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# CATTLEMEN'S NEWS



FEBRUARY 2019 | VOLUME 22 | ISSUE 7

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## ON THE BLOCK

January was just a struggle with the weather, not only here but also where we've been shipping cattle. Mud, rain and winter weather made the market a little tough, especially on the yearling cattle for a couple of weeks. We did, though, start off on better ground this month, but the weather had improved. It just goes to show you, there's a lot of truth to that ol' saying, "Sell your cattle on a pretty day, especially where they're going." Our Feb. 4th sale saw prices about \$3 to \$7 or \$8 higher on all classes of cattle, especially on the grazing-type cattle. The grass guys are gearing up, and there's a lot of demand for cattle that weigh around 500 pounds. The market will continue to be weather-related as we go on through the rest of winter. Slaughter cattle trade was a about a \$1 higher the end of January.



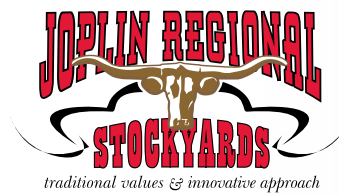
The cow and bull market has come up \$4 or \$5, but a lot of that is weather related, too. A lot of the cow trade has also been cleaned up, so that's helping prices. Slaughter cow and bull prices should trend a little higher, but I don't expect it to be a runaway. At least it has some stability to that segment of the market. Stock cow trade has been really good for the take-home cattle. There's still some optimism around.

Our Prime Time Livestock Video program is a great way to market your cattle if you want to sell some out front and lock in the price for them. It can sure help you manage your risk.

It is still winter, but every day is one day closer to spring.

Good luck and God bless.

*Jackie*



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## INSIDE THIS ISSUE

### About the Cover

Heterosis offers multiple benefits for cow-calf operations. Read the do's and don'ts of crossbreeding and how to develop a crossbreeding system inside this issue.

—Cover photo by Jillian Campbell.

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These 3 breed heifers will calve as 2 yr. olds from approximately Feb.22 2019 thru May 10, 2019. They were produced in a 3 breed rotational breeding system containing Angus, Charolais & Black Simmental or SimAngus and their average breed composition is about 50% Charolais, 40% Angus & 10% Simmental. This system provides 86% of maximum individual & maternal heterosis (hybrid vigor) & they were Charolais sired by outstanding sons of LT Ledger R332P, VPI Free Lunch 700T & LT Long Distance 9001 PLD, 3 of the breeds outstanding sires with strong maternal & growth characteristics. Their Dams have equally strong pedigree with Angus sires such as SS Objective, SAV First Answer, AAR Ten X, Sitz Upward, Mytty in Focus & many other top Angus sires adding to their genetic lineage. The same is true for the Simmental & SimAngus sires.

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# Decide Sooner

## Timing matters when castrating bull calves

Story by Justin Sexten

**W**hile many of you are in sire-buying mode this time of year, more are deciding whether this year's bull calves retain the ability to become sires.

Castration at birth is ideal, but catching them on day one can be a challenge in extensive operations. Castration at branding or turnout offers a balance between handling ease and minimizing calf stress.

Some may delay castration to increase weaning weight, and indeed, neutering at turnout along with an age-appropriate growth implant shows pre-weaning performance comparable to intact males without adding to stress at weaning. Cut-and-healed steers at weaning have a more flexible marketing window as well.

A few defer castration beyond weaning in pursuit of natural

market premiums, figuring testosterone can replace the implants banned by marketing programs. That's a shortsighted model, considering calves castrated at weaning present a greater health risk down the road.

We've heard the suggestion that improved genetic potential in cattle today supports early castration without an implant while calves are nursing. That's

an interesting theory, but no current data supports such a break with technology. Could a combination of genetic improvement and environmental constraint limit calf growth before technology-supported or genetic potential is achieved?

Nearly every bull arriving intact at a feedyard is castrated, so postponing simply delays the inevitable. A recent article in "Translational Animal Science" by Ball et. al. from West Texas A&M and the University of Arkansas demonstrates consumer impacts of failing to make timely sire-selection decisions.

The experiment looked at feeding intact males compared to castration by banding at feedyard arrival. Performance data were not surprising. Bulls had the higher hot carcass weight at 911 pounds, compared to late-banded steers at 806 pounds. The continual quest for more market weight by leaving males intact was achieved. The banded calves were not implanted at the feedyard, further contributing to this carcass weight difference.

Quality grade differences between the groups were stark. Calves harvested as intact bulls were 28 percent Choice and 71 percent Select or Standard while bulls banded at feedlot arrival were 56 percent Choice and 44 percent Select and Standard. None of the cattle achieved Prime. We don't know percent Choice for these calves had they been managed for more age-appropriate castration, but what we do know shows a clear example of how a simple management practice can influence quality grade. It is well known that the longer calves remain bulls, the greater the reduction in quality grade.

When strip steaks from this experiment were offered to a taste panel, quality differences remained. Tenderness, juiciness and flavor were greater for steaks from banded steers than those from the bulls. Steaks from bulls were also numerically tougher on a Warner-Bratzler shear test than those from steers.

If you're wondering why such an experiment was required to affirm what we know already

CONTINUED ON NEXT PAGE



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## TRENDING NOW

# Farm Program Deadlines Extended

**U**SDA's Farm Service Agency extended deadlines on many of its programs because of the government shutdown and the emergency nature of many of the programs. Below are updated deadlines:

**Market Facilitation Program**  
Deadline to apply extended to Feb. 14, 2019

**Marketing Assistance Loans**  
If loan matured in December 2018, settlement date extended to Feb. 14, 2019

**Emergency Conservation Program**  
Performance reporting due Feb. 14, 2019

**Livestock Forage Disaster**  
2018 application for payment due Feb. 28, 2019

**Emergency Assistance Livestock, Honey Bees, and Farm-raised Fish Program**  
Notice of loss due Feb. 14, 2019

**Livestock Indemnity Program**  
Notice of loss due Feb. 14, 2019

**Noninsured Crop Disaster Assistance Program**  
• Submitting 2019 application for coverage due Feb. 14, 2019

• Notice of loss for 72-hour harvest and grazing (as applicable) due Feb. 14, 2019

• Notice of loss for prevented planting and failed acres due Feb. 14, 2019

• Applications for payment for 2018 covered losses due Feb. 14, 2019

**Acreage Reporting**  
January reporting deadlines extended to Feb. 14, 2019

For inquiries related to these programs or any not listed above, please contact your local USDA Service Center.

—Source: <https://www.fsa.usda.gov/state-offices/Missouri>

## DECIDE SOONER FROM PREVIOUS PAGE

about feeding bulls, let me add this. One trial group looked at an experimental chemical castration method that was unable to improve quality beyond bulls. The reason for that exploration? Growing consumer concern about painful management practices.

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high-quality beef eating experience. Currently we produce more Prime, Certified Angus Beef® brand and Choice than ever before. Today, a great eating experience at the table includes consumers looking to have a greater say in how we produce beef in the future.

*NOTE: This report, while looking at a new management tool to address a changing consumer, provides a reminder of how fast*

*a small change can influence eating quality. Early castration still serves as an example where best management practices extend beyond end-product quality and address the consumer's desire to know not only the "why" but increasingly the "how."*

—Justin Sexten is director of supply chain development for Certified Angus Beef LLC.

**EDITOR'S NOTE:** See related article on page 18.

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## Newborn Care in Cold Weather

### Use best practices to keep calves healthy

Story by David Rethorst for Cattlemen's News

**T**he rain, snow and cold weather of the past two months have not been kind to those producers that have started calving. Getting feed to the cows is tough enough, but then there is the newborns that need attention in order to survive. A young veterinarian that I mentor called last week asking what they needed to give to calves born in this inclement weather. My immediate response was colostrum! Sensing that she felt this answer was somewhat snarky, I went on to explain



that we can't really pull a magic bullet off the shelf to replace sound animal husbandry practices. Valuable practices when dealing with newborns include nutrition, shelter, bedding and biosecurity.

When the topic of colostrum is discussed, the emphasis is usually on the antibodies present in colostrum and their importance in a calf's life. While antibodies are a very important component of colostrum, other components also play a critical role.

Fat is the first of these components. Fat serves as an energy source early in the newborn's life. It plays a critical role in warming the calf as it makes the calf's adaptation from the comfortable confines of mom's uterus to the not-so-comfortable environment into which calves are often born. In order for colostrum to contain adequate fat, it is essential for cows to be a minimum body condition score (BCS) of 5 to 5.5. Colostrum from cows that have a 3 to 4 BCS simply does not provide enough energy to warm a calf during cold weather.

The next of these other components is the fat-soluble vitamins, vitamin A and vitamin E. Both vitamins are required by many tissues in the body, and vitamin E is also essential for immune function.

