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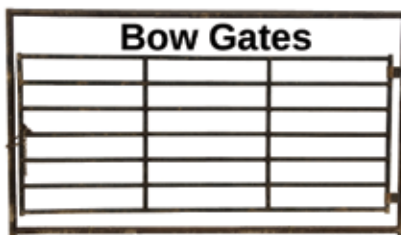
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ON THE BLOCK

with Jackie Moore

Wow, what a month February has been...one for the history books as far as weather is concerned. We've had cold weather, the loss of calves, the amount of money we've spent on feed, electricity, gas, diesel fuel and all of that has been a struggle for everybody but especially those of you that are in the cow business. Personally, I don't have any cows, and right now I'm thankful for that! Looks like we might have turned the corner finally! We had a good sale on Monday, February 22...(6,000 head) we saw those lighter cattle, those 5 weights up into the 90's on some of those real front-end, thin, green, number one type steers; and a lot of those 5 weight heifers run up in the middle 40's and middle 50's. Spring fever is setting in and everyone thinks we've got to get some of these cattle bought to go to grass. I think it will be a few days 'til the grass, but everybody hadn't bought any in a couple of weeks and they were gunnin' for them today, which made for a heck of a sale!

As we progress into spring and this weather fares up in Texas, Oklahoma, Kansas and some of those places, there's going to be a lot of feeder cattle show up off of the wheat...they're out there. With wheat being \$6-7 a bushel they're going to be cutting and selling the grain, and they're going to trade those cattle off, which will in turn put pressure on these feeder cattle here in the next month or so. Just like the Monday, February 22, we saw a 5 weight steer bring the same price per head as one that weighs 700, 725, or 750 and

that's going to continue because we've got those grass guys gunnin' for them. If you look at those futures prices out there in August, September, October up there somewhere in the middle 50's, they've got some value to them and they're going to buy them and turn them out. Green grass has cost all of us a lot of money in the past. It probably will again sometime, but I hope these cattle will work for everybody that are buying them.

As for the slaughter cow market, there's not been many of them around because of this weather. It's rockin' right here, and you need to get some of those cows traded off while the availability is not very good around the country because that storm was in a wide area...not much movement going on and there is a need for those slaughter cows and bulls.

The stock cow market is kind of side ways...not much to say about that. It's just like it's been for a while, if you've got a real, "front end" set of nice, fancy, young cows they'll bring \$1,400-1,500-1,600. Over the last year it's astounding to me that nothing has happened; it's always been the same, so I suppose that's where we'll keep trading them. We might see a little spark in them when we get a little closer to grass.

The market is just the market....we've got a long year ahead of us. There's likely going to be a lot of stuff come at us that we've not seen in a while, and all we can do is deal with it the best we can.

Good luck & God Bless *Jackie*



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

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Head: 43
Delivery date: 06/01/2018
Born: 02/25/2017 to 05/20/2017
USDA Process Verification
NA
Breed Composition: Angus: 50.29% Charolais: 40% Simmental:
9.71%
Treatment History
Vaccination 05/24/2017 Nasalgen, Virashield 6xL5 HB,
Vision 8, Pinkeye Shield XT4
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DATA DRIVEN DECISIONS

Respiratory Disease Timing

Managing health should remain a constant focus

By Justin Sexten for Cattlemen's News

There are a host of best practices and technologies available to reduce the incidence of bovine respiratory disease (BRD). Covid-19 provides a daily reminder of the management factors influencing respiratory diseases transmission: reduce commingling, decrease stocking density, minimize travel and eat right, just to name a few.

Cattle at high-risk for respiratory disease are easy to categorize at arrival even with limited knowledge of their vaccine

history due to short weaning, market commingling and shipping stress. Most cattle feeders agree these high-risk cattle provide the greatest management challenge in the first 45 days on the yard.

The alternative to these high-risk calves are “the kind”, you know those with reputation, high growth potential and a well-executed health program. There are few no-risk options in the cattle business, but these calves should provide the cattle feeder with relatively fewer health challenges.

A recent article from Applied Animal Science by Miles Theurer and coworkers compared these two cattle types, specifically looking at the timing of BRD relative to arrival. This industry group evaluated the two types of cattle health records from a commercial feedyard.

One may suggest comparing high-risk to high potential cattle as comparing apples and oranges. In reality this is true as the high-risk cattle were categorized as those who received a macrolide antimicrobial on arrival with unknown health history and weaning status. Cattle were determined as high-risk by the feedyard and their veterinarian based on shrink, condition, origin and transport distance.

Conversely the high potential cattle were primarily retained ownership calves having been preconditioned and carrying high genetic merit for growth and grade. Specifically the authors indicated the high-potential calves were in the top 25% for growth and 90% choice or better carcass cattle. The minimum health program for high-potential cattle was one modified-live viral vaccine and Mannheimia haemolytica vaccine before arrival to the feedyard. Not to suggest this is a comprehensive preconditioning program but the minimum for inclusion in this comparison.

Clearly two completely different groups of genetics, nutrition and management but a very real and frequent comparison for producers trying to procure and manage feeder cattle inventory at feedyards across the country. Buyers are assigning value to these comparisons in real time with every bid.

The high-potential group experienced less respiratory disease, 12.8% and death loss, 2.5% compared to high-risk cattle at 15.1% BRD and 4.8% death loss. Improved health by high-potential calves with a known health program is not surprising.

Continued on next page

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The range in health observed across the lots analyzed for each cattle type is worth noting. High-performing calves BRD diagnosis ranged from 2.8% to 36.1% of a lot with mortality ranging from 0 to 7.1%. The range in BRD diagnosis in high-risk calves was wider, 1% to 54.1% with death loss from 0 to 26.8%.

Data like this show it is possible to get lucky with a group of high-risk cattle but the odds are not in your favor. It is difficult to know why some high-risk calves remained healthy and some high-potential calves were not. Improvements in communication of previous management from seller to buyer could enhance the odds of correctly assigning health risk and feeder cattle value.

The primary objective of this experiment was to evaluate the timing of BRD onset. Before reading further take a minute to consider the days on feed when you would consider calves past the initial health risk due to their change of address. One step further, would you have different estimates for high-potential compared to high-risk calves?

If we consider 45 days as the point when calf's risk for respiratory disease begins to decline the findings of this report are surprising. The authors used the data above and looked at the total percent of BRD cases at 45 days to evaluate disease timing. In high-potential calves 33.7% of the BRD cases occurred prior to 45 days of feed. In high-risk groups the cumulative case rate was 67.2% by 45 days on feed.

The high-potential calves performed as expected: faster gaining, more feed efficient and heavier at harvest. Delayed BRD onset in these high-potential calves presents the management challenges associated with increased per head treatment costs due to heavier animals and greater financial risk to death loss later in the feeding period.

Regardless your procurement program managing health should remain a consistent focus throughout the feeding period. 🐮

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

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MANAGEMENT MATTERS

Prepare To Harvest Quality Hay

Producers encouraged to evaluate their forage stands, soils and equipment

By Lisa Henderson for Cattlemen's News

Spring green-up is just weeks away, and hay season will soon follow. Preparing yourself with as much fundamental knowledge as possible and having the right equipment that is maintained and ready to use will help ensure your haying chores are successful.

Haymaking is “almost as much of an art as it is a science,” says Tim Schnakenberg, University of Missouri Extension Field Specialist in Agronomy, Stone County. “Changing weather conditions create challenges and determining when to cut, ted and rake hay is ‘often an hour-by-hour decision’ impossible to predict. Even the most experienced haymakers will have days where complete failure occurs.”

The first step for haymaking is to evaluate hay fields for stand quality and weeds.

“We will never make top quality hay if our forage stands are not composed of an abundance of high-quality forage species,” Schnakenberg says. “In some cases, having a diversity of forages are desired. In other cases, a pure stand is what we are after.”

If you have pockets of weeds or undesirable species, one remedy is to renovate the stand by starting over from scratch or inter-seeding with a no-till drill.

“This thickens up the stand and crowds out annual weed species that would fill the gaps the following growing season,” Schnakenberg says. “If you have a good stand of forage and still have a significant issue with weeds, we have herbicides available as tools to reign in a weed problem.”

Producers should also examine the soil in their hay fields as it can be “one of the greatest inhibitors of productive hay fields,” he says. “This not only impacts tonnage produced, but also can have a more subtle impact on the forage quality.”

Soils in hay fields should be tested every three to four years. Schnakenberg says soil testing will help to accurately determine amounts of fertilizer and lime needed. Hay fields often have more soil fertility issues than pastures.

“In reviewing thousands of soil tests every year, I have found that the hay fields are most depleted,” he says. “Haying is in a sense, a mining operation. You must put back at least what you take off in order to keep up. If you don’t, productivity drops, shifts occur in species and the field can become nearly worthless.”

Potassium deficiencies are common, and in cool season grasses like fescue, brome and orchardgrass, the University of Missouri calculates that 47 pounds of potash is removed for every ton of hay taken off an acre. About 12 pounds of phosphate is removed for every ton.

Harvesting quality hay is critical as hay with reduced nutritive value will result in poorer cow condition during the winter and expensive supplements to make up for lost nutrition.

While producers are finding significantly higher feed prices this year, Schnakenberg says hay quality is important under all circumstances.

“When comparing the cost per pound of energy from feed sources, winter grazing always wins out followed by having

quality hay,” he says. “Supplementation using grain sources will usually be the highest cost.”

Forage analyses are recommended before you make decisions about supplementation needs or how much hay is required. It is impossible to fully predict what forage quality levels are by visuals alone.

Below are four factors Schnakenberg identified that make quality hay:

- **Species** – Legumes clearly improve overall forage quality compared to grasses. Alfalfa, lespedeza or clover can be used along with a grass component to improve forage quality. Compared to grasses, legumes have higher protein, higher digestibility, higher levels of calcium and magnesium and can dilute the effect of the endophyte if fescue is in the hay mix. The success of raising the quality of the hay is dependent on proper conditions to cure the forage. We also find that using a warm season grass as a primary hay source improves quality significantly.
- **Forage Growth Stage** – Any time a forage begins to develop a seed-head, quality can start to drop rapidly. Lignin in the stems get woodier and seed heads are more fibrous, raising the total fiber content of the hay. This translates into lower intake and lower nutrition per pound. The key to preventing this is with early or “on-time” harvest. Generally, the best balance between tonnage and quality is about the boot stage for most grasses or early heading. Another option to this is baleage.
- **Minimizing Dirt in the Hay Bale** – We rarely consider the dirt and dust component of hay during the haymaking process. But the University of Wisconsin has looked into this issue closely with alfalfa and determined that it can add up to a significant reducer of hay quality. Researchers there analyzed the ash content of hay and found that depending on the processes used to make hay, the external ash levels can amount to nine to eighteen percent of the total volume of the forage. Eighteen percent ash means that one pound of “dirt” is fed out for each five pounds of hay or haylage fed to livestock. There are some simple things that can be done to reduce these numbers. Raise the cutter bar or the cutting drum of the mower. This significantly keeps dirt and dust from infiltrating the hay windrow.
- **Proper Hay Conditioning** – What happens to hay during the window between cutting and baling is a critical time that can determine how the end-product will turn out. There are a few things that can be done to properly prepare and condition a cut stand of hay for baling. Especially for legume hay, crimping is a necessary practice to crimp or macerate the stems to speed up drying. Tools like crimpers or impellers can break the cuticle and waxy layers of the stem or expose the vascular tissue for faster drying. For most legumes and thick stemmed grasses, the crimping practice is still the most effective method compared to impellers. The practice of conditioning forage can potentially reduce drying time thirty to fifty percent. Another practice that often gets overlooked is to lay the hay out in the widest windrows possible. This takes full advantage of sunlight exposure. Clumped windrows prolong drying time significantly. For grass hay, tedding has become a very useful tool to reduce drying time perhaps twenty to thirty percent. 🐄



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NETWORK KNOW-HOW

There Is More Than One Way to Skin That Cat

By Erin Hull for Cattlemen's News

As I sit in my warm kitchen drinking a cup of hot coffee, staring out the window to 36" of fresh snow and single digit temperatures, it is difficult to get excited about the upcoming grazing and AgVocating season as it seems so far away. At first this made me a little sad because it seems like only a dream, but then I realized that it was time to think outside the box and start brainstorming ways I can AgVocate even during the doldrums of winter.

1. Wear your logo and wear it with pride: Side story: as I've mentioned before, I like to ski. Okay, I love to ski. Most skiers have fancy gear they wear out on the slopes to stay warm and dry. As a group, skiers are fairly predictable with their gear. With all that being said, I don't fit inside that group very well. You see, I ski in some of that fancy gear and I always top it off with a Carhartt vest (I'm not being paid to drop that name but if they'd like to pick me up as a sponsor and you have a connection... send 'em my way!). A Carhartt vest fits in on a ski mountain about as well as a Chihuahua fits in with the herding dog crew. It simply does not fit in. This is why I do it. My vest has our farm logo displayed for the world to see. This always is a great conversation starter in the lift line amongst strangers. People look at me and don't think "Beef Farmer" which prompts them to ask me what the logo is about. At this point I kick open the AgVocating door and start getting nerdy on agriculture facts, right there in the lift line, educating strangers on what makes our industry so amazing.

2. Beef Recipes! As beef ranchers and farmers, our end goal is all the same: Get people eating more (US Grown) beef. So many times I have friends tell me how they like to prepare beef and it is well, underwhelming. They seem to not fully grasp just how versatile beef can be. We all have recipes that are unique or utilize cuts that most would not know how to cook. We need to get those recipes out there so people do not get bored eating just steak and hamburgers. One of my favorites is Oxtails. Because I am a direct market farmer, I am able to get just about everything back from the cows I send. Oxtails are a cut that most strolling through the grocery store would pass up because they simply do not know how to prepare them. Post those fun and interesting recipes! Post them on your social media accounts and ask for other recipes in return. Let's get back to making weird and delicious beef dishes!

