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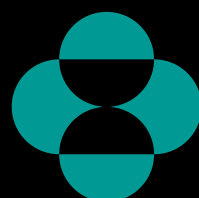
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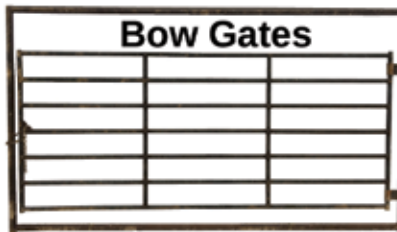
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ON THE BLOCK

with Jackie Moore

It looks like winter has arrived here in Mount Vernon, Mo! It's rained all night, and it sure is a nasty day. We have a nasty cattle market to go along with it. This fall, we've seen temperatures range from 85-90 degrees every day. You add the dry weather and dust and there has been nowhere to turn these calves outside. On top of that, the wheat hasn't materialized due to the lack of moisture, so that hasn't helped either.

We've got a sorry fat cattle market, and if you look to the west, most of it is dry too which means there is nowhere to turn cattle out there either so a lot of these calves have come to town early. That was reflected on the Cattle On Feed report last week when they said we placed 106% more cattle than a year ago - 106% on Feed...106% marketed. It looks like we have plenty of cattle, and we have more cattle on feed than we've had in a long, long time. Consequently, that is weighing on the market with a lack of space to put them. Every feedyard you call is full, and there is nowhere to go with them.

The result of all this is a lot of pressure on these calves, and the health hasn't been very good on most of them because of the weather. It doesn't look much better this morning with drizzling rain and 33 degrees! It's definitely a tough go right at the moment. All of the farmers are harvesting beans or corn or



sowing wheat, and don't have much interest in these calves.

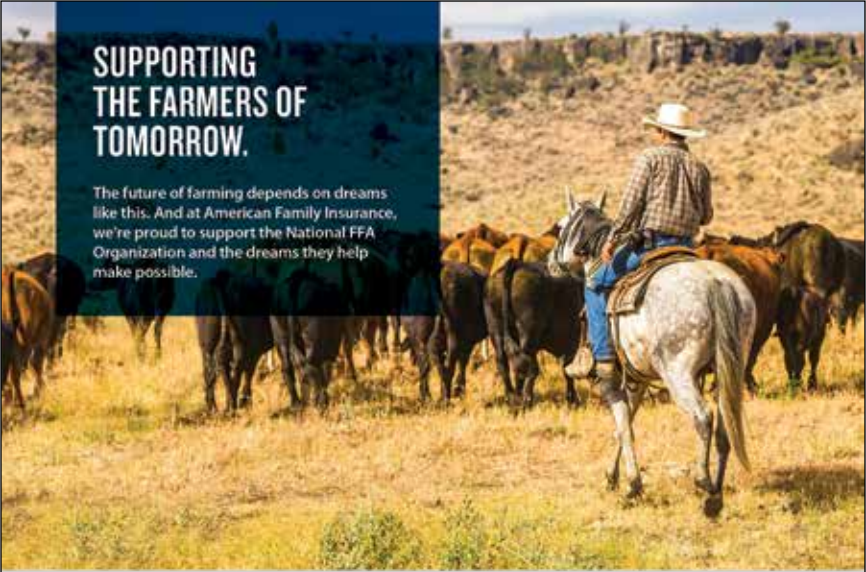
The yearling market is lower, but it's better than the calf market. It usually gets better between now and Thanksgiving. A yearling that weighs above 750 lbs. I would think will stay good on those cattle, and even get a little better because there's not a lot of those long tail yearlings left around.

As always, we have the big Yearling Special during the week of Thanksgiving on Monday, November 23. It's always pretty good, and I expect it to be good this year as well. The calf trade will be tough just because of a lack of places to go with them. Hopefully it will firm up as we get more weaned calves, and the livability improves over the next 45-60 days.

The cattle business has definitely been a struggle this year. I love it and sometimes I wonder why! It's a difficult time plus we have an election coming up, the problems with Covid and we've had all kinds of things go haywire this past year. I sure hope 2021 is a better year!

Good luck, and 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
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Breed Composition: Angus: 50.29% Charolais: 40% Simmental:
9.71%

Horned/Polled: Polled
Color: Mostly Smokes, few yellows, 5 blacks
Sex: Steer
Avg. weight: 1025
Weight range: 900-1100 lbs
Weaned: 11/06/2017

Treatment History
Vaccination 05/24/2017 Nasalgen, Virashield 6xL5 HB,
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Less is More

Optimizing resources heading into winter

By Justin Sexten for Cattlemen's News



With much of the country drier than ideal, optimizing feed resources are top of mind heading into winter. Even for those who enjoyed timely summer rains, the marginal economics of the cattle business and rising feed costs continue to cause nearly everyone to search for ways to do more with less.

A recent article from Emily Andreini, Ph.D., in the Journal of Animal Science looked at a couple different approaches to efficiency. The primary research related to further understanding residual feed intake (RFI) with a secondary review of limit feeding.

For those less familiar with RFI it is a biological efficiency measure the beef industry continues to explore. In short, RFI is a comparison of what an animal actually consumes relative to predictions of feed intake, so smaller or negative numbers suggest a more biological efficient animal.

Initial RFI reports focused on simply sorting efficient and inefficient cattle. This approach focused on selecting low RFI heifers and sires to build efficiency into the herd. Building efficiency into a herd, like most traits, is not a short-term process.

Beyond simply selecting cattle that eat less, researchers continue looking at factors related to RFI using advances in behavioral monitoring and individual feed intake. The same technology discussed for predicting calving, lameness or respiratory disease can be used to further understand the mechanism of efficiency.

Andreini and her University of California, Davis, coworkers evaluated the effects of cattle movement and eating preferences on high and low RFI cattle. When comparing inefficient and efficient cattle on full feed, the efficient group (Low RFI) consumed 12% less feed.

The theory behind behaviors contributing to a 12% feed intake difference is comparable to “efficient humans.” Cattle that selectively consume greater amounts of energy-dense grains, relative to roughage, or “exercise” less should meet energy needs with less feed intake. While a logical model, in this report there were no differences between efficient and inefficient cattle for diet preference nor lying activity.

One notable idea for those looking to develop starter feeds this time of year – both groups selected against the finest feed particles when on full feed. Diet ingredients less than 0.15 inches were least preferred compared to larger roughages and processed grains. Using this data consider starting low-intake or stressed cattle with a conditioned diet or pellet to ensure supplements are not sorted in the bunk.

When considering the role activity plays in efficiency, it is important to remember Andreini’s team monitored the number, frequency, and duration of lying events. With no differences reported, one can conclude there is no efficiency differences due to inactivity, or the activity when not resting is a more important factor.

The effect of feed restriction was the primary interest of the research. Whether limit-fed or program fed to a target ADG, previous work supports improved efficiency due to restricting nutrients in growing cattle. A similar approach in feedyards seeks to optimize efficiency and performance, offering cattle just enough feed to leave crumbs the next day.

If limit feeding improves efficiency in average cattle, the research team wanted to see how metabolic efficiencies change when applied to the RFI groups. When cattle were limited to 75% of full feed, the differences in efficiency between groups expanded. When limit-fed, the maintenance requirements on inefficient cattle declined by 18% with a 32% decrease observed for efficient calves.

The enhanced efficiency observed in low RFI cattle suggests there is opportunity to stack mechanisms. The selection process for metabolically efficient cattle is a slow process, and the mechanisms are still unclear. However, the opportunity exists to begin building an efficient foundation into the genetics of the cow herd.

For the backgrounders, this research focused on traits outside your purchase order, yet it reinforces what market reports clearly signal. The next segment in the supply chain seeks efficiency as “fleshy” cattle sell at steep discounts. The opportunity to do more with less stacking, feeding and management technologies exists regardless of the efficiency ranking when the cattle walk off the truck. 🐮

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

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Supplementation Strategies For Winter Cows

Making a plan heading into winter

By Lisa Henderson for Cattlemen's News



Drought conditions gripping the Four State Area have many ranchers scrambling to get their cows ready for winter. The Oklahoma Mesonet noted that a stretch of thirty days in late September through early October were the sixth driest on record for the state. Southwest Missouri was in the grips of severe drought according to the National Drought Monitor on October 15.

Naturally, pasture and range conditions reflect the lack of rainfall. At the end of August, USDA counted 50% of the pastures in the region as good to excellent, a number that had fallen to 23% by mid-October. The percentage of pastures in poor to very poor condition had doubled over that time.

Lack of grazing opportunities means ranchers will need to start feeding stored forages earlier than normal, and beef cattle nutritionists caution not to let your cows lose body condition heading into winter.

“Regardless of whether forage quantity or quality is the first limiting fact, you should implement a supplementation strategy before your cows’ body condition score (BCS) starts to slide,” says N.T. Cosby, cattle nutritionist with Purina Animal Nutrition. “Dropping body condition is a lagging indicator of forage conditions – in other words, lost BCS means you’re already behind the eight-ball. When cows start to fall below BCS 6, it can negatively impact reproductive outcomes, so it is important to stay on top of nutrition and maintain body condition.”

Even in good forage years, experts say about 40% of total operating costs for a cow-calf operation are associated with nutrition because purchased and harvested hay and concentrate feeds make up the majority of those costs. As such, the nutritional programs of cow-calf operations often are a target to trim cost of production. Don’t do it, says Oklahoma State University extension animal scientist Dave Lalman.

“Nutritional status of the cow is closely related to reproductive performance,” he says. “If too many corners are cut in the nutritional program, pregnancy and calving rate dramatically suffer.”

While you need to ensure you’ll have enough feed for your cows for the winter, it’s also important to know if your stored feed meets all of the nutritional requirements. If not, you’ll need to provide supplements. The only way to know what you have is to test your forages for quality.

“A forage test can help identify if different classes of stored or grazed forages require additional protein or energy supplements,” Cosby said.

Lalman says forage intake is dramatically influenced by forage quality as well as forage availability, and both of these factors can vary dramatically from year-to-year and month-to-month.

“The most accurate method to determine supplemental needs for cows that will primarily receive a hay diet is to have the hay

analyzed for nutrient concentration,” Lalman said. “This will cost from \$15 to \$70 per sample, but can save hundreds, even thousands of dollars in some cases.”

Once you’ve determined nutrient requirements and a reasonable estimate of the nutritional contribution of your hay/forage has been made, determining the supplemental needs of your cows is simply a comparison of the two.

When feeding hay, Cosby says knowing if protein or energy is the first limiting nutrient is important.

“We often look at the protein value to determine hay quality,” Cosby said. “However, with cool-season forages, 8% crude protein or more isn’t uncommon, so energy is usually the limiting nutrient for late-gestation cows.”

If you are grazing or feeding crop residue, Cosby said protein supplementation is probably necessary, particularly with corn stalks. Supplemental protein and energy come in a variety of delivery methods, each having pros and cons.

For instance, liquids, blocks and tubs are best suited to supplement adequate quantities of marginal or poor-quality forages. They’re also convenient and can be used in expansive range conditions. Strategic placement of liquids and blocks can also help improve grazing distribution.

However, Cosby said liquids, blocks and tubs are not as effective for stretching or replacing forage shortages.

“These products work to improve forage digestibility causing forage intake to increase, so adequate supplies of forage are still important,” Cosby said.

If you are feeding grains, meals or cubes, you can easily and accurately adjust the amount of supplement fed. Cosby said moderate fiber and energy supplements can extend grazing days before the state of hay feeding. However, he said delivering grains or cubes requires equipment, so you should calculate the total cost of the supplement program, including equipment and labor delivered to the cow.

“Which supplemental feed you choose will depend on your situation,” Cosby said. “A large-acreage ranch with plentiful labor is more likely to call for a different supplement strategy than a small-acreage farm with minimal labor.”

He suggests working with a nutritionist to determine the right supplement for your program.