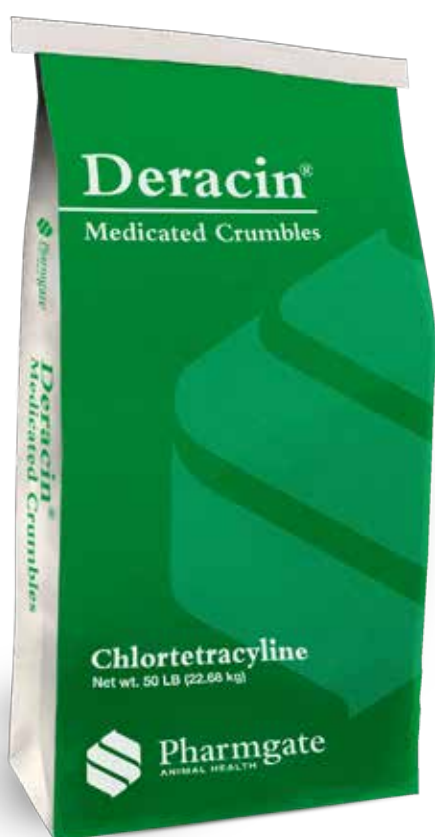

White blood cells (WBC) are the other important component of colostrum. These cells play a very important role in both viral and bacterial immunity early in the calf's life. If the cow is adequately vaccinated for diseases such as infectious bovine rhinotracheitis (IBR) and bovine virus diarrhea (BVD), the lymphocytes, a type of WBC in the colostrum, are primed to fight these viral diseases.

Colostrum boosts the calf's immune system in a number of ways and provides an energy source early in life. Pretty amazing stuff.

The absorption of colostrum is referred to as passive transfer because of the transfer of immunity from cow to calf. To facilitate this transfer, pores in the calf's gut allow for the absorption of the very large antibody molecules. These pores start to close when the calf is approximately 6 hours old, and closure is essentially complete by 12 hours of age, making it essential that a calf get adequate colostrum in the first few hours of life.

In a study done at Meat Animal Research Center in the early 1990s, colostrum absorption was checked a prescribed number of days after birth using a blood test. Then, the health of the calves was monitored throughout their lives. Calves that absorbed colostrum but not an amount deemed adequate, partial failure of passive transfer (PFPT), were 6.4 times more

CONTINUED ON NEXT PAGE

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## NEWBORN CARE IN COLD WEATHER FROM PREVIOUS PAGE

likely to require treatment as a neonate than the calves that absorbed adequate colostrum. The PFPT calves were also 3.2 times more likely to require treatment prior to weaning. An interesting fact from this study is that statistically more of the PFPT calves required treatment for foot rot prior to weaning.

Other things to keep in mind related to colostrum include the fact that colostrum starts forming approximately 30 days prior to calving. Because of this fact, if a scours vaccine is going to be used, it should be given 1 month prior to calving in order to optimize the impact of the vaccine. Also, ensuring adequate protein intake during the last 3 months of pregnancy will optimize the absorption of colostrum. A weak calf syndrome study at the University of Idaho a number of years ago looked at antibody absorption in calves from protein-supplemented heifers versus non-supplemented heifers. The calves out of the protein-supplemented heifers absorbed significantly more antibody than the calves out of the non-supplemented heifers.

The use of colostrum from other operations, particularly dairies, is common in the beef industry. This practice poses a biosecurity risk as colostrum is raw milk, so it has the potential to contain E.coli or Salmonella. The transfer of Johne's disease via colostrum is also a possibility. Because of this biosecurity risk, I do not recommend the use of colostrum from another operation. I also do not recommend buying calves to put on a cow that lost her calf from another operation because of biosecurity concerns. Very good colostrum replacers are available commercially that do not pose a biosecurity risk.

An advantage of mentoring young people is that knowledge flows in both directions. A tip that I recently learned from my young mentee is the importance of using glucose in warming chilled calves. I have known that these chilled neonates have a very low blood glucose that needs to be addressed with the fluids given to these calves whether it be oral or IV. I recently learned that a tablespoon of honey or Karo syrup given to a chilled calf, followed by another in 20 to 30 minutes will fire up the calf's metabolism and speed up the warming process. The calf is then better able to absorb colostrum or fluids.

Another cold weather practice that I was reminded of recently is that of feeding alfalfa to cows that are grazing low-quality forage during cold weather. The alfalfa provides additional protein to feed the rumen microbes, which in turn use the more digestible fiber in the alfalfa to provide heat for the cow. Firing up those rumen furnaces certainly helps to reduce stress on the cow as well as the fetus.

No silver bullets or bottles labeled "management" are available for caring for newborns during cold weather. Animal husbandry practices applied with liberal amounts of elbow grease are the best options. Please remember, nutrition matters.

—Source: Dr. David Rethorst is a veterinary practitioner and consultant, BeefSolutions, Wamego, Kansas.



**A tablespoon of honey or Karo syrup given to a chilled calf, followed by another in 20 to 30 minutes will fire up the calf's metabolism and speed up the warming process. The calf is then better able to absorb colostrum or fluids.**

—Source: Dr. David Rethorst, D.V.M.

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## MANAGEMENT MATTERS

# Making Sense from Feedout Data

### Is your cattle program on the right track?

**T**he latest results from the 2018 Missouri Steer Feedout are in, and now it is up to the 16 participants to analyze the data to sort out their herd's strengths and weaknesses.

"Showing a profit is nice, but most cow-calf raisers find the feedout helps make breeding stock decisions that ultimately aid their reputations as quality producers of beef cattle," said Eldon Cole, field specialist in livestock with University of Missouri Extension.

The recent feedout began in early June and concluded in late December. The steers were born in the fall of 2017. The 129 head were from southwest, northeast and northwest Missouri, and they ended up at Kennedy Cattle Company near Atlantic, Iowa.

Cooperating with data collection and feeding was Iowa's Tri-County Steer Carcass Futurity. The cooperative group works with Iowa State University and southwest Iowa feedlots to provide performance and economic results for cow-calf raisers across the United States.

During this feedout, the average return per head was a negative \$158.94. The range in returns went from -\$41.85 to \$470.66.

"The feedout program does not dole out high-dollar prizes, just data that participants can use. Unfortunately, no group of steers showed a profit this feedout," said Cole.

The top three groups with the least money lost during the finishing phase were: Keuper Farms, LLC, Ionia, (-\$41.85); Weaver Forest, Vero-

na (-\$47.13) and L and L Cattle Inc., Gower (-\$49.48).

Twenty-two steers did show a profit. One steer stood out with a profit of \$156.80; his owner was Steve Jones, Mt. Vernon, Missouri. Features that helped the Angus-sired steer achieve that profit was an overall average daily gain of 4.40 pounds. His carcass grades were Choice, Certified Angus Beef, Yield Grade 3.4.

Right behind him with a profit of \$153.22 was another Angus-sired steer from Charles Rosenkrans from Paris, Missouri. His daily gain was 4.46 pounds, and his carcass grade was Choice plus and Certified Angus Beef. His Yield Grade was 3.73.

Participants value the Retail Value per Day of Age calculation. The No. 1 steer in RVDOA came from Matt Dumm, Jasper on an Angus x Simmental crossbred. His RVDOA was \$3.96. The average daily gain was 3.62 lbs, Choice minus, Yield Grade 1.82.

"He apparently never had a bad day in his life from birth to harvest," said Cole.

The feedout is not always a profitable venture from a dollar and cents standpoint.

"However, it does always provide information that is useful in determining if your program is on the right track. The more steers you feed, the sooner you'll know," said Cole.

One-bull herds — which are very common in southwest Missouri — may not benefit as much from the feedout.

"But producers may be able to pool their calves or commingle them with other farms that have similar breed, weight and feedout results. Research clearly shows that larger numbers of cattle in the ring together receive more bidding activity," said Cole.

The next Missouri Steer Feedout for late-summer/fall-born calves will begin on June 4 with entries due by May 10. Details are available at <http://extension.missouri.edu/lawrence/livestock.aspx>.

—Source: MU Extension.





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**W**hen you write something for thousands of people to read, I guess you can say “the cat’s out of the bag.” And much to my husband’s dismay, I’m sure.

See, I’ve wondered for a while now how he truly views my ways. And then last night he told me, “You’re the cheapest person I know.” And I don’t think he necessarily meant it as the compliment I took it as!

But, nevertheless, I am. At least I strive to be. Cheap. Frugal. Thrifty. Tightwad. Yes! Yes! And yes!

Now, don’t get me wrong, I’m no miser, I just have a love for order and logic. Living the cheap life fits. I LOVE to make order out of things in disorder. At my old job, I even offered, begged and harassed a coworker to organize her basement. For free! (She hasn’t taken me up on it yet, but the offer still stands!)

When my house is filthy — and with four kids and a husband, it is a constant battle — I feel out-of-sorts, like I can’t operate. It’s paralyzing to me when my cleaning schedule is not on track. So I plan, make schedules, make list after list after list, all in the name of order. This includes finances.

As you can imagine with kids and a farm, we’ve got a drawer full of bills and only a pocket full of money, so I’ve had to figure out ways to make things stretch to cover the gaps. Like everybody, I’m sure.

To keep motivated and learn new tips, I read different ways to do things with less money. Reading books of true accounts of how our foremothers made it work during the darkest days is always inspiring. If they can do it, I can do it! And maybe you can, too?