3. Beef up your wardrobe: If someone were to go through my closet and dresser drawers, there would be no question in their mind to my love of beef. Tee shirts that simply say "BEEF", sweatshirts that tout how awesome beef is, hats with that iconic saying about what to eat for dinner. When I go grocery shopping, I always get comments about buying chicken and/or pork when I am dressed in beef gear head to toe. Why? Because people are curious. Why am I buying chicken when CLEARLY, I feel beef is where it's at. It is a conversation starter. People are curious and all that "beef gear" just makes it so they cannot hold back and ask questions. Once again, all we need is a conversation starter so we can "farm nerd" out on them and get them the information they do not even know they wanted to know.

4. Add fun signs to your property: This one you can have a lot of fun with. My husband is not a fan of "shaming" signs such as "No Farmers, No Food". He likes funny signs that attract attention to what we are doing and how well you are doing it versus the why you are doing it. Examples along the fence line: "Look at our cows. Aren't they pretty?" "Farmers

are funny ha-ha, not funny peculiar" "Befriend a farmer. We are fun to hang out with". You can have a lot of fun with this one! Signs catch your eye. When driving along a road and you see a sign, you look. We just need to grab passerby's attention! And email me your ideas because I need more!

5. Befriend non beefy people: I have a very good friend who just so happens to be a vegan. We do not go to her house to eat and she does not come to our house to eat but a restaurant is a great middle ground. She is passionate about her cause but she can see that we are passionate about ours and at the end of the day that is what really matters. Sometimes by not pushing our personal agendas we are more successful that actually actively pushing them.

Now that my coffee cup and brain are empty, I suppose there is only one thing left to do this morning... get out there in my Carhartt vest and make some runs on the ski hill before the real work of the day starts. Cheers! And keep on AgVocating!



Extended-Release Injectable Parasiticide
5% Sterile Solution
For the Treatment and Control of Internal and External Parasites of Cattle on Pasture with Persistent Effectiveness
Not for use in female dairy cattle 20 months of age or older, including dry dairy cows. Not for use in calves to be processed for veal.
Not for use in breeding bulls, or in calves less than 3 months of age.
Not for use in cattle managed in feedlots or under intensive rotational grazing.
CAUTION: Federal law restricts this drug to use by or on the order of a licensed veterinarian.
INDICATIONS FOR USE
LONGRANGE, when administered at the recommended dose volume of 1 mL per 110 lb (50 kg) body weight, is effective in the treatment and control of the following internal and external parasites of cattle:

Gastrointestinal Roundworms	Lungworms	Parasites	Durations of Persistent Effectiveness
<i>Bunostomum phlebotomum</i> – Adults and L ₄	<i>Dictyocaulus viviparus</i> – Adults	Gastrointestinal Roundworms	
<i>Cooperia oncophora</i> – Adults and L ₄		<i>Bunostomum phlebotomum</i>	150 days
<i>Cooperia punctata</i> – Adults and L ₄		<i>Cooperia oncophora</i>	100 days
<i>Cooperia surnabada</i> – Adults and L ₄	Grubs	<i>Cooperia punctata</i>	100 days
<i>Haemonchus placei</i> – Adults		<i>Haemonchus placei</i>	120 days
<i>Oesophagostomum radiatum</i> – Adults	<i>Hypoderma bovis</i>	<i>Oesophagostomum radiatum</i>	120 days
<i>Ostertagia lyrata</i> – Adults	Mites	<i>Ostertagia lyrata</i>	120 days
<i>Ostertagia ostertagi</i> – Adults, L ₄ and inhibited L ₄	<i>Sarcoptes scabiei</i> var. <i>bovis</i>	<i>Ostertagia ostertagi</i>	120 days
<i>Trichostrongylus axei</i> – Adults and L ₄		<i>Trichostrongylus axei</i>	100 days
<i>Trichostrongylus colubriformis</i> – Adults		Lungworms	
		<i>Dictyocaulus viviparus</i>	150 days

DOSAGE AND ADMINISTRATION
LONGRANGE® (eprinomectin) should be given only by subcutaneous injection in front of the shoulder at the recommended dosage level of 1 mg eprinomectin per kg body weight (1 mL per 110 lb body weight). Each mL of LONGRANGE contains 50 mg of eprinomectin, sufficient to treat 110 lb (50 kg) body weight. Divide doses greater than 10 mL between two injection sites to reduce occasional discomfort or site reaction.
Do not underdose. Ensure each animal receives a complete dose based on a current body weight. Underdosing may result in ineffective treatment, and encourage the development of parasite resistance.
LONGRANGE is to be given subcutaneously only. Animals should be appropriately restrained to achieve the proper route of administration. Inject under the loose skin in front of the shoulder (see illustration) using a 16 or 18 gauge, ½ to ¾ inch needle.

Body Weight (lb)	Dose Volume (mL)
110	1
220	2
330	3
440	4
550	5
660	6
770	7
880	8
990	9
1100	10

Sanitize the injection site by applying a suitable disinfectant. Clean, properly disinfected needles should be used to reduce the potential for injection site infections.

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

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

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

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

Other Warnings: Parasite resistance may develop to any dewormer, and has been reported for most classes of dewormers.
Treatment with a dewormer used in conjunction with parasite management practices appropriate to the geographic area and the animal(s) to be treated may slow the development of parasite resistance.

Fecal examinations or other diagnostic tests and parasite management history should be used to determine if the product is appropriate for the herd/flock, prior to the use of any dewormer. Following the use of any dewormer, effectiveness of treatment should be monitored (for example, with the use of a fecal egg count reduction test or another appropriate method).

A decrease in a drug's effectiveness over time as calculated by fecal egg count reduction tests may indicate the development of resistance to the dewormer administered. Your parasite management plan should be adjusted accordingly based on regular monitoring.

Macrocyclic lactones provide prolonged drug exposure that may increase selection pressure for resistant parasites. This effect may be more pronounced in extended-release formulations.

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

STORAGE
Store at 77° F (25° C) with excursions between 59° and 86° F (15° and 30° C). Protect from light.

Approved by FDA under NADA # 141-327
Made in Canada.
Manufactured for Boehringer Ingelheim Animal Health USA Inc., Duluth, GA 30096
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LONGRANGE IMPORTANT SAFETY INFORMATION: Do not treat within 48 days of slaughter. Not for use in female dairy cattle 20 months of age or older, including dry dairy cows, or in veal calves. Post-injection site damage (e.g., granulomas, necrosis) can occur. These reactions have disappeared without treatment. Not for use in breeding bulls, or in calves less than 3 months of age. Not for use in cattle managed in feedlots or under intensive rotational grazing.

¹ Results based on actual on-farm comparative demonstration. Individual herd results may vary. Data on file at Boehringer Ingelheim.

² Dependent upon parasite species, as referenced in FOI summary and LONGRANGE product label.

³ DECTOMAX product label.

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Reagan Bluel

INDUSTRY NEWS

MU Southwest Center Offers Rural Resiliency Webinar

Learn how to manage the day-to-day stresses of rural life.

From the University of Missouri Extension - Linda Geist, Source: Reagan Bluel, 417-847-3161



MOUNT VERNON, Mo. – University of Missouri Southwest Research Center and MU Extension will sponsor a March webinar series, “Rural Resiliency: Caring for You and Yours.”

The series begins March 2 and runs 7:30-8:45 p.m. on four consecutive Tuesdays. Reagan Bluel, interim superintendent

at MU Southwest Center, invites rural residents and those who connect with them to attend the series.

The session is led by Larry Tranel, an extension dairy specialist at Iowa State University. “His perspective will be especially relevant to friends and neighbors in southwest Missouri’s agricultural community,” Bluel said. “SWRC is excited to serve as a support site for our neighbors.”

Tranel, who is also a pastoral psychologist, will discuss healthy mind-sets for dealing with rural behavioral health, communication skills and relationship enrichment for self, marriage and families.

Attendees can connect to the Zoom webinars from their own devices or watch at Southwest Center, where printed resources on mental health will be available through the North Central Farm and Ranch Stress Assistance Center.

Sessions

- **March 2:**
Farm Stress Resiliency and Grief.
- **March 9:**
Personality Keys When “Married” to Farm Stress.
- **March 16:**
Dealing With the Stresses of Men, Women and Children.
- **March 23:**
Brain and Behavioral Health “Hacks” to Mitigate Distress.

To watch at home, register at www.aep.iastate.edu/stress. To attend at Southwest Center, call 417-466-2148 to reserve a spot. Masking and social distancing requirements will be in place.

The webinar is a multistate effort supported by Iowa State University Extension and Outreach Dairy Team; university extension in Iowa, Illinois, Minnesota, Mississippi, Missouri, Nebraska, South Dakota, Texas, Vermont, West Virginia and Wisconsin; and in cooperation with the dioceses of Madison, Rockford, St. Cloud, New Ulm and Davenport; the Archdiocese of Dubuque; the synods of Northeastern, Southeastern and Western Iowa; ELCA; the Wisconsin Council of Churches and other rural church organizations. 🐄



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MANAGEMENT MATTERS

Breeding Season Swing ... and a Miss?

Considerations for your operation in the coming months

By Jordan Thomas for Cattlemen's News

I get a number of calls this time of year as operations plan to use estrus synchronization prior to the start of the breeding season. All too often, I pick up on something concerning that is not the reason for the call. For example, they might comment in passing that they will be hauling cows from one location to another or making a major change to the diet during the breeding season. These management “swings,” as I call them, can result in cows missing their opportunity to become pregnant. Pregnancy losses are relatively common in cattle and can occur at any stage of pregnancy, but most pregnancy loss occurs in the early stages. Early on and even mid-way through the breeding season, we have a lot of early pregnancies that are vulnerable to management. Changing the management of cows or heifers during the breeding season can be more disruptive than we might realize.

Shipping cattle by trailer or pot-load can be very detrimental during the early stages of pregnancy. Research efforts in this area have not been extensive but what has been done points to potential for worrisome levels of pregnancy loss. One research study at Colorado State University several years ago noted about a 10% reduction in pregnancy rate when cows were transported between Day 5 and Day 42 of gestation. Day 42 is apparently not a magic number either; in another study, 6% of cows transported between Day 45 and Day 60 of gestation lost their pregnancies. More research is needed in this area to know the impact of the number of miles shipped or the amount of time off feed. Presumably, we might observe more

pregnancy loss with longer hauls or if failing to practice good low-stress stockmanship when animals are penned, loaded, and unloaded. However, shipping pregnant cattle is clearly likely to result in losses, so try to avoid shipping cattle during the breeding season or early in gestation.

Likewise, avoid movement of cattle immediately after breeding. In a natural service setting, we do not know when breeding occurred. In the case of artificial insemination, avoid moving cattle that day or the day immediately after. The stress associated with loading, shipping, and arrival at a new location can result in some elevation in the stress hormone cortisol, which can actually result in delayed ovulation and potentially reduced conception rate. If at all possible, have a plan in place so that movement of cattle is not necessary. If this is simply not possible and cattle do have to be moved, our current best advice is to move cattle somewhere between Day 2 and Day 5 after AI.

I am not concerned at all about standard cattle movement on foot, such as movement from

paddock to paddock in a rotational grazing system. Longer cattle drives may be something to be slightly more cautious of, especially depending on weather or pasture conditions. With good grazing planning, you may be able to find ways to avoid needing to make these longer treks during the breeding season. If there is no way around it, however, at least pick a nice day and let the cattle take their time.

Of course, a common problem for fall-calving cows is a decrease in diet quality during the breeding season. Most operations transition cattle from a diet of green, growing forage to a diet based around poor-quality hay. Be aware that this switch in diet composition could be problematic even when the supplementation provided is enough to meet the animals' requirements. Increasing the starch/sugar content of the diet will result in a shift of rumen microbial composition as an adjustment to the new feedstuff. If this transition occurs slowly, it is unlikely to be problematic. However, a rapid swing could be more detrimental. If you can keep fall-calving cows grazing high-quality stockpiled forage through the breeding season, you are doing a number of things right.

In rarer cases, we may make the diet “too good.” For example, if you are planning to take advantage of very high-quality annual forages such as wheat pasture or cover crops during the breeding season, consider your grazing management carefully. Data are mixed as to whether the high protein content of these forages has a meaningfully negative impact on reproductive performance. However, cattle are selective grazers and, if simply turned out for set-stock continuous grazing, they will select an excessively high-quality diet until they have consumed all the choice parts of the plants. Managed grazing can help to ensure more uniform grazing and better animal performance. If manure is extremely loose, consider limiting the size of the total daily pasture allocation and making up the remainder of the daily ration with another feed, such as a reasonable quality hay. Limit grazing or a simple strip-grazing setup can be effective for achieving this goal.

Turnout from a dry lot to pasture is another situation in which something that seems like a helpful transition can actually be detrimental. Research conducted at South Dakota State University several years ago found reduced pregnancy rates when heifers were turned out from dry lot to good quality pasture the day after AI. Although pasture forage quality was good, the animals went into negative energy balance. This could be partly because animals were readjusting to grazing, but the authors suggested that the main cause was likely a dramatic increase in overall activity as the animals walked every portion of their new pasture. To minimize this type of behavior, consider turnout into a relatively small pasture and practicing a good grazing rotation in the spring. Building poly fence to temporarily divide larger pastures into smaller paddocks is a very low-cost way to accomplish this.

