L by visiting [www.admanimalnutrition.com/nutripass](http://www.admanimalnutrition.com/nutripass)

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# Strategies For Boosting Fall Fescue Forage

*Maximizing forage growth and cattle gains*

By Lisa Henderson for Cattlemen's News



The dog days of summer are the time to prepare your fescue pastures for fall and winter grazing. How you manage cool-season pastures now can help maximize forage growth and cattle gains.

“Tall fescue growth naturally increases during the fall of the year due to shorter days, cooler temperatures, and increased season rainfall,” says Sara Kenyon, University of Missouri agronomy field specialist, West Plains, Missouri.

Fescue is a popular choice for pastures in Missouri and throughout the region because it offers high yields, persistence, forage quality and the ability to stockpile. Kenyon says other cool season grasses do not contain the waxy coat that protects fescue from winter decay, and compared to other cool season grasses, fall regrowth is highest for fescue.

“Regrowth in the fall is vegetative (leaf area only, no seed heads), and because of this is generally very high forage quality,” she said. “The leaves of tall fescue also have a thick, waxy coat which slows deterioration during the winter months.

To boost fall fescue forage production, Kenyon urges producers to fertilize those pastures beginning now.

“Tall fescue, and other cool season grasses, should be fertilized with nitrogen in late-August to mid-September,” she said. “This timeframe will help maximize the growth that occurs in the fall. Forage can be used for late fall grazing, hay, or winter stockpile. Tall fescue should be grazed or clipped to 3 inches, fertilized with nitrogen, and closed off for forage accumulation.”

Kenyon says agronomists recommend applying 40 to 50 units of nitrogen in mid-to-late August in mixed pastures or pastures with average stand quality.

“In pure, healthy stands in good soil where production can be maximized, up to 60 to 80 units of nitrogen can be applied,” said Kenyon. “Nitrogen products to consider are urea plus urease inhibitor (NBPT), ammonium nitrate, or ammonium sulfate.”

Tall fescue typically produces 60% to 70% of its total production by July 1, with the remaining production from September through November. Kenyon says optimum yields of tall fescue winter stockpile are achieved by allowing a 75-day growing period before cold weather.

In Missouri, Kenyon says northern areas should apply nitrogen in mid-August and southern areas may choose to fertilize in mid-September.

“For south Missouri and north Arkansas, tall fescue fertilized with nitrogen by August 15 typically produces very good yields when moisture has not been limited,” she said. “Missouri research shows that about 3/4 to 1 ton of forage dry matter per acre can be stockpiled over a 70-day period. Longer periods of stockpiling can increase forage yields. Additionally, stockpiling too early, mid-July, can decrease forage yield and forage quality.”

## Kenyon offers these tips when fertilizing and grazing fall forages:

- Make sure you are fertilizing desirable forage and not a crop of weeds. Many annual warm season grasses (barnyard grass, foxtails, crabgrass, etc.) can be confused with tall fescue; these grasses are at the end of their lifecycle and will not contribute significantly to fall/winter forage yield.

- Fertilizing clover fields with nitrogen can reduce clover stands over time. For this reason, if nitrogen is applied to tall fescue/clover stands, limit the amount of nitrogen or apply after the clover is dormant.

- For winter stockpile it is best to select fields that contain mostly tall fescue and lower levels of clover. Research indicates that fescue/clover mixed pastures need nitrogen to produce necessary dry matter. However, in research trials red clover and annual lespedeza have been used successfully; for these legume species applying nitrogen in the fall, but not the spring, allows them to survive heavy tall fescue competition during winter stockpile management.

- In stockpiled tall fescue/clover fields quality will deteriorate much quicker than stockpiled tall fescue alone. Therefore, graze stockpiled tall fescue/clover early in the season between November and late-December, and graze stockpiled tall fescue later into the winter without experiencing significant deterioration of forage quality.

While fertilizing fescue pastures can pay dividends, Kenyon cautions producers about fescue toxicity and fertilizing during a drought.

“Nitrogen increase ergot alkaloid concentrations and the ergot alkaloids are believed to cause fescue toxicosis,” she said. “In fact, limiting nitrogen fertilizer is one of the strategies to minimize fescue toxicosis in livestock.”

Ergot alkaloid concentrations increase during the fall, but decline through the winter months. The concentrations decline enough during the winter that endophyte-infected tall fescue is considered non-toxic by the time the winter stockpile is grazed.

Dry conditions, of course, will reduce forage production and may result in loss of fertilizer if a lack of moisture continues.

High rates of nitrogen, “greater than 40 pounds per acre, are economically justifiable when fall moisture is optimum for tall fescue growth,” Kenyon said. “Lower levels on nitrogen would be more appropriate if moisture is questionable. Many producers will continue to follow the practices for stockpiling tall fescue even during dry years since this is one of the most economical winter feeds available.”

Stockpiled tall fescue works best, she said, when forage is allocated using strip grazing.

“When livestock have access to the entire stockpile, forage quality declines quickly because trampling during grazing exposes the stockpiled tall fescue to weather damage,” Kenyon said. “Strip grazing stockpiled tall fescue (with temporary electric fencing) will help to preserve the forage, increase grazing days, and reduce winter hay needs.”

Research conducted at University of Missouri Forage Systems Research Center reported that stockpiled tall fescue allocated in three-day feed strip compared to a 10 to 14-day strips yielded 30 to 40% more grazing days per acre with comparable dry cow performance.

“Therefore, allocating the forage into smaller strips and rotating the livestock more frequently can extend the grazing days and reduce hay needs,” Kenyon said. 🐮



# Cattle Markets Look Forward With Caution

By Derrell S. Peel for Cattleman's News

The first half of 2020 was a tumultuous mix of unprecedented events that challenged meat markets like never before. In March, the food service sector, which represents just over half of U.S. food expenditures, was nearly shutdown forcing the bulk of food demand into the retail grocery sector. This resulted in bottlenecks in food distribution systems and limited disruption in supplies at grocery stores, aggravated by a surge in retail grocery demand.