I’ve got all sorts of ideas in the works. Way too many to list all of them, so here’s just a few:

- Make your own homemade laundry soap.
- Use a lot of those ingredients in place of household cleaners you just thought you had to buy to clean your toilet, sinks, floors, tubs and as dishwasher detergent.
- Can your own veggies and jelly.
- Make homemade bread.
- Create a wool dryer ball in place of dryer sheets or cut dryer sheets in half and then reuse two of the already used sheets per load — three times the use per box! Save used (non-greasy) foil and ball up to use to reduce static in the dryer
- Wash and reuse plastic bags.
- Save all plastic containers from grocery items (like sour cream containers) and use as snack bowls for little kids or in place of purchasing plastic containers.
- I use vinegar instead of fabric softener and window cleaner.
- Make a VERY effective stain spray using 1/3 parts Dawn dish soap and 2/3 parts peroxide.
- Bar soap used for the laundry soap can also be used to wash your family!
- Hang clothes on your clothesline when the weather isn’t subarctic. If it is subarctic, use the line anyway and fluff/thaw your clothes in the dryer (P.S. Hanging clothes on the line is like therapy to me. It forces you to stop your day, spend some time outside. I LOVE IT! Get-

ting outside gives me an instant attitude adjustment).

- After your milk from the store is half gone, replace with half powdered to stretch your liquid gold back to a gallon.
- Buy ingredients instead of convenience foods. Healthier and mostly cheaper.
- Squeeze fast food condiments into your store bottles. (This one brings the most embarrassment to my husband.)

Full disclosure: we don’t adhere to all of these things religiously. I go through phases when I am more frugal than others. Sometimes, I’m all about the generic Tide and McDonald’s. On the other hand, most people are pretty chilly when they come to our old farmhouse with the thermostat set in the mid-60s. See, one thing I’m learning is that life is not black and white. There is an ebb and flow to it. And that’s OK. I can be cheap and sort of not cheap at the same time. But one thing I know for sure is that life is much more comfortable with a little green in it.

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# Numbers Don't Lie

## Add value with Show-Me Select Beef Heifer Development Programs

**T**he Missouri Show-Me-Select (SMS) Beef Heifer Development Program is an excellent example of a program designed to add value to a good heifer or yearling.

“If you sell her as a feeder, weighing around 600 to 650 pounds, she’ll bring around \$850 to \$900 per head, based on late January, southwest Missouri markets,” said Eldon Cole, field specialist in livestock with University of Missouri Extension.

If you put that heifer on the SMS program, she would be on target to sell at the November 2019 bred heifer sale at Joplin Regional Stockyards.

“It’s anyone’s guess what a late second or third stage heifer will sell for in November,” said Cole. “Based on 20-plus years of selling SMS heifers, they average the equivalent value of two 550-pound steer calves the week of the sale. Based on the market today, that would value the average bred heifer at \$1,700.”

The projected sale price of the bred heifer depends a lot on cattle market trends and could fall between now and November. Development costs should be considered, too.

According to Cole, those costs are difficult to use unless you are a better than average record keeper.

The 2019 University of Missouri Budget estimated total cost per head per day, excluding calf price, is \$1.84. From Feb. 1 to the November sale date is 290 days, which amounts to \$535 development cost. This considers the following: hay and pasture; corn, protein and mineral supplements; labor (5 hours at \$13.43/hour); veterinary, drugs and supplies; marketing charge; breeding costs; utilities and machinery costs; livestock facility repairs; miscellaneous; interest.

“Of course, when all costs are tallied and the value of the heifer is added to it, you can figure out roughly what added value you’ll make for planning purposes,” said Cole. “Our SMS sale will always have some wide ranges in sale price depending on who the owner is and what their reputation is from past sales.”

Breed and size of the heifer is also a big consideration as is whether she was artificially bred to an outstanding bull, whether she is genomically tested and if she is a Tier Two SMS heifer.

The SMS program is designed to add value to both home-raised and purchased heifers. Persons wishing to sell in the November 2019 sale need to contact their regional extension livestock specialist soon to qualify.

All SMS heifers must be calf-hood-vaccinated for brucellosis before they are one year old. That is one practice many cow-calf raisers have ceased to do, but it still is required for SMS heifers.

The initial work for SMS is to do the pre-breeding exam about four to six weeks prior to the beginning of the breeding season. Veterinarians familiar with tract scoring and pelvic measuring should be used.

At the same time, the MU Extension livestock specialist should be present to do the paperwork and examine the candidates for blemishes or problems that would eliminate her from the program.

The charge for enrolling heifers in the SMS program is \$5 per heifer plus a \$25 annual membership fee for the owner in the SMS association.

Weights on the heifers are optional but can be very helpful according to Cole.

As a rule most heifers weigh 600 to 800 pounds at pre-

**The SMS program is designed to add value to both home-raised and purchased heifers.**

breeding. Heifers can be too fat and a Body Condition Score (BCS) of 6 is about ideal. If the heifers end up in the sale they must weight at least 800 pounds in mid-November and be at least a 5, preferably a 6 BCS.

“Producers who regularly develop heifers for SMS have found this to be an effective way to add value to nice heif-

ers,” said Cole. “Even if you don’t go all the way with SMS certification, the basic requirements should be followed with your veterinarian inspection, etc.”

For additional information, contact the University of Missouri Extension livestock field specialist nearest you, or contact Eldon Cole at 417-466-3102.

Complete rules on the SMS program including sire calving ease requirements are available online at <http://agebb.missouri.edu/select/prgmreq.php>.



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

**DOSAGE AND ADMINISTRATION**  
LONGRANGE® (eprinomectin) should be given only by subcutaneous injection in front of the shoulder at the recommended dosage level of 1 mg eprinomectin per kg body weight (1 mL per 110 lb body weight).

### WARNINGS AND PRECAUTIONS

#### Withdrawal Periods and Residue Warnings

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

#### Animal Safety Warnings and Precautions

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

#### When to Treat Cattle with Grubs

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

#### Environmental Hazards

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

**Other Warnings:** Underdosing and/or subtherapeutic concentrations of extended-release anthelmintic products may encourage the development of parasite resistance. It is recommended that parasite resistance be monitored following the use of any anthelmintic with the use of a fecal egg count reduction test program.

#### TARGET ANIMAL SAFETY

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#### STORAGE

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## ECONOMIC INDICATORS

# Understanding the Value of Beef Imports

By Laurie Bryant

**A**s cattle producers, you may know we import beef and beef products into the United States. But do you know why it helps meet domestic demand for beef?

Let's start with the basic facts:

- Importers pay \$1 per head equivalent on all live cattle, beef and beef products imported to the U.S., adding an average of

\$7.4 million per year to the beef checkoff budget between FY 2015-2017, according to Cattlemen's Beef Board.

- The U.S. is the fourth-largest beef exporting country and the largest beef importing country, according to data from FAS/USDA. However, the story behind those numbers is not as simple as the need for more cattle to meet demand, but instead, the need to meet demand for certain parts of the animal, such as lean trim.

According to the white paper, "The U.S. Ground Beef Market: Why Imports Help," lean trim is in very short supply in the U.S. because the number of beef and dairy cows producers are sending to market has declined significantly during the last decade. As a result, the U.S. simply isn't producing enough lean trim to meet demand right here in this country.

The vast majority of beef that the U.S. imports is lean trim (90-plus percent lean) primarily from Australia and New Zealand. In the U.S. we mix that lean trim with 50/50 lean and fat ground beef to meet domestic consumer demand for lean beef.

The U.S. domestic supply is mainly from fed cattle. A byproduct of the retail beef cuts produced from fed cattle is 50 percent fat trimmings. These are mixed with lean trimmings to produce ground beef for hamburgers, meatballs etc., hence the need for additional lean beef that is supplied by imports. At the same time, it increases the value of the fat trimmings.

Without this imported trim, the U.S. beef supply would run far short of the lean ground beef required to meet that consumer demand. A growing number of consumers say they would turn to other leaner protein options if lean ground beef was unavailable or too expensive.

More recently, following checkoff-funded educational seminars and workshops on alternative beef cuts, importers began diversifying their U.S. beef portfolios, adding brisket, top blade, flap steak and sirloin.

There are cattle production systems in other parts of the world where lean beef can be, and should be, produced as a primary product. Over time, it makes sense for the U.S. to import more of its lean beef while selling more high-value fed beef, both domestically and in the export market.

Considering the entire picture, including the value of all the U.S.-grown beef that goes into the ground beef supply, imported lean beef actually enhances the value of the beef market. In addition, importing lean beef helps beef farmers and ranchers to maximize their competitive advantage of beef production.

—Source: [www.drivingdemandforbeef.com](http://www.drivingdemandforbeef.com). Laurie Bryant is an importer representative on the Cattlemen's Beef Board. This article summarizes the findings in Dr. Thomas E. Elam, Hudson Institute White Paper, "The U.S. Ground Beef Market: Why Imports Help."