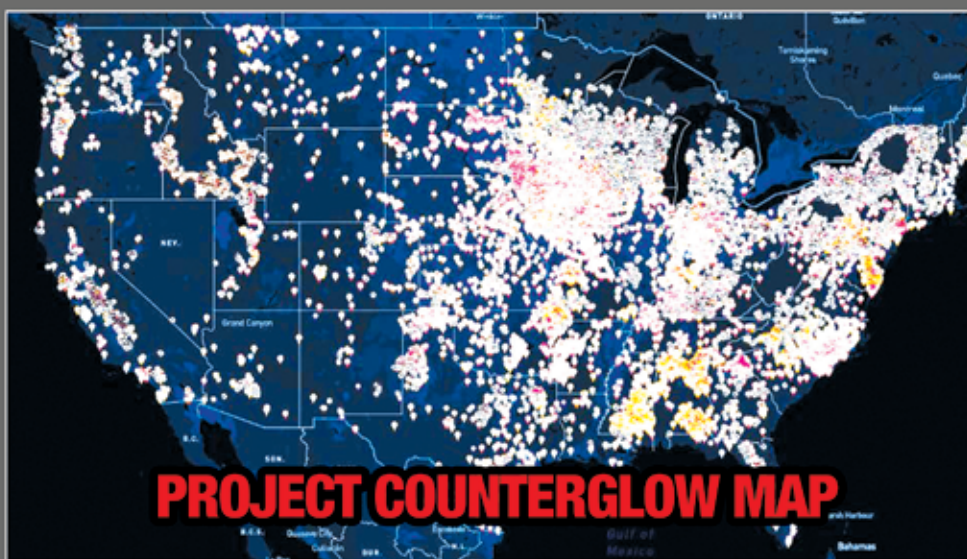
Finally, don’t forget water.

“Daily water requirements for the non-lactating beef animal will run from 0.75 to 1.5 gallons per 100 pounds body weight or 6 to 12 % of their body weight,” said Oklahoma State University Emeritus Extension Animal Scientist Glenn Selk. “Water consumption is dependent on climatic conditions, feed types, production level and salt intake. Water is an important nutrient! Decreased intake can adversely affect health, production and growth.” 🐮



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Silver Linings

By Erin Hull for Cattlemen's News



I am a “Silver Linings” person. I do not know if it is a coping mechanism or a personality trait, but I always must find the good in a bad situation. I believe it is how I am able to accept the negative things that happen in my life. No matter the negative situation, I must find the positive.

“These times” have been tough on us all. No matter where you live, your life has been affected. It is so easy to be annoyed daily on how our lives are not like they were a year ago. It is so easy to fret about what tomorrow will bring and how we must accept the new changes and assimilate. I live in a state where masks are mandatory. I hate wearing a mask. Because of the mask rules, my daily movements are different. I no longer look forward to my weekly grocery shopping trip. I have stopped running into various stores to “pick up a few things”. The small joys in life seem to have been sucked out. This is particularly difficult to accept when the infected rate in my area is well below 1% and almost no one is being hospitalized for being sick. My kids’ lives are quite different than what they once were. Thankfully, they were in school Monday – Friday. Masks were mandatory for school and for sports. My daughter plays Junior Varsity soccer and wears a mask for 80 minutes per game, while running and sprinting what seems like for miles. I cannot even stand to wear a mask in a store. I honestly think I would drop dead if I had to wear a mask to exert myself. I say they “were” in school Monday – Friday because one teacher has tested positive and that now means they are 100%

“virtual” for two weeks. This means no more sports or extracurricular activities. In person school and extracurriculars are what made them happy. This means once again the positive things in their lives have been stripped from them.

But back to that first sentence... “I am a Silver Linings Person”. It is so easy to look at all the things above and get overwhelmed and feel that the negatives far outweigh the positives. But I just can not like that happen. So, what are “the silver linings” of “these times”?

1. My kids are teenagers and are home. Just a year ago, they would be in school during the week and at sports and Drama practice at night. I would see them for just a few minutes a day it seemed. With them home nearly full time now, I am able to chat and converse with them. I can see how they interact with their classmates and teachers via the never-ending Zoom meetings. These are experiences I never would have gotten a year ago. I will say my weekly food bill is sky high! Who knew a 16-year-old boy could eat an entire Sirloin steak, a half-gallon of chocolate milk, a baked potato, an entire container of sour cream and a dozen chicken wings at one sitting and come back in an hour to scour the snack cupboard?!?! This kid is a bottomless pit!

2. My husband is home. For the last 18 years, my husband has traveled for work. He generally leaves on a Monday and comes back home on a Friday night. We would see each other on weekends. Every weekend seemed like a never-ending chore list of things that needed to get done while he was in town. This was our life for 18 years. Since March, he has been home every week. Surprisingly, we learned that we truly do like one another. I will be honest... I was nervous that so much time together would be a negative, but it truly has solidified our relationship and we are all happy to have him home every night. The kids may not find our ridiculous sense of humor as funny as we do, but they will hopefully look back and smile at all the funny conversations we were able to have around the dinner table.

3. Beef sales are up for our farm. As I have mentioned before, we direct market all our beef. For the last several years, we have had a solid customer base. We have customers who are loyal and love our beef. We love these customers. “These times” made my phone ring off the hook. We have gained many new customers and we could not be happier about it. Any time we can provide healthy and wholesome food to a family, my heart is happy.

4. Consumers are understanding where their food comes from. When news broke that there were issues getting food to grocery stores, the general population took notice. Never in recent times have Americans gone to the store to find empty shelves. We are spoiled as a country. We have consistent food production. When people arrived at the store to see the dairy shelves bare or the meat coolers empty, they took notice. It made them think about how their food is produced and where it is coming from. This was a big eye opener for most and I hope it is a lesson that will stick with them moving forward.

5. Life has slowed down a bit. My life is busy. My life is ridiculously busy. With the kids home and my husband home, my day to day activities have been lightened and I am no longer running around like a chicken with its head cut off. It is genuinely nice for everyone who resides under this roof.

I will never say that “these times” are better than the “old times”. What I will say is that the “Silver Linings” are what make everything worth it and make us appreciate what we have.

What are your “Silver Linings”? I am sure they are all amazing and are what make you smile when you lay your head down at night. Next time you face a rotten situation, remember to find whatever “Silver Lining” you can. 🐮

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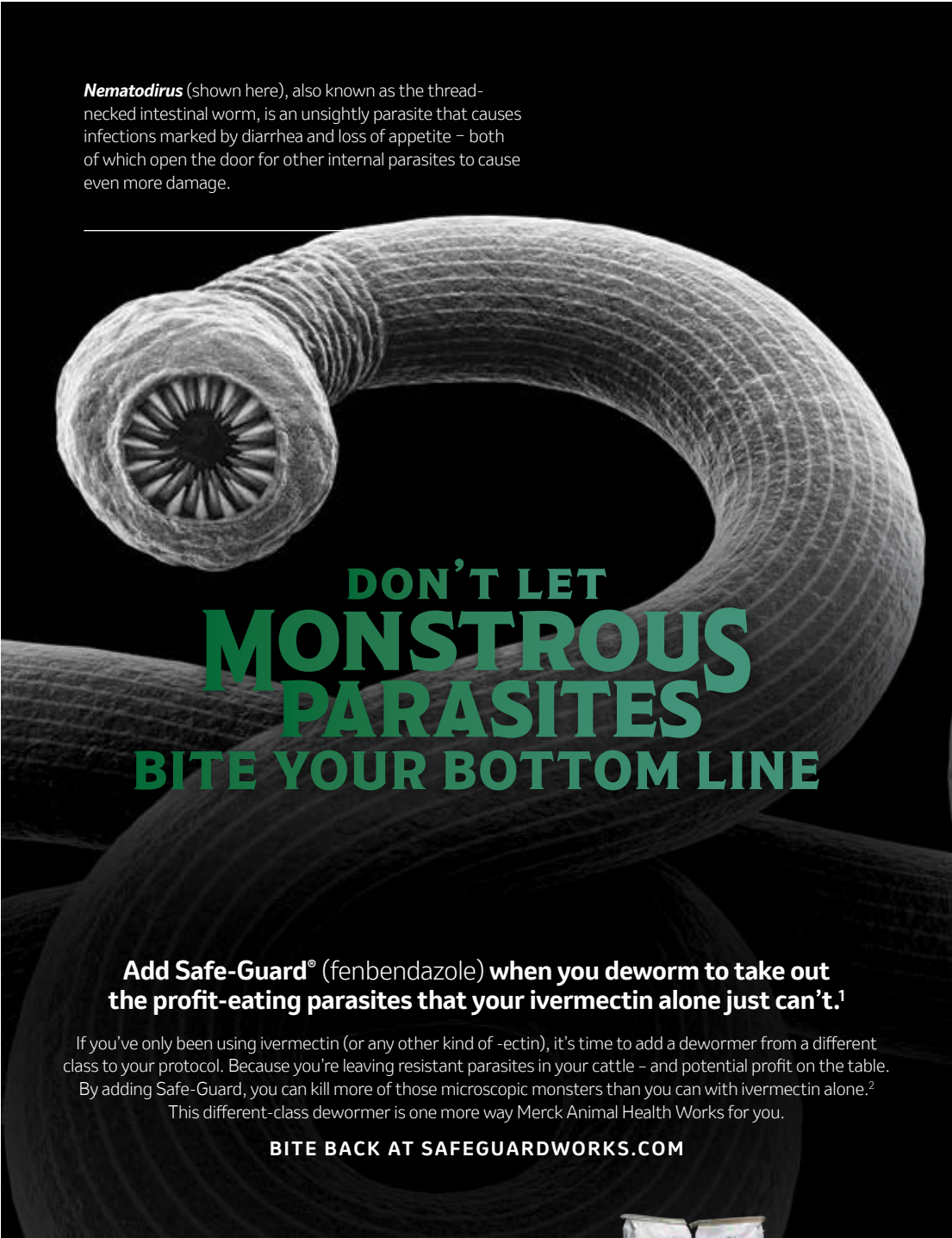
By Grant Crawford, PhD, Associate Director Cattle Technical Services, Merck Animal Health



Deworming has a profound effect on cattle health and performance. Compared to other animal health technologies, such as implants, pharmaceuticals, feed additives, etc., dewormers have the greatest economic impact on the cow/calf and stocker segments based on an Iowa State University study.¹

It demonstrated cow/calf producers can add \$274 per head of value through animal health technologies. Of that \$274, \$201 was a result of deworming. For stockers, \$24 of the \$95 per head impact of animal health technologies was due to deworming.

Nematodirus (shown here), also known as the thread-necked intestinal worm, is an unsightly parasite that causes infections marked by diarrhea and loss of appetite – both of which open the door for other internal parasites to cause even more damage.



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¹Reinhardt CD, et al. A fenbendazole oral drench in addition to an ivermectin pour-on reduces parasite burden and improves feedlot and carcass performance of finishing heifers compared with endectocides alone. *J Anim Sci.* 2006;84(8):2243-50.
²Merck Animal Health National FECRT Database.

Cattle free from parasites will have better feed intake, average daily gain, milk production, as well as a positive immune response to vaccines and diseases.^{2,3}

Fall deworming can result in cattle being worm-free over the winter months in areas that have a hard frost. This means cattle will be able to better utilize nutrients. This is especially critical for cows in their second or third trimesters of pregnancy. Nutrients can more effectively go towards fetal development and keeping the cow in good body condition, which impacts her ability to raise a healthy calf and rebreed.²

Deworming now sets the foundation for the cow herd's performance in the spring. It also positively impacts weaned calf health and performance.

It's important to keep these points in mind when fall deworming:

1) Not all dewormers are created equal. If you're only using an endectocide, such as ivermectin, you may only be getting half of the reduction in worms necessary for effective deworming.

Merck Animal Health maintains the world's largest Fecal Egg Count Reduction Test (FECRT) database to monitor field use efficacy of dewormers approved for use in U.S. cattle. The goal to ensure proper parasite management is a 90 percent or more fecal egg count reduction following deworming. See Table 1.