In April, with food service still greatly restricted, COVID-19 affected the workforces at most food packing and processing facilities. Beef slaughter decreased each week in April resulting in a 19.7 percent year over year decrease in beef production for the month. Beef slaughter began recovering in May but monthly beef production was down 19.9 percent compared to last year. By June, steer and heifer slaughter averaged 4.4 percent less than last year and by the first week of July was within one percent of year ago levels. Cattle carcass weights, already higher year over year in 2020 increased more as fed cattle were backed up in feedlots.

The fed cattle market will continue to face challenges through the summer and into the fall to work through the backlog of fed cattle that built up during the packing sector disruptions in April and May. However, feedlot placements were down by just over one million head in the January – April period, which should provide a bit of a hole in late summer and fall marketings and allow feedlots to get current on marketings once again.

For the year, 2020 beef production is projected to be a record level of 27.4 billion pounds, up about one percent from last year. However, the intertemporal dynamics this year have been dramatic with first quarter beef production up 8.0 percent year over year, followed by an 11.4 percent decrease year over year in the second quarter. Third quarter beef production is projected to be up by 5.7 percent year over year, followed by a 1.6 percent year over year increase in the last quarter of the year. Beef supplies will be plentiful along with record levels of pork and broiler meat. For the year, pork production is projected at 28.5 billion pounds and broiler production is projected at 44.2 billion pounds.

As the feedlot supply situation improves, attention will focus on the question of beef demand in late 2020 and beyond. Food service continues to struggle with a slow reopening and a continuing struggle with COVID-19. Continued unemployment and reduced or ending economic stimulus for consumers could reveal beef demand weakness in the coming months. The U.S. economy has been hit hard in 2020 with estimates of reduced U.S. Gross Domestic Product (GDP) ranging from 6.5 to over 8 percent below year ago. At the current time, GDP is projected to increase by two to five percent year over year in 2021 but full recovery to late 2019 levels is projected to take at least two years.

Meat trade is critical to moderate the impacts of record meat supplies on meat and livestock prices. The global economy, like the U.S. economy, is in recession with global GDP projected to be down about 5 percent year over year. The disruption in U.S. beef production sharply reduced May beef exports with total exports for the January – May period down 1.9 percent compared to last year. Uncertainty regarding the global economy has reduced annual beef export projections to at or below year ago levels.

Cattle prices will certainly average lower in 2020 but the impacts may begin to moderate by the end of the year. Uncertainty will continue and continued volatility is likely. Cattle and beef supply fundamentals should improve by the last quarter of the year and into 2021. Feedgrain supplies remain ample keeping feedlot cost of gain favorable and supportive of feeder cattle prices. Drought conditions are severe in some parts of the west and drought remains a threat in much of the western half of the country. However, it appears that hay production, in general, will provide adequate hay supplies for the coming winter.

Weak beef demand resulting from uncertainty about continuing coronavirus impacts and recessionary impacts remain the biggest threat in the coming months. Producers must remain nimble and cautious. There is reason to have optimism going forward. Beyond COVID-19 and related impacts, the general outlook for cattle and beef is strong in domestic and international markets. Time is on our side but the timing remains uncertain. 🐮

*Derrell S. Peel is the Breedlove Professor of Agribusiness and Extension Livestock Marketing Specialist at Oklahoma State University*



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**August 27, 2020**  
**Joplin Regional Stockyards**  
**Joplin, Missouri**

**TENTATIVE SCHEDULE**

2:30 p.m.	Registration
3:30 p.m.	Welcoming Remarks Mark Harman, Joplin Regional Stockyards, Mike Schumacher, AICA President, Rex Ricketts, AICA Breed Improvement Committee Chair
Segment 1	Cowboy Arithmetic Bill Bowman, Method Genetics, LLC
Segment 2	Ultrasound Technology for the Beef Industry Mark Henry, CUP Lab
Segment 3	The Charolais Bull at Work Jim Hacker, Commercial Cattlemen, Bolivar, MO Max Martin, JX Ranch, Loving, TX
Segment 4	Adding Value with Charolais Genetics Jackie Moore, Joplin Regional Stockyards Ken Danzer, Danzer Cattle, Manhattan, KS Colt Keffer, CharAdvantage
Segment 5	Understanding Who The Consumer Is Gretchen Mafi, Oklahoma State University
Segment 6 6:30	Cattlemen’s Question & Answer Cattlemen Social, Dinner & Entertainment

More Information & Pre-Registration  
Available at [www.charolaisusa.com](http://www.charolaisusa.com)

Pre-Register Online or Contact:  
David Hobbs: (816) 464-2474 ext. 200 • Rachel Booth: (816) 464-2474 ext. 102



**MANAGEMENT MATTERS**

**Grazing Cattle Or Feeding Hay this Winter**

*Which is cheaper? Which meets cattle nutritional needs better?*

For Immediate Release from the University of Missouri Extension - Stone County

GALENA, Mo. – In many cases around the region, there is an adequate amount of hay produced this year but the quality is significantly lower than it should be due to challenges of hay harvest in May.

“Low quality hay creates a concern for what it will cost to supplement hay this winter to meet the nutritional needs of cattle,” said Tim Schnakenberg, field specialist in agronomy, University of Missouri Extension. “About 70 percent of the cost of owning a cow is the feed costs to maintain the animal. Any way we can lower that cost and still provide all of the nutritional needs will lead to more money in our pockets when calves are sold.”

We are blessed to live in a part of the country where we can grow tall fescue that can withstand typical winter conditions and still maintain forage quality for most of the winter months. How we use or rest our tall fescue pastures in the early fall gives us options that many in the cattle industry do not have.

The forage quality of grazed stockpiled tall fescue can far exceed what we can afford to roll up in a bale of hay back in the spring or summer. Early in the fall the tall fescue protein levels may exceed 20 percent and will gradually drop each month until it bottoms out at about 11 percent later in the winter. In contrast, much of our tall fescue hay harvested can test about 11 percent or even be much lower if not harvested on time. If given the opportunity, cattle can graze quality feed much better than what they will get from the hay bale we can put out for them in the winter.