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## More Beef in 2019

**Production expected to grow at least through 2020**

Story by Derrel S. Peel

**W**ith USDA data flowing again, the final numbers for 2018 will begin to emerge soon as well as current numbers for 2019. The annual cattle report will be released in late February after a one-month delay. The January Cattle on Feed report is set for release on Feb. 22 with the February report to be released on March 8.

With all but the last few days of 2018 slaughter and carcass data available, 2018 beef production totals are nearly final. Total commercial beef production for 2018 is projected at 26.9 billion pounds, up 2.6 percent from one year ago and just fractionally smaller than the record U.S. beef production of 27.1 billion pounds in 2002. Beef production in 2019 is forecast at a record 27.4 billion pounds, up 1.8 percent year over year. Total beef production is likely to grow through 2020 at least.

Total cattle slaughter in 2018 was up 2.5 percent year over year with steer slaughter down 0.7 percent from 2017 and heifer slaughter up 6.5

**Beef production in 2019 is forecast at a record 27.4 billion pounds, up 1.8 percent year over year.**

percent year over year. Total cow slaughter was up 6.8 percent with dairy cow slaughter up 5.1 percent and beef cow slaughter up 8.6 percent year over year. Beef cow slaughter represented 9.5 percent of the herd inventory; a culling rate just equal to the long term average. Bull slaughter was down 0.4 percent year over year and calf (veal) slaughter was up 13.5 percent from 2017.

Steer carcass weights increased just two pounds

weights. Cow carcasses averaged 645 pounds in 2018, up two pounds from 2017. Bull carcasses were down year over year by six pounds to 889 pounds. In 2018, steer carcass weights were 98.9 percent of bull carcass weights.

The modest increase in steer and heifer carcass weights relieves some of the earlier concern that relatively inexpensive feed would lead to even higher carcass weights. Data from Kansas suggests that feedlot cost of gain increased roughly 5 percent in 2018 but still remained attractive for cattle feeding. While feedlots have an incen-

tive to keep feedlots full and the feed mill humming, larger cattle numbers with the recent herd expansion also gives feedlots an incentive to finish and market cattle in a timely manner and replace with new cattle. Feedlot ration costs are expected to remain close to current levels in 2019 while feedlot numbers will continue to expand, albeit more slowly. As long as feedlots maintain good marketing rates, beef production will continue to grow in 2019, but at a modest pace.

—Source: Derrell S. Peel is an Oklahoma State University Extension livestock marketing specialist.

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## MANAGEMENT MATTERS

# Enhancing Ruminant Nutrition in the Show-Me State

### Trading in buckets for a new way of feeding

**A**s you travel down the highway headed toward Fury Farms, take a look over your shoulder and you will see the nicest group of cattle you've ever seen. Immediately, it is obvious that the owner of this ranch knows cattle and undoubtedly focuses on cattle nutrition.

Steve Fury originally grew up near Clovis, New Mexico. Raising cattle nearly all of his life, he has more than 60 years' experi-

ence in the cattle industry. Attending St Mary's College in Dodge City, Kansas, and then furthering his education at New Mexico State University, Steve was a member of the cattle judging team, winning the title at Denver and Houston.

Since his college career, Steve has continued with his interest in cattle and furthered his experience in the registered Angus and Hereford breeds. Settling down in Golden City Missouri, Steve has made quite a name for himself with his excellent knowledge in the breeds, as well as his expertise in feed and nutrition.

With many years of frustration dealing with traditional creep feeders and hand feeding, Fury was looking for something that would end his constant feeding concerns and relieve his aching back from carrying buckets of feed twice daily. While at a local farm show, Steve stumbled across the Advantage Feeding System. Their 3-in-1 feeding system made a lot of sense, but he was still skeptical. He made the initial purchase, hoping that this feeder would not only solve his feeding issues of waste and imbalanced nutrition, but also improve overall health and weight of his cattle.

After Fury saw the benefits of the Advantage Feeder, he realized that he would never go back to the traditional feeding system and purchased seven more feeders to fit his needs. The effectiveness of the feeder is superlative to others. With traditional feeders, he had to keep adding more salt and more salt. Using the Advantage Feeder, he has never had to add any salt or other additive to his mixed feed formula.

"The feeder tray cleans up," Fury said. "There is no waste. The cows come, eat some...leave and then come back."

According to Fury, "One of the biggest advantages to the feeders is that I don't have to add salt to my feed, and the feeder offers a balanced nutrition to each calf that enters the feeder.

"It is so much easier than any other feeding system," he said. "They are built really solid with a solid lid that will withstand weather and abuse."

He continued, "I don't have to hand feed anymore. The assurance of knowing that the cattle are getting the nutrition they need, without hand feeding, saves my back from carrying buckets back and forth."

An additional aspect to the feeder is ease of transport, and the tongue can be removed, saving Fury's shins from the constant beating of walking into it.

He mentioned that if people would just take a look at his feeders, then they would love them as much as he does.

"If I could just show 'em one, they'd be sold on them, too! You know, we are the Show-Me state," Steve said laughing.

—From our staff. 🤠

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## Tax Time

### Tax law changes could affect your 2018 return

**T**he year of offsetting changes. That is how Andrew Zumwalt describes tax year 2018.

“Tax law changes removed exemptions—the deduction from income for claiming people on a tax return—but the law also almost doubled the standard deduction,” he says. Zumwalt is an assistant extension professor and co-director of the Center for Economic Education at the University of Missouri. For example, a single person had a 2017 standard deduction of \$6,350. For 2018, the standard deduction is \$12,000.

The removal of exemptions is also offset by the doubling of the Child Tax Credit from \$1,000 to \$2,000. For families with children under 17 who meet additional requirements of residency, relationship and support, this can more than offset the loss of claiming the exemption. The income limits for the Child Tax Credit have also increased. For 2017, the Child Tax Credit started phasing out at \$110,000 of income for a married couple filing jointly. In 2018, the start of the Child Tax Credit phase out has increased to \$400,000 of income.

If you have a dependent who is ineligible for the Child Tax Credit, often because the dependent is over age 16, then you are now eligible for the Credit for Other Dependents, Zumwalt says. This \$500 credit helps to offset the loss of claiming an exemption. Common dependents eligible for the Credit for Other Dependents would be older children, parents, friends or companions who meet the rules for qualifying relative or qualifying child if older than age 16.

The 1040-A and 1040-EZ forms have been replaced with a shortened 1040 that draws from the new Schedules 1-6. “It appears that the IRS took a scalpel and cut out sections of the old 1040 and moved the cut lines to the new schedules,” Zumwalt says. “In many cases, the new schedules are still using the line numbers from the old 1040.”


With all of the changes to the tax law, taxpayers might be surprised that a familiar tax penalty is still around. “The penalty for not having health insurance is still in force for tax year 2018,” he says. “The law changed the penalty amount to \$0 for tax years that start after Jan 1, 2019.” If you did not have health insurance and you don’t qualify for an exemption, then you will have to pay a penalty.

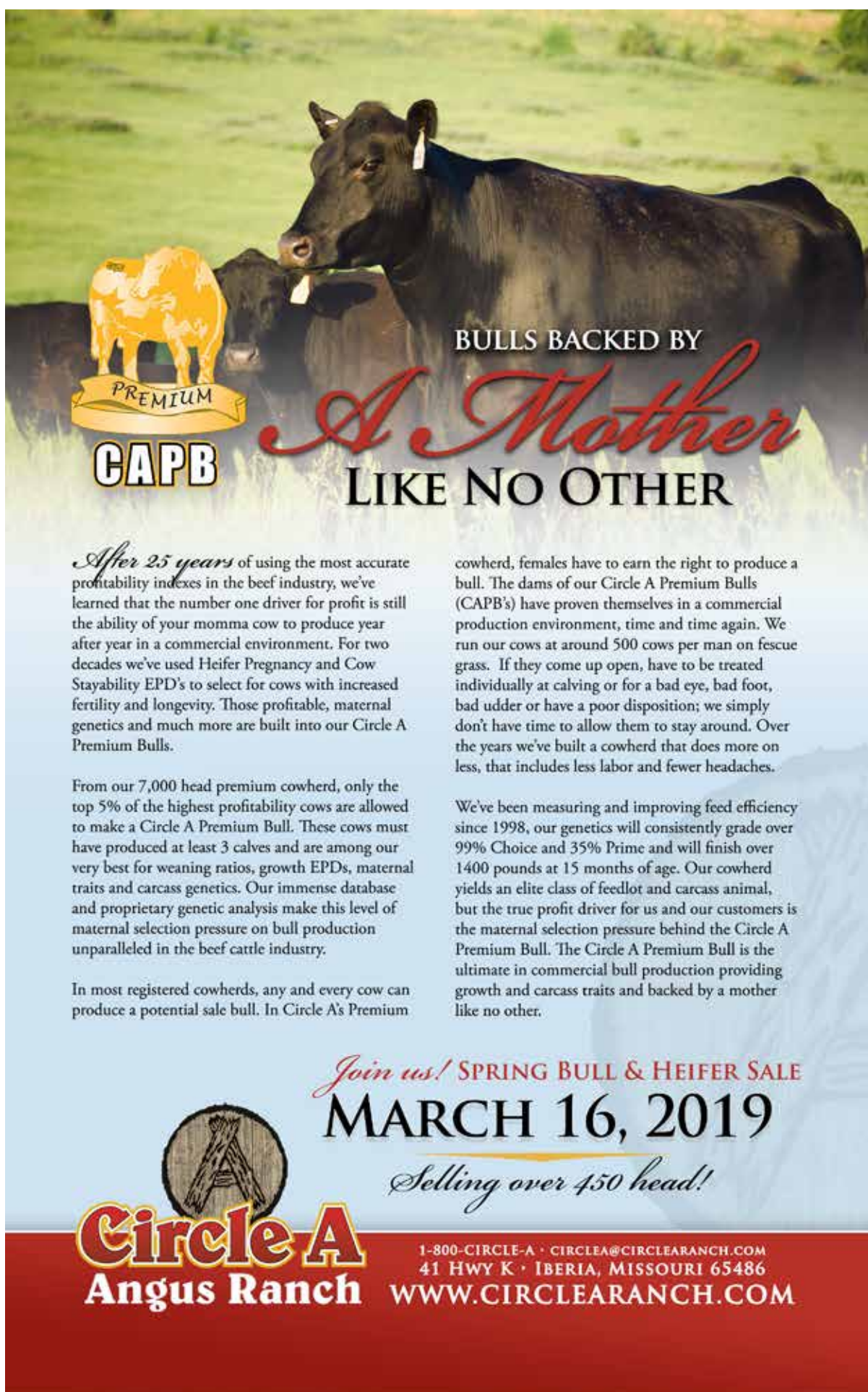
The law made many more changes that could affect Missouri families. IRS Publication 5307, “Tax Reform Basics for Individuals and Families,” provides a quick summary of many of the changes. You can download the 14-page document at [IRS.gov/getready](https://www.irs.gov/getready).