TABLE 1. FECAL EGG COUNT REDUCTION TEST DATABASE* EFFICACY SUMMARY

Treatment	Percent Efficacy
Endectocida Pour-On	51.0%
Endectocida Injectable	57.4%
All Formulations of Fenbendazole	98.7%
Fenbendazole Drench with Various Forms of Endectocides	99.1%

*Merck Animal Health maintains the world's largest FECRT database to monitor field use efficacy of endectocides classes. Through 2015, there were 24,388 samples analyzed: 12,071 pre-treatment and 12,317 post-treatment.

FECRT results show with an endectocide pour-on product only, a mere 51 percent efficacy was attained. Nearly half of the eggs remained 14 days after receiving the pour-on. Using Safe-Guard® or Panacur® (fenbendazole), nearly 100 percent efficacy was obtained.

2) Deworming cattle doesn't have to require gathering and putting cattle in a chute. Using feed and mineral forms of



Continued from previous page

Safe-Guard – such as range cubes, dewormer blocks or mineral – require relatively little time and labor and are highly effective.

3) **Work with your veterinarian to do FECRT testing annually.** Fall is a good time to do this. It is important that 20 samples are taken both at treatment and 14 days post-treatment. If there is less than a 90-percent reduction in fecal egg count, a Polymerase Chain Reaction (PCR) test – which is a DNA-based test – should be conducted to determine which parasites remain. These tests are not expensive and will give you insight into the parasite load and effectiveness of your deworming program.

Consult your veterinarian for assistance in diagnosis, treatment and control. Learn more at SafeGuardWorks.com.

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3. *Safe-Guard/Panacur Deworming Strategies for Dairy Cattle*. Dairy Monograph. Intervet.

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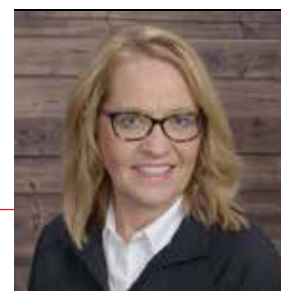
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Making the Best of It

By B. Lynn Gordon for Cattlemen's News



Usually, at this time of year, I encourage folks to start making plans to attend agricultural conferences, meetings, or events, many of which are held over the winter months. These events provide a great opportunity for folks to access continuing education, network with others, and get involved in their industry. However, due to COVID19 – the landscape of these events will not be the same. The pandemic has changed our routine and created uncertainty. According to John Maxwell, an international leadership expert, uncertainty is the hardest for individuals to cope with.

“With bad news, you can do something about it, make a plan,” notes Maxwell, “but uncertainty keeps you hanging, you are left without knowing what to do.”

What can we do to make the best of the situation? With many face-to-face events canceled or completely postponed until sometime in 2021, what are some ways that you can continue to stay involved in the industry, continue learning, and connect with others?

Participate virtually

The experience is not the same, I can attest to that after participating in numerous virtual conferences over the past six months, many of which I had planned to attend in-person. You can't visit with attendees during the coffee break or make plans to join fellow cattlemen for a steak supper after a long day of meetings, but you can still access great information. For many of the virtual conferences, the price has been greatly reduced and oftentimes, registration is free, encouraging participation during these unprecedented times.

I can also attest that one can get “webinar weary” staring at a screen for many hours leading to a loss of interest. Attending an all-day conference online is not the same as in person – it requires a different commitment. I encourage producers to review the agenda ahead of time, circle a few of the key presentations, and challenge yourself to listen intently to the ones that most interest you. You will gain more being engaged for a few sessions rather than your mind wandering and eyes getting blurry trying to listen to all the sessions.

If you are not tech savvy fortunately most of the conferences and programs which have shifted to a virtual format have used straight-forward and user-friendly technology. Most

are set up where you can only view the speaker and/or their slides and submit questions through a chat box. Only a select few I have participated in were set so others can also view you sitting at your computer. These were usually meetings with smaller audiences or where interaction and discussion were encouraged.

If something comes up in your schedule, resulting in you missing the live-version of the virtual event, many organizations have recorded at least some if not all the educational sessions allowing you to access them at a later time and date that works in your schedule. The recordings can usually be accessed on the organization or company website or if pre-registered, you may receive an email with a link to the recording.

The shift our industry has been forced to make due to the pandemic was unexpected but many associations, organizations, and companies have stepped up to the plate and done the best they can to keep open lines of communication and offer education on key topics.

Dip into the wish list

We all have a wish list whether it's on paper or in our mind we never seem to get to. Maybe now is that time. Consider the hours of windshield time it took to travel to the state cattlemen's convention or the monthly local farm bureau meetings, which are not occurring this year due to COVID. What are you doing with that extra time? Is there something you can pull off your wish list to devote this newly acquired time to? Maybe it's reading that book you have on the corner of your desk or going back through bull sale catalogs from the spring to study pedigrees, or watch a series of webinars on a topic of your interest – all things that you didn't seem to have that extra time for last winter. Cherish this opportunity to continue to broaden your skillset, keep yourself engaged, and feel good about striking that activity off your wish list.

Reach out

Deemed essential, agriculture has not been impacted with lockdowns or changes in business practices like some industries have. Yet, fewer events are occurring, some people need to isolate themselves due to their age or a family member who might be at high risk, or their employer does not want them mingling with groups of people. Who is someone you haven't seen or heard from in a while? Give them a call, send them an email, text, or video chat? Take the time to check in with them as they may be dealing with added stress, isolation, or loneliness, and hearing your voice may be just what they need today. Discuss a topic other than the virus – cattle management practices, new technologies adopted, etc.

COVID-19 has thrust us into a “new normal.” However, focusing on actions and thoughts that are intentional, planned, and purposefully allows us to maximize our abilities and outcomes during times of uncertainty. 🤠

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

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A Proactive Approach

Managing calf health heading into winter

By Eric Bailey for Cattlemen's News

Diseases of the respiratory system are a significant cause of illness and death in growing cattle. I speculate that dealing with sickness and death is a factor keeping producers from backgrounding calves. Now is an excellent time of year to buy weaned calves, as the markets are flooded with newly-weaned, spring calves. Sickness and death are real concerns when getting into the backgrounding business because we lack a definitive on-farm case definition for bovine respiratory disease (BRD). In simpler terms, we do not have a definitive test to determine if a calf is sick with BRD.

The lack of a definitive test for BRD has always stuck out because of research conducted at Kansas State University while I was in graduate school. A product designed to reduce rumen acidosis (a nutritional disorder) was administered at processing to high-risk cutter bulls trucked from Texas. Fewer calves dosed with the product (22% treated) were treated throughout the experiment than calves not dosed with the product (32% treated). Trained personnel were unable to distinguish between calves suffering from BRD and calves suffering from rumen acidosis. If you think about the classic symptoms presented (anorexia, altered posture, rapid breathing), you will find several that overlap between the two diagnoses.

Understand, this was a relatively unique case. Calves would be considered high-risk calves by most. Of the 645 calves received, 501 were bulls. They were lightweight (443 pound average) upon arrival and trucked a long distance. Additionally, they were fed a diet that was 60% rapidly fermentable grain (36% steam flaked corn and 24% high moisture corn) upon arrival. We are not likely to see rumen acidosis at this rate under standard Missouri backgrounder management practices. If your ration has less than 40% grain, your risk of rumen acidosis in backgrounding operations is small.

The point I am driving at is that we need to do a better job of making objective decisions about treating sick calves. Pulling calves, capturing in a squeeze chute, and taking a rectal tem-



perature is not feasible in all situations. Remember, the average rectal temperature for cattle is 101.5 degrees Fahrenheit. I have used either 103.5 or 104.0 degrees as criteria for treatment, when feasible. However, if you are in a situation where a rectal temperature is not feasible, look at other indicators that calves are sick.

An obvious place to start is a willingness to come to the feed truck. The calf standing off by itself is an obvious candidate for a closer look. Attraction to a feed truck may not be feasible in a pasture, though, so focus on the following indicators. Does the calf have discharge (mucus) in the eyes and nose? Is the nose discharge clear or milky? While I have seen plenty of healthy calves with milky snot, I still like to start there to give a calf a close look.

The next indicator is a cough. Is the cough dry and shallow or wet and deep? A dry, hacking cough does not concern me, especially if conditions are dusty or the ration is dry. A wet, deep cough is a cause for concern. What is the posture of the calf? Are they standing normally, or are they hunched over, perhaps with the neck extended? This indicator usually goes hand in hand with their breathing rate. Is the calf breathing normal, or are they taking shallow, rapid breaths? Is the head droopy? Are the ears droopy? Does the calf look gaunt?

I recommend combining these indicators (mucus, cough, posture, breathing, appearance) and only treating if you see multiple sickness indicators. In my opinion, the droopy head or ears are important. Calves are prey animals and will attempt to hide illness from perceived predators (us). If they are unwilling to hide illness when we are “eyeing” them, that tells me that the calves are ill.

If possible, try to keep records of calves treated and the symptoms you treated based off of. If you find that many calves require a second (or third) treatment, perhaps the calves should be treated sooner or based on fewer indicators. Try to use data and records to help make your health program successful. Backgrounding can be a lucrative business but requires a different skill set than cow-calf production. Do not let that keep you from diversifying in the cattle business. 🤠

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

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Navigating the Future

53rd Annual Missouri Cattle Industry Convention

By Macey René for Cattlemen's News

While events across the world are being cancelled, postponed or virtualized, one anticipated state agricultural tradition remains. Preparation for the Missouri Cattle Industry Convention & Trade Show is in full swing to ensure Missouri producers have access to the important networking and educational opportunities that comprise it. General sessions, keynote speakers, trade show vendors and entertainment fill the schedule and prove there is something for everyone at the industry event of the year.

The 53rd Annual Missouri Cattle Industry Convention & Trade Show is scheduled for Friday, January 8, through Sunday, January 10, 2021, at the Margaritaville Lake Resort in Osage Beach, Missouri. This year's theme is "Navigating the Future." After unprecedented circumstances in our global and national economy and cattle market, many producers are eager to learn how they can strengthen their position within the industry. This event is crafted to help them do just that.

"Our annual convention and trade show are an opportunity for our members to connect with one another and industry professionals and discuss new technologies, policies and issues that affect their daily lives," said Missouri Cattlemen's Association Executive Vice President Mike Deering. "Our goal for this event is to ensure that our producers are equipped with the skills, information and resources they need to successfully operate, especially after a year full of unprecedented economic events and uncertainty. From our trade show and informational workshops, to policy meetings and award receptions, our three-day convention is jam packed full of learning, networking and enjoyment for all in attendance."

Special guests will be announced closer to convention, but attendees can expect to hear from industry leaders involved in policy, marketing and advocacy, to name a few. Also on the convention agenda are the Cattlemen's Education Series, formerly known as Cattlemen's College; the Missouri Beef Queen Contest; MCA, MBIC and Missouri Cattlewomen's Association meetings; a large producer-focused trade show; a series of informative producer panels; and the annual convention banquet, including the granting of awards, queen coronation and a prime rib dinner. New this year, Friday's MCA Board Meeting and Policy and Resolution Committee Meetings and Sunday's MCA Annual Meeting will be offered virtually via Zoom for participants unable to attend in person.

"This convention is an excellent opportunity to learn not only what is happening in the



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industry on the policy and advocacy side, but also to learn on the consumer and checkoff side what the dollar is doing to help drive demand for beef," said Missouri Beef Industry Council Executive Director Mark Russell. "It's so important for stakeholders to understand the importance and value of the dollar and its return on investment. There will be several sessions focusing on what checkoff dollars do for large and small farmers and ranchers and how they can take advantage of opportunities to access funding to help promote beef locally, including an exciting new What Your Dollar Does in Missouri grant. Attend our sessions at convention to learn more!"