Finally, as we approach spring green, remember not to turn out cows too quickly. Spring overgrazing will set back forage yield by 40% or more for the entire year. That is something no operation anywhere can afford. Plus, that short green grass is excessively high in moisture and protein, and cows will struggle to stay in positive energy balance on that washy stuff. That's definitely not what we want to have happen during the breeding season. 🐄

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

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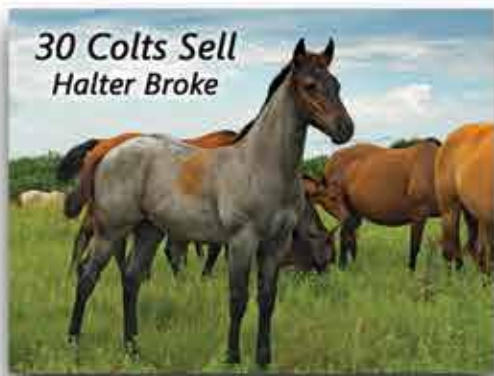
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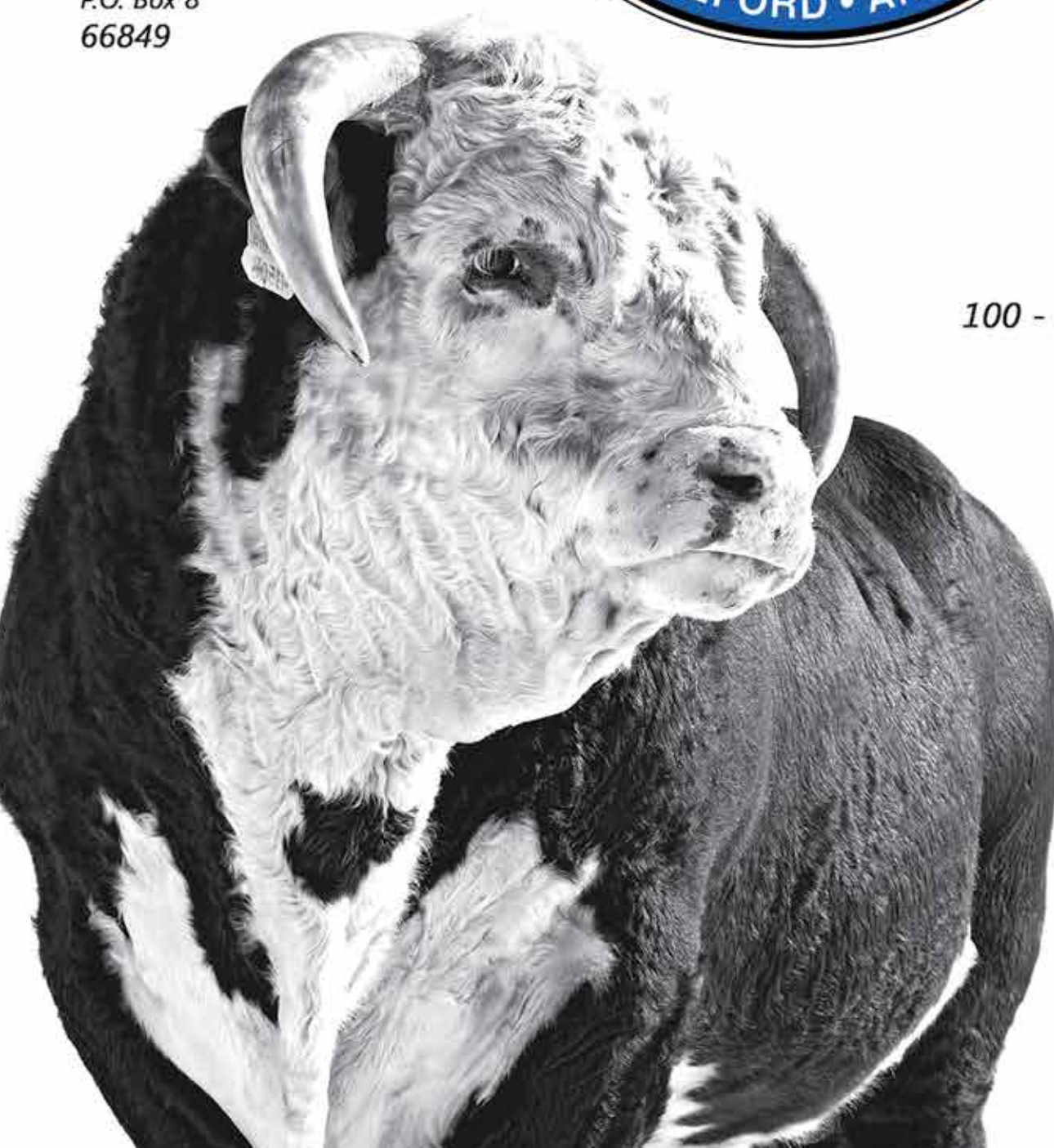


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Kansas Cattleman and Veteran Jerry Bohn Becomes New NCBA President

For Immediate Release from the National Cattlemen's Beef Association in Denver, CO

DENVER (Feb. 4, 2021) – The National Cattlemen's Beef Association (NCBA) today concluded its virtual Winter Business Meeting with the election of Jerry Bohn, a cattle producer from Wichita, Kansas as NCBA president.

Bohn, a retired Lieutenant Colonel in the U.S. Army Reserves, has been a part of the cattle industry his entire life. Bohn has had an expansive career in the cattle industry since his early days of custom grazing cattle with his family in Flint Hills, to his time



on Kansas State University's award-winning livestock judging team, and eventually serving 34 years as the manager of Pratt Feeders, a commercial cattle feeding operation in his home state of Kansas. He has also dedicated his time as a leader for several state-level associations, using his expertise and experiences to mentor the next generation of industry advocates.

“As I look forward to this year as NCBA president, I have immense pride for the cattle industry and our dues-paying members that help to make this the leading cattle organization representing U.S. producers,” said Bohn. “Becoming president is my greatest honor and opportunity to give back to the industry that made me who I am today and for that I am forever grateful.”

Bohn's term as president along with a new officer team was approved by NCBA's board of directors. Don Schiefelbein of Minnesota was named president-elect, Todd Wilkinson of South Dakota was elected vice president. Wyoming rancher Mark Eisele was elected chair of the NCBA Policy Division and Nebraska cattle producer Buck Wehrbein was elected policy vice chair. Clay Burtrum of Oklahoma and Brad Hastings of Texas were elected as chair and vice chair of the NCBA Federation Division, respectively.

“I have heard quite a few producers in the past year say if you want to get something done in Washington, D.C. in agriculture, you better do it with the National Cattlemen's Beef Association, or it is not going to get done. This is the greatest testament to the grassroots power of our members and state affiliates. It is why I am so proud to represent NCBA as President and it is the reason I get up every day, ready to fight for the American producer.”

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AUTO HERSHEY ET
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BW: 0.9 WW: 63 YW: 92 MK: 21 SC: 1.0 DC: 10
YG: .15 REA: .51 MB: 0.03 SMTI: .51

AUTO GABRIELLA 2086 ET
1/11/19 • Homo Black • Homo Polled • 68%LF
AUTO Crazee 132X x AUTO April 202A
BW: 2.0 WW: 68 YW: 102 MK: 26 SC: 0.9 DC: 10
YG: 0.29 REA: 0.86 MB: 0.14 SMTI: .58
Sells due 4/12/21 to HBRL Deluxe Package 6114D

AUTO GRANDEUR 2146 ET
2/1/2019 • Homo Black • Homo Polled • 43%LF
PVE Insight 0129 x AUTO Zelia 439Z
BW: 2.1 WW: 68 YW: 109 MK: 21 SC: 1.2 DC: 14
YG: 0.19 REA: 1.01 MB: 0.14 SMTI: .57
Sells due 5/7/21 to HBRL Deluxe Package 6114D

AUTO GINA 2176 ET
1/23/19 • Homo Black • Homo Polled • 68%LF
Riverstone Crown Royal x AUTO Danielle 2050 ET
BW: 0.8 WW: 63 YW: 92 MK: 21 SC: 1.0 DC: 10
YG: 0.15 REA: 0.51 MB: 0.03 SMTI: .51
Sells due 4/12/21 to HBRL Deluxe Package 6114D

AUTO FLINT 403F ET
11/11/18 • Homo Black • Homo Polled • 68%LF
AUTO Power Plus 133B ET x AUTO Pio 245X
BW: 2.7 WW: 76 YW: 117 MK: 21 SC: 1.3 DC: 10
YG: 0.27 REA: 0.94 MB: 0.06 SMTI: .57
Sells due 4/2/21 to AUTO King David 120E ET

AUTO FRAMER 439F ET
11/14/18 • Homo Black • Het Polled • 56%LF
AUTO Ace Ventura 557C x AUTO April 202A
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MANAGEMENT MATTERS

Reducing Your Feed Bill Over the Next Twelve Months

A follow-up to last month's article on reducing your feed bill short-term

By Eric Bailey for Cattlemen's News

Last month, I discussed strategies to reduce your feed bill over the next few months by getting strategic with supplementation. This month, we will look ahead to winter 2021 and talk about how you can reduce feed bills over the next 12 months.

Why do we feed supplements in the first place? They are designed to fill gaps in your forage base. When do we have gaps in forage quality? When nutrient requirements are greater than forage quality. The most common forage gaps we face in Missouri are during the summer slump and the winter hay feeding season.

Invest in nitrogen fertilizer and stockpile to reduce the number of hay feeding days in winter

Two ideas can help fill the forage quality gaps we often face. First, this is a year to invest in fall nitrogen fertilizer—this practice aids in stockpiling tall fescue for fall and winter grazing. Spring nitrogen application helps grow hay or running stocker cattle, but the additional growth accompanying spring nitrogen is not efficiently used by cows. If you do not harvest it on time, the forage matures, and quality is lost quickly.

If you apply 40 pounds of nitrogen in August (current University of Missouri [MU] Extension recommendations), your pastures will grow roughly an additional 1,000 pounds of forage per acre. The projection assumes average fall precipita-

tion. Growing an extra bale of forage per acre that is sufficient to meet a fall calving cow's nutrient requirement is a pretty good deal. Here is an example. If your nitrogen cost per pound is \$0.40, you invest \$16 per acre in fertilizer. There will be a cost of application, so the actual price per acre is at least \$20. Still, suppose this fertilizer yields an additional bale's worth of forage (or one month of grazing). In that case, it could go a long way towards reducing supplement costs. Don't forget that stockpiled tall fescue will meet a beef cow's nutrient requirements, regardless of production stage during the fall and early winter.

Make higher quality hay

The second idea to help fill the forage quality gap is to harvest hay earlier. All too often, hay is harvested when convenient for producers rather than when it should. Then there is the weather to consider. Most would harvest hay in mid-May in a perfect world when quality is significantly greater than hay harvested 30 days later. However, I acknowledge that May is the wettest month of the year. Also, finding a dry 3-5 days to get hay harvested is challenging.

What is the possible forage quality of hay harvested in May? An extension publication from the University of Tennessee (AGR-62; Quality Hay Production) reported hay cut on May 14

Continued on next page

“As a producer, trying many different vaccines and fly control management protocols with poor results costs critical time and money. **After several years of battling Pink Eye and Foot Rot epidemics we found a solution.** Vaccinating with ENDOVAC-Beef has given me the positive results I need. Before the incidence of Pink Eye was 30%-50% of the herd. **After using ENDOVAC-Beef we dramatically reduced the incidence to near 0%** and minimal cases of Foot Rot. As a result, the few cases of Pink Eye that we do see are much easier to treat and result in little to no damage to the eye. We use an aggressive ENDOVAC-Beef protocol and will continue to do so.”

- Mike Colton, Former President of the Baker City Oregon Chapter Cattlemen's Association



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Continued from previous page

yielded 1,800 pounds of forage per acre. The hay was 66% Total Digestible Nutrients (TDN). Hay cut 11 days later yielded 2,800 pounds but was only 56% TDN. If you have a fall calving herd and feed hay for more than 30 days each winter, try to focus on higher-quality forage this year. Spring calving cows will do just fine on lower quality feed during gestation.

Other places to cut on feed costs

My favorite place to save on feed is to examine mineral feeding programs. I'm not saying to skip feeding mineral. There is little to no incentive to feed more mineral than what the label says. Mineral supplements are an important insurance policy, not the key to a 95% conception rate and 650-pound weaned calf. Most mineral formulations are designed for cows to eat four ounces per day. Four ounces times 365 days equals 1,460 ounces per cow, per year. Divide by 16 to convert to pounds, and you will find that label instructions recommend a cow eat 91.25 pounds of mineral per cow, per year, or roughly two bags. Look at last year's feed bill and see if you fed two bags of mineral per cow over the year. I suspect that you will have fed more.

What should you do if cows are eating more mineral than the label recommendation? Take it away from them for a while. Mineral deficiencies do not manifest overnight. I am very comfortable taking mineral away from cows for 30 days if they eat it faster than you can put it out. Make sure there is not another factor influencing their desire to eat mineral, like being underfed.

Keep the important factors of successful cow-calf production in mind as you plan 2021. The most important thing you can do is have cows at a body condition score of at least 5 (1-9 scale) at calving. The second most important thing you can do is limit the amount of purchased or raised feed fed to cows. Those will go a long way towards keeping your cowherd in the black. Remember, successful cattlemen, are not the ones who make the most money in a good year. They are the ones who lose the least money in a bad year. 🐄

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

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Farm Safety Tips

Questions and answers on farm safety going into the spring months

By Specialty Risk Insurance staff for Cattlemen's News

1. What are the top three safety issues that affect family farms?

Cleaning bins out for a new crop: Typically, in May, there will be a need to perform a complete clean out of a bin. Many times, there will be a farm worker who didn't grow up on a farm, so they don't have the same level of experience and background with the dangers of a grain bin. It is imperative there is proper training for grain bin safety.

Automobile safety: Taking the time to ensure that the necessary maintenance items have been completed for all your grain trucks and trailers is essential. As we transition out of winter into spring it is important to check your tires for dry rot and cuts. The number one way to be sued is with an auto wreck.

ATVs & UTVs: As kids come home from school in the spring to eventually get out for summer break, they become more active in the family farm. This holds especially true in their use of the farm's ATVs or UTVs. This has been one of the major sources of injuries and death for our area youth. Proper training on the proper use of ATVs and UTVs is vital.

2. What are the top three recommendations to improve safety on family farms?

As the spring push works its way into harvest season, please make sure all your safety lights and placards are properly working and placed. Have consistent discussions about defensive driving with equipment. If possible, it is advised to have lead and follow vehicles in place. This allows oncoming traffic to be prepared for the farm equipment to make the wide turn into the field and the traffic coming up from behind to have ample time to stop while the farm equipment slows.

3. How important is a safety plan to a family farm moving into the busy spring/summer months being outside during longer days?

When summer gets into full swing, we tend to get busy and tired. It is important to remember not to push safety to the back burner. Someone on the farm should be designated to help keep everyone reminded consistently throughout the entire year.