## Free Tax Preparation Help Available

**M**U Extension has opened Volunteer Income Tax Assistance (VITA) sites to assist eligible Missourians with their tax return preparation through April 15.

VITA is an IRS-sponsored program that provides free tax preparation assistance for low- to moderate-income households. Trained community volunteers may help with special credits, such as the Earned Income Tax Credit, Child Tax Credit and Credit for the Elderly or the Disabled. VITA sites can be found in libraries, community centers and other public locations during tax time. To find a VITA site near you, go to [irs.treasury.gov/freetaxprep](https://irs.treasury.gov/freetaxprep).

—Source: University of Missouri Cooperative Media Group. 



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## MANAGEMENT MATTERS

# Castration Timing

## Early castration benefits the bottom line

By W. Mark Hilton, D.V.M.

**I** wrote about this subject back in April 2009 and wanted to revisit it. A Kansas State University study showed that bulls castrated and implanted at an average of 3 months of age weighed 2 pounds more at 7.5 months of age than did the intact bull calves in the same study. At 7.5 months, the bulls were castrated, and both groups were weighed 28 days later to assess gain. The steers castrated as calves gained 48 pounds while the bulls that were cut at an average of 578

pounds only gained 33 pounds. That is a lost potential gain of 15 pounds as these late-castrated bulls deal with the stress of healing from surgery.

The fallacy is that a positive testosterone effect justifies not castrating until bulls weigh 500 pounds or more. This is a myth. When bull calves were blood tested to measure testosterone levels, significantly high levels did not occur until 8 to 9 months of age. Studies show that bulls castrated over 500 pounds will lose weight for two weeks after castration. How can that be beneficial? While many reasons exist to be in the cattle business, two that generally lead the list are to provide best care for the animals and to have a successful and profitable business. Castrating calves late accomplishes neither of these goals.

In five studies that examined weight at weaning, the bulls averaged only 7 pounds higher than steers that were cut early (< 3 months). Studies also show an average gain from implanting the suckling calf with a low-dose implant at 18 to 24 pounds. Add the weight with none of the stress with a suckling calf implant.

### Castration Guidelines:

National Cattlemen's Beef Association (NCBA) Cattle Care Working Group Guidelines: "Early castration improves animal performance gain and reduces health complica-



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TH 223 711 Victor 755T x  
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Photo by Jillian Campbell.

tions. Castration prior to 120 days of age or when calves weigh less than 500 pounds is strongly recommended." (<http://www.neacha.org/resources/CattleCareGuidelines.pdf>)

Beef Quality Assurance guidelines on castration: "All bulls that are not herd sire prospects should be castrated as early in life as possible. Early castration is less stressful on bull calves. Preferably, castration should occur between birth and four months of age." (<https://www.bqa.org/Media/BQA/Docs/nationalmanual.pdf>)

CONTINUED ON PAGE 20



## CASTRATION TIMING FROM PREVIOUS PAGE

American Veterinary Medical Association policy on castration and dehorning: "Both dehorning and castration should be done at the earliest age practicable." (<https://www.avma.org/KB/Policies/Pages/Castration-and-Dehorning-of-Cattle.aspx>)

This is the science of when to castrate. Our leading advisors all recommend castrating early.

As a cow-calf producer, don't we want the stocker/background-er and feedlot owners to make a very healthy profit on our calves? The more profit made up the supply chain the more money they have to buy again next year. Every business transaction needs to be win-win or that relationship won't last.

### What are additional reasons to castrate early?

- Improved health for the calf as he moves to the next segment of the industry
- Increased price/cwt for steers vs. bulls
- Improved gain and feed efficiency
- Increased carcass marbling/quality
- Improved carcass tenderness.

### The reasons to castrate late: none.

On the health side, KSU has kept data on 2,762 head of high-risk steers and bulls that they have purchased in their stocker research trials over the past years. While the steers have had a 0.72 percent death loss, the bulls that were castrated at the yard had a 2.28 percent death loss. On a 1,000 head basis, that is a loss of 7 steers and 23 bulls. That is a 300 percent increase in death loss. If you are a cow-calf producer selling feeder bulls, this number should make you wince. I know it does me.

I heard Dr. Dave Daley from Chico State speak at an NCBA meeting a few years ago, and he said we need to stop saying things like "Well, I take good care of my animals because it makes me money." That does not resonate with the public. He suggested a more heartfelt answer of, "I take great care of my animals because it's the right thing to do. I love working with livestock and caring for them regardless of the conditions – season, weather or time of day." Many times we do profit from 'doing the right thing' and castrating early is one of those 'right things' that also improves our profits.

—Source: Elanco Animal Health. W. Mark Hilton, D.V.M., is senior technical consultant with Elanco.


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## 3 Quick Management Tips



- 1** Control lice, external parasites will increase feed costs.
- 2** Consult your veterinarian regarding pre- and postpartum vaccination schedules.
- 3** Continue mineral supplementation. Vitamin A should be supplemented if cows are not grazing green forage.


—Source: Dale Blasi, Kansas State University Extension Beef Specialist.



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## NCBA Sets 2019 Policy Priorities

### Four issues targeted for this year

**T**he National Cattlemen's Beef Association (NCBA) today released its official Policy Priorities for 2019. The release came as approximately 10,000 members of the cattle industry joined together for its annual convention and NCBA Trade Show, which is being held Jan. 30 through Feb. 1 in New Orleans, Louisiana.

This year's policy priorities include a mix of familiar and new issues for the industry. While the group will engage on a wide variety of policy issues for the organization in 2019, they will focus on four main issue areas:

**Fake Meat.** NCBA was successful in 2018 in arguing for the U.S. Department of Agriculture to have primary

jurisdiction over the inspection and marketing of lab-produced and plant-based fake meat. Now in 2019 the group will work to ensure that a regulatory framework is properly implemented - one that protects the health and well-being of consumers, prevents false and deceptive marketing, and ensures a level playing field for real beef products.

**Trade and Market Access.** A perennial issue for U.S. cattle producers, 2019's priorities on trade will focus on promoting a bilateral trade agreement with Japan, securing swift passage of the U.S.-Mexico-Canada Agreement (USMCA), and expanding access for U.S. beef in key markets like China, the United Kingdom, and the European Union.

**Dietary Guidelines.** The federal government updates its official Dietary Guidelines every five years, and as that process ramps up in 2019, NCBA will work to protect the scientific credibility of Dietary Guidelines and promote accurate information about the nutritional advantages of beef as part of a balanced diet.

**Regulatory Reform and Implementation.** The past two years have brought about significant regulatory relief for beef producers, but much work remains to be done on additional relief and implementing recent reforms. This includes issues such as full implementation of the 2018 Farm Bill, enacting a permanent solution to overly restrictive Hours of Service rules for livestock haulers, finalizing a new water rule to replace the 2015 Waters of the U.S. rule, exempting livestock producers from Emergency Planning and Community Right-to-Know Act (EPCRA) air emissions reporting requirements, modernizing and

streamlining the Endangered Species Act, National Environmental Policy Act, and federal grazing regulations, and promoting antimicrobial stewardship by producers and preserving access to key veterinary technologies.

"Thanks to the dues-paying members of NCBA and our outstanding team in Washington, D.C., we've made a lot of good progress over the past couple of years," said NCBA President Kevin Kester. "But this is no time to rest on our laurels. There are many policy challenges still facing our producers, and these policy priorities will act as our roadmap over the coming year. I'd encourage my fellow producers who are not yet members of NCBA to join us in the important battles ahead."