Interested attendees are encouraged to register before December 11 to qualify for the early-bird price of just \$150. Accommodations are available at the Margaritaville Lake Resort and at neighboring hotels. To be part of the convention as a sponsor or vendor, call (573) 499-9162 ext. 235. For more information or to register for the 53rd Annual Missouri Cattle Industry Convention & Trade Show, visit mocattle.com, click Meetings & Events and Annual Convention and Trade Show, or <https://www.mocattle.org/meetings-events/annual-convention-trade-show/convention-form>. 🐮

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Good Records = Good Farm Management

Achieving your farm goals

By Jessica Allan for Cattlemen's News



Paperwork is no one's favorite task. Very few people look forward to inputting data into the computer or going through receipts and trying to remember calving and vaccination dates. Yet, tedious as record keeping can be, it is vital to good farm management. Farms that are well managed are farms that are profitable, meet their goals and provide strong pride of ownership.

There are several reasons to keep records, not the least of which is financial (taxes, lender requests, etc.). Other important reasons include production decisions and goal measurements.

If you've been in the agricultural business any length of time, you are more than aware of the importance of a lender to your operation and what that lender requires of you. At least once a year, he or she will ask to see your balance sheet, income statement and tax returns. Keeping your records updated makes that request easier to fulfill and can help your lender make decisions on your requests easier and quicker.

Wesley Tucker, with University of Missouri Extension in Bolivar, says to use those records to learn more about your business, not just as a to-do list for the CPA or lender.

"Take time to do your balance sheet at the beginning and end of each year," said Tucker. "Then, put those numbers with the Schedule F tax form and learn how your business is really doing. Simple forms are available that will tell you what information to use from the Schedule F and balance sheets to calculate your financial ratios (i.e. profitability, liquidity, solvency, repayment capacity and financial efficiency). The changes in these measures from year to year will let you know if your farm is headed in the right direction to achieve your goals."

Keeping up with production records – birth and weaning weights, calving intervals, veterinarian visits and treatments – can also help you in making decisions for the farm. Most cow-calf producers, if they were honest with themselves, have those one or two favorite cows that they keep on each year, regardless of having raised a calf or not. Keeping records helps us look at our cows more as employees, than pets. If we document how that cow's production each year, when it comes time to downsize due to drought or other circumstances, it makes it easier to make the decision on which ones to "fire". Seeing the numbers in black and white helps

keep us honest, says Tucker. Using some type of system to rank your cows makes it easier to cull the bottom 15% when we need to downsize, he says.

The question we all have, though, is how often should I update my records? As stated above, the beginning and end of each year is a good place to start for your financial records, especially as it coincides with your tax return dates. Eldon Cole, also with the University of Missouri Extension, states that making changes regularly as you make changes to the farm (i.e. sell or buy, make improvements, add or remove businesses) makes the process easier at year end. Tucker agrees and states that updates should be made as often as possible; making entries regularly makes it more palatable than binge working on them when the information is needed.

The same can be said for your production records. As calves are born, weaned and sold, record the information then and there. When the cattle get sick and are treated, mark it down. If you keep back heifers, keep track of which cows produced those heifers. You cannot manage that which is not measured, says Tucker.



So, are there better or worse ways to keep track of records? Tucker states that there are very few programs yet available that measure both financial and production records, but there are several that do either one or the other. Use one that will give you the information you intend to use, says Cole. The best system in the world is worthless if you don't feel comfortable using it, according to Tucker. He also says don't feel pressured into going computerized either. For some, using a computer makes keeping records easier, but for others it just complicates the issue. A good old-fashioned ledger works just as well if that is what you are accustomed to, Tucker says.

Some farmers put together their own system, like Bark Renkoski, a cow calf producer in Purdy, Missouri. He wants to know which cows perform and which do not, so he keeps track of breeding, calving and sale records. He also keeps his records updated to make tax season easier and to have handy for his lender. For him, updating his records at calving season (twice a year) works well, as does keeping his records on paper.

In summary, using records, both financial and production, can help a producer manage their farm towards the completion of the farm's goals. Seeing how your farm is producing, in black and white, helps you see what next steps the farm needs to take. And, as Cole states, good records can give you a sense of satisfaction and confidence that you're on the right track as a successful business. 🤠

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

Be Prepared to Counter the False Narrative That Saturated Fats are Bad

By Gregory Bloom for Cattlemen's News

This month's edition of Cattlemen's News focuses on being prepared for anything...

In my experience selling beef and training people on how to sell beef, I come across many different types of people with various backgrounds. I work with chefs, dietitians, nutritionists and buyers for universities and hospitals. Very commonly I have to defend beef's nutritional qualities and the notion that saturated fats are unhealthy.

Even my own personal doctor, whom I respect and listen to much of his advice for my health, believes that meat consumption is to be limited and even avoided. You very likely have encountered the same with your physician. Most of those in the healthcare field were taught to avoid red meat and high saturated fat foods while studying in college, and those discriminatory tones still prevail in their practical advice to their patients.



Nina Teicholz

To help you be better prepared to counter the false narrative that saturated fats are bad for your health, I called my friend Nina Teicholz and asked her about the fight she's been battling for years. Of course, Teicholz's best piece of advice for us is to read her book.

You've likely heard of Teicholz, or at least of her book, "The Big Fat Surprise: Why Butter, Meat and Cheese Belong in a Healthy Diet." But, have you read her book? If not, I'd strongly encourage you to order it, read it and use it as a reference book for years to come. I've used Teicholz's book countless times over the past few years to help persuade many in the health care industry that saturated fats are actually good for us.

On my phone call with Nina this month, she reiterated her constant call-out that saturated fats aren't the issue with our national poor health problem. Teicholz has been working overtime this year to ensure that the newest U.S. Dietary Guidelines Advisory Committee (USDAC), use a science-based approach when making their updated national advice for our eating regimen. You can read about Nina's work at The Nutrition Coalition (TNC) by going to nutritioncoalition.us.

Recently, the Nutrition Coalition released the following update on the USDAC's forthcoming recommendation:

The Nutrition Coalition (TNC) submitted its public comments to the USDA regarding the final expert report by the 2020 Dietary Guidelines Advisory Committee. The 2020-2025 Dietary Guidelines for Americans, due out at the end of this year, will be based on this report. TNC expressed concerns about USDA's lack of adherence to a rigorous, verified methodology for its scientific reviews, as recommended by the National Academies of Sciences, Engineering, and Medicine (NASEM) in two Congressionally-mandated reports in 2017. The NASEM also made recommendations to increase transparency and manage bias in the DGA process, but the USDA did not adopt this advice. TNC noted that these recommendations are standard features of any high-quality scientific paper, and stated that a report upon

which the health of the nation depends should also uphold these basic standards of good science, in order to ensure a policy that is trustworthy and reliable. TNC also noted that the 2020 DGAC Report does not comply with the law; for instance, it does not, in many scientific reviews, reflect the "preponderance of scientific and medical knowledge which is current at the time the report is prepared."

So, it seems rather obvious that despite the excellent work of The Nutrition Coalition, Teicholz and many others, we are not going to see a top-down informed, science-based recommendation for years to come, if ever. We must work from the bottom-up and be equipped ourselves to counter the entrenched belief that we need to limit our meat consumption.

This summer I decided to lose some weight, try to feel better and improve my eating habits. Various diets of the past had all failed. I was constantly hungry on past attempts at regimented weight loss. In June, I started eating the keto diet plan, which has various forms, but in essence, I cut back on my carbohydrates and sugar intake, eating mostly proteins, some dairy and certain vegetables. Eating keto is much more a lifestyle than a diet. Since June, I've lost nearly twenty pounds and two inches off my waistline, but even more dramatic has been my increased energy level. I am no longer tired every day in the afternoon, I have much better mental clarity and I just feel a whole lot better overall.

I asked Teicholz about my experience and positive results with eating keto, and she said my experience is very common. Teicholz's message to all is for us to cut back on carbohydrates and sugars.

"Eat bacon for breakfast, not bagels," she emphatically states.

My own personal experience with eating a high saturated fat diet along with the excellent work that Teicholz has done with her book and at The Nutrition Coalition has equipped me, at the grass roots level, to fight the false saturated fats narrative, with the people I encounter every day.

So, I leave you with the charge to prepare yourself for anything in 2021, starting with what's best for your own health. Read Teicholz's book and spread the word. 🍖

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



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Preparing for Winter on the Farm

Plan now before it's too late

By Eldon Cole for Cattlemen's News

When I think about preparing for winter on the farm I naturally think of cattle and the needs they may have in the coming months. Since this part of Missouri is right in the middle of the designated drought area, feed and water concerns are significant.

There was a lot of hay and haylage put up in the spring and early summer. However, many have been feeding hay already

and old, reliable fescue for winter stockpiling, isn't going to be able to help this winter.

Thus, inventory your hay closely for quantity and quality. If your cattle herd size and hay supply don't match, start looking for hay, or cull those cows you've been looking for an excuse to sell. Remember, they are the old, open and ornery ones.

You might also want to check your method of feeding hay this winter. Bale rings take a lot of abuse and if you use rings, make sure they're in good shape. It's been shown that sloppy bale feeder management may waste one-third of your hay. Unrolling just enough hay to meet your cattle's nutritional needs based on production status, age and body condition may make a difference in whether you need to buy hay or not.

Water may be even more critical this winter if you rely on ponds or small streams. If you have wells and automatic waterers make sure they're in good shape before that first, near zero-degree night sneaks up on you.

As you work cows or stockers this fall, be sure to remove old fly tags that were likely put in back in May. This may seem like a trivial item, but it does help prevent pesticide resistance buildup in flies.

While the cows are in the chute, replace missing ear tags so every animal can be identified. The exceptions are if they're individually identified with a legible freeze or hot iron brand, or if they are EID tagged.

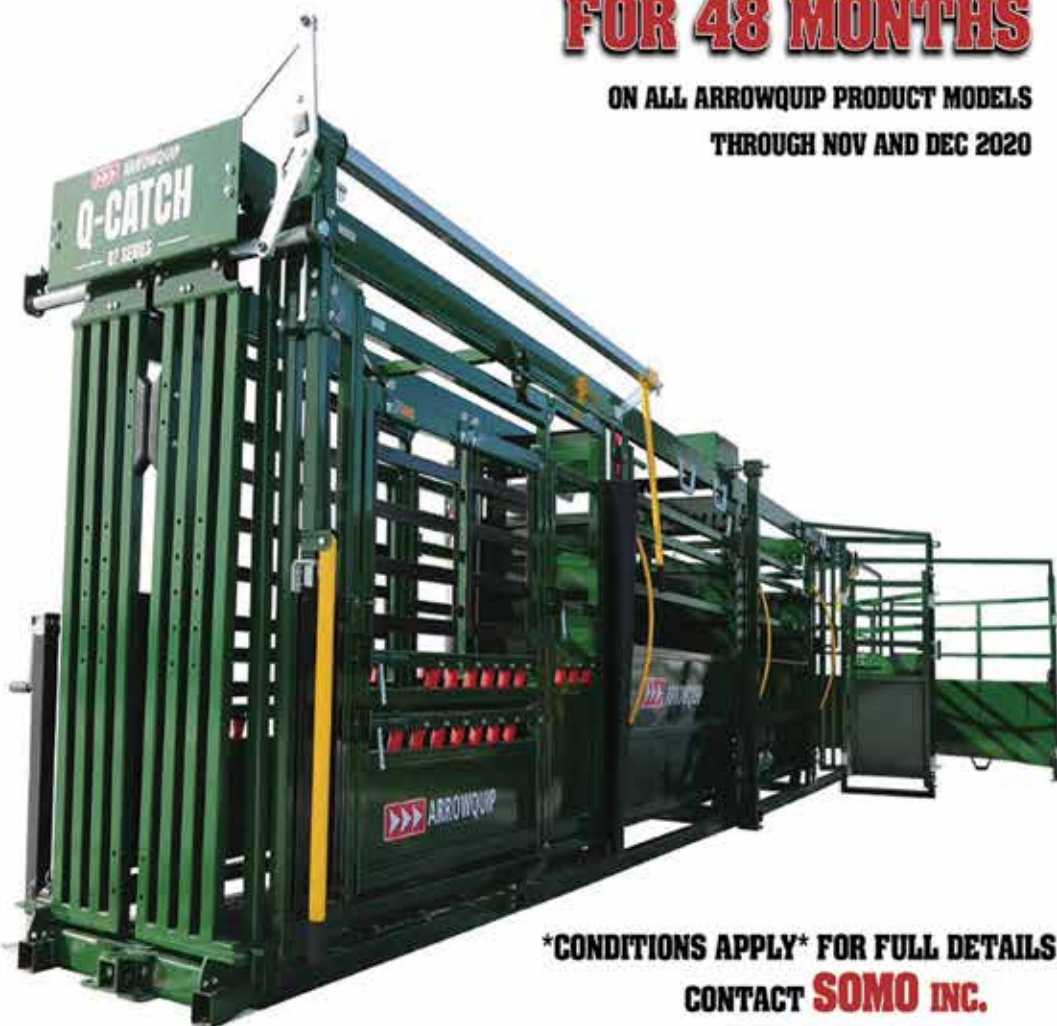
Individually body condition score (BCS) some of your breeding females to ballpark your herd's condition going into the winter. Periodically, look up the same animals to see if the cow's nutrition levels are adequate. I prefer mature cows to be in the BCS of 5 as a minimum if they're due to calve in February. Cows that score "5" may show a little back bone and possibly the last pair of ribs or two. A 6 BCS will not show any ribs and have a smooth appearance from end-to-end. Animals under a 5 will be slower returning to heat and will not milk adequately.