Our team at Specialty Risk can complete a customized risk assessment for your farm. In the meantime, we recommend the following online sources:

www.ThinkGrainBinSafety.com
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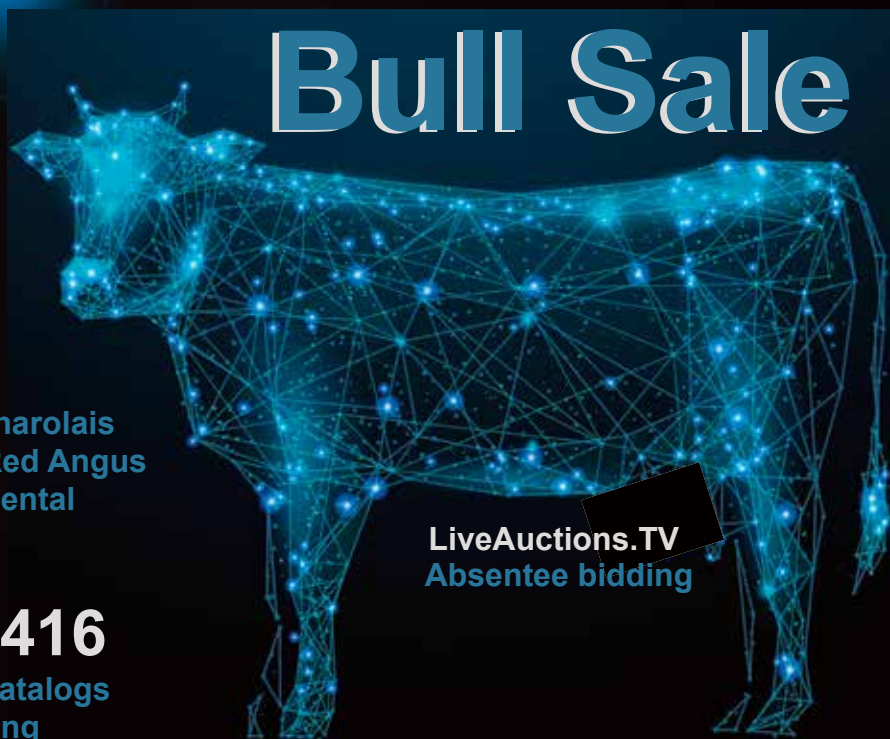
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MANAGEMENT MATTERS

Grass Will Soon be Greener, Will the Cattle Be Ready?

By Tim Parks for Cattlemen's News

As calves are being born, it is time to start considering what needs to be done to get these babies ready to move to summer grass. We are entering that time of weather uncertainty, temperature fluctuations, and possibly mud. With these conditions, also comes varying challenges within your herd, so now is a great time to visit with your veterinarian to address any yearly concerns, as well as new products or practices that may benefit your cattle.

As we begin to plan to prepare cattle for grass, I think it is critical that we focus on animal well-being and the procedures that will help to set our cattle up for success as we start them into their production life cycle. Many of these considerations, such as adhering to Beef Quality Assurance (BQA) procedures and preconditioning programs, not only increase the well-being of our animals, but it can have a positive impact on the economics associated with our operations. Analysis of livestock auctions has demonstrated that there is a positive return of about \$3 per head if cattle are handled according to BQA guidelines. Premiums have also been demonstrated with the various levels of preconditioning programs resulting in \$2.50 to \$8.60 per 100 pounds depending on the program. These are just a couple things that we as cattle producers can do to not only benefit the cattle but also provide benefit in showing our customer, the consumer, that we care about the cattle we raise and take pride in providing them the best product available for their family.

BQA understanding and procedures start at the cow-calf level. The first interactions with these calves can truly determine how those animals view us as the care givers throughout the rest of their lives. Low stress cattle handling, a concept that can be easier to understand than implement, has been shown to have significant improvements in production of animals in both health and growth. The procedures described in BQA guidelines, also help to direct us as we start to prepare these cattle with vaccinations and other handling.

BQA started as a program to help with the reduction of residues in the cattle that we produce. Since its inception in the early 1980s, it has now become what I view as our bridge between cattle producers and consumers. The little things that we do in handling and processing our cattle can have a huge impact on the eating experience of the delicious beef we produce, and it all starts with having a good health plan with your veterinarian and then implementing that plan to best of our ability.

BQA is not just about what we do to the cattle, but also what we do to handle the products we use, as well as the records that we keep to document what we have done to the animals. It is important that we evaluate cattle prior to vaccination to insure we are vaccinating healthy animals. Proper storage of vaccines and pharmaceuticals are critical in assuring that we get the desired response in those animals.

Once we have stored those products appropriately, refrigeration or in the dark, whatever is labeled, then proper needle selection is critical for reducing injection lesions. There are several intranasal (IN)

Continued on next page




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vaccines that are BQA friendly and leave a needle out of the vaccine programs. Try to use products with a subcutaneous (SQ) label when possible. This can help reduce injection site blemishes in meat. All injections should be put into the injection site triangle of the neck. The most used needles are 16-gauge ½-inch to ¾-inch needles for SQ injections and 16 or 18-gauge 1-inch needles for intramuscular injections. Injection site maps, where we inject product into the calves, are important record keeping measures to verify our processing procedures and demonstrate our commitment to the BQA.

Cattle handling and processing is a huge part of the daily activities of the animals we care for. Working with your veterinarian to establish herd health programs, your nutritionist to assure adequate nutrient intake, and focusing on procedures that are in alignment with BQA suggestions can help you be assured your cattle are ready for that greener grass. 🐮

Tim Parks, D.V.M., is the technical services manager for Merck Animal Health.



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MANAGEMENT MATTERS

Grass Management and Rotational Grazing Tips

Making a plan for green grass and the spring

By Mark Green for Cattlemen's News

1. With the cost of gain this year, how will rotational grazing mean more than previous years to our producers?

The grazing animal can always harvest forage cheaper than we can provide it. Any feed besides pasture involves increased costs of labor, machinery, fuel, etc. When cost of gain is tight, this is even more true.

Data shows that the highest cost of having an animal on the farm is feed costs. It accounts for around 50% of variable costs for that animal. When we compare the cost of feeding a ruminant animal energy and compare other feeds too, any other feed source is higher. Most any hay source will be two to three times the cost. Grain, silage, etc., can be three to four times the cost or more.

When cost of gain is tight, we need to watch our inputs even more. Letting the animal do that will greatly reduce those inputs.

2. What benefits can rotational grazing offer producers during the time of high feed costs?

To quote Jim Gerrish, "The more metal and fuel you put between solar energy and a cow's belly the less profitable you will be."

If we can manage our pastures where we try to meet the optimum quality versus quantity and use the animal to harvest it, we can greatly reduce feed costs and still have very good animal performance. With a rotational grazing system, we can come closer to grazing the pastures at a high-quality vegetative state, which will provide the animal more than adequate quality.

Another factor here is the fertility in the manure. For every bale of hay we pull off a field, there is approximately \$20 worth of fertilizer (N-P-K) in that bale. A cow will actually recycle more than 90% of the phosphorus and potash back out onto the pasture through the manure. So, if we can get that animal to spread our fertilizer and not be pulling it off in a bale of hay, it will have a positive effect on our fertilizer bill.

Wesley Tucker, University of Missouri (MU) Extension agricultural economist, says this can add up to the manure being worth as much as \$200-250 per year.

Animal health is another factor. Those grazing animals out on good pasture are always going to do better than if we have them confined or concentrated in a feeding area.

3. What does it mean to maximize growth phases during a rotational grazing system?

Maximizing growth phases can have a few meanings. One would be understanding what the growth periods of the grass you have are. Our most common pasture grass is fescue. Fescue is a cool season grass. It makes approximately 60% of its total growth in the spring, 10% in the summer and 30% in the fall. So, understanding this and what our animal needs is important. If we stock out place to try to keep up with the spring growth, we will be severely overstocked the rest of the year.

Dealing with the different growth rates is a huge part of why a grazing system needs to be flexible. Can you adjust animal numbers to use the spring growth? Do you hay off part of the excess spring growth and graze the other pastures? If you are running stockers, maybe a larger bunch in the spring, then follow with a smaller bunch in the fall.

The other part of growth phases we talk about are the actual growth of the plant. That plant's goal is to produce a seedhead. The closer a plant gets to that stage, the lower quality the forage for your livestock. The plant works towards sending all its energy towards producing that seedhead. If we can manage our pastures with the goal of keeping the plant more vegetative longer, we will provide higher quality feed for the livestock. However, we also need to leave leaf material for the plant to keep producing food for itself to continue growing. We can do this through rotational grazing and providing pastures a recovery period but then getting back to grazing them before they get too mature.

4. What factors play into a rotational grazing system, and how do producers prepare for it?

Perhaps a first step to rotational grazing is to go out and shut the gates you already have. Rotational grazing works by providing recovery periods for pastures while maximizing grazing utilization during grazing.

Continued on next page



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Two huge factors in a rotational grazing system are fence and water.

Water – we can't graze it if we can't provide water to the livestock. Also, location and distance to watering points in a rotational grazing system are crucial. If we place our water properly, we can greatly improve our grazing distribution and graze those areas the livestock may not be grazing now. Many times, without rotational grazing, we are growing grass in the further out areas that we are not using.

Water is the most limiting factor to a grazing system, but also the most expensive part of a system. We need to think of water as an investment not an expense. Also, we should consider the option of "growing season" water, which is above ground pipe and portable tanks. This type water can be used 9-10 months out of the year. It is much less expensive than burying a bunch of pipes and installing a bunch of permanent tanks. So, a combination of permanent tanks for winter and growing season water for the 9-10 months is optimum.

Crossfencing – we need to be willing to add more crossfencing. We need to be able to move livestock to new pasture and provide adequate recovery periods for the pasture we just moved them from. This may be anywhere from 20 days all the way up to 50 or 60 days, depending on the grass and time of year. Cost of fence can be prohibitive if we are not careful. I would never consider trying to install a rotational grazing system without seriously considering electric fence. A one wire high-tensile 12.5-gauge permanent electric fence can work wonders for a rotational grazing system and be installed cheap.

However, rotational grazing is not just a matter of more fence and water. A producer needs to understand what the grass plant is trying to do, what a recovery period is, what a grazing period is, what grazing utilization is, etc. Probably the most important factor of a good rotational grazing system is you, the manager and your enthusiasm. If you want to make it work and learn how to use the animal as a tool, you will make it work. You, as the manager, make the decisions instead of the animal deciding what, when and where they are going to graze.

Another very good step would be to try to attend one of the Management-Intensive Grazing Schools offered by Natural Resources Conservation Service and MU Extension throughout the state. These three-day schools have been offered since the mid 1990's. They are an excellent way to get a lot of good advice and guidance in one setting. To find out locations and schedules for 2021 go to the Missouri Forage and Grassland Council website at www.mofgc.org. The 2021

school schedule will be ready around early March.

Rotational grazing has many names. Don't let that confuse you. The main commonality is providing recovery periods to the pastures and properly grazing them, plus you are making the decisions. They can be fairly simple or get into more intensive management. The more you are willing to intensify your management, the better returns you will see.

The cow is an amazing animal. God created them so that they can consume grasses and forbs, which we cannot consume, and turn them into a protein food for us. Our job is to figure out the best way to optimize the relationship between that animal and the plants we are growing. 🤠



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INDUSTRY NEWS

A Career in Grazing/Grass Management

Words from Mark Green as he retires after 39+ years of service

By Mark Green for Cattlemen's News

Well, I finally made the decision. After 39.5 years working for Soil Conservation Service(SCS) / Natural Resources Conservation Service (NRCS), I will be retiring at the end of February. My last day is

February 26, 2021. After working with many of you through the years, I didn't want to just leave with no word. So, I am sending this out. I wish I could say "so long" in person, but this crazy COVID has everything messed up.

I started working for the SCS in 1981 as an intern in Ozark, MO. I was a married man working my way through college, and God blessed me by opening a door into an internship through Southwest Missouri State University and SCS. I was working for Haubein Farms near Lockwood, MO at the time. I was blessed to be placed in Ozark under the training of Ian Kurtz with SCS for 3 years while I was in college at Southwest Missouri State University. When I graduated in December 1983, SCS sent me to Kingston, MO in NW Missouri under Curt Walker, DC. I like to tease that I served my time for one and a half years in NW Missouri back then. However, it was very good for me. I had not been around cropland very much. I was raised on a ranch in Colorado and worked for livestock outfits before I got on with SCS, so I was familiar with livestock but not crops.

From Kingston I was able to get back down to SW Missouri as the District Conservationist in Ozark in April 1985. I served as a lone DC with a part-time SWCD Clerk for a few years. Then the Parks and Soils Sales Tax came along. We got a full time SWCD Office Manager and a full time SWCD Technician. I didn't know how to act.

In 1992, I was offered the position as the Area Resource Conservationist in Springfield Area Office. Back then, before programs, that position was more like a grassland specialist/agronomist. I really enjoyed that position, but I was having to travel a lot and had three small kids, plus I missed working one-on-one with local producers. In 1994 the DC in Springfield retired, so I applied and got the Springfield DC job. I've been in the Springfield Field Office ever since, but also have gotten to help in Bolivar and Buffalo in more recent years.

I was very fortunate in my early years to get to work under some great grassland people like Ian Kurtz, Howard Combes, Paul Frye, Dean Morgan and others. I received invaluable training and experience with these folks. My passion has always been with grazing land, and God blessed me to get to work the majority of my career as a grassland planner. Even as a DC all those years, I made sure I did grassland planning. I always said, "I didn't hire on to be an administrator." I was

Continued on next page



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Continued from previous page

also very fortunate to have supervisors that supported me in all this work. Because of them, I was able to be involved with the Regional Grazing schools from the beginning. I was even on the original DSP-3 committee to plan to future of the regional schools and state cost share on grazing systems.

I was also able to be involved in the Spring Forage Conference from the beginning. It has been strong for 37 years, and I think that's amazing! All due to a great committee of various agencies and university folks that work together to do a great job. As I said earlier, I have been blessed with this job and also been blessed with outstanding coworkers. Even when I was supervisor all those years, I couldn't ask for better folks to work with. They all made me look good.