To back up this claim, some fresh growth of stockpiled tall fescue was sampled on Don Hounscher’s farm in Newton County, Missouri on January 1 a few years ago. The crude protein at that time was 15.4 percent and the Total Digestible Nutrient level was at 60.6 percent. This turned out to be some excellent feed for grazing his fall calving cows later that January.

We also find that the cost of grazing cattle over the winter turns out to be much cheaper than feeding marginal quality hay, not counting any additional cost of supplementation. “If you stop and do the math, it normally costs twice as much each day to feed a cow herd with average quality hay than to ration out fertilized fescue pasture,” said Schnakenberg. “When hay prices are higher, the figures sometimes reach three times as much to feed hay to a cow compared to stockpiled fescue.”

Success is always dependent on rainfall in the fall along with the quality of tall fescue stands on the outset. In most years, stockpiling will pay but there are always exceptions. Producers should evaluate their fields in August to make sure it’s still a tall fescue field and not full of Kentucky bluegrass or summer annual grasses. And early ice storm could also reduce the quality and abundance of forage.

The recipe for stockpiling is fairly simple. For optimal quality in the fall, its usually best to start with a field that has been

**Cont’d on next page**



## Cont'd from previous page

mowed off or grazed down by mid-August. At that point, close the gates of designated paddocks and apply nitrogen fertilizer. This is also a good time to apply any phosphate or potash that is recommended on your soil test report. Response to nitrogen fertilizer and excellent fall growth will be at its greatest if the soil tests nutrient levels and pH are all up to par.

The rate of nitrogen can vary depending on if the stand is Kentucky 31 or a novel endophyte variety. It is well known that the fescue endophyte can still be a problem in Kentucky 31 stands in the fall. High nitrogen levels can make this threat even greater. For that reason, it may be best to limit nitrogen rates to about 40 pounds of actual nitrogen per acre on those fields. Novel endophyte or endophyte-free stands can potentially respond well to up to 60 or 70 pounds per acre.

Schnakenberg recommends waiting as long as possible before opening gates back up for grazing. Allow some time to get maximum growth in the cooler fall environment. The optimum temperature range for tall fescue is somewhere between 68° F to 77° F and growth will end around 40° F.

“Most years you can wait until December to begin grazing if we have a good fall. This prolongs the practice of feeding hay considerably and every day the farmer doesn’t have to feed hay is that much money and time saved,” said Schnakenberg. “I am amazed at the handful of producers I work with who have adequate land resources and have carefully rationed out their grass to graze well into February.”

Tall fescue can be most efficiently grazed using Management-intensive Grazing. With this type of grazing the farmer has several smaller pastures for grazing, closes gates to give unused pastures a rest and rations the grass. Another approach is to ration the fescue by strip-grazing, using a temporary fence that is moved every few days to give the cows only what they need without wasting the grass.

“Stockpiling is one of the easiest ways to reduce the outflow of cash on a farm. When given the opportunity, I think most farmers would rather graze their cows on high quality 15 to 20 percent protein fescue than to buy and feed expensive eight percent protein hay throughout the entire winter,” said Schnakenberg. 🤠

*Tim Schnakenberg is the Field Specialist in Agronomy / Extension Professional University of Missouri Extension; Stone County Extension Center*



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## Time To Kick The Hay Habit

*Management tips to consider*

By Eric Bailey for Cattlemen's News

Initially, I set out to write an article about balancing rations for fall-calving cows in the winter using tall fescue hay. Then, it dawned on me that no matter how much Extension faculty talk to their clientele about the appropriate timing of hay harvest for optimum quality (mid-May in Missouri), hay is harvested when it is convenient, not when it should be. Also, hay is bought or sold as a commodity feedstuff with little to no information about the nutrient composition. Many assume a good deal was had after purchasing year old hay that's been stored along the fence row for \$20 a bale. Then, we feed this unknown commodity to cows in the winter for 90+ days

across the Fescue Belt and watch body condition score (1-9 scale) decline. The easy answer is to backfill any missing nutrients with supplements, but that makes winter cow feeding even more expensive.

A common question to this argument is, "What will I do instead of feeding hay in the winter?" That is the wrong problem to focus on. The real problem is the disconnect from the original business model. The original beef cow business model is to convert sunlight into steak. Pasture forage is the medium of exchange in this relationship. When a cow-calf producer focuses solely on genetics, weaning weight, quality grade, etc. (cattle-centric performance metrics), they lose sight of the bigger picture. A cattleman has two significant areas of focus, pasture performance, and cattle performance. Lots of people brag about 650 lb weaning weights, but no one ever brags about forage yield, or how little hay was fed over the winter. Feed represents 60% of annual cow costs. Hay is a big part of that expense in this part of the country.

Minimizing purchased and raised feed inputs are important to profitable cow-calf production because you are subsidizing a system in which the cattle require more than the land provides. A typical scenario in Missouri is the producer sets a stocking rate beyond the carrying capacity of the land. A false assumption is that carrying capacity is




set in stone. Carrying capacity is both a function of the land and how it is managed. Continuous grazing systems (cows grazing the same pasture year-round) only harvest a quarter to a third of the forage produced in a year. We use the term "harvest efficiency" or "forage utilization rate" when describing the proportion of forage in a field that is grazed by a cow. A simple rotational grazing system will increase the harvest efficiency from 25% to 40%. That is 60% more feed that ends up in a cow's mouth. Further intensification of grazing management will raise harvest efficiency above 40%.

Hay is not a more efficient harvest of forage than grazing. It is equal to well-managed grazing, at best. When a field is harvested for hay, 75-80% of the forage is removed. On the surface, that far surpasses the harvest efficiency of continuous



grazing systems. However, less than 100% of the mechanically-harvested forage ends up in a cow's mouth. We still have to factor in storage and feeding losses. Typical estimates of storage losses are 10%. Feeding losses vary greatly; I assume a 20% loss during feeding in most cases. Let us put that math into the real world. Starting with a 4,000 lb of forage on a field (3-4 tons per acre is typical in tall fescue pastures in Missouri, 2/3 grown in spring and 1/3 in fall), 75% removal will harvest 3,000 lb of forage. If I lose 10% of the 3,000 lb during storage, then 20% of the remaining 2,700 lb during feeding, I am left with 2,160 lb of feed that ends up in a cow's mouth or 54% (2,160 lb / 4,000 lb) of the forage growth from the field. Well-managed grazing systems will achieve 54% harvest efficiency in the Fescue Belt. Additionally, research consistently demonstrates that well-managed grazing systems in the Fescue Belt produce about 30% more forage per year than a continuous grazing system. So, my 4,000 lb per acre now becomes 5,200 lb of harvestable feed over time.