I encourage you to shop around for the best feed source to supplement your limited hay supply. That supplement may be alfalfa hay, corn gluten feed, or



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Continued on next page

shelled corn. Remember one pound of corn basically replaces two pounds of hay or more if it's sorry, late cut hay.

Finally, prepare the cattle to cope with internal and external parasites. Don't wait until cattle start rubbing their hair off in February to begin a preventive treatment program for lice. Work with your veterinarian to create a workable and economical parasite control program.

Get serious about sorting your various classes of cattle. Don't be guilty of running 6 BCS, spring calvers with fall calving, first calf heifers. Their nutritional needs are certainly different. Check with an extension field specialist in livestock if you have questions about requirements for various classes of cattle.

In closing, I'll put in a plug for you to select a few educational meetings to attend. Of course, I'm biased and encourage you to attend for a chance to learn research-based, unbiased information. Don't attend because they'll have the biggest and best steaks on the menu. Several of our meetings will be held via virtual, Zoom or computer methods. If you can't access them, let extension specialists know and they'll help get you information. 🐮

Eldon Cole, field specialist in livestock, University of Missouri Extension, headquartered in Lawrence County



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Make a Farm Business Plan Before Death or Illness Strikes

Here are things to include in a farm business plan to allow work to continue in times of crisis

By University of Missouri Extension

Here are things to include in a farm business plan to allow work to continue in times of crisis.

The value of a farm business plan becomes clear when sudden illness strikes, says Joe Horner, University of Missouri Extension agricultural economist.

A farm business plan forces people to think things through. A farm's business plan formalizes what is in owners' heads, Horner says, and it serves as an operation manual if an owner becomes ill or dies. The plan can guide surviving workers and decision-makers.

Still, Horner says some farmers don't write a plan because they find the task daunting.

"Make it easy," he says. "Start with a simple plan and revise it. A two-page plan is a fine place to start."

"One can divide a farm business plan into two parts, sort of like a front and backyard," Horner says. "The formal portion of the farm business plan is what you present to outsiders, sort of like a front yard. The appendix to the business plan is more like a backyard, where you store and park stuff you might need someday."


What to include in appendix

As farms grow, employee turnover and training become bigger issues. Written standard operating procedures are increasingly common on farms. The appendix of a business plan is a good place to store and refine those SOPs. To save time when someone new steps into management, provide contact information for key service providers such as seed dealers, chemical applicators, veterinarians, nutritionists, repair and parts sources, bankers, lawyers, and insurance providers.

Also, include contact information for service providers who are used less frequently and may not be in the recently paid bills file, such as the well service company, fence builders or a painter for the grain bins.

"Your business plan appendix can be a catchall for all of that information swimming around in the back of your head, or those notes written on a scale ticket or piece of scrap paper in your wallet," Horner says.

Include calendars and checklists in the appendix. Note important dates such as lease renewals. Add copies of documents such as leases, permits, security agreements and depreciation lists.



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On family farms, several members may jointly own a piece of equipment. Write this down to help prevent misunderstandings among family members in the event of one party's death.

Inform others of plan
When finished with the plan, make sure key members of your organization and family know where to find it.

Also, share a copy of the formal part of the business plan with trusted lenders. The plan is a useful tool for bankers to document their files when called upon to make quick loan decisions if, for example, you want to bid on land or machinery at an auction.

The goal of a business plan should be to make life less stressful, Horner says. Don't wait to create a perfect business plan.

"It is better to create a dog-eared, work-in-progress business plan that reflects practically who, where, when, why and how your farm business thrives," he says.

Horner and other MU Extension specialists offer free assistance with farm business plans. Sign up through Missouri's Small Business Development Center for Agriculture, or farmers can reach out to Horner at hornerj@missouri.edu or 573-882-9339. 🐔

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Dealing With Grass Shortage and Lack of Rain

By Elizabeth Picking and Reagan Bluel for Cattlemen's News



Reagan Bluel



Elizabeth Picking

1. How has the lack of rain impacted producers around the area?

Southwest Missouri has been hit hard by the lack of rain this summer and fall. Many producers began feeding hay due to lack of grazable forage. The cooler than normal spring also contributed to a slower start to the grazing season; collectively many cattle producers are lacking available forage.

Nitrates in high concentrations are toxic to cattle. They tend to accumulate in the stalks of forages growing during drought conditions. This tends to be an issue when fertilizer is applied and very little rainfall follows. Sorghum, sudan and millet are common nitrate accumulators. This remains toxic in dry hay but will dissipate around 20-50% in silages. If you have any question about your forages, bring a few forage clippings into your local MU Extension office for testing.

2. What steps could producers take who are experiencing a grass shortage?

Producers experiencing a shortage of grass should take a serious look at reducing their livestock numbers before the winter sets in. Now is the time to take a closer look at the herd. If a cow weaned a light weight calf the last couple of years, consider culling. There is still value in a well-conditioned cow. Perhaps the silver lining of this all is an opportunity to improvement in a herd's productive potential, doing more with less.

Decreasing stocking rate can be done by culling underperforming breeding stock. Further, producers may decide to sell weaned heifers, ewe labs, or doe kids instead of developing them as replacements this year. Spring born calves can be weaned and sold if they have not been sold already. If feed resources are scarce into winter, fall born calves can be early weaned at roughly three months of age. Early weaning calves will save cow body condition score when feed is short and prevent low pregnancy rates in the next breeding season.

Producers may need to purchase additional hay and feed to bridge the gap in grazable pasture. A cost-effective winter-feeding strategy is to test purchased forages. This way producers know where their gaps in nutrition may be. The University of Missouri Extension livestock specialists can assist in determining a ration to meet your animal's requirements.

Finally, an action item we encourage all producers across the region to do – report your conditions. Snap a photo of pastures with cracking soil and dry pond or creek beds. Photos can be directly uploaded into a data base that will help determine the stage of drought and therefore level of emergency. The reporting can be done by navigating to: <https://www.drought.gov/drought/states/missouri>. Click on "Report your drought impacts" to complete the survey.

Work with local USDA and soil and water offices to determine if there are drought related emergency funding available in your area.

For future years, consider learning more about risk management options around pasture rangeland forage and rainfall tools to assist in the next drought.

3. How will the lack of rain and grass shortage affect producers going into winter?

All efforts made to create forage this fall were stomped out by the lack of rain. In many cases seed planted remains ungerminated on cracked soil and fertilizer, intended for stockpiled fescue, completely volatilized. Coming off the dry summer, this dry fall has greatly limited feed inventories for winter feeding.

When purchasing hay, consider resources available such as the Missouri Department of Agriculture's hay directory (<https://agmarketnews.mo.gov/hay-directory>) and weekly market summary, to prevent paying too much for your replacement hay. Don't guess, please test your hay and consider paying on quality not quantity. Ask the hay dealer for a price by point relative forage quality or total digestible nutrients.

Many counties in Missouri have not experienced the drought, receiving significantly more rain resulting in good hay crops. Hopefully this will result in more moderately priced hay inventories.

4. What is the outlook going forward in regard to getting pastures back into shape for spring growth?

Providing adequate rest for pastures is needed to allow re-growth to occur. It takes grass to grow grass. When forages are grazed below 2-3", additional time in the spring will be needed for green up. Consider this an opportunity to renovate the least productive pasture on the farm, by dry-lotting the herd in one concentrated location. By sacrificing one pasture, the remaining pastures are protected from overgrazing.

The sacrifice pasture for this winter will increase fertility through wasted hay and manure, making it the perfect seed-bed for an early spring forage crop in 2021.

MU Extension Livestock Specialists in the area include: Eldon Cole, Patrick Davis, Andy McCorkill, Elizabeth Picking and Ted Probert. We'll help guide you to the closest one by calling the SWRC at (417) 466-2148. 🐄

*Elizabeth Picking, University of Missouri – Extension Livestock Specialist
Reagan Bluel, interim superintendent, MU's Southwest Research Center in Mount Vernon, Missouri*



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Financial Focus

Don't play politics with your portfolio

By Kyle Newbold for Cattlemen's News

You're probably aware this is an election year. But as an investor, how concerned should you be with the results of the presidential and congressional elections?

Maybe not as much as you might think. At different times, the financial markets have performed well and poorly under different administrations and when different parties have controlled Congress, and after all the votes are counted, outcomes in the investment markets can be unpredictable. Consequently, you'll be helping yourself greatly by not making big moves in your portfolio in anticipation of new legislation or political moves down the line.

Of course, that's not to say that nothing emerging from Washington could ever have an impact on your investment decisions. For example, if a future president and Congress decide to change the capital gains tax rate, it could affect some of your choices, such as which stocks and stock-based mutual funds you should buy, and how long you should hold them.

Overall, though, your investment results will ultimately depend on actions you can take, including these:

- **Making changes for the right reasons** – While the results of an election may not be a good reason to make changes in your investment portfolio, other factors can certainly lead you to take steps in this direction. For one thing, as you get closer to retirement, you may want to shift some – though certainly not all – of your investment dollars from more growth-oriented vehicles to more conservative ones. Conversely, if you decide, well in advance, that you might want to retire earlier than you originally thought, you may need to invest more aggressively, being aware of the increased risk involved.

- **Following a long-term strategy** – In pretty much all walks of life, there are no shortcuts to success – and the same is true with investing. You need to follow a long-term strategy based on your goals, risk tolerance and time horizon, and you need the patience and perseverance to keep investing in all markets – up, down and sideways.

- **Avoiding mistakes** – Many people think of an investment mistake as failing to “get in on the ground floor” of some company that ultimately grew to huge proportions. But, it's pretty hard to become an early investor in companies like these, many of which start out as privately held businesses without any stockholders. Furthermore, companies with shorter track records can be much more unpredictable investments. However, you do want to avoid some real mistakes, such as chasing “hot” stocks. By the time you hear about them, they may already be cooling off, and they might not even be appropriate for your needs. Another mistake: failing to diversify your portfolio. If you only

own one type of asset, such as growth stocks, you could take a big hit during a market downturn. Spreading your dollars over a wide range of investments can help lower your risk exposure. (However, diversification by itself can't guarantee a profit or protect against all losses.)

After Election Day, regardless of the outcome, you can help keep your portfolio on track by not playing politics with it. 🤠

Kyle Newbold is a financial advisor for Edward Jones



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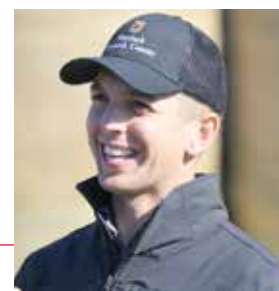


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How Many of the Calves Were Born by When?

Evaluating your calving seasons

By Jordan Thomas for Cattlemen's News



When I was growing up, the joke was that we had all four seasons here in the Midwest: calving, calving, calving, and calving. Year-long bull exposure and year-long calving happens far more than it should. But that said, I suspect that readers of Cattlemen's News know how important it is to have a defined calving season.