—Source: NCBA release.

**EDITOR'S NOTE:** Get more news from the 2019 Cattle Industry Convention and Trade Show online at [www.beefusa.org](http://www.beefusa.org).



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## MANAGEMENT MATTERS

### First 24 Hours

#### Passive immune status important for long-term health of calves

By Glenn Selk

**Y**ou have probably heard the warning: “What happens in Las Vegas, stays in Las Vegas!” But you probably have not heard: “What happens in the first 24 hours, impacts the rest of a calf’s life!”

A recent study showed just that. Veterinary scientists, while with the USDA experiment station at Clay Center, Nebraska, monitored health events and growth performance in a population of range beef calves in order to identify associations of production factors with baby calf passive immune status.

Blood samples were collected at 24 hours after calving from 263 crossbred calves to determine the amount of

passive maternal immunity that had been obtained from colostrum. Colostrum is the first milk produced by a cow upon giving birth. The baby calves were classified with inadequate or adequate passive immune status based on that blood sample at 24 hours of age. Growth performance and health events in the study population were monitored from birth to weaning, and after weaning throughout the feedlot phase.

The lowest levels of passive immunity were observed among calves that were sick or died prior to weaning. Calves with inadequate passive immunity had a 5.4 times greater risk of death prior to weaning, 6.4 times greater risk of being

sick during the first 28 days of life, and 3.2 times greater risk of being sick any time prior to weaning when compared to calves with adequate passive transfer.

Based on 24-hour proteins (most of which are antibodies or immunoglobulins) in the blood, the risk of being sick in the feedlot was also three times greater for inadequate compared to adequate calves. Passive immune status was also indirectly associated with growth rates through its effects on calf health. Sickness during the first 28 days of life was associated with a 35 pound lower expected weaning weight. Respiratory disease in the feedlot resulted in a 0.09-pound lower expected average daily gain.

Thus, passive immunity obtained from colostrum was an important factor deter-

mining the health of calves both pre- and post-weaning and indirectly influenced calf growth rate during the same periods. Therefore, the cow-calf producers can help themselves and the future owners of their calves by properly growing replacement heifers, providing a good health program for cows and heifers and providing natural or commercial colostrum replacers to calves that do not receive it in adequate quantities on their own.

Remember that most of the transfer of antibodies from colostrum to the calf happens in the first six hours. The first day sets the stage for the rest of his life. (Source: Wittum and Perino. 1995. Amer. Jour. Of Vet. Research. 56:1149.)

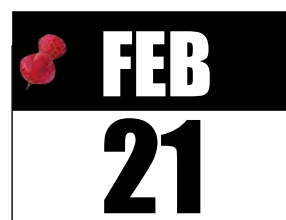
—Source: Glenn Selk is a Oklahoma State University emeritus extension animal scientist.

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## MANAGEMENT MATTERS

### Clever Calving

How healthy starts can contribute to future success

A calf's job is to become a healthy adult animal. Gut health plays an instrumental role because it allows the calf to efficiently use feed nutrients. However, helping a calf meet its true genetic potential is often easier said than done when a microscopic-level battle is taking place inside the calf's gut.

An animal's gastrointestinal tract is made up of billions of bacteria. This bacterial population is comprised of both pathogenic and beneficial bacteria. In a healthy gut, these bacteria keep each other in balance. Gut health problems start when this balance becomes offset, and the bad bacteria start to outnumber the good.

#### A proactive approach to gut health

Traditionally, the gut has been thought of as just another part of the digestive system. However, it is also an active component of the immune system.

The immune system and the good bacteria work together to keep the cow healthy and to suppress pathogenic bacteria. When antibiotics are used, this clears out both pathogenic and good bacteria. While recolonizing the gut, the cow is at risk for pathogenic bacteria recolonizing at a quicker rate than good bacteria, leaving the immune system as the last and only line of defense when antibiotics are removed.

Considering the dual function of the gut, one way to achieve optimum gut health in calves is to use a feed supplement created to promote good bacteria and support natural defenses. Over the last 35 years, Alltech® has conducted research trials that have evaluated management practices that use nutritional technologies designed to help manage gut health, such as Bio-Mos® and Actigen®. Actigen is a concentrated form of Bio-Mos designed to deliver performance benefits at a lower inclusion rate. The positive effects of organic trace minerals on calf health and performance through products like Bio-plex® and Sel-Plex® have also been closely studied.

#### The buzz behind Bio-Mos

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## CLEVER CALVING FROM PREVIOUS PAGE

- Alteration of intestinal microbial populations
- Stimulation of immune activity
- Stimulation of the natural defenses of the animal

## Inorganic versus organic trace mineral supplementation

The University of Florida's department of animal sciences recently completed a two-year comprehensive study evaluating the difference between inorganic and organic trace mineral sources on cow and calf performance and calf immunity. Mineral supplementation started 90 days prior to calving and was continued through weaning. The inorganic group was fed inorganic sources in the form of salt sulfates and sodium selenite, while the organic treatment group was fed an organic trace mineral treatment in the form of Bioplex and Sel-Plex (selenium), two of Alltech's signature organic trace element supplements.

## Important test observations (cow):

- Colostrum from cows supplemented with Bioplex and Sel-Plex organic trace minerals contained 29 percent more immunoglobulin antibodies compared to cows supplemented with inorganic trace minerals.
- Bioplex- and Sel-Plex-supplemented cows statistically demonstrated a significantly higher level of selenium compared to their inorganic counterparts.
- Somatic cell counts in colostrum were lower in Angus cows fed Bioplex and Sel-Plex when compared to those in cows fed inorganic trace minerals.

## Important test observations (calf):

- Calves fed Bioplex and Sel-Plex trace mineral sources showed a statisti-

cally significant increase in average daily gain, weaning weight and 205-day adjusted body weight compared to calves fed inorganic trace mineral sources.

- Bioplex- and Sel-Plex-supplemented calves were, on average, 22 pounds heavier at 205-day adjusted body weight compared to calves fed inorganic sources.


- Immunoglobulin antibody measurements for calves supplemented with Bioplex and Sel-Plex demonstrated a statistically significant 40.5 percent increase in calf serum at

24 hours after colostrum consumption compared to calves supplemented with inorganic sources.

## Improving more than just overall well-being

Producers spend a lot of time and money to improve the genetics within their herds. Calves that have both a strong immune system and a healthy gastrointestinal tract will be better-equipped to use nutrients efficiently and reach their genetic potentials.

Improved performance resulting from increased efficiency can lead to increased profitability. This can be achieved through improved animal growth (average daily gains) or reductions in calf treatments and morbidity. Trials have shown that, without a doubt, enhanced calf health and immunity translate into better growth and better gains.

—Source: Article courtesy SoMo Farm and Ranch Supply. 

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A photograph of a group of Angus cattle in a grassy field. In the foreground, a large reddish-brown cow with a yellow ear tag stands prominently. To its left, a smaller black calf with a yellow ear tag stands. Further left, a white cow with a pink ear tag and a small brown calf with a yellow ear tag are visible. The background shows a vast, flat field under a clear blue sky.

# ANGUS

THE BUSINESS BREED



## Begin With the End in Mind

### Develop calves with a plan

By Lisa Henderson for Cattlemen's News

**C**rossbreeding can provide your cow-calf operation with increases in reproduction, health and growth.

That's the conclusion of Missouri State Beef Genetics Extension Specialist Jared Decker, who says those benefits become obvious when cow productivity is measured as pounds of calf weaned per acre.

"A crossbred cow is 24 percent more productive over her lifetime due to those increases in reproduction, health and growth," he says.

Alison Van Eenennaam, University of California/Davis extension beef specialist, concurs with Decker's analysis. She says benefits to crossbreeding also include being able to use breeds that are from different, but complementary, biological types, increases in reproductive performance and calf weights.

"This results in a combined benefit of more calves to market that are heavier, which translates into increased profitability," Van Eenennaam says. "As with any business, you have to weigh the benefits and costs for each practice that you do. If you choose not to

crossbreed, for marketing or other reasons, be certain that the benefits you are seeking are greater than those that are forgone."

Specifically, she says structured crossbreeding programs are used to optimize productivity. Most commercial cattlemen know that mating cattle of different breeds results in increased performance in the crossbred calves relative to the average of the parental breeds, particularly when calves are kept as replacement females.

"However, market price differences and perceptions about the advantages of some breeds and color patterns have led many beef producers to drift away from a structured crossbreeding program," she says.

When crossbreeding is used, one breed's strengths can complement the other breed's weaknesses.

"Since no single breed is superior in all traits, a planned crossbreeding program can significantly increase herd productivity. Prior to committing to a crossbreeding system, producers must consider logistics, costs, benefits and the feasibility of the chosen system in the context of their own unique environments, feed re-

sources and market specifications," Van Eenennaam says.

Many producers, however, worry that crossbreeding will require too much additional management.