One legitimate criticism of a reduced hay production system centers around the infrastructure required for grazing. Fence and water systems are not free. What is the usable life of a fence and a pond, compared to a tractor and a baler?

Many people currently believe that hay harvest is an integral part of forage management in the Fescue Belt. We are blessed to have both a spring and a fall forage growth season. We often have more spring growth than we know what to do with, hence the concept of harvesting excess forage as hay. However, a better model is to stock cows at less than 100% of carrying capacity and use flexible grazing units to harvest growth in times of excess. Taking fall-born calves in as stocker calves is how I would harvest excess forage in the spring. If you have any questions or follow up, send me an email at [baileyeric@missouri.edu](mailto:baileyeric@missouri.edu). 

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

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## TRENDING

# Missouri Invests In Meat & Poultry Supply Chain

From the Missouri Department  
of Agriculture

On Wednesday, July 22, Governor Mike Parson and Director of Agriculture Chris Chinn announced the creation of the Missouri Meat & Poultry Processing Grant in an effort to quickly increase food supply chain resilience in our state. Established by the General Assembly through this year's budget process, \$20 million in CARES Act funds will be directed to meat & poultry establishments who employ fewer than 200 people. Approved projects will aim to increase food supply resilience by increasing livestock & poultry processing capacity and promote worker safety as a result of the COVID-19 public health emergency.

"As a farmer, I understand firsthand the challenging circumstances the COVID-19 pandemic has created within our agriculture community," said Governor Parson. "Agriculture is the state's number one economic driver, so I'm thankful for Senator Justin Brown's leadership as a fellow cattleman and public servant to make sure these additional needs will be addressed."

The reimbursement grant will be administered using a tiered system, offering up to \$200,000 for each state and federally inspected establishment that also conducts slaughter. State and federally inspected establishments that further process meat & poultry products, but do not conduct slaughter, qualify for up to \$100,000 in grant funds. Custom exempt establishments may receive up to \$20,000. Grants will be used to reimburse eligible expenses for new and existing establishments that are incurred from March 1, 2020, through Nov. 15, 2020. 🐮

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# The Story of Beef

Education is the focus this summer and in upcoming school year

By Mo Fit (MoBKF) Program

### Beef for Strength Challenge

Benny the Bull (our Missouri Beef Industry Council Mascot) has been debuting videos around the Beef for Strength summer challenge to keep beef and nutrition top of mind for all ages this summer. Follow him and learn more at <https://www.facebook.com/MoBeefKids>.

The Beef for Strength challenge combines program pillars, while getting kids moving and outdoors. As part of the Mo Beef Mo Kids program, students learn about beef's nutritional package, while connecting the importance of protein to everyday activity. As part of the virtual challenge, students complete a scavenger hunt, fun workout at home, in addition to helping with chores and using their imagination. If you know of a young person who may enjoy completing the challenge to win a prize, visit <https://www.mobeefkids.com/get-involved/> for more details on how to enter and download challenge resources!



### Pasture to Plate Highlights Beef's Journey

The story of how beef gets to the plate has been the focus of summer school outreach. Pictured Above: Summer Intern Donnell Kleiboeker discussed beef production with over 100 Monett students this past July. Students learned about the life cycle of a cow, explored feed samples, and was given beef-inspired activity books.

The objectives of summer education outreach continue into the school year, as we plan to launch the Pasture to Plate educational series for fifth graders. During the three-part series, students will learn about the life cycle of a cow, beef byproducts, nutrition, and health. Participants will also apply their learning to hands-on activities around beef production and nutrition.



## STEAK POPCORN BITES

### INGREDIENTS:

- 1 pound beef Cubed Steaks, cut 1/2 inch thick
- 6 cups ridged potato chips (any flavor)
- 1/3 cup all-purpose flour
- 1 teaspoon pepper
- 2 large eggs, slightly beaten

### DIPPING SAUCES

Ranch or Thousand Island dressing, mustard, ketchup or barbecue sauce

### COOKING:

1. Cut beef steaks into 1X1-inch pieces; set aside.
2. Place chips in bowl of food processor. Cover; pulse on and off to form fine crumbs.  
*Cook's Tip: To crush chips with rolling pin, place chips in large food-safe resealable plastic bag. Close bag securely, leaving one inch opening. Finely crush chips in bag with rolling pin.*
3. Combine pepper and flour in a shallow bowl. Place crushed chips and eggs into two additional shallow bowls. Dip steak pieces in flour, then into egg, then into crushed chips, turning to coat all sides and pressing chips onto steak pieces.
4. Spray rack of broiler pan with nonstick cooking spray. Place beef bites on rack in broiler pan so surface of beef is 6 inches from heat. Broil 8 to 10 minutes or until 160°F. Serve immediately with dipping sauces, as desired.  
*Cook's Tip: Cooking times are for fresh or thoroughly thawed beef. Cubed steaks should be cooked to an internal temperature of 160°F. Color is not a reliable indicator of cubed steak doneness.*

### About

The Mo Beef Mo Kids Mo Fit (MoB-KF) 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 in the classroom. This powerful partnership highlights the important message and journey of food and nutrition, while adding important protein to a student's diet. WIN-WIN!