If you run a fall-calving herd, you have likely just wrapped up your calving season. At least I hope it is wrapped up. If you still have fall-calving cows left to calve, you may have some low-productivity

cows to cull. Let's say you calve for a 45 day period beginning on September 15th. There are mainly two approaches to make sure the length of your calving season stays 45 days: either (1) you limit the length of your breeding season to 45 days, or (2) you use a longer breeding season but cull cows that become pregnant after day 45 the breeding season. As long as you are committed to actually culling open or late-bred cows, either option works.

But while this last calving season is still fresh in your mind, there is a metric I want you to consider: what proportion of your cows calved by each day of the calving season? The academic term for this is calving distribution, but let's not complicate it too much. Ultimately, the question is just "how many of the calves were born by when?"

We usually like to look at this in 21 day periods, since that corresponds to the length of an estrous cycle. What percentage of your cows calved in the first 21 days of the calving season? What total percentage calved in the next 21 days? If you used a longer breeding season and did not cull later-conceiving cows, what percentage calved in the next 21 day period(s) after that? Dig through your calving records this year. As you figure out those percentages, break those percentages down by age group or other criteria (pasture, etc). Get creative. Even if you don't find major glaring problems, I guarantee you will find some areas for potential improvement.

The next breeding season for those cows is rapidly approaching. How you manage this year's breeding season is going to dictate how many calves are born by when in next year's calving season. Getting more cows pregnant early in the breeding season is one of the biggest drivers of profitability in the commercial cow-calf world. In general, calves gain around 2 lbs a day from birth to weaning, and even just a 21 day difference in calf age is somewhere in the range of 40-45 lbs difference in weaning weight. If you are a numbers person, search for the "Value of Calving Distribution Calculator" available from the Canadian Beef Cattle Research Council. Using this tool, you can see the effects that front-loading the calving season has on weaning weight and economic returns.

Estrus synchronization—whether you use it to facilitate an artificial insemination program or you use it simply in conjunction with natural service—is a great tool to front-load the calving season. For example, let's say you got even just 50% of your cows to conceive to a timed AI on the first day of the breeding season before turning out bulls. That may not sound that impressive, but that it actually quite a starting point for the very first day of the breeding season! That would leave only 50% of your cows that the bulls need to settle. Plus,

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DOB: 8/25/19 Reg.# 19758317

This 6.9 frame fall yearling has outstanding performance and is Show-Me Select qualified: 78 lb BW, 778 lb WW and 1365 YW with 11 EPDs in the top 1%, including \$Combination! A flush sister, maternal sister and 4 brothers also sell.



Lot
116

SydGen Exceed BDE 9575

DOB: 9/5/19 Reg.# 19758290

BW 88 WW 769 YW 1481 ADG 4.45 SC 36.8

A 6.6 frame Show Me Select qualified fall yearling who scanned a 17.2 sq in RE. He ranks in the Top 1% for Milk and 2% for \$Beef and \$Combination.



Lot
18

SydGen FATE 0077

DOB: 1/6/20 Reg.# 19788123

BW 80 WW 775

This Show-Me Select qualified FATE son had the top adj WW in his 72 head contemporary group and ranks in the Top 1% for \$Combination, 2% for CW and 3% for \$Beef.



Lot
3C

SydGen Enhance GA 0031

DOB: 1/1/20 Reg.# 19788107

This ENHANCE son out of the \$100,000-valuation ROCK STAR daughter had the #3 adj WW in his tough contemporary group. He's Show-Me Select qualified and should have a bright future!

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Continued from previous page

think of what this does to the overall calving distribution. Even if only 50% conceived to AI, the 50% that failed to conceive have another opportunity to conceive when they cycle back around 21 days later. In the first 21 days then, cows have had not one but two opportunities to become pregnant. In a natural service system, cows only have one chance to conceive at some point in the first 21 days of the breeding season—and that's assuming cows are cycling at the start of the breeding season, which is rarely the case. When using timed AI protocols, a large proportion of the non-cycling cows are actually induced to start cycling. That is a tremendous advantage when trying to get late-calving cows moved up, and it shows up as increased weaning weights and better breed back next year.

To put it simply, it matters “how many of the calves were born by when.” What did this last calving season look like for you? If you take the time to sit down and figure it out, email me what you come up with: thomasjor@missouri.edu 🐄

*Jordan Thomas, Ph.D. - Assistant Professor and State Beef Reproduction Specialist
University of Missouri - Division of Animal Science.*

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The Value of Farmers Running COVID-19 Response

By Chris Chinn, Director of the Missouri Department of Agriculture



COVID-19 has impacted every segment of our community: churches, diners, grocery stores, schools and especially farms. On our farms & ranches, we've been socially distancing since the dawn of time. But, COVID-19 hasn't differentiated between its affect among urban, rural and farming communities. By design, agriculture is the bedrock for our nation's food security. The past 8 months in the Midwest have been anything but steady and certainty has been absent from many rural communities.

It's easy to get dragged into the information overload each day. With every challenge, comes positive lessons. As a state, we've been able to quickly move to protect agriculture. That's why it's so important we have a strong leader in Governor Parson – a farmer like us. Agriculture has seen many challenges throughout time and we know we will get through this challenge together.

Dr. Scott Brown with the University of Missouri estimates that Missouri agriculture could lose between \$800-850 million because of COVID-19. Based on the information Dr. Brown had at that time for the Coronavirus Food Assistance Program (CFAP) payments in the first round, he could further estimate that Missouri farmers & ranchers may only see \$500-700 million in federal assistance. So, there may still be unmet needs in agriculture.

When I travel back to our family farm each week, I have the chance to catch up with family and friends, helping me focus on what truly matters in this job. That's protecting you and your farms for the next generation.

Agriculture is essential. Early on, Governor Parson and I started receiving calls that local health departments were shutting down livestock barns on sale days because it violated their capacity rules. We had well-intentioned health

leaders, but the Governor and I knew that we couldn't let that happen.

On March 24, he waived a regulation at the state level that clarified any part of the food supply chain could not be shut down, unless it was done directly by my Cabinet colleague Dr. Randall Williams, director of the Missouri Department of Health & Senior Services. Dr. Williams grew up in a rural area and worked on a farm himself growing up. He truly understands how agriculture works and how important it is to our rural communities.

The pandemic also confirmed what we've always known: agriculture is essential. The list of essential workers provided by the U.S. Department of Homeland Security included healthcare professionals, first responders and, of course, food and agriculture. This list places our farmers and ranchers where we knew we always belonged – on the frontlines of every emergency. Our priority is always providing safe and healthy food for our families.

Transporting agricultural goods. Governor Parson also directed the Missouri Department of Transportation to work with their federal counterparts to ensure transportation restrictions on weight and hours-of-service were waived to keep agriculture products moving. When the pandemic ramped up in the Midwest, we were in the heart of planting season and knew that it was critical to keep food, feed, fertilizer, livestock and other agricultural goods moving to our farms.

Milk limits removed. Late one night, I received a call from a fellow farmer in need of some help for his family. He's the father to a large family, including a child with diabetes. His family goes through nearly 5 gallons of milk a week and his child has special dietary needs to be met. His local grocery store began limiting the amount of milk to 1 gallon per trip to the store. If you have children, you know that wouldn't last him long.

At the same time, we started seeing on social media that dairy farmers in Missouri were being asked to dump their milk. So, we started working to find solutions to both of those challenges through Gene Wiseman at the State Milk Board, which is housed in the Department of Agriculture. It turns out that there was more than enough milk available, but grocery stores didn't know they could order more than their





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Continued on next page

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normal truckloads. Gene and his team began matching up grocery stores with extra milk deliveries from Hiland and Prairie Farms, which helped move more milk for our dairy farmers.

We will overcome the short-term and long-term challenges that result from COVID-19 together. Agriculture is accustomed to change, it's the foundation of every farm and ranch in Missouri. Our farms and ranches will weather this storm together and we will use the lessons we have learned to strengthen agriculture for the future. 🤠



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Estate Planning Is A Problem That's Not Going Away

By David Payne, Estate Planning Attorney

As a rancher or farmer, you know better than anyone that planning for the future is critical. Those without a plan don't last long. You've seen the mess that happens when there is no plan for transition to the next generation. You may have even benefited from your neighbor's lack of estate planning when their family was forced to sell in less than ideal circumstances.

The consequences are real and the stakes are high. For more than 20 years as an estate planning attorney for farmers in southwest Missouri, it seems as though I've seen it all. Do you want your farm sold by a probate court? Do you want "Big Ag" and their stockholders owning the land you've care for? I bet I know your answer.

Your farm is more than just your home or just your business, it's even more than simply "a way of life" — your farm is at the core of your family's legacy. If that legacy is to continue, you must act or the government (probate courts) and the banks have a plan already in place for you...and trust me, you won't like it. Their plan destroys what you've spent a lifetime of blood and sweat to build.

There is a difference between estate planning (often a trust-based plan is best), which decides what will happen to your assets when you die, and succession planning (often an LLC based plan is best), which is how to transition the farm or ranch operation to the next generation. Both types of planning need to happen to make sure you have a complete plan that ensures a legacy. An up-to-date and complete plan that is mindful of your farm succession (both management and ownership) is necessary if your dream of your grandchildren one day walking the land with their children, and taking the same satisfaction of knowing what they do every day is a vital part of our evermore unique American way of life.

Sometimes there is no heir apparent to continue farming, but that only heightens the need to be proactive in the planning process. Having the right plan (a complete plan) will make a world of difference come "nut-cuttin'" time.

Where To Start?

First, decide if it's worth fixing and something you're done putting off. You know your family is counting on you. Whether you're early into building your farm, slowing down, or anywhere in between, the problems that surround estate planning won't go away without dealing with them head on. These issues and problems won't fix themselves. A rain dance never brought the rain and "thinking" about estate planning never got it done. So, if you know you've got a problem and know it's worth fixing, if you have a legacy to protect and a spouse, kids and grandkids counting on you, what needs done?

Commit To Getting It Done Right

Second, this is not a do-it-yourself project. This is not about filling in some blanks on a form over the internet. The stakes are too high. You need an experienced attorney committed to your goals and who has a good understanding of your way of life.

The old way of thinking was that estate planning was a one-time thing that you could forget about once you signed the will. That never was a good idea and was never in anyone's best interest. Of course, you need an attorney that will help you plan, but also (and most importantly) an attorney that will be there when you need them the most. So, ask others who they have used. Look for someone local, if possible. Ask your accountant, your insurance agent, your financial advisor, etc. Ask someone you trust. Research on the internet. Maybe, you should meet with a couple different lawyers before deciding on one. This is important, so get it right.

You Don't Need To Have It All Figured Out

I've heard it a million times, "Hey, I'm going to come see you as soon I figure out what I want to do." Your estate planning attorney will best serve you if you engage with them as early as possible. While you will plan just one estate (your own),

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hopefully the attorney you choose will have successfully planned for hundreds of families through the years. So, it is best to use that experience in your favor. Often, an experienced advisor can suggest a few ideas of how to best make the important choices you'll face.

Your estate planning expert will ask a lot of questions: Do you have a successor in mind? How do you want to treat off-farm heirs? How do you want to shift management control and asset ownership – quickly or slowly or at a set point in the future? Do you need an LLC? An estate planning expert will want to know your business structure, your family dynamics and possible future managers and decisions makers.

Time To Build Some Fence

Good fences make for good neighbors, right? Well, estate planning and farm succession is all about creating good fences for your family. Good fences let everyone know what's to happen and "who gets what" both how and when. By making these types of choices now, you're building the fences of the future for your family. This way your children will have clarity, and so many conflicts will be avoided before they even start.

An experienced estate planning attorney will help frame the issues so you can make the choices that must be made to protect your farm, your family and your legacy. Avoiding probate is often the most basic step in estate planning. But strategic, mindful planning is critical for avoiding unnecessary taxes and unforeseen circumstances. At every step of this type of planning you'll need to focus on your most valuable asset: your family. Turmoil, resentment, and conflict is best avoided by making wise choices now, rather than letting those issues linger for the next generation to sort out.