Through the years I have mostly been blessed with a wife that has always supported me through all this work. We have been married now for almost 43 years. We had three kids, and they have blessed us with nine grandkids! We relocated to a farm (ranch) near Fair Grove, MO in 2017. I am in the process of installing a grazing system there and look forward to having more time to work there. Plus, raising those grandkids on the "ranch".

I hope to stay in the grazing circle for a few more years, if something works out. I hope to stay in touch with folks, so if you are interested, here is my personal email: Remnant-Ranch2017@gmail.com give me a holler some time!

Thanks to all of you for a great career! *Mark* 



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TRENDING NOW

Two Decades of Superior Annual Lespedeza

By Keith Carmichael for Cattlemen's News

How does one measure success? One way is definitely longevity.

Two decades is a long time.

That's how long Legend lespedeza has been improving bottom lines in cattle operations from Topeka to Tuscaloosa. It was almost 20 years ago, at what was then called CMSU (Central Missouri State University), that Legend dominated replicated forage trials three years in a row, establishing it as the premier

annual Lespedeza. Since that time, it's safe to say that no serious work has been done on improving annual lespedeza.

Annual Lespedeza – Mix it up!

Annual lespedeza is not for every situation, but it is well known for its unique tolerance to drought and low pH soils. It is also one of the few legumes that does not cause bloat. Adding annual lespedeza with other legumes into cool-season grass pastures can mean extra forage and therefore extra

pounds because many grasses often leave a significant forage gap in summer months. Milk production, weaning weights and reproductive efficiency are all closely tied to the animal nutrition during this period. So, if you want cows to milk and breed, and calves to gain during the summer make sure you have annual lespedeza in your plan. Annual lespedeza should not be confused with its perennial cousin – Sericea, which is a serious weed problem in many areas.

Legumes- Fuel for Performance

Legumes added to the pasture or hay-field produce nitrogen, which eventually becomes available to grasses as well and they are a very important protein source. Without legumes in the mix, you really don't have your very best pasture or hay... you really don't have your best intake, performance, or gain.

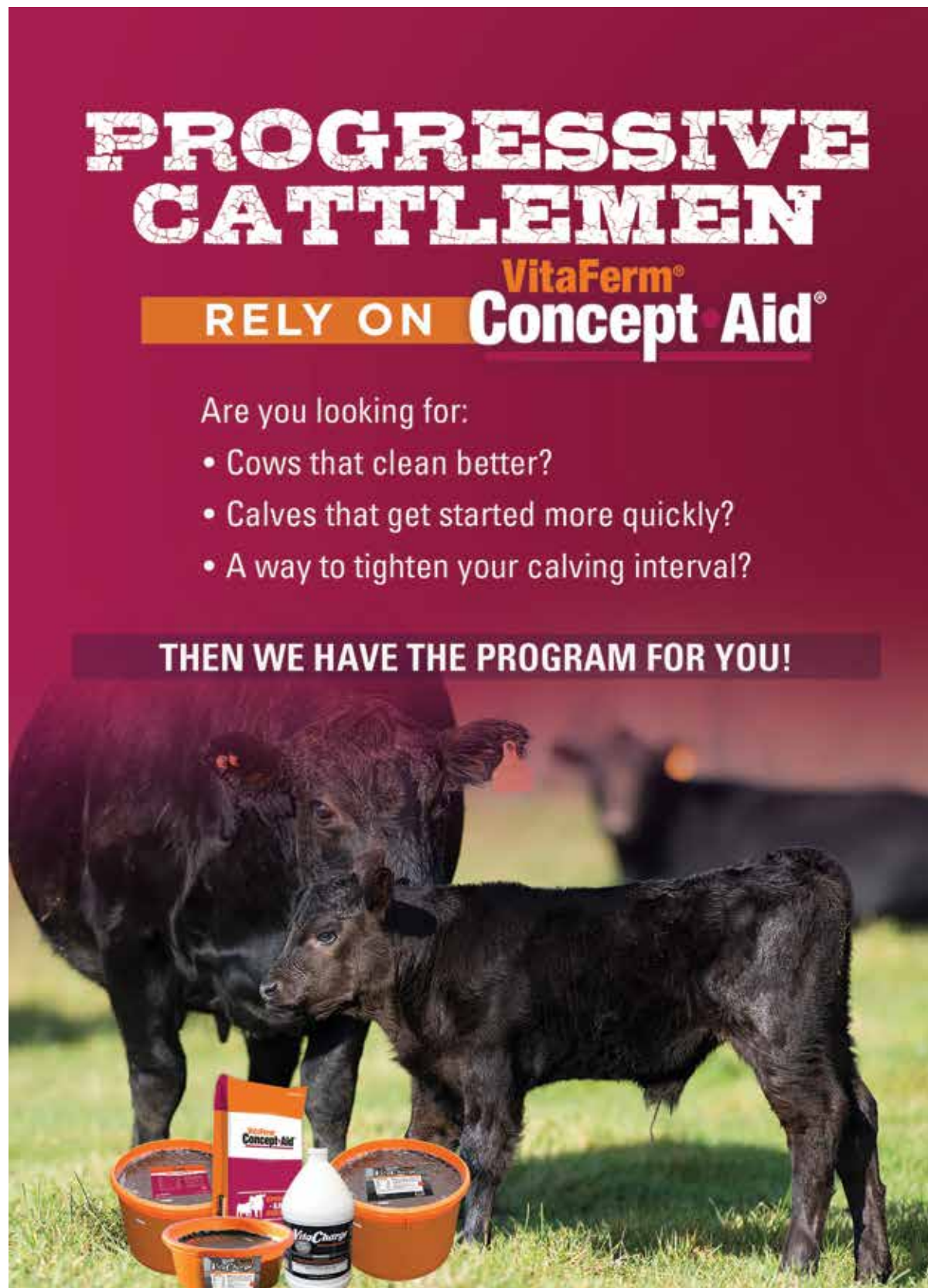
Back to the Basics

Over-seeding pastures and hay fields with legumes is basic, common sense management. No single legume can do it all. Soil fertility, pH, texture, and drainage all help determine which legume is best for your operation. If you believe in having diversity like the professionals, use several types of clover and perhaps alfalfa if your soil pH will support it. If not, perhaps you should take a look at annual lespedeza. The taller, more productive Legend lespedeza has proven to be a smart choice. Producers who have grown a variety of lespedezas over the years characterize it as a "very leafy lespedeza that grows taller and reseeds itself very well."

Dilute the toxicity!

The effects of endophyte toxicity in some fescue pastures during the summer is well documented. This fungus affects all of animal performance –especially reproduction. Annual lespedeza in pastures can 'dilute' and significantly reduce its effect when it's doing its worst damage. It's all about 'timing'!

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2. Vision. Many think successful people have a great visions. So they dream great dreams. And keep on dreaming. Successful people do have vision. And expect to achieve it. So they go for it.

3. Plans. Many think successful people plan in great detail. So they wait for a complete plan before launching. Successful people do have plans. And expect to achieve them. So they launch and revise on the go.

4. Perseverance. Many think successful people just persevered more. So they keep thrashing to achieve. Successful people do persevere. And expect results. So they persevere in what brings it.

5. Intelligence. Many think successful people are the smartest in the room. So they give up because they're not. Successful people expect they're smart enough. And don't waste time determining if they're not.

6. Education. Many think successful people went to the right schools. Got the right degrees. Successful people expect to be successful in addition to education. So they fill in the gaps continually.

7. Money. Many think successful people are somehow given money. So they give up because they weren't. Successful people expect to find the money they need to be successful. And eventually do.

8. Different. Many think successful people are just different than they are. So they settle for mediocre. Successful people expect to be successful. So they never settle and they accomplish the extraordinary. 🐮



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TRENDING NOW

Beef Cow Numbers Lower to Begin 2021

Beef outlook: cattle have shifted away from drought states to greener pastures

By Scott Brown - reprinted from Missouri Ruralist

The annual USDA Cattle Inventory report confirmed the expectations of most analysts — a decline in national beef cow numbers for the second consecutive year.

At a little over 31 million head, beef cow numbers have dropped by 533,000 head (-1.7%) from the recent cyclical peak at the beginning of 2019. Even after two years of declines, the beef cow herd size remains near that of 2017 and larger than every year from 2011 to 2016.

States with cow decline

With cow-calf returns struggling due to the lowest cattle prices in about a decade in 2020, the big story regarding beef cow inventory was not whether the national number would decline, but rather how large the decline would be in certain states that were dealing with a severe drought for much of the second half of 2020.

Did producers with trouble sourcing enough grass send cows to slaughter markets, or did they move into other geographical areas that could provide enough forage? It appears that the latter was the more popular choice, as many states on the periphery of the worst drought effects showed some of the largest increases in beef cow numbers.

To begin 2021, the worst drought conditions were centered in the southern Mountain States, affecting Colorado, New Mexico, Arizona and Utah. This area has struggled with drought for many months, and a look back to late summer also revealed severe-to-extreme drought conditions in much of Iowa.

Colorado posted the largest decline in beef cow numbers of any state, losing 112,000 head of beef cows (-14.5%). New Mexico and Utah combined for a drop of 30,000 head (-3.6%), while numbers were unchanged in Arizona. Iowa suffered a decrease of 15,000 head (-1.7%).

Cattle movement in drought

Most of the states who gained beef cows were not those showing no drought effects, but rather those located just outside some of the hardest-hit areas. Texas and Oklahoma posted a combined increase of 195,000 head, even though areas of drought concern existed within both states. In fact, both Texas and Oklahoma posted hay stock levels as of Dec. 1 that were more than 5% below the average of the previous 10 years. Kansas and Florida were the other two states to show notable increases in beef cows.

It appears that while the drought forced some movement of beef cows away from the hardest-hit areas, it has not yet forced enough animals to slaughter to play a large role in the national numbers. That certainly could change in 2021, as some of the areas adding beef cows could run low on grass and hay supplies if drought conditions there



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It's time to schedule appointments to have bulls examined for breeding soundness. It could be more important than ever this year considering the sub-zero weather we've had earlier this month. Frost-bitten scrotums, prepuces, etc. could be a problem we find this year. Here's the schedule for the clinics.

March 16:

Dake Veterinary Clinic
Miller, MO
417-452-3301

March 18:

Animal Clinic of Diamond
Diamond, MO
417-325-4136

March 24:

Countryside Animal Clinic
Aurora, MO
417-678-4011

You may call to get an appointment. We're fortunate to have a number of veterinary clinics in the region who do a good job of performing Breeding Soundness Exams (BSE) on bulls so make your appointment with your vet.

Continued from previous page

were to persist or worsen through the spring and summer.

As uncertainty related to the pandemic recovery continues to plague cattle markets, it is expected that cow-calf returns, while improving this year versus last year, will not reach a level that will reverse the inventory cycle soon.

This likely will keep inventory numbers declining and place cattle prices on an increasing trajectory for the next few years. The magnitude of those price increases will heavily depend upon the strength of consumer beef demand both in the U.S. and abroad. 🐮

Scott Brown is a livestock economist with the University of Missouri. He grew up on a diversified farm in north-west Missouri.

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MANAGEMENT MATTERS

Profitable and Practical Reproductive Management

Useful measures for your operation to reach a defined calving window

By Genevieve VanWye for Cattlemen's News

Profitability in a commercial cow-calf operation is driven by many factors including pounds of calf weaned, percent calf crop weaned, and cow fertility. But ultimately, it's expected that a cow puts a live calf on the ground every year. The ability of females to do this year after year impacts profitability and lifetime productivity of the herd. By managing for a defined calving window (i.e. 30-60 days) producers can directly select for females that advance those aspects of their cattle operation. A tight calving window increases calf uniformity, age, and therefore marketability, and it also has positive impacts on overall herd fertility.

There are also significant management benefits to a defined calving window, including decreased labor costs, improved



cow nutrition, and increased herd health. A shortened calving season allows labor and resources to be more intensively managed over a shorter period of time, decreasing total labor requirements and increasing overall efficiency. Increased herd uniformity can also improve cow nutrition. Nutritional requirements change depending on stage of gestation and lactation. It's easier to meet the nutritional needs of every female when the cattle fed together are at corresponding stages of production. Herd health can be better managed for the same reason, as females with similar calving dates can be vaccinated together at optimal times for disease prevention. Also, herds with uniformity have smaller gaps in calf age, reducing the potential for disease transfer from older to younger calves.

Useful reproductive technologies

Reproductive technologies can serve as a tool to tighten a calving window and increase the number of cows bred in the first 21-day cycle. One way to group calving is through estrus synchronization. This can be beneficial whether natural service or artificial insemination (AI) practices are being followed. Those that utilize natural service can incorporate simple synchronization protocols like 1-shot PG or a 7-day CIDR. These can prove effective on cows and heifers that are already cycling. A 7-day CIDR is more likely to be effective on anestrus cows and long-term progestin protocols, like a 14-day CIDR or use of MGA, are recommended for prepubertal heifers. By using an estrus synchronization protocol with natural service, producers can reap a lot of the same benefits AI offers, like increased calf uniformity in age and weaning weights, without the added cost and labor.

Estrus synchronization protocols are also suggested when utilizing AI within a herd. Again, this tool will increase the number of cows and heifers that are bred early in the breeding season. Taking advantage of AI technology also comes with genetic benefits. By breeding cows to elite bulls in the industry, producers can maximize profitability through increased calf performance, uniformity, and therefore value.

There are many benefits to utilizing AI technology, and it can be especially valuable if an operation is producing replacement females. Not only will these AI-sired heifers hold greater genetic merit, but they will be born earlier in the calving season. Early-born, AI-sired heifers will wean at a greater age and weight, increasing their likelihood of reaching puberty prior to the start of the breeding season and conceiving early within the breeding season. This will continue to benefit that female throughout her lifetime, as she is more likely than later bred heifers to continue to breed up early in successive breed-



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ing seasons and consistently produce profitable, heavy calves. Another advantage to utilizing AI to produce replacement females is that a producer could focus on selecting natural service clean-up bulls with a more terminal profile. These sires won't be expected to produce maternal daughters and terminal matings will result in a growthier, more carcass oriented sire group. As a result, these progeny should hold more value at weaning, in the yard, and on the rail.