### Contact Us

For more information on the program to get involved in your community, contact Brandelyn at [info@mobeefkids.com](mailto:info@mobeefkids.com) or visit [mobeefkids.com](http://mobeefkids.com). For more information about the FFA Leadership Academy and to view the application and program requirements, visit [mobeefkids.com/getinvolved](http://mobeefkids.com/getinvolved). 🐮

[www.mobeefkids.com](http://www.mobeefkids.com)





## Missouri's New Packer

*Republic Foods ventures into a competitive industry with eyes toward expansion*

By Sonja Begemann, reprinted with permission from Drovers

Thirty-four miles southeast of Kansas City, Mo. a small meat processing facility is gearing up for a big expansion — and the potential to make waves in the national livestock processing scene. Republic Foods expects to quadruple production by the end of the year.

Republic Foods is Texas-founded and has recently relocated to Missouri after purchasing the newest packing facility in the U.S.

“Before we purchased this location, [the previous owners] were processing up to 78 head of cattle per day,” says Jeremy Robinson, with Republic Foods. “[Mid-June] we’re processing over 250 per day and after an upcoming expansion, we could be up to 1,000.”

While Republic Foods is at 250 per day now, they’re equipped to process about 500 animals per day with their current set-up.

The company originally planned to revamp the facility and hold off production until June 1, 2020. With COVID-19 shortages and supply chain complications, local grocery stores started reaching out to the new owners asking if they had any available supply — and when opportunity knocked, the company answered.

### Market differentiation

Including Republic Foods, there are 672 beef processing facilities in the U.S., according to USDA. While it might not seem like one facility would make a difference, company officials believe their venture has the potential to create a major impact. Consider the ripple effect. Cattle that were being transported from Missouri to Oklahoma, Kansas, Iowa, etc. will now find a new home — leaving a void in their former contract location.

With so many large- and small-scale processors already established in the market, Robinson and his team realized they’d have to do something different to capture consumer attention, especially when COVID-19 shortages cease. So, instead of processing on behalf of a large-scale company, they’re branching out, branding their products and targeting smaller grocery store chains.

“We’re putting money into branding, something like ‘Missouri Beef,’” Robinson says. “We want to keep beef on local shelves and source the beef from as many Missouri farmers as possible.”

Right now, the company is about 70% Missouri beef at 250 head per day production. When it ramps up to 1,000 head per day, they’ll need to locate more suppliers from even further reaches of the Show-Me State.

Instead of prioritizing big-box or national stores when any potential beef shortages happen, Robinson says they’ll keep it local through chains such as Price Chopper, Schnucks and other Missouri-based stores.

### Upcoming expansion

The company will prioritize Missouri producers, or other local cattle, Robinson says. They currently have no load minimums or maximums and can often process the animals the next day.

“We’ll pay market price that day for the cattle,” he says. “Right now, we’re not looking at future contracting, but that might be something we consider when we boost capacity.”

To move from about 250 head processed per day to 1,000 head of processing per day, the company will need to increase numbers, facility size and add employees, too. Currently they’re at 175 employees, and at capacity they expect to have 300 full-time workers.

There’s potential the new packing plant could receive some of the \$20 million set aside by the Missouri legislature for agricultural assistance in response to COVID-19.

“We want to increase Missouri packing abilities,” says Warren Love, of the Missouri House of Representatives. The \$20 million could be available as early as July 1 and packing facilities can apply.

The expansion itself will cost about \$9 million and could be completed in approximately eight months. Republic Foods is committed to the expansion, and says it’s currently considering purchasing other facilities out of state. 🐮





# Extension Entities Collaborate To Support Missouri's Agricultural Businesses

For Immediate Release from the University of Missouri Extension

COLUMBIA, Mo. – Agriculture affects our daily lives in many ways. From the food we eat to the strength of local economies, agriculture is a cornerstone of American life.

COVID-19 has disrupted Missouri's agricultural industry through lower, unstable commodity prices, strain on the food supply chain and changes in consumer purchasing habits.

The U.S. Small Business Administration has provided additional funding to the Missouri Small Business Development Centers (SBDC) to increase business support capacity. Designated in the Coronavirus Aid, Relief, and Economic Security (CARES) Act, the funding allows Missouri SBDC, a program of University of Missouri Extension, to expand services and partnerships to mitigate risks stemming from COVID-19.

"As our teams looked for ways to help agriculture continue to thrive in our state, an interdisciplinary partnership between MU Extension and Missouri SBDC was a natural fit," said MU Vice Chancellor for Extension and Engagement Marshall Stewart. "We're eager to see how these two groups will support Missouri's agriculture businesses in this uncertain time."

Missouri SBDC, MU Extension agriculture and environment (A&E) specialists, and MU Extension agricultural economists will combine expertise and resources to serve Missouri agriculture. The partnership will be formally known as the Missouri SBDC for Agriculture, Food and Forestry.

"It's innovative partnerships like this that help us progress toward Missouri agriculture's fullest potential," said Chris Daubert, MU vice chancellor and dean of the MU College of Agriculture, Food and Natural Resources. "Efforts such as the Food, Beverage and Forest Products Manufacturing initiative, as well as MU Extension A&E's newest partnership, can aid family farms, food entrepreneurs and small businesses."


With the Missouri SBDC increasing small business sales by more than \$234 million from 2017 to 2019, Daubert said he is confident this new partnership will enhance Missouri's agriculture, food and forestry industries.

Missouri SBDC and MU Extension A&E's work will focus on assisting businesses with moving forward from the recent disruptions of the COVID-19 pandemic. From financial management education to business model pivots and value proposition identification, faculty across the state will provide assistance and access to resources to strengthen Missouri's agricultural businesses.

"COVID-19 and the resulting national recession has accelerated economic disruption and the need for business adaptation," said Mallory Rahe, MU Extension educational director of agriculture business policy programs. "We are drawing widely across our extension experts to build a responsive team that can help producers and other business owners think about their options and make informed decisions."

"Extension specialists' local relationships and expertise, combined with the Missouri SBDC's business knowledge and resources, can provide a powerful new level of services to agriculture businesses facing today's challenges," said David Steffes, Missouri SBDC director of agricultural business services.

Learn more at [extension2.missouri.edu/programs/growing-agribusiness-sustainably/missouri-sbdc-for-agriculture-food-and-forestry](https://extension2.missouri.edu/programs/growing-agribusiness-sustainably/missouri-sbdc-for-agriculture-food-and-forestry).