While not all farmers and ranchers have complex estate planning needs, most do. Often, farmers have children, some of who want to continue the farm, as a business and some children who simply do not. Do you want to force your children to decide who inherits the land, equipment, livestock, and other assets? Or even worse, do you want a probate judge deciding all these things or just deciding to sell it all at public auction? Best to make hay while the sun shines. 🐮

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Winterizing Farm Equipment

Making a winter prep to-do list



By Rebecca Mettler for Cattlemen's News

Cold weather months are coming and that means a lot of upcoming prep work to ensure the cattle operation is ready to battle “Old Man Winter.” Move late winter/spring calving cows to pasture with windbreaks: check. Doublecheck winter hay supplies: check. Plug in heated waterers: check. Winterize farm equipment/feed trucks: check?

Winterizing farm equipment and feed trucks should be a top-priority item on the winter prep to-do list, even in the Four State Area.

“Southwest Missouri most definitely gets cold enough for winterization to be a crucial item to not be overlooked,” said Kim McGuire, salesperson at Heritage Tractor, Lockwood, Missouri.

“Temperatures can easily dip below freezing point for several days at a time, not counting the added windchill factor at times.”

The main purpose of winterizing equipment and vehicles is to prevent costly breakdowns and potential downtime because let’s face it, breakdowns happen at the most inopportune moment!

“Winterizing can definitely save you from needing to rent something to feed with because your equipment broke down,” said Tim Mitchell, service writer at S&H Farm Supply, Inc., Joplin, Missouri. “Plus, if not done properly it could lead to engine failure and a lot of down time.”

“Spending minimal dollars early on preventative maintenance will almost ALWAYS pay off in the long run,” McGuire said.

As an example, simply not checking the freezing point of the coolant in the engine block could result in catastrophic damage to the motor potentially costing thousands of dollars, according to McGuire.

Winterizing farm equipment isn’t an extensive process, just a few basic steps can be followed for proper protection.

The first step with any tractor, gas or diesel, is to make sure that the coolant tests at -20 degrees Fahrenheit, Mitchell said. Next, check for adequate fluid levels and use a lighter weight oil in engines.

“The performance on these engines will be better in the winter-time once the engine is warmed up,” Mitchell said. “Cold air is denser and has more oxygen creating more power when running, but they do need to be warmed up some before use.”

Diesel engines also require special care. It’s necessary to change out the fuel types in diesel engines in the winter. The winter-blend fuels have different additives that deter gelling in cold temperatures. Also, install an engine block heater, if possible.

If the equipment isn’t going to be used all winter, it still needs to be winterized. Check the coolant and all fluids, and cover it, if possible, to keep out of the elements. Batteries can also be placed on a trickle charger to extend the life of the battery.

Sprayers need to have some sort of antifreeze ran through them, which requires the operator to fill the reservoir with the anti-freeze of their choice, then run the liquid through the sprayer and any lines, fittings, pumps, etc., according to McGuire.

“One of the most common things to extend the life of an engine in winter that is almost never done, is to use a lighter weight engine oil,” Mitchell said. “It allows the engine to turn over easier at start up and also allows it to lubricate better and more quickly in cold weather.”

There are a wide variety of fuel treatments and additives to choose from for both diesel and gas. There are fuel treatment options that come with instructions for individuals that prefer to use a bulk fuel tank on the farm.

McGuire urges cattle producers to remember the basics. Life on the farm or ranch can get busy, but don’t forget the little things.

“Fuel is almost always a factor as being an item neglected” McGuire said. “We see more fuel related issues during the winter months than issues with coolant, batteries, etc..”



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Meet the Missouri Beef Industry Council Representatives

Look for these MBIC representatives at the Show-Me Select Sale Nov. 20, 2020



Luella Gregory is a contractor to the Missouri Beef Checkoff, focusing on consumer outreach and is also the Program Director for the Mo Beef Mo Kids Program, a program that focuses on more beef, more often, on the school lunch tray, while educating youth about beef production, nutrition and agriculture in the classroom.

Luella is also an author of a cookbook and children's book series, designed to educate others about today's farm families. She and her husband and son raise cattle and crops in Northeast Missouri.



Mark Russell has served the Missouri Beef Industry Council as the Executive Director since 2013. He was raised on a commercial cow calf and backgrounding ranch in central Missouri.



Scynthia Schnake is a Missouri Beef Industry Council board member representing Region 4. Scynthia also currently serves as the Vice President of the SWMO Cattle-men's Association.

Scynthia and her family have a cow/calf operation in Southwest Missouri, where they background their weaned calves and also buy and feed stocker cattle. After a long day on the farm, the Schnake family loves to enjoy a classic beef pot roast for dinner!



Donell Kleiboeker is from Stotts City, Missouri, which is halfway between

Springfield and Joplin. His family owns and operates Kleiboeker's Clover Creek Farms, where they raise high quality SimAngus and Red Angus cattle. Moreover, the farm acts as a turkey brood hub for Butterball. Currently attending University of Missouri in Columbia, Kleiboeker is majoring in agribusiness management with a minor in animal science.

While most familiar with the production side, he also really enjoys being able to have conversations about beef with consumers and producers alike. That presents a unique opportunity to find ways to market beef through consumer appeal, while also learning new techniques to implement on the farm. Kleiboeker feels it's extremely important to help educate people about beef while continuing to learn and become a better cattleman.

**View the
Cattlemen's News
ONLINE!**

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November 20, 2020 at 7 PM

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

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About 50% are black or black whiteface and 50% are Red Angus and Crosses.

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



Program Requirements:

- ❖ Heifers have met minimum standards for reproductive soundness, pelvic size, body condition and weight and are free of blemishes.
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- ❖ A strict immunization program has been followed including official Brucellosis calfhood vaccination. Heifers are tested and found negative for PI BVD.
- ❖ Heifers will calve from February 1 to April 30 and were preg checked within 30 days of the sale.

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Temple Grandin Headlines MU's Women in Ag Online Conference

Event offers motivation, education for women farmers and ranchers

Source: Marcia Shannon, 573-882-7859

COLUMBIA, Mo. – Temple Grandin, renowned author on animal behavior and autism, will be one of four keynote speakers during the virtual 2020 Pixels of Production – Women in Agriculture conference.

Pixels of Production offers women farmers and ranchers a four-night opportunity to learn practical tips and be inspired, says University of Missouri Extension (MU) swine nutritionist Marcia Shannon. The online event, presented via Zoom, replaces the annual Pearls of Production face-to-face, hands-on conference.

Topics range from ergonomics to silvopasture, Shannon says. The sessions run 6-9 p.m. Tuesdays and Thursdays from Nov. 5 to 17. Each evening presentation includes a session on practical tips and a headline speaker.

Scholarships are available for previous Pearls of Production attendees, high school and college students, and beginning farmers and ranchers. The regular fee is \$70 for all four evenings.

Participants with limited broadband access can contact their local MU Extension center for viewing options.

For more information, contact Shannon at CarlsonM@missouri.edu or 573-882-7859.

Sessions and topics

Thursday, Nov. 5

- "Ergonomic Tool Talk" with MU Extension health and safety specialist Karen Funkenbusch and livestock specialist Brenda Schreck.
- "Livestock Identity and Tagging" with livestock specialists Kendra Graham and Rachel Hopkins.
- Ashland farmer Caroline Sicht will give a keynote address on "Building Bridges" to help farmers tell their stories. Visit www.TellYourFarmStory.com.

Tuesday, Nov. 10

- "Livestock in the Woods" with natural resources specialist Sarah Havens.
- Keynote speaker Micah Jansen, a Zoetis Inc. veterinarian, will speak on "Vaccinology." She will give an overview of basic pig immunology, how vaccines work, how vaccines can be come less effective and how to properly vaccinate.
- "Silvopasture" with Ashley Conway of the MU Center for Agroforestry. Conway talks the integration of trees with animals and forages.

Thursday, Nov. 12

- "ABCs of USDA" with USDA representatives.
- Keynote speaker Amberley Snyder, a championship barrel racer, became paralyzed from the waist down after a car crash. She continues to compete in pole bending and break away roping. She is the author of "Walk Ride Rodeo: A Story About Amberley Snyder."
- "Grant Writing" with horticulture specialist Debi Kelly.

Tuesday, Nov. 17

- "Livestock Tools and Equipment" with livestock specialists Kendra Graham and Rachel Hopkins.
- Keynote speaker Temple Grandin.
- "Regenerative Agriculture" with Susan Jaster, farm outreach worker with Lincoln University.
- Tatijana Fisher, state poultry specialist at Lincoln University, will be introduced.

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MT VERNON - 60 Ac., Law. 1070, Just off exit 38 of I-44. Small woods\$207,000 SOLD	BILLINGS - 120 Ac. Hwy 174, Great location, farm house, large pond, great view, large spring, great location.....\$780,000 UNDER CONTRACT
ADRIAN - 5 Ac. Commercial lot with office/shop, great visibility, located on I-49\$249,900	REPUBLIC - 160 Ac. Hwy TT & PP, open & tillable, 88 ft. by 100 ft. barn with concrete floor, several equipment barns, 3 BR home, great road frontage.....\$880,000
BILLINGS - 45 Ac., Hwy 174. Just West of Republic, new fence, open and level, good grassland.....\$260,000	SENECA - 282 Ac., Bethel Rd., nice level open ground, pasture or tillable, good fence & cross fence, pond, great location \$1,057,500
REPUBLIC - 40 Ac. Hwy PP, 2 miles South of Exit 60 on I-44, wooded, Hwy frontage on 2 sides\$260,000	GREENFIELD - 537 Ac., nice pastures, pond, spring, great balance of open & timber ground\$1,288,800 SOLD
WILLARD - 50 acres, Fr Rd 94, mostly open, fenced, Hwy 160' frontage.....\$287,500	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
GREENFIELD - 66 Ac., Hwy. H, just minutes from Stockton Lake, beautiful gently rolling farm with 4 bedrooms, brick home, 70x80 hay barn, 30x42 shop, 30x42 shop, outdoor arena, multiple paddocks w/sheds, 4 ponds, 2 wells, 4 waterers.....\$385,000 SOLD	OZARK - 183 Ac., Kentucky Rd. Great location just west of Hwy 65, well, all open, 3 ponds, road frontage on 2 sides, future development potential.....\$1,281,000
MARIONVILLE - 32 Ac., Law 1225, 3 bedroom, 2 1/2 bath, home, full basement, large hay barn, 11 barn, fenced & cross fenced, private setting, automatic waterers, corrals\$386,900 SOLD	MOUNTAIN GROVE - Hwy 95, 244 Acres. Beautiful cattle farm, 3 BR brick home, all open, excellent pasture/hay ground, 3 wells, 2 ponds, 8 waterers, pipe corral \$1,339,000
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MARIONVILLE - 109 Ac., Law 2145, great location, several pastures, well, ponds, mostly open, 20x110 barn with concrete floor, fenced & cross fenced\$430,550	MILO - 632 acres, Hwy. EE, 70'x48 cattle barn, equip shed, 11 shed, waterers, fenced & cross fenced, 100 ac. pasture & hay ground, 9 ponds, 2 acre lake\$1,900,000 SOLD
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	OZARK - 412 Ac., Kentucky Rd., beautiful rolling pastures, fenced & cross fenced, several ponds & waterers, pipe corrals, livestock barns, hay barns.....\$3,045,000
BILLINGS - 26 Ac. Hwy 60 & 413, 2 BR, 2 BA home, livestock barn, large equipment barn, prime location.....\$500,000	FLEMINGTON - 1267 Ac., Hwy. 83, hay barns, livestock barns, 3 irrigation wells, 5 regular tillable acres, good pasture, office.....\$4,117,750 SOLD
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¹Elanco Animal Health. Data on file.



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

Description: Micotil® is a solution of the antibiotic tilmicosin. Each mL contains 300 mg of tilmicosin, USP as tilmicosin phosphate in 25% propylene glycol, phosphoric acid as needed to adjust pH and water for injection, Q.S. Tilmicosin, USP is produced semi-synthetically and is in the macrolide class of antibiotics.