"More management really depends on the crossbreeding system used," Decker says. "For example, purchasing crossbred females and using a terminal sire might actually require less management, because the farmer or rancher is not developing any heifers, does not need multiple breeding pastures, and sells 100 percent of his calf crop. In this scenario, not only do you get the benefits of heterosis, but also the benefits of breed complementarity (terminal sire on maternally-bred cows). Other crossbreeding strategies may require as few as two breeding pastures."

Van Eenennaam says many of the challenges that have been associated with crossbreeding systems in the past are the result of undisciplined implementation of the system.

"With that in mind, one should be cautious to select a mating system that matches the amount of labor and expertise available to appropriately implement the system. Crossbreeding systems range in complexity from very simple programs such as the use of composite breeds, which are as easy as straight breeding, to elaborate rotational crossbreeding systems with four or more breed inputs."

Producers may find additional challenges when implementing a crossbreeding program, say extension specialists. For instance, it will require more record keeping and identification of cows.

"Cow breed composition is a determining factor in sire breed selection in many systems," Van Eenennaam says. "Colored ear tags can provide a way of tracking sire breed for mating management."

You'll also need to match biological types of cows and sires. "Breed complementarity and the use of breed differences are important advantages of crossbreeding," she says. "However, to best utilize them care must be given in the selection of breeds and individuals that match cows to their production environment and sires to their progeny's purpose or market endpoint. Divergent selection of biological type can result in wide swings in progeny phenotype in some rotational systems. These swings may require additional management input, feed resources and labor to manage as cows or at marketing points."

Additionally, system continuity is important. Replacement female selection and development is a challenge for many herds using crossbreeding systems.

"Selection of sires and breeds for appropriate traits (maternal or paternal traits) is dependent on ultimate use of progeny," Van Eenennaam says. "Keeping focused on the system and providing labor and management at appropriate times can be challenging. Discipline and commitment are required to keep the system running smoothly."

Decker says to keep your focus on the end goal.

"Calves have to be developed with a plan," he says. "Breed of the month club memberships were revoked a long time ago! Typical crossbreeding programs should use two or three breeds to make as consistent of a calf crop as possible. Consistency is the key in a crossbreeding program. Marketing crossbred calves will become challenging when the calf crop is not consistent."





# Connecting the Dots

## Genetic selection for health-related traits in beef cattle

By Joann Pipkin, Editor

**I**n beef's crystal ball, if we could wave a magic wand to help us select cattle for health-related traits, then cattlemen would be light years ahead of battling costly diseases—even pinkeye and foot rot.

But, we're not quite there yet. For now, cattlemen might listen up and learn how their industry peers are staying on the cutting edge of animal health and genetics.

"In dairy cattle, Holstein cattle in particular, we do have predictions for both cow and calf-related health traits," explains Kent Anderson, Ph.D., Zoetis associate director of global technical services, animal genetics. "We're using phenotype observations of health events, treatment records, and we're also using genomics and pedigree information in Holstein dairy cattle on the calf side to predict susceptibility to bovine respiratory disease, susceptibility to scours and survival from birth to weaning age."

Zoetis is working to compile phenotype and genomic information to produce predictions for tested animals in the dairy industry. For now, though, it's still a work in progress for the beef sector.

Record keeping seems to be the greatest limiting factor for beef producers. Currently, genetic predictions in beef cattle are mostly made possible by breed associations' recording of pedigree and birth, weaning, yearling and carcass trait performance, Anderson says.

And for the most part, health event records haven't been a part of data that has been captured.

"Unfortunately, commercial cow-calf producers don't keep many records to begin with, let alone health event records," Anderson notes. "We really need better systems for capturing health event information on animals that ide-

ally would have knowledge of pedigree and have DNA and associated genotype information available."

A number of traits are included in genetic evaluations that can impact the length of a productive life of a beef animal, helping make them less susceptible to a lot of reasons for failure, including health. But, Ander-

son says little is known about direct susceptibility to disease.

"Using what we know in dairy cattle, Holsteins specifically, we know that these health, disease-related issues do have a genetic element," Anderson says. "They're not highly heritable, but they're anywhere from 5 to 10 percent heritable. Most of our production traits are more like 20 to 30 percent or 40 percent heritable."

Researchers at the U.S. Meat Animal Research Center in Clay Center, Nebraska, is working to gather some of the necessary health event data that will assist industry ex-

perts in computing traditional heritabilities, study genomic markers and then determine whether those can add to the accuracy and dependability of genetic predictions for health. The University of Missouri-Columbia is also part of a multi-university USDA grant studying beef cattle production and genetics.

Further complicating the ability for researchers to connect the genetic dots between heritability of health-related traits is the number of breeds and crossbreeding that takes place in the beef industry.

"Coming up with robust predictions that work regardless of whether they're Angus or Simmental or some crossbred represents another challenge that our dairy side of the business hasn't faced," Anderson says.

While researchers work to line out the kinks in determining genetic predictions for health-related issues in beef cattle, Anderson reminds cattlemen that genetics are all about selecting for overall optimums that lead to profit. In other words, you're selecting for animals that are better adapted and have better livability when compared to selecting for extremes.

"If you're selecting for extremes, particularly birth weight or growth, that just has a lot of ramifications that might produce unintended consequences," Anderson says. "And, that would start with longer gestation, big birth calves that might not be born very easily, which impacts the cow. Those calves will be heavy at weaning, and heavy at yearling and produce heavy carcasses, but the heifer mates to those are likely to be cows that have higher maintenance energy requirements."

The same can be said for selecting for extremes in milk production. It's harder for those cows to maintain body condition and re-breed on time, Anderson notes.

"When we get things out of balance and shy too far away from the optimum genetic merit across all the traits, we just create animals that have higher requirements in everything," he says. 🐮





## Capture the Benefits

Profit potential with crossbreeding: more than sale price

By Lisa Henderson for Cattlemen's News

**O**f the many management adjustments you might make to improve the profitability of your cow-calf operation, most beef industry experts believe crossbreeding offers the most potential.

"The use of crossbreeding offers two distinct and important advantages over the use of a single breed," says Bob Weaber, Kansas State University cow-calf extension specialist. "First, crossbred animals have heterosis or hybrid vigor. Second, crossbred animals combine the strengths of the parent breeds. The term 'breed complementarity' is often used to describe breed combinations that produce highly desirable progeny for a broad range of traits."

If you are not using a crossbreeding system now, Weaber asks, "Why not?"

Before launching a crossbreeding program, he says producers should identify their goals for such a program.

"What benefits do you hope to capture from crossbreeding? The two benefits to a cow herd are heterosis (especially maternal heterosis and improved fertility/longevity) and breed complementarity," Weaber says. "As you consider implementation, select the simplest

system possible for your size operation.

For small- to medium-sized operations, Weaber says use of F1 or two-breed composites like SimAngus, LimFlex, or Balancer have proven both retained heterosis and breed complementarity in a system as easy as straight breeding.

"F1/terminal sire systems with purchased replacement heifers is also very effective and easy to deploy. For larger operations, two- or three-breed rotational or rota-terminal systems are easy to deploy due to their large size and separation of herds by sire mating type," Weaber says.

Marketing is also a key consideration. Select breeds that either allow minimization of variation in type and kind, or if your operation is large enough, sort cattle into uniform load lots for marketing. Pick systems that match your needs, fit within your operational constraints in terms of number of breeding pastures and your management ability.

"For commercial beef producers, the implementation of technologies and breeding systems that increase the quality and volume of production and reduce input costs is essential to maintain or improve the competitive position of

the operation," Weaber says. "Some producers are thinking of establishing a more conventional straight breeding system to improve end-product value traits and want to understand the value they are giving up as they sacrifice heterosis, while other producers are considering the establishment of a planned crossbreeding system to capture the value of hybrid vigor. Either way, to make an informed decision, producers need to know the value generated in their herds by heterosis or hybrid vigor.

Of course, cow-calf producers might encounter obstacles when they initiate a crossbreeding program. One challenge is bull purchasing during the transition from existing breeding programs to the target system, especially if the herd is currently straight bred.

"You'll need to purchase purebred bulls to start the system of production of F1 crosses, but as soon as the first crop of replacement heifers are ready for mating, you'll need bulls of different breed composition," he says. "Be sure to plot a course of bull needs and mating pastures as you consider systems. Don't be afraid to optimize the level of heterosis you're after within the constraints of facilities and management. At the end of the

day, some fraction of the maximal retained heterosis is better than none."

To fully understand the trade-offs, it is essential to know what you're selling and how you sell it. Weaber says the "lure of premiums for high quality beef carcasses is appealing. No doubt, growing the top-line of the beef value chain and satisfying customers is important."

He says it is critical to have a market target regardless of breeding system.

"Having this in mind, and actually projecting calf values and revenues and tying that back to the value of maternal heterosis (improved cow production in terms of weaning weight per cow exposed) helps justify the investment in time and resources to deploy and maintain the crossbreeding system," Weaber says. "It will also illustrate the lost opportunities experienced with straight breeding. Producers need to keep in mind that the value of crossbreeding is captured at the system or ranch level through increased production efficiency and productivity (number and pounds of calves marketed) and not the per hundred weight value of calves sold. Sale price is a poor proxy for profit."