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<p><b>ASH GROVE</b> - 18 Ac., Hwy 266, between 266 &amp; Hwy 96, less than 1 mile off I-44, great open views, fenced, road frontage on 3 sides ..... <b>SOLD</b> \$162,000</p> <p><b>MT VERNON</b> - 52 Ac., Law. 1181, Interstate 44 open frontage, mile marker 50, fenced roll-up frontage, 2 ponds, corral, excellent site, waterer &amp; well located at dead end road .... <b>UNDER CONTRACT</b> \$206,500</p> <p><b>MT VERNON</b> - 60 Ac., Law. 1070, just off exit 1181, small woods ..... <b>UNDER CONTRACT</b> \$207,000</p> <p><b>ADRIAN</b> - 5 Ac. Commercial lot with office/shop, great visibility, located on I-49 ..... \$249,900</p> <p><b>WILLARD</b> - 50 acres, Fr Rd 94, mostly open, fenced, Hwy 160' frontage ..... \$287,500</p> <p><b>AVILLA</b> - Lillac Rd., 40 Ac., wonderful family farm with improved pastures, 4 bedroom home, great setting ..... <b>UNDER CONTRACT</b> \$380,000</p> <p><b>GREENFIELD</b> - 66 Ac., Hwy. H, just minutes from Stockton Lake, beautiful gently rolling farm with 4 bedrooms, 3x42 shop, outdoor arena, multiple paddocks w/sheds, 4 ponds, 2 wells, 4 waterers ..... <b>UNDER CONTRACT</b> \$385,000</p> <p><b>MARIONVILLE</b> - 32 Ac., Law 1225, 3 bedroom, 2 1/2 bath stone home, full basement, large hay barn, shop, 6 stall barn, fenced &amp; cross fenced, private setting, automatic waterers, corrals ..... \$386,900</p> <p><b>MTN. GROVE</b> - Lone Pine Rd, 117 Ac., good pasture, fenced &amp; cross fenced, live water, good location ..... <b>NEW PRICE</b> \$411,250</p> <p><b>LEBANON</b> - 10 Ac., Hwy 5, stately gentleman's estate w/brick 5,000 sq. ft. w/o basement, multiple paddocks, automatic waterers, pond, barn, just off I-44 ..... \$395,000</p> <p><b>MARIONVILLE</b> - 109 Ac., Law 2145, great location, several pastures, well, ponds, mostly open, 20x110 barn with concrete floor, fenced &amp; cross fenced ..... \$430,550</p> <p><b>BILLINGS</b> - 106 Ac. Hwy 174, great farm w/4 barns &amp; multiple ponds, mostly open, new fence &amp; cross fence, hwy frontage .. \$525,000</p> <p><b>PIERCE CITY</b> - 80 Ac., FR 2000, 4 bedroom 3 bath home, pool, 3 bay garage/shop, corrals, waterers, hay barns, equipment sheds, 4 ponds ..... \$585,000</p> <p><b>BUFFALO</b> - 78 Ac., Hwy 64, 6 BR, 5 BA, finished walk-out basement, 60x60 heated shop w/concrete floors, great fencing, pond, automatic waterers ..... \$620,000</p> <p><b>GROVE SPRING</b> - 280 Ac., Red Barn Rd., hay ground &amp; pasture, 14 paddocks, 2 barns, 8 waterers, 3 ponds, spring ..... \$775,000</p>	<p><b>LEBANON</b> - 193 Ac. Hwy. 0, Great Pastures, Fencing and Cross Fencing, Shop, Barns, Ponds, home, Hwy. Frontage ..... \$720,000</p> <p><b>ASH GROVE</b> - 191 Ac. Law. 2000, w/2 s, open, ..... <b>UNDER CONTRACT</b> \$766,000</p> <p><b>BILLINGS</b> - 120 Ac. Hwy 174, Great location, farm house, large bank barn, corrals, huge spring, creek running through, Must See!... \$780,000</p> <p><b>ELKLAND</b> - 259 Ac., Hwy DD, good pasture ground, good fence &amp; cross fence, year round creek ..... \$880,600</p> <p><b>BUFFALO</b> - 351 Ac. just off Hwy 65, pasture and woods, ponds, creek, lots of deer and turkey. .... \$1,053,000</p> <p><b>SENECA</b> - 282 Ac., Bethel Rd., nice level open ground, pasture or tillable, good fence &amp; cross fence, pond, great location \$1,057,500</p> <p><b>BUFFALO</b> - 365 Ac. Rocksdales Road, pasture &amp; woods mixed w/a lot of frontage, just off Hwy 65, ponds, creek ..... \$1,095,000</p> <p><b>GREENFIELD</b> - 537 Ac. nice open land, spring, ground ..... <b>UNDER CONTRACT</b> \$1,288,800</p> <p><b>GALENA</b> - 365 Ac., Circle C Drive, 75% open, good pasture, fenced &amp; cross fenced, frontage on state hwy, 3 BR manufactured home, several barns, corral, waterers, 2 wells, ponds ..... <b>REDUCED</b> \$1,299,000</p> <p><b>MOUNTAIN GROVE</b> - 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 \$1,339,000</p> <p><b>WILLOW SPRINGS</b> - 683 Ac. CR 1870, 5 BR, 4 BA home, shop, hay barn, 165 acres open, marketable timber, great hunting, just north of Hwy 60 ..... \$1,725,500</p> <p><b>MTN. GROVE</b> - 432 Ac., Hwy. 60, great cattle ranch, 2 pipe corrals, fenced &amp; cross fenced, automatic waterers, several ponds, hay barns ..... \$1,895,000</p> <p><b>MILO</b> - 632 acres, Hwy. EE, 70'x48 cattle barn, equine shed, 2 ponds, 2 acre lake, hay ground, 9 ponds, 2 acre lake .... \$1,900,000</p> <p><b>MTN. GROVE</b> - 592 Ac., Williams Rd., very conveniently located w/frontage on Hwy 60, great pipe corrals, shop, commodity barn, over 1,000 bale hay storage, great grass, mostly open, brick home ..... \$2,985,000</p> <p><b>OZARK</b> - 432 Ac., Kentucky Rd., beautiful rolling pastures, fenced &amp; cross fenced, several ponds &amp; waterers, pipe corrals, livestock barns, hay barns ..... \$3,240,000</p> <p><b>FLEMINGTON</b> - 1267 Ac., Hwy. 83, hay barns, livestock barns, 3 irrigation wells, 5 regular tillable acres, good pasture, office ..... <b>SOLD</b> \$4,117,750</p>
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# Cull Open Replacement Heifers Early

Improve herd reproductive efficiency and heifer salvage value

For Immediate Release from the University of Missouri Extension


Stockton, Mo. - “As the breeding season is winding down decisions need to be made about what to do with open replacement heifers,” says Patrick Davis MU Extension Regional Livestock Field Specialist. Davis will discuss suggestions on how to manage these heifers to promote optimum cattle operation reproductive and economic efficiency.