Advantageous management practices

Another method of ensuring a shortened calving season is through intentional good management practices. Maintaining cow body condition scores of 5 or greater will give females a better chance of returning to estrus and breeding back within 80 days of parturition. Bull management is also important. A breeding soundness exam prior to the start of the breeding season will ensure bull soundness and fertility, while an appropriate bull to cow ratio will increase the likelihood that females expressing estrus are serviced. Managing for a short calving season also requires pulling bulls at an appropriate time. The length of bull exposure will impact the following year's calving window. For example, pulling bulls 60 days into the breeding season will result in an approximately 60-day calving window the following year. Shortened exposure can also aid in identifying cull cow prospects as a result of reproductive inefficiency. Pregnancy detection is important in determining approximate calving dates and identifying those non-pregnant females.

A defined calving window can lead to many management and economic benefits within a cow-calf operation. Reproductive technologies and good management practices can serve as useful methods for an operation to reach its ideal calving window. 🐄

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


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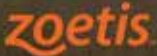
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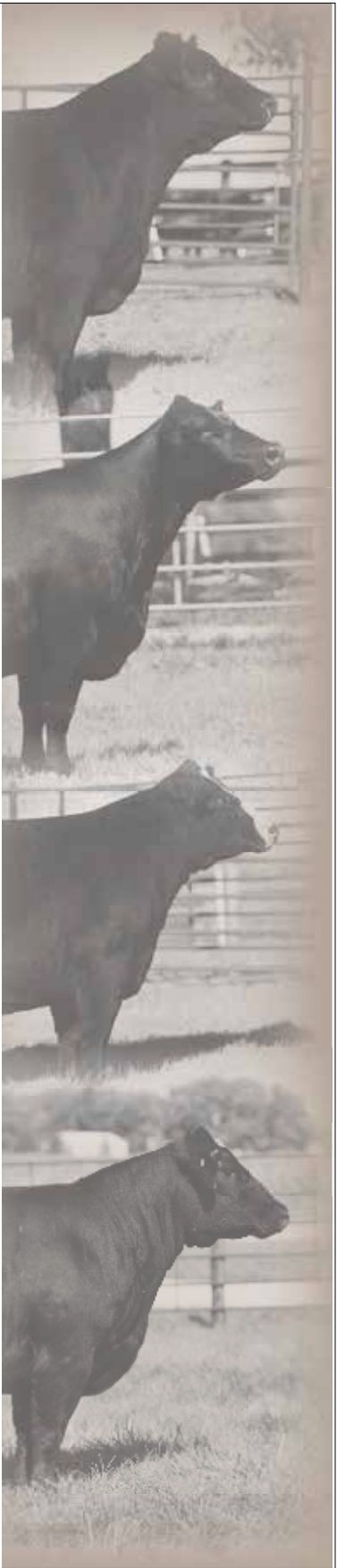
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INDUSTRY NEWS

Your Land

Private property rights in the state legislature

By Mike Deering for Cattlemen's News

"This land is your land, and this land is my land... This land was made for you and me." These timeless lyrics penned by Woody Guthrie in 1940 mean something different to all of us. Some accuse the lyrics as being motivated by communism, but that is not what I hear. I hear freedom, the right to own property and turn otherwise unproductive land into food. I am also reminded of the Constitution and the Founding Fathers.

The framers of the Constitution undoubtedly treated private property as the corner-post of a free society. I believe one of the most important values of the Founding Fathers was their belief in the necessity of securing property rights. In fact, both federal and state courts were actively engaged in defending property rights from legislative abridgement until the New Deal era in the middle of the 20th century. It is saddening that we are still fighting against abridgment of those rights in Missouri.

We are now fighting against the pervasive invasion of private property rights, known as Invenergy's Grain Belt Express, in the state legislature. The fix is in the hands of your elected leaders. We must pass Senate Bill 508 and House Bill 527, sponsored by Sen. Jason Bean and Rep. Mike Haffner respectively. This is truly our last chance to stop this land grab.

While I have personal issues with eminent domain in general, it was intended to be used as a last resort to provide critical needs to the general public. We are now in a situation where the eminent domain process is being used and abused by out-of-state big money in what appears to be an easy avenue to cheap land while providing little benefit to Missouri citizens. It is a way to avoid talking to landowners and negotiating a fair price for their land. It takes the choice away from landowners and tramples all over the vision of the Founding Fathers. That sounds a tad like communism to me.

While the Grain Belt Express impacts mainly northern counties, this fight is bigger than one transmission line project and will eventually impact all regions of the state. Blindly allowing this project to continue will send the dangerous message to the rest of the country that our land is up for grabs for those looking to transform rural Missouri into a super-energy-highway for the East Coast. Even Illinois refused this project, but the massive dollars spent on lawyers and lobbyists is certainly working in their favor.

This land is your land. This land is my land. Unfortunately, we have to fight like hell to keep it that way. 🤠

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

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Mo Beef Mo Kids Mo Fit

Our Youth: Our Future

Mo Beef Kids Academy member Kaleigh Moore shares her experience as an academy member

By Mo Fit (MoBKF) Program



I love everything about cattle and have been around them all my life. I started showing cattle when I was eight and continued until I was around 15. I started focusing more on running my career but have remained involved in the beef community. I joined the Team Beef, which allows me to combine my passion for running and beef promotion. Beef is a key part of my diet, and I try to incorporate it in every meal. As a runner, I found out during my sophomore year of

high school that I was iron deficient. Beef has helped me to get to normal levels that support my lifestyle.

As a Mo Beef Mo Kids Mo Fit (MoBKF) Academy member, I have reached outside my comfort zone, and had experiences which allowed me to educate young people about beef and the role it plays in their everyday life. – *an excerpt taken from Moore's speech at Missouri Cattlemen's Convention, January 2021*

Program Updates:

- Ten additional schools are preparing for the Mo Beef Mo Kids program this spring, beef has been delivered to a portion of the schools, while others will receive deliveries soon or in process.
- Schools include El Dorado Springs, Archie, Clinton, Dadeville, Hermitage, Weaubleau, and Greenfield.
- March is National Nutrition Month! Visit mobeefkids.com during the month of March for educational resources around beef and nutrition.
- The Pasture to Plate education component has kicked off this spring. Students will learn about beef production and nutrition in the classroom. As part of education outreach, students learn more about the farm families who donate beef to their school lunch program.

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

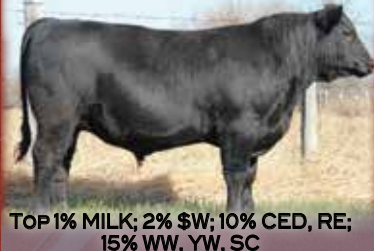
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MANAGEMENT MATTERS

Marketing Calves for Better Health and Value

Improvements in the cattle industry to improve productivity

By Derrell S. Peel for Cattlemen's News

Feeder cattle health continues to be a particularly challenging and frustrating problem for the cattle industry. Despite many improvements in the cattle industry in genetics, growth, feed efficiency, etc., all of which contribute to overall improvements in productivity, stocker and feedlot buyers continue to struggle with animal health, particularly with respect to Bovine Respiratory Disease (BRD). For example, average feedlot death loss has increased from less than one percent 25 years ago to nearly two percent today (Peel, 2020). Increasingly feeder cattle buyers are putting more emphasis on factors affecting the health of purchased feeder cattle.

BRD often occurs due to the stress of weaning, shipping and commingling that happens when calves leave the cow-calf

operation. Weaning calves prior to shipping is one key factor to helping calves be better prepared for the stocker or feeding programs that follow. Unweaned calves are significantly discounted at auctions. Most preconditioning programs require a minimum of 45 days weaning. Calves with less than 45 days are increasingly viewed and valued as unweaned. Moreover, because of persistent health problems, buyers are increasingly preferring and paying premiums for calves weaned 60 to 75 days or more.

Other preconditioning protocols are all intended to reduce stress and strengthen calf health prior to marketing. These include proper vaccinations, bull castration, dehorning, bunk training, and deworming. All of these practices add value to calves and can be captured most effectively as part of certified preconditioning programs. While castration and dehorning are obvious, other preconditioning attributes are not apparent to buyers and certification provides additional assurance to buyers that proper preconditioning protocols have been followed. Certified preconditioning programs have returned premiums consistently to producers in recent years.

Although castration has been the preferred and recommended practice for the better part of a century, significant numbers of bull calves are still marketed. There is perhaps no better and faster economic return in the cattle business than a couple of minutes of effort to castrate bull calves and allow them to heal prior to marketing. There are numerous reasons to castrate bulls and the earlier the better. All bulls will be castrated prior to finishing and research shows clearly that the impact of castration is much more severe and negative when animals are bigger and older. Early castration is increasingly preferred as an animal welfare issue. Moreover, research also shows that male animals arriving at feedlots as intact bulls are three times more likely to develop BRD in the feedlots. For all these reasons, feeder bulls are significantly discounted at auction with bigger animals receiving larger discounts. Over the past four years, 475 pound, Medium/Large No. 1 bulls were priced and average of 7.8 percent lower than similar steers, a reduction in value of \$64/head. For 575-pound bulls, the discount averaged 9.3 percent or \$84/head; and for 675-pound bulls the discount is 12.2 percent or \$122/head.

The stocker and feedlot sectors of the cattle industry are increasingly aware that an animal health focus on treatment is inadequate and are turning instead to a focus on prevention. This implies more emphasis on health and management practices at the cow-calf level. This is likely to extend beyond current practices as the roles of factors such as passive immunity at birth and fetal programming on lifetime animal health and productivity become better understood. This will place more demands but also provide more value opportunities for marketing calves. 🐮

Peel, Derrell S., "The Effect of Market Forces on Bovine Respiratory Disease". Vet Clin Food Anim 36(2020) 497-508

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



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Mark your calendar!

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SEMO Livestock Sales, LLC
Fruitland, Mo.

May 14, 2021 @ 7:00 p.m.
Farmington Regional Stockyards,
Farmington, Mo.

May 15, 2021 @ 11:00 a.m.
Kingsville Livestock Auction
Kingsville, Mo.

May 21, 2021 @ 7:00 p.m.
Joplin Regional Stockyards, Inc.
Carthage, Mo.

May 21, 2021 @ 6:00 p.m.
South Central Regional Stockyards
Vienna, Mo.

June 5, 2021 @ 6:00 p.m.
F&T Livestock Market
Palmyra, Mo.



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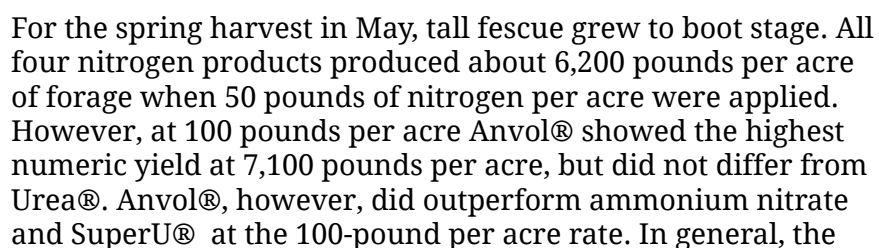
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Lock said they also measured the quality of spring-grown forage to determine if the nitrogen products improved crude protein or affected fiber development.



Continued on next page

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Continued from previous page

first 50 pounds nitrogen per acre provided about 1,100 pounds per acre forage.

Only Anvol® and Urea gave a similar response when an extra 50 pounds of N was added. Lock noted that it is difficult to explain why Urea outperformed SuperU® in the 100-pound category. Lock noted that ammonium nitrate's performance lagged in 2020.

"We know volatilization happens less frequently in spring and from this data, it is clear that volatilization did not occur but Anvol® provided nitrogen as well or better than all the products within a N rate category," Lock said. "We did not detect treatment carry-over in the summer regrowth. The July harvest was 2,050 pounds per acre regardless of nitrogen product."

In the spring study, crude protein responded favorably to nitrogen. Rate of nitrogen, rather than product formulation, improved crude protein percentages. Fiber content appeared to be unaffected.

In the fall study, yields were measuredly different due to severe drought during the fall growing season in southwest Missouri. Water shortage in 2020 overshadowed fall growth potential. Lock said that most southwest Missouri farmers began feeding hay about 60 days earlier than normal. Yields were below 500 pounds per acre.

Single harvest yields did not show any differences in the nitrogen products.

"Across all nitrogen products, the return on fertilizer investment was below 20, a number that often approaches 30," Lock said.

Lock said that nitrogen did not leach into the lower soil profile from any of the treatments. At these sites, denitrification seems not to be an issue at the moderate nitrogen rates we used.

Koch Agronomic Services, the seller of Anvol® and SuperU®, and the Missouri Fertilizer Control Board provided funding for the study. 🤠

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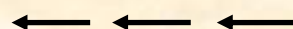
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Grain Bin Safety Week

A good time to remind workers, family of safety rules

From the University of Missouri Extension - Linda Geist

COLUMBIA, MO. - This is one of the most dangerous times of the year for farmers.

Farmers usually check and empty grain bins during late winter and early spring. This routine job is the source of many on-farm accidents and deaths, says MU Extension health and safety specialist Funkenbusch.



Extension
University of Missouri

Grain Bin Safety Week is Feb. 21-27, a week set aside annually to bring awareness to dangers of grain bins.

Funkenbusch says this is a good time for farmers to review safety rules for grain bins with workers and family members. Accident prevention depends on a “zero entry” mentality, says Funkenbusch. Do not go into bins unless necessary and do not go alone.

Grain bin entrapment occurs in seconds, and more than half of all entrapments result in deaths.

“Farmers put themselves at grave risk when they work alone, especially when working around grain bins,” Funkenbusch says.

Lockout-tagout is a simple, inexpensive method to make sure that equipment such as augers is turned off before entry.