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

Dosage and Administration: **Inject Subcutaneously in Cattle and Sheep Only.** In cattle, administer a single subcutaneous dose of 10 to 20 mg/kg of body weight (1 to 2 mL/30 kg or 1.5 to 3 mL per 100 lbs). In sheep greater than 15 kg, administer a single subcutaneous dose of 10 mg/kg of body weight (1 mL/30 kg or 1.5 mL per 100 lbs). Do not inject more than 10 mL per injection site. If no improvement is noted within 48-hours, the diagnosis should be reevaluated. For cattle and sheep, injection under the skin in the neck is suggested. If not accessible, inject under the skin behind the shoulders and over the ribs.

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

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

Warnings:

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

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

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

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

Clinical Pharmacology: A single subcutaneous injection of Micotil at 10 mg/kg of body weight dose in cattle resulted in peak tilmicosin levels within one hour and detectable levels (0.07 µg/mL) in serum beyond 3 days. However, lung concentrations of tilmicosin remained above the tilmicosin MIC 95% of 3.12 µg/mL for *Mannheimia haemolytica* for at least 3 days following the single injection. Serum tilmicosin levels are a poor indicator of total body tilmicosin. The lung/serum tilmicosin ratio in favor of lung tissue appeared to equilibrate by 3 days post-injection at approximately 60. In a study with radioactive tilmicosin, 24% and 68% of the dose was recovered from urine and feces respectively over 21 days. After a single subcutaneous injection of Micotil at 10mg/kg of body weight, tilmicosin concentrations in excess of 4 µg/mL were maintained in the alveolar macrophages and neutrophils of most cattle for at least 10 days. The clinical relevance of these findings has not been determined.

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

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

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

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

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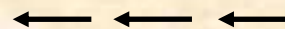
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- provides meal trays for families with children hospitalized at Cox South?
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When your check is received, a tax receipt will be issued to the donor from Children's Miracle Network Hospitals at CoxHealth. Funding will be distributed to your local Children's Miracle Network Hospital. Please consult with your accountant regarding the tax deductibility of your gift.

Cattlemen's News is glad to help "Cattlemen for Kids", part of the Children's Miracle Network Hospital of Springfield, Missouri, where local cattlemen can donate a percentage from their cattle sales to help children.

It's very simple; just clip out this form and fill it out. When you unload your cattle, give this at check in, at the market of your choice or you can tell them to average off a percentage of your check or the number of cattle you want to donate to the organization.

Beef for all Seasons

Cooking ideas for all your family gatherings

From the Missouri Beef Industry Council

Celebrate the holidays with beef

Gatherings with friends and family does not have to be stressful or time consuming. Use *beefitswhatsfordinner.com* to explore nutritious recipes and simple tips to make moments special this season.

Beef delivers on flavor and nutrition

The holiday season also provides the opportunity to highlight beef cuts, their versatility and cooking methods. When it comes to nutrition, beef is a great source of 10 essential nutrients including: protein, zinc, iron and many B vitamins. This makes beef a nutrient-rich solution for satisfying appetites while providing more nutrients in fewer calories than many other foods.

Holiday tips: cooking prime rib

The best way to cook prime rib, or the ribeye roast, is by roasting it in the oven fat side up to your desired doneness and then allowing it to rest, tented by aluminum foil for 10-15 minutes before slicing. This will ensure that the juices have a chance to settle before cutting into the roast. It's also important to remember the temperature will continue to rise 10 to 15 degrees when it comes out of the oven.

Roasting times may vary depending on the size of the roast and if it is boneless or not. These roasting guidelines can offer a general rule of thumb. But, it's always best to follow the individual recipe or packaging for specific times. 🍴

MAPLE-GLAZED RIB ROAST WITH ROASTED ACORN SQUASH



INGREDIENTS:

- 1 beef Rib Roast Bone-In (2 to 4 ribs), small end, chine (back) bone removed (6 to 8 pounds)
- 1/2 cup pure maple syrup
- 1 tablespoon chopped fresh thyme or 1 teaspoon dried thyme leaves
- 2 teaspoons minced garlic
- 2 medium acorn squash, cut lengthwise in half, seeded

COOKING:

1. Preheat oven to 350°F. Combine maple syrup, thyme and garlic in medium bowl. Reserve 1/4 cup for squash. Brush half of remaining syrup mixture onto all surfaces of beef Rib Roast Bone-In. Reserve remaining for basting.
2. Place roast, fat-side up, in shallow roasting pan. Insert ovenproof meat thermometer so tip is centered in thickest part of beef, not resting in fat or touching bone. Do not add water or cover. Roast in 350°F oven 2-1/4 to 2-1/2 hours for medium rare; 2-1/2 to 3 hours for medium doneness, basting with syrup mixture halfway through roasting time.
3. Meanwhile, place squash, cut sides up, in 13x9-inch glass baking dish. Brush cut sides of squash with some reserved syrup mixture; evenly pour remaining mixture into each well. Roast, uncovered, 45 minutes, brushing cut sides with syrup mixture from wells, halfway through baking time.
4. Remove roast when meat thermometer registers 135°F for medium rare; 145°F for medium doneness. Transfer roast to carving board; tent loosely with aluminum foil. Let stand 15 to 20 minutes. (Temperature will continue to rise about 10°-15°F to reach 145°F for medium rare; 160°F for medium.) Meanwhile, increase oven temperature to 425°F and continue to roast squash 15 to 20 minutes or until tender and edges begin to brown.
5. Carve roast into slices. Cut each squash half into 2 wedges, carefully spooning syrup mixture onto each wedge. Season beef and squash with salt and pepper, as desired.

Recipes, recipe photos and tips courtesy of Cattlemen's Beef Board and National Cattlemen's Association, *beefitswhatsfordinner.com*.

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*Figures based on IRI, Refrigerated/Frozen Meat Substitutes, 52 weeks ending 6/16/18; IRI/Freshlook, Total US MJLD ending 5/18/18; Categorized by VMMeat System.

Funded by The Beef Checkoff.

Marketing Cull Cows is Worth Some Effort

By Derrell S. Peel, Oklahoma State University Extension Livestock Marketing Specialist

Fall is a busy time for many cow-calf operations. Producers are hard at work weaning and shipping calves, pregnancy checking and making culling decisions for the cowherd. Normal culling occurs because cows fail to breed; failed to raise a calf or raised a poor calf; or have teeth or mobility limitations that will negatively affect future production. Culling may also be impacted by forage or feed availability and longer term plans to either expand or contract the herd size according to cattle market conditions.

Many producers give little thought to marketing cull cows and simply sell them as quickly as possible, resulting in many cull cows hitting the market in a short period of time in the fall. Beef cow slaughter reaches a seasonal peak in October and November, causing seasonally low prices for slaughter cows. Cull cows have a pronounced seasonal price pattern that ranges from more than 10% below the annual average in November to more than 7% above the annual average in April (Figure 1).

Cull breeding stock typically represents 15-20% of total revenue for cow-calf operations. Therefore, there are good reasons to evaluate and consider cull cow production and marketing possibilities beyond simply selling at weaning. Cull cow prices typically increase about 15% from the November low to March and about 20% by April (Figure 2). With current market conditions, a cull cow maintaining the same weight from November until spring will increase in value by \$100-\$135 per head just due to the price change. Additionally, cull cows should gain some weight after calves are weaned. Depending on cow condition in the fall and the amount of time, cull cows may add 75-150 pounds after weaning. This may increase value another \$40-\$80 per head due to additional weight. Finally, as cows gain weight, they may sell as higher dressing cows and receive an additional price premium. Cows that move from low dressing to average dressing or average to high dressing may add another \$40-\$75 per head in value. Increasing dressing percentage by one level is roughly equivalent to adding 1.0-1.5 body condition scores to the cow. In total, it is quite possible to increase cull cow value by 25-35% from fall to the following



spring through a combination of seasonal price increase, increased weight and improved dressing percent.

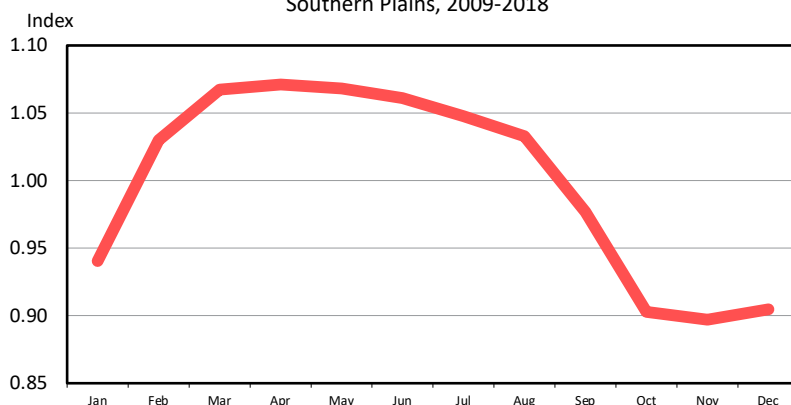
Cull cow value is a function of age, size, muscling and condition. Cull cows can receive USDA quality grades of Commercial, Utility, Cutter and Canner, though in practice, cows are rarely quality graded. Slaughter cows are typically reported at auctions as breaking, boning or lean according to estimated red meat yield and dressing percentage. Price differences between breaking and boning cows with similar dressing percentages are small, usually less than 2%. Lean cows are typically discounted 5-8% below boning cow prices, while very lightweight lean cows will be discounted 18-20%. Some lean cows, with added weight and condition, may move into the boning category for additional value.

The revenue potential of holding cull cows beyond the fall low must be evaluated against additional costs. Holding cull cows will require feed, labor, management and facilities. Cull cows often utilize existing facilities, available slack labor and typically require little management, which add relatively little costs. However, in some instances these considerations can be significant. Feed cost, by contrast, will be a significant consideration as cull cows are not very feed efficient. Despite this, cull cows can be a good way to utilize and upgrade the value of low-to-moderate quality forage. Feeding cull cows on dry standing forage or hay, combined with

a carefully planned supplementation program, can provide economical cull cow weight gain. There may not be a better use for old hay than feeding it to cull cows.

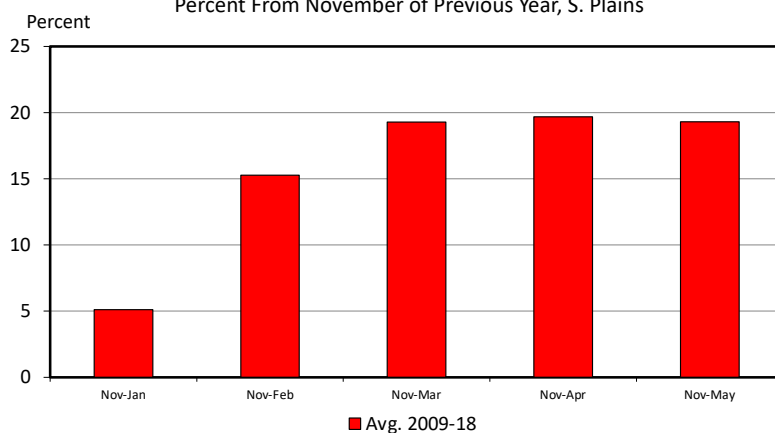
With drought conditions effecting many regions, additional cull cows are pressuring markets this fall. This increases the likelihood that the spring seasonal increase in cull cow prices will be robust. Producers who have sufficient feed resources to hold cull cows may have attractive opportunities this winter. It's worth some effort to evaluate the potential. 🤠

FIGURE 1. SEASONAL PRICE INDEX – UTILITY COWS
Southern Plains, 2009-2018



Data Source: USDA-AMS, Compiled & Analysis by LMIC
Livestock Marketing Information Center

FIGURE 2. CHANGE IN SLAUGHTER COW PRICES
Percent From November of Previous Year, S. Plains



Data Source: USDA-AMS, Compiled by LMIC
Livestock Marketing Information Center

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