“Replacement heifers that are open after the first breeding season should be culled in order to maintain optimum herd reproductive efficiency,” says Davis.

A University of Georgia Cooperative Extension Bulletin reported that research has shown that heifers that fail to breed in the first breeding season and are held over have a 55% average lifetime calf crop compared to 86% for herd mates that become pregnant the first year. Davis urges cattle producers to consider culling those replacement heifers that don’t become pregnant in the first breeding season in order to improve herd efficiency and profitability.

“Pregnancy checking and culling those replacement heifers early is important to receive optimum salvage value for those replacement heifers,” says Davis.

Heifers that enter their first breeding season at approximately 14 month and determined open at approximately 18 months can still be marketed and fed to meet the choice grade. However, if there is a delay in marketing those open heifers, they may have reduced value because of their inability to be fed to meet the choice grade. Davis urges cattle producers to pregnancy check those heifers approximately 60 days after the breeding season and cull open heifers to receive optimum salvage value resulting in optimum cattle operation profitability.

For more information related to early pregnancy checking replacement heifers and culling those open heifers contact your local MU Extension Livestock Field Specialist. 

Patrick Davis is the Regional Livestock Field Specialist for the Univ. of Missouri Extension



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## Is Fall Pasture Herbicide Application Right for You?

*Flexibility a key tool to herbicide application*

By Cattlemen's News Staff

Typically, producers think about pasture herbicide application in the spring and summer. However, fall herbicide application is an underutilized tool for weed and brush management that has value stretching beyond the fall grazing period when herbicides with residual properties are applied.

“Fall herbicide application allows producer to get ahead of the biannual weeds such as thistles and poison hemlock, which are two big weed species that plague southwest Missouri,” said Brant Mettler, Missouri’s range and pasture specialist for Corteva Agriscience.

Poison hemlock is one weed that needs to be caught early for better control. Delaying the application until late in the spring

has proven to be somewhat ineffective. A fall application will provide the early control needed, which is helpful especially if next spring is as wet as spring 2020.

Considering early spring weeds, fall herbicide applications can also focus on controlling winter annuals.

“Using a residual herbicide will help prevent winter annuals such as henbit and chickweed,” Mettler said. “This can be especially helpful for use in hay fields because winter annuals can hurt the quality of early hay production.”

Henbit is commonly looked at as an easy-to-control weed but can become more difficult to control if weather conditions delay springtime herbicide application until after bloom.

Fall pasture herbicide application should be made late August through the end of September, but in some years can even stretch into October.

Another consideration to research this fall is dry fertilizer impregnation, which combines pasture weed control with dry fertilizer application. The process incorporates a concentrated herbicide solution on dry fertilizer and is an economical option for producers.

“If you’re going to address weed control problems and address fertility issues, you can cut costs by going over the field once instead of twice,” Mettler said.

Producers can expect a dry fertilizer impregnation application to have an overall effectiveness of 75% to 80% compared with a conventional spray application. Missouri has three pasture herbicides labeled for dry fertilizer impregnation: GrazonNext HL, Chaparral and now DuraCor.

Dry fertilizer impregnation can be especially beneficial if producers are planning to stockpile fescue and are looking to promote an abundance of fall growth.

“Fescue a cool season grass and has a lot of potential fall growth,” Mettler said. “If you’re getting rid of the competition by killing the weeds, you’re promoting more grass production and will get a lot of the residual herbicide benefits the following spring.”

Fall is also a good time to consider addressing some woody plant problems, more specifically, blackberries.

“For most sprout control you want to have that done by the end of August, but for blackberries you’ll see the best results starting to spray in August up until the first killing freeze,” Mettler said. “For that application I recommend Chaparral at 2.5 ounces and 1 pint of Remedy Ultra or DuraCor at 1 pint plus 1 pint of Remedy Ultra.”

Fall is the best time for spraying blackberries because the plants don’t defoliate until much later in the fall. By fall blackberries are in the process of conserving energy in the root system, so when an herbicide application is made it carries the product down to the root system along with the foliage that is above ground, according to Mettler.

**Cont’d on next page**



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## Cont'd from previous page

Mettler understands that each operation is different and that a fall herbicide application may not be the best use of resources for all. Some producers have more weed pressure from summer weeds, such as ironweed and pigweed. Those weed species won't germinate until summer and by that point, any benefit of a residual herbicide application from the previous fall would be long gone.

Weather conditions can also provide incentive for or against herbicide application.

"It can be argued that weed control becomes more important on a dry year more than a wet year because forage resources are scarcer," Mettler said. "If you try to gamble and do nothing now, weeds will outcompete the grass. If the rains turn back on, the grass is already behind and the weeds have the opportunity to take over."

Bottom line, while most producers don't think about fall herbicide application, the practice has its place. Fall application provides an opportunity to "weed out" the weeds ahead of springtime growth and can be useful in several different scenarios. Flexibility makes fall herbicide application a workable solution for producers in the Four State Area to consider. 🐮

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# Corn Silage Production Workshop for Beef Cattle Operations

## Date/Time

Tuesday, August 11<sup>th</sup>  
7:00 p. m.

## Fee

\$16 per person



Meeting will be held  
online via Zoom and link  
to the meeting will be  
given upon registration.