“The expense is small compared to the cost of saving lives,” Funkenbusch says. Children should not be allowed on grain-handling work sites. The curious nature of children means they act impulsively and take risks, she says. Funkenbusch says it is also important to remind farm visitors of the dangers of grain bins.

“Grandchildren, neighbor children and young friends of the family likely are unfamiliar with the dangers on the farm,” says Funkenbusch. “They may see the grain bins or grain wagons as fun places to play hide-and-seek, climb or turn on equipment to see how it works.”

She suggests the following:

- Train workers. Develop an entry plan. Who is allowed to enter? What are safety guidelines and where is safety equipment located? Discuss shut-down and lock-out procedures. Remind workers to never walk down grain — a practice strictly prohibited under OSHA’s grain handling standard. Know where lifeline equipment is.

- Do not enter bins alone. If possible, have an observer who can call emergency services if needed.

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Left: MU Extension safety and health specialist Karen Funkenbusch shows how to cup your mouth and nose to create an air pocket if you are engulfed in grain in a bin.

Photo by Linda Geist.

Continued from previous page

- Shut off and secure power sources before entering. Turn off and lock out all power equipment when not in operation.

- Require respiratory protection and safety harnesses. Fermenting grain produces carbon dioxide, a colorless, odorless gas. Require workers to wear protective equipment.

- Have a rescue plan. Know who to call when there is an emergency and designate who is responsible for calling.

If you are trapped in a bin of flowing grain with nothing to hold onto, stay near the outside wall. If grain covers you, cup your hands over your mouth, and take short breaths until help arrives.

For more information on grain bin safety:

- <https://extension.missouri.edu/news/flowing-grain-a-farmer-s-worst-nightmare-2144>

- Show-Me Farm Safety at <https://farm-safety.mo.gov/grain/>

- Safe Storage and Handling of Grain (G1969), MU Extension publication.

- Grain Safety Technology (PDF).

- <https://www.osha.gov/grain-handling>

- <https://extension.missouri.edu/news/grain-bin-safety-costs-a-little-saves-a-lot-1990> 🐄

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From the United States Department of Agriculture Farm Service Agency

Livestock Indemnity Program:

USDA FSA program that assists with livestock loss due to extreme weather and natural disaster events. A notice of loss must be filed within 30 day of the date of the death to be considered for approval.

Overview:

The 2014 Farm Bill authorized the Livestock Indemnity Program (LIP) to provide benefits to eligible livestock owners or contract growers for livestock deaths in excess of normal mortality caused by eligible loss conditions, including eligible adverse weather, eligible disease and eligible attacks (attacks by animals

reintroduced into the wild by the federal government or protected by federal law, including wolves and avian predators).

The occurrence of an eligible loss condition in and by itself is not determinative for eligible livestock losses. The livestock owner or contract grower must provide evidence acceptable to FSA that the eligible cause of loss not only occurred but directly caused loss or death. LIP payments for owners are based on national payment rates that are 75 percent of the market value of the applicable livestock as determined by the Secretary. Rates for contract growers of poultry or swine will not exceed the rates for owners but are based on 75 percent of national average input costs for the applicable livestock.

The Bipartisan Budget Act of 2018, enacted Feb. 9, 2018, amended certain provisions related to LIP effective with the 2017 year. Those amendments included:

- removing the maximum per person and legal entity payment limitation for the 2017 and subsequent program years (as discussed in this fact sheet)
- providing for compensation in the event that livestock are injured by an eligible loss condition but not killed, and are sold for a reduced price.

LIP is administered by the U.S. Department of Agriculture (USDA) Farm Service Agency (FSA). Visit [Farmers.gov](https://www.farmers.gov) for more information.



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ADRIAN - 5 Ac. Commercial lot with office/shop, great visibility located on I-49 \$249,900

BILLINGS - 45 Ac., Hwy 174. Just West of Republic, new fence, open and level, good grassland \$260,000

REPUBLIC - 40 Ac. Hwy PP, 2 miles South of Exit 123, mostly open, 2 ponds, 2 sides \$260,000

WILLARD - 50 acres, Fr Rd 94, mostly open, fenced, Hwy 160' frontage \$287,500

WALNUT GROVE - 80 Ac., Hwy JJ, 3 BR, 2 BA home, several good barns, fenced & crossed fenced, open pasture w/great road frontage \$350,000

MT. VERNON - 231 Ac., Lawrence 1212, great hunting property w/mature timber partially fenced, pond, mostly wooded, very secluded, conveniently located just off Hwy 174 \$499,000

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MARIONVILLE - 109 Ac., Law 2145, great location, several ponds, well, ponds, mostly open, 20' with concrete floor, fenced & cross fenced \$430,550

GALENA - 160 Ac. Hwy FF, nice open property w/open access on FF just west of 265. 3 ponds, well, corrals, good grass... \$475,000

BILLINGS - 26 Ac. Hwy 60 & 413, 2 BR, 2 BA home, livestock barn, large equipment barn, prime location \$500,000

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BILLINGS - 120 Ac. Hwy 174, Great location, farm house, large barn, corrals, huge spring, creek run through, Must See!... \$780,000

REPUBLIC - 160 Ac. Hwy TT & PP, open & tillable, 88 ft. barn with concrete floor, several equipment barns, 3 BR home, great road frontage \$880,000

SENECA - 282 Ac., Bethel Rd., nice level open ground, pasture or tillable, good fence & cross fence, pond, great location \$1,057,500

GALENA - 365 Ac., Hwy 173, 75% open, good pasture, fenced & cross fenced, frontage on state hwy, 3 BR manufactured home, several barns, corral, waterers, 2 wells, ponds \$1,249,000

AVA - CR PP 524, 270 Acres, great cattle farm on Beaver Creek, nice 2 BR, 2 1/2 BA home, huge 102x80 ft. barn w/office and shop, pipe corral, creek bottom, mostly open \$1,250,000

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NATIONAL AG WEEK

When Is Ag Day?

Ag Day is celebrated on March 23, 2021. National Ag Day falls during National Ag Week.

What Is Ag Day All About?

Ag Day is about recognizing - and celebrating - the contribution of agriculture in our everyday lives. The National Ag Day program encourages every American to:

Understand how food and fiber products are produced.

Value the essential role of agriculture in maintaining a strong economy.

Appreciate the role agriculture plays in providing safe, abundant and affordable products.

Why Celebrate Agriculture?

Agriculture provides almost everything we eat, use and wear on a daily basis. But too few people truly understand this contribution. This is particularly the case in our schools, where students may only be exposed to agriculture if they enroll in related vocational training.

By building awareness, the Agriculture Council of America is encouraging young people to consider career opportunities in agriculture.

Each American farmer feeds more than 165 people ... a dramatic increase from 25 people in the 1960s. Quite simply, American agriculture is doing more - and doing it better. As the world population soars, there is an even greater demand for the food and fiber produced in the United States.

Where Can I Find More Information?

Contact the Agriculture Council of America at (913) 491-1895.

www.agday.org 



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WILD INDIAN ACRES Charolais Bull Sale

SATURDAY, APRIL 24, 1 P.M.

INTERSTATE REGIONAL STOCKYARDS
CUBA, MISSOURI

2021 NATIONAL CHAMPION BULL
WIA BACKWATER JACK 060 PLD
AT 9 MONTHS OF AGE!

*Selling 50
Charolais Bulls
many coming 2-year-olds*

After selling **WIA** bulls for years in SW Missouri near Joplin,
we are excited to host our own bull sale in Cuba.



FOR CATALOGS CONTACT:



Sale Manager: Greg Hubert
P.O. Box 100 • Oakley, KS 67748
785-672-3195 (office)
785-672-7449 (cell)
greghubert@st-tel.net

BID & BUY ONLINE

DVAuction
Broadcasting Real-Time Auctions



Mike & Sara Kisner
Connor & Cannon
5805 Perkins Rd. • De Soto, MO 63020
(636) 236-0306 cell
wildindianacres@yahoo.com



JRS Value-Added Sale

Program Vaccination Protocols

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

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

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

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

JRS Calf Vac (white tag)

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



JRS Vac 45 (grey tag)

WEAN DATE: May 10, 2021



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

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

WEAN DATE: April 25, 2021



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

JRS Stocker Vac (orange tag)



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

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

Other precondition programs are accepted, i.e., MFA Health Track, Purina® Plus Feeder Calf Program and breed programs.

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

I wish to enroll in JRS Value Added Program

Check Protocol: ☐ JRS Calf Vac Sourced ☐ JRS Vac 45 Weaned Source
☐ JRS Stocker Vac ☐ JRS Vac 60 Weaned Source

RANCH/OPERATION INFORMATION

Name cattle will be sold under: _____

Owner/Manager: _____

Address: _____

City: _____ State: _____ Zip: _____

Phone/Cell: _____ Email: _____

Field Representative: _____

MARKETING INFORMATION:

Total Number of Head Enrolled: _____

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

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

Approximate Sale Weight : _____ lbs. to _____ lbs.

Breed & Other Comments: _____

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

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

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

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

COMPLETE FRONT AND BACK! INCOMPLETE FORMS WILL BE RETURNED!

Write date of administration for each product & Brand used in appropriate area, month & day.

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

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

X indicates the vaccine is required and must be administered.

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

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

Signature of either OWNER/MANAGER or VETERINARIAN is REQUIRED

Date: _____

Write date of administration for each product & Brand used in appropriate area, month & day.

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

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

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

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

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

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

YOU CAN ALSO DOWNLOAD AND FILL OUT THESE FORMS ONLINE AT
WWW.JOPLINSTOCKYARDS.COM. CLICK ON SERVICES, THEN VALUE-ADDED SALES.

New Purina® Plus Program Helps Give Calves the Healthy Edge

The program combines complete nutrition, quality health protocols and progressive management to help deliver high-value, low-risk calves.

FOR IMMEDIATE RELEASE

Arden Hills, Minn. [Feb. 18, 2021] – Purina Animal Nutrition introduces Purina® Plus, an innovative feeder calf program, which aims to help cattle producers supply high-value, low-risk feeder calves to the marketplace. Purina® Plus calves receive quality nutrition, vaccinations and dewormers – indicators of a well-raised, healthy calf with strong potential to perform through to the feedlot.^{1,2,3}

“With the Purina® Plus program, producers have the opportunity to capture more value throughout the beef production chain,” says Brady Klatt, beef cattle nutritionist with Purina Animal Nutrition. “Cow/calf producers benefit when buyers are willing to invest in calves that are ready to go, and buyers benefit when calves perform.”

Nutrition is the cornerstone of Purina® Plus. See why:

Nutrition sets the foundation for calf health

Weaning disrupts a calf’s life and resets its basic needs – starting with nutrition and intake.

“Producers have long trusted Purina’s knowledge in weaning and receiving cattle nutrition starting with the gold standard, Purina® Precon® Complete,” says N.T. Cosby, Ph.D., beef cattle nutritionist with Purina Animal Nutrition. “We know how to get calves eating palatable, nutrient-dense starter feeds, which is the first step to healthy and profitable calves. The Purina® Plus program leverages that knowledge to support producers in marketing their calf crop.”

Giving calves the best chance for success in the weaning phase often starts with getting them eating right away. Providing their bodies with the quality nutrition resources they need for bodily functions, including creating a robust immune response, is paramount to establishing a foundation for lifetime performance.

“Weaning is often the first time a calf is exposed to multiple stressors, all of which can compromise a calf’s immune system,” says Cosby. “Purina has continued to research weaning and starting programs and innovative natural additives to support calf health. Purina® Plus offers producers a great package of solid nutrition combined with appropriate health protocols and management strategies.”

Program protocols, backed by industry leaders

Purina worked with other industry leaders, including Zinpro, Elanco, Merck, Zoetis and Boehringer Ingelheim, to establish the requirements for Purina® Plus. The end goal was to set parameters that truly add value to cattle while giving cow/calf producers the flexibility to use strategies that best fit their operation. The result is a program built around a portfolio of products that work to optimize weaning performance and help create a sale day advantage for the calves in it.

Purina® Plus calves must be:

- Fed Purina® starters at weaning initiation
- Transitioned to a balanced nutrition program after starter feed
- Weaned and on feed for a minimum of 45 days prior to sale
- Fed the appropriate amounts of vitamins and minerals through starters or supplements
- Vaccinated and appropriately boosted for:
 - Strains of *Clostridium chauvoei*, *Clostridium septicum*, *Clostridium novyi*, *Clostridium sordellii*, *Clostridium perfringens* (Types C & D)
 - Strains of IBR, PI3, BRSV and BVD (Type 1 and 2) through a Modified Live Vaccine
 - Mannheimia haemolytica*/*Pasteurella multocida*
- Dewormed of internal and external parasites with program approved products
- All males must be castrated, all horned cattle must be dehorned
- Calves must be healed from management procedures at the time of sale

“With basic nutrition needs met, health protocols and other management strategies are primed to be most effective,” says Klatt. “The Purina® Plus program is rounded out with a strong health protocol which helps give calves the best chance for success as they transition to the next feeding phase.”

Selling Purina® Plus-tagged cattle is a small part of the program working for producers. The industry leaders outlined above are teaming up to work for producers trusting their products, creating new marketing opportunities through networking, specialized sale events, advertising and more. Local Purina dealers are also working to collaborate with regional livestock auction markets to establish a reputation for Purina® Plus and facilitate calf sales.

How to get started

“If you’re interested in enrolling calves or finding program calves to purchase, start by reaching out to your local Purina dealer,” says Klatt. “Purina dealers are ready to help set up a plan to implement Purina® Plus during your next weaning period.”

Purina® Plus has no enrollment fee.

Find your local Purina dealer to discuss the Purina® Plus program today. 🐄





HERITAGE LIVESTOCK PRESENTS: Spring Catalog Horse Sale APRIL 17, 2021-PARSONS, KANSAS

TACK 10-12; HORSES SELL 12:30PM • 25012 US-59, PARSONS, KS 67357



2017 AQHA Extremely Broke Gelding
Own son of METALLIC CAT - ranch used by a top
hand, ready to make a competition horse

PROVEN MARKET FOR:

- WELL-BROKE REGISTERED GELDINGS/MARES FROM TOP HORSEMEN AROUND OUR AREA
- YEARLING AND 2YO PROSPECTS
- PROVEN RANCH/ARENA HORSES
- FAMILY HORSES & PONIES
- DRAFT CROSSES
- BROODMARES & STALLIONS

Our sales at Parsons Livestock Auction
have been averaging over 225 hd

THIS IS AN EXCELLENT OPPORTUNITY TO SELL YOURS TO A LARGE ATTENDANCE OF
SERIOUS BUYERS AND ONLINE BUYERS FROM COAST TO COAST.

AUCTIONEERS: 2019 WORLD CHAMPION RUSSELE SLEEP & BEN WEBER

Open to receive horses Friday noon 04/16 until sale time. Vet on-site for coggins 04/17.

VISIT THE TACK AND SUPPLY VENDORS INVITED TO THIS SALE!

Catalog fee includes professional & online advertising \$100/hd + 8% comm; Non-catalog lead or ride through
auction \$25/hd + 8% comm; loose to follow @ only 8% comm- all horses: \$10 yardage + insurance; \$25 PO Fee.
Coggins required on all horses, out-of-state horses req. health papers. Only one consignor selling new tack. Only
accepting used tack and saddles for auction: saddles 10% comm- misc. tack 20% comm.
Management will determine accepting or rejecting any consignments.

CATALOG DEADLINE IS MARCH 20, 2021

Please call or email to put your horse in the catalog.

Non-catalog and loose horses accepted until sale time on 04/17

Dennis Raucher 417.316.0023 | hlhorseauctions@gmail.com

Find more info & see advertised catalog horses at
heritagelivestock.com & on Facebook @HeritageLivestock

OUR UPCOMING HORSE AUCTIONS:

March 27 - Junction City, KS - JC Livestock Catalog Sale

May 8 - Russell, IA - Heritage Livestock Performance Horse Sale

May 22 - Kiowa, CO - Heritage Livestock Premier Auction at Messer Arena

Visit www.heritagelivestock.com for details on each sale

FEATURING DV AUCTION ONLINE BIDDING

During this time of COVID-19, please observe CDC guidelines. Attendance limited to registered buyers & sellers.



Mark Your Calendar!
UPCOMING 2021
VIDEO SALE DATE

March 11

Time: 1:00 PM

@ Joplin Regional Stockyards

**Watch the website
and facebook
for future upcoming
sale dates!**

View More Information:



WWW.PRIMETIMELIVESTOCK.COM

**Follow us on
Facebook and
watch the
website for
information
on upcoming
cow and bull
sales!**

FUR STATE
Angus Association

9th Edition Consignment Sale
April 3, 2021 • 12:30 pm CST
Join us on DV Auction or in person at the
Springfield Livestock Marketing Center, Springfield, MO
More than 75 head sell!
Offering 17 Bulls, 18 Fall Pairs, 4 Spring Pairs, 11 Bred Cows, 3 Bred Heifers,
6 Open Heifers and 1 Embryo Package

Lot 44
19020700
SydGen Rock Star 3461 daughter due to SydGen Enhance 8/23/21.
Sells with her 9/11/20 bull calf at side by SydGen Enhance.

Lot 14
19438902
This EXAR First Advance 5702B son sells!

Consignments by: 5 K Cattle Company, Allegro Angus, Blubaugh Angus Ranch,
Buschmeyer Angus Farm, Daves Farm, DNT Angus, Garton Angus Ranch,
Gilbert Cattle Company, Gilmore Farms LLC, H&H Land and Cattle,
McCaslin Angus Farm, Molly Moo Farm, Rice Angus Ranch, Sinning Cattle Company,
Tarter Angus Farm, TEK0 Angus Farm and Tilly Angus Farm!

For additional information or to request a sale book, contact:
Julie Conover
(734) 260-8635 • julie@missouriangus.org
View the entire sale book online at www.missouriangus.org.



**SATURDAY
MARCH 20, 2021**

Noon | Cattlemen's Livestock Exchange
Charlotte, AR

GPS: 7750 White Drive • Cord, AR 72524

Selling 100 Angus Lots!
Bulls, Pairs, Bred Heifers,
Bred Cows and Open Heifers

To request a sale book, contact:

Sims
Plus LLC

Mark C. Sims
4934 Cove Valley Dr SE
Owens Cross Roads, AL 35763
Cell (580) 595-0901
www.simsplusllc.com

Online Bidding:



**Contact one of our field
representatives today!**

Bailey Moore
Missouri
417-540-4343

Jackie Moore
Missouri
417-825-0948

Skyler Moore
Missouri
417-737-2615

Matt Oehlschlager
Video Production
417-825-0948

Clay Eldridge
Video Production
417-316-1490

Rick Aspegren
Missouri
417-547-2098

Sam Boone
Okla./Texas
940-235-9668

Luke Carr
Kansas
620-205-6940

Rick Chaffin
Missouri
414-849-1230

Tim Durman
Missouri
417-438-3541

Pat Farrell
Kansas
417-850-1652

Nick Flannigan
Missouri
417-316-0048

Fred Gates
Missouri
417-437-5055

Jim Hacker
Missouri
417-328-8905

Bryon Haskins
Kansas/Missouri
417-850-4382

JW Henson
Missouri
417-343-9488

Matt Hegwer
Missouri
417-793-2540

Trent Johnson
Kansas
620-228-1463

Larry Mallory
Missouri
417-461-2275

Chris Martin
Kansas
785-499-3011

Mark Murray
Oklahoma
918-930-0086

Kolt O'Brien
Kansas
620-724-0980

Blain Parrish
Texas
254-679-9427

John Parrish
Texas
254-679-1259

Jason Pendleton
Missouri
417-437-4552

Jim Schiltz
Missouri
417-850-7850

Jr. Smith
Arkansas
870-373-1150

Don Stuckey
Oklahoma
580-254-1476

Delbert Waggoner
Kansas
620-583-9483

Brandon Woody
Missouri
417-827-4698

Troy Yoder
Oklahoma
918-640-8219



WE KNOW AG BANKING

• • • • •

FOUNDED IN SOUTHWEST MISSOURI, OUR ROOTS ARE
TRULY TIED TO THIS LAND. AS A PREMIER AG BANK,
WE ARE UNIQUELY SUITED TO SUPPORT OUR THRIVING
AG COMMUNITY AND CONTRIBUTE TO YOUR SUCCESS.



SPRINGFIELD, ASH GROVE, WALNUT GROVE, BUFFALO, MT. VERNON AND CARTHAGE

417.869.9000 | OLDMISSOURIBANK.COM

MEMBER FDIC

MARKET WATCH

Market Recap: Feeder Cattle Auction

February 22, 2021 | Receipts 6,150

****CLOSE**** Compared to the sale 2 weeks ago, (no sale last week due to heavy snow and sub-zero temperatures), steers under 600 lbs. traded 9.00-15.00 higher, with steers over 600 lbs. trading 3.00-4.00 higher. Demand was very good for large lots of quality cattle. A lot of 96 head of 512 lb. steers traded at 192.00. Heifers under 600 lbs. traded 5.00-12.00 higher, with weights over 600 lbs. trading up to 3.00 higher. Not enough bulls to establish a trend. Supply was moderate with demand good to very good. Bidding was active with a good crowd on hand. Supply included: 100% Feeder Cattle (67% Steers, 33% Heifers, 0% Bulls). Feeder cattle supply over 600 lbs was 63%

Feeder Steers: Medium and Large 1 350-400 lbs 190.00-203.00; 400-500 lbs 175.00-199.00; 500-600 lbs 159.00-188.00, thin fleshed 190.00-192.00; 600-700 lbs 140.50-157.00; 700-800 lbs 134.00-144.00; 800-900 lbs 129.00-140.50; pkg 950 lbs 127.00. **Medium and Large 1-2** 300-400 lbs 180.00-182.00; 450-500 lbs 160.00-175.00; 500-600 lbs 150.00-160.00; 600-700 lbs 130.00-146.00; 750-800 lbs 128.00-132.50; 800-900 lbs 127.00-128.00; 1000-1025 lbs 112.00-118.00.

Feeder Heifers: Medium and Large 1 300-400 lbs 150.00-169.00; 400-500 lbs 150.00-166.00; 500-600 lbs 131.00-156.50; 600-700 lbs 125.00-138.00; 700-800 lbs 124.00-132.00; 800-900 lbs 126.50-126.75. **Medium and Large 1-2** 350-400 lbs 140.00-149.00; 400-500 lbs 141.00-148.00; 500-600 lbs 122.00-144.00; 600-700 lbs 121.00-125.00; 700-800 lbs 112.00-122.50; 800-850 lbs 108.00-122.00.

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

TUNE IN TO THE JRS MARKET REPORT

KKOW 860 AM
Monday & Wednesday
12:50 p.m. & 4:45 p.m.

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

KRMO 990 AM
Monday, Wednesday, Friday
Noon Hour

KRMO 990 AM
Tuesday & Thursday
Noon Hour

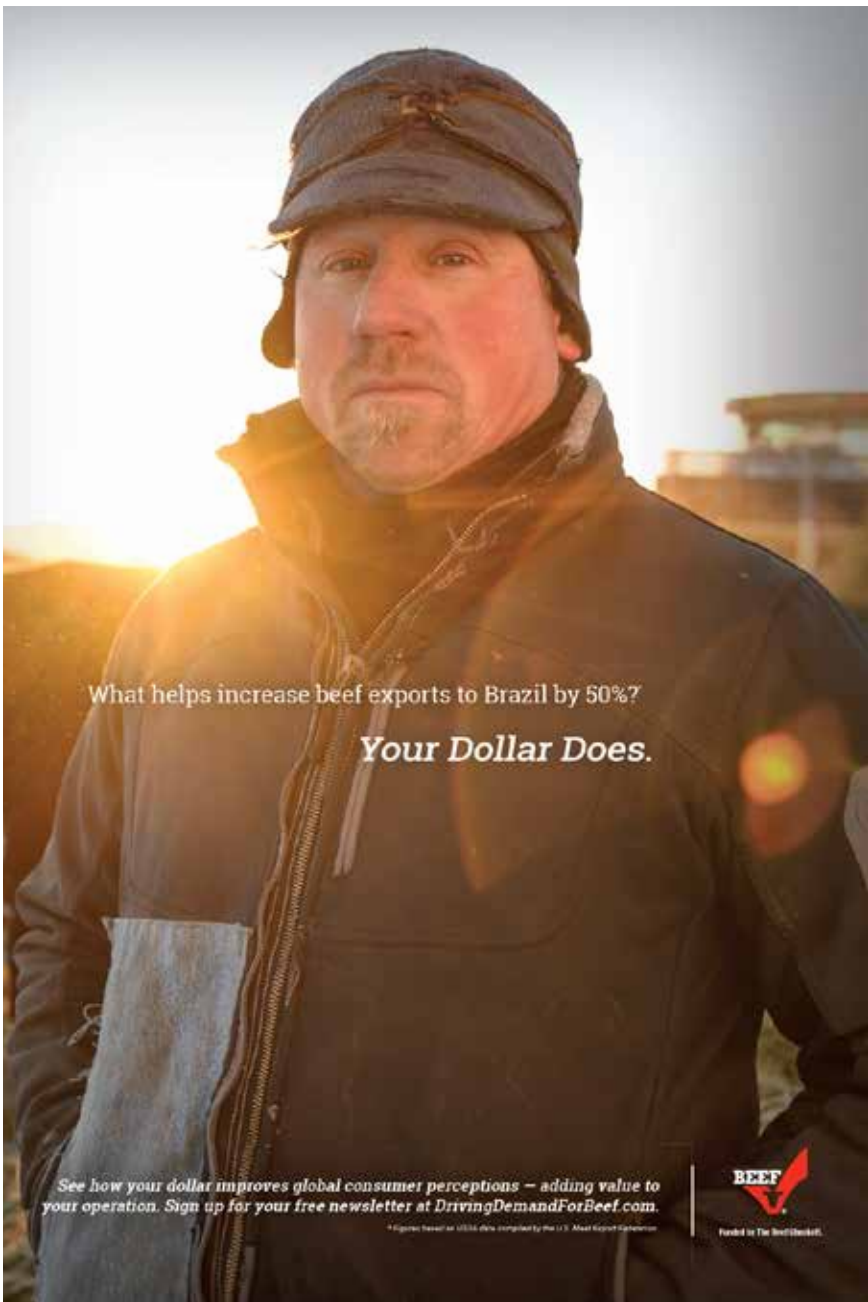
Outlaw 106.5 FM
Monday & Wednesday
11:45 a.m.

The Z 102.9 FM
Monday & Wednesday
12:40 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.



What helps increase beef exports to Brazil by 50%?
Your Dollar Does.

See how your dollar improves global consumer perceptions – adding value to your operation. Sign up for your free newsletter at DrivingDemandForBeef.com.

BEEF

*Figures based on USDA data compiled by the U.S. Meat Export Federation. Funded by The Beef Checkoff.



B/F CATTLE CO.
Maternal Integrity Gelbvieh & BALANCER®
Bull Sale

**Apr. 3, 2021
1 pm
Butler, MO**

**#1 Missouri Breeder
2015-2020
Dam of Merit
& Dam of Distinction**

Watch for Videos of Lots at BFCattleCo.com
Auction will be Live Streamed on our Facebook page

Brett & Libby Foster
Butler, Mo 64730
660-492-2808 / @BFCattleCo

Request catalog online / Call for directions
Lunch served at noon / 15 mi. east of Butler

Sale Day Phone Bids: Gary Felger 573-298-0828
Auctioneer Bill Nance ~ Nance Auction Service ~ 417-214-0093
nanceauctionservice@yahoo.com

"No Bull"

AI SERVICE

WIDE RANGE
Bovine Unlimited LLC

Cody & Jocelyn Washam
Wentworth, MO
417-489-5450 Cody Cell
cwhsangus@hotmail.com
info@widerangebovine.com
www.widerangebovine.com

Authorized Independent ABS Representative
Certified A.I. Technician
Mass Breeding & Synchronization
Donor Preparation



ABS

CATTLE

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