## Topics Include

- Harvesting Quality Corn Silage
- Utilizing Corn Silage in Beef Cattle Rations

## Registration

- Register online at <https://extension2.missouri.edu/events/corn-silage-production-workshop-for-beef-cattle-operations> by August 10<sup>th</sup>
- For questions or more information contact Patrick Davis at (417) 955-0287 or by email at [davismp@missouri.edu](mailto:davismp@missouri.edu)



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# Southwest Center Grazing School

A three-day seminar on management-intensive grazing for economic and environmental sustainability at the  
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**Mt. Vernon, Missouri**  
**October 20, 21 & 22, 2020**

## Topics include:

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Soil Basics and Fertility  
Plant Growth  
Fencing and Water Systems  
Matching Livestock and Forage Resources  
Meeting Nutritional Needs of Livestock from pasture  
Layout and Design of Grazing Systems  
Economics of Management-intensive Grazing  
Plus, Outdoor Field Exercises and Tour of Producers' Farms

## **Registration Information:** Maximum enrollment is 45 people.

Registration is \$150 per person or \$225 for couples (**couples share one set of printed materials**). Registration forms and payment must be received no later than Oct. 16. This fee includes the *Missouri Grazing Handbook, Forages and Weeds of Pastures, Watering Systems for Serious Graziers, Electric Fencing for Serious Graziers* and a grazing stick, as well as lunches and refreshments during breaks. **Classes begin about 8:00 am on all days and will end at approx. 4:30 pm each day.**

The Southwest Center is located 4 miles southwest of Mt. Vernon on Hwy H, and can be easily reached from I-44 via Exit 38 or Exit 44.

(14548 Hwy H, Mt Vernon, MO) **Registration deadline is October 16, 2020. Seats are in demand so preregister early!**

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## ShowMe Genetic Services Announces Calendar Photo Contest

STRAFFORD, Missouri — It's been said that a picture is worth a thousand words. Now is the time to let your pictures do the talking! ShowMe Genetic Services wants to showcase your cattle and ranch photos in their 2021 calendar. To participate, simply submit the best photographs of your cattle for a brand-new Calendar Photo Contest.

Entries must highlight an area of cattle production, be horizontal in nature and be submitted in high quality, high resolution (at least 300 dpi), digital form to be eligible. The contest is open to any U.S. cattle producer. Categories include spring, summer, fall and winter. Only one photo entry per category. All entries become the property of ShowMe Genetic Services LLC and may be used by the company in any promotional material including calendar, social media, website and print advertising without advance notice. Once a photo is submitted, it may not be used in any other capacity without permission from ShowMe Genetic Services. Watch for complete contest guidelines on our Facebook page, @ShowMeGen.

The overall winner will receive a \$250 cash prize, ShowMe swag and a 2021 breeding calendar. Additionally, 12 category winners will be awarded, and each will receive a \$50 cash prize, ShowMe swag and a 2021 breeding calendar.

Entries must be received by 5 p.m. Aug. 15, 2020 and should be emailed to Kathryn Coon at [kathryn@showmegen.com](mailto:kathryn@showmegen.com). Contest winners will be featured in the 2021 ShowMe Genetic Services Breeding Calendar and on Facebook, @ShowMeGen. Contest questions should be directed to Coon by calling 417-736-2125.



# MARKET WATCH

## Market Recap: Feeder Cattle Auction

July 27, 2020 | Receipts 4946

\*\*\*CLOSE\*\*\*

Compared to last week, steers steady, except 550 to 700 lbs steady to 2.00 higher, heifers under 650 lbs steady, 650 to 800 lbs steady to 2.00 higher, over 800 lbs not well tested. Demand good, supply moderate. The USDA Cattle On Feed showed 100 percent On Feed, 102 percent Placements, 101 Marketed. The USDA Cattle Inventory report showed total numbers slightly above year ago, with Beef cow numbers down one percent and estimated calf crop down one percent. Supply included: 100% Feeder Cattle (49% Steers, 45% Heifers, 6% Bulls). Feeder cattle supply over 600 lbs was 54%.

**Feeder Steers: Medium and Large 1** 300-400 lbs 171.00-190.00; 400-500 lbs 160.00-177.00; 500-600 lbs 151.00-164.00; 600-700 lbs 143.50-156.00; 700-800 lbs 137.00-150.00; 800-900 lbs 130.00-139.50; 900-1000 lbs 125.00-128.00.  
**Medium and Large 1-2** 400-500 lbs 147.50-171.00; 500-600 lbs 145.00-153.00; 600-700 lbs 136.50-144.00; 700-800 lbs 126.00-141.00; 800-850 lbs 131.00-133.00; 125 head 977 lbs 126.85.

**Feeder Heifers: Medium and Large 1** 300-400 lbs 149.00-151.00; 400-500 lbs 138.00-151.00; 500-600 lbs 132.00-146.00; 600-700 lbs 128.00-136.00; 700-800 lbs 124.00-136.00; pkg 810 lbs 122.00. **Medium and Large 1-2** 300-400 lbs 132.00-146.00; 400-500 lbs 131.00-146.00; 500-600 lbs 130.00-142.00; 600-700 lbs 122.00-135.00; 700-800 lbs 122.00-125.00; pkg 879 lbs 110.50.

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

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

**KRMO** 990 AM  
Monday-Friday  
9:55-10:05 a.m.

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**Outlaw** 106.5 FM  
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11:45 a.m.

**The Z** 102.9 FM  
Monday & Wednesday  
12:40 p.m.

**KTTS** 94.7 FM  
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11:30 a.m. & 12:30 p.m.

**KGGF** 690 AM  
Monday & Wednesday  
11:30 a.m. & 12:30 p.m.

**KWOZ** 103.3 FM  
Monday & Wednesday  
11:30 a.m.

**KHOZ** 900 AM  
Monday & Wednesday  
12:15 p.m.



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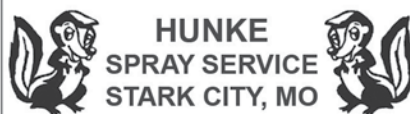
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