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## MANAGEMENT MATTERS

# Heterosis and its Impact

### Greatest bonus found in lowly heritable traits

Story by Grady Ruble

**D**r. Robbi Pritchard compared replacement females to corn farming in a recent producer meeting. His point: Grain farmers don't plant conventional corn when there are hybrid varieties that offer greater production potential. So why are we trending toward largely straight-bred cow herds and passing on the benefits of heterosis? This point provided the stimulus to revisit the topic and discuss the usefulness of heterosis along with breed complementarity.

#### About Heterosis

Heterosis is not new to the livestock industry and its benefits have been well-documented. Heterosis comes in three different forms: individual, maternal and paternal. Bourdon (2000) explains

that retained heterosis is the increase in performance of

crossbred progeny relative to that of its purebred parents. Maternal heterosis is the increase in production of a cow above that of the average of her parent breeds. Advantages of maternal heterosis are seen in maternal ability, reproduction, longevity, calf survivability, pounds of calf

weaned and younger age at puberty. Paternal heterosis is similar to maternal heterosis in that it is the genetic advantage provided by the sire; benefits are also seen as increased bull fertility.

CONTINUED ON NEXT PAGE

**TABLE 1.** Production improvements and management considerations associated with crossbreeding systems and heterosis.

SYSTEM	INCREASE IN WEIGHT WEANED/COW EXPOSED, %	NUMBER OF BREEDING PASTURES	MINIMUM HERD SIZE
Straight-bred	0	1	Any
Two-breed rotation	16	2	50
Three-breed rotation	20	3	75
Rotational terminal	21	3	100
Composite	12-17	1	Any
Purchased crossbreds with terminal sire	24	1	Any

From (Weaver, 2010).

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**HETEROSIS AND ITS IMPACT  
FROM PREVIOUS PAGE**

**Lowly heritable traits**

Heterosis offers an array of advantages, but its greatest impact is seen in lowly heritable traits. Heritability is the proportion of variation observed in animals due to genetics passed along generations and the phenotypic variation observed due to genetic and environmental effects. Examples of lowly heritable traits are reproduction, longevity, maternal ability and health. Lowly heritable traits respond slowly to selection since the greatest amount of variation in the traits are due to environment rather than genetics. Heterosis is an effective way to improve these lowly heritable traits.

**Breed Complementarity**

Breeds are complementary to each other when one breed excels in certain traits the other breed does not and vice versa. If a successful mating is chosen the resulting progeny offer greater levels of performance in more traits than their straight-bred parents. Essentially, one would be using the strengths of one breed to offset the weaknesses of another. Weaber and Spangler (2013) provide an example of the usefulness of breed complementarity in terms of matching cattle genetically to their environment and the resulting progeny to the marketplace.

**A variety of breeding  
systems can effectively capture  
the benefits of heterosis.**

In the situation of a herd composed of crossbred Angus-Hereford cows mated to a Charolais bull, the crossbred cow offers the maternal capability along with carcass quality advantages while the Charolais bull will increase growth and carcass yield of his progeny. Thus, the maternally focused cow is a good fit for her environment and the high-growth calf can bring greater value to the marketplace.

**System Considerations**

A variety of breeding systems can effectively capture the benefits of heterosis. To better illustrate these systems and their advantages see Table 1 on the previous page. The improvements in production associated with heterosis are substantial, which raises the question of why crossbreeding is not more widely adopted? One conclusion is that some of these crossbreeding systems do not fit a common sense ranch management plan. The average herd size in the United States is 40 cows (USDA, 2018), which creates a barrier for many producers where herd size is limiting the ability to use a crossbreeding system. Furthermore, management of breeding systems


where multiple breeding pastures is required poses another obstacle. Another limiter, in an attempt to produce cattle that fall within the parameters of branded beef programs, many producers have trended toward straight-bred herds.

The shortcoming of operating with largely straight-bred cows is it overlooks the advantages of crossbreeding resulting in the cumulative effect of heterosis being lost. If the cows are crossbred, every animal on the ranch is impacted by heterosis, which is a value that can be captured every year regardless of how the calves are marketed. The added value due to heterosis is not subject to change like other branded beef programs, which makes the “premium” for heterosis very impactful.

—Source: Grady Ruble is a South Dakota State University Extension Cow-Calf Field Specialist.

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# The Value of Replacements

## Heifer development and long-term profitability

By Travis Mulliniks

**D**eveloping a heifer to replace a cull cow is one of the most expensive management decisions for cow-calf producers, leading to major implications on long-term herd profitability.

When the decision to develop heifers has been made, the question then becomes “what is the proper strategy to develop replacements for the cow herd?”

Traditional recommendations suggest heifers should be managed to reach 65 percent of their mature body weight at breeding to maximize pregnancy rate. In the last several years, multiple studies across differing environmental conditions have proved heifers can be developed to as low as 48 to 50 percent of mature body weight with no negative impact on pregnancy rates. Heifers in these systems are developed at a restricted gain (less than 0.75 lb/d of gain) while using a compensatory gain or increased gain period at the time of breeding.

For cow/calf operations, maximizing outputs does not necessarily result in maximizing profit. Sometimes the proper way to develop a heifer disregards her net present value and ability to pay off her investment cost. Just like any capital investment, retained or purchased heifers are only worth the sum of all the in-

come over their lifetime, including salvage value minus production costs that occurred during development.

A recent study, Profitability of Developing Beef Heifers on Stockpiled Winter Forages, published in the Journal of Applied Farm Economics compared developing heifers on a low-input, forage-based system to a high-input, drylot system and the impact on profitability of the system over an 11-year lifespan.

Heifer replacement rate and cow costs were held constant across the heifer development systems. The net present value of heifers developed on a low-input, forage-based system ranged from \$264 to \$468 per head. Heifers developed in a drylot system had a net present value of a negative \$876 per head and were developed to reach 65 percent of their mature body weights.

Breakeven period to pay off heifer development costs was estimated in years of age, and heifers in forage-based systems became profitable at 3 to 4 years of age, whereas heifers developed in a drylot were 9 to 10 years of age before their investment costs were covered.

Altogether, developing heifers in a high-input system increased production risks and decreased long-term profitability. Since cow costs and replacement rates were the same

**TIP:**  
**Focus heifer development on increasing long-term profitability of the cow herd and creating value of the heifer rather than focusing on high yearling pregnancy rates or achieving certain percentage of body weight.**

in the mentioned study, the only thing that differed was investment or development costs. Low-input heifer development decreased costs and increased opportunity, which extensive research has indicated will not sacrifice reproductive performance.

With that in mind when we think about heifer development, we may want to consider more than just maximizing pregnancy rates, but increasing the net present value or general value of that heifer. Low-input, cost-effective heifer systems allow for increased flexibility of marketing.

In a production system, heifer programs are essentially a stocker operation with multiple end marketing or target options. Pregnant heifers can be kept as replacements or sold, while the non-pregnant heifers are young enough to be fed for the choice beef market or kept as yearlings.

Another advantage to low-cost heifer development systems is increased longevity within the cow herd. Profitability and longevity in the cow herd are directly tied to each other. Research from New Mexico and Montana indicate that 30 to 60 percent of heifers remain in the herd after 5 years of age.

In addition, high-input development systems tend to decrease longevity in range-land production settings. In most cow herds, this is largely due to the highest non-pregnant rate occurring in young, 2- and 3-year-old females that are asked to get pregnant, while lactating for the first or second time, and still growing themselves. Cost-effective, low-input heifer development systems helps identify sub-fertile heifers early that need additional nutrient resources to make it as a cow and lack the ability to sustain reproductive function under limited nutritional environments.

At the end of the day, heifer development should be focused on increasing long-term profitability of the cow herd and creating value of the heifer rather than focusing on high yearling pregnancy rates or achieving certain percentage of body weight.

—Source: Travis Mulliniks is a beef cattle nutritionist with University of Nebraska Extension.



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## PASTURE PLANNING

# Limiting Broomsedge

Should you apply lime phosphorus?

**B**roomsedge has been a steadily growing problem in Southwest Missouri pastures for many years. Some people refer to it as sagegrass.

"I receive calls on how to deal with the problem nearly every month, and it appears to be an ever-growing problem across our area," says Tim Schnakenberg, agronomy field specialist with University of Missouri Extension in Galena, Missouri.



Broomsedge is a native, perennial warm-season grass that is found throughout the Ozarks. Even though it is a

native species, it has a reputation for low quality and having an invasive nature. A common belief is that broomsedge in a field means it needs lime. That belief was put to the test several years ago in a University of Missouri research project.

A study was conducted by Dale Blevins, et. al., during 2005 through 2008 at the Southwest Research Center in Mt. Vernon, Missouri, to determine the effect of lime or phosphorus (P) on a broomsedge population in a tall fescue stand of grass (soil test level = pH of 4.6; 6 lbs per acre Bray 1 P). The treatments included: liming; P fertilization and liming plus P fertilization. Lime was applied at 0X, 0.5X, 1X and 2X

the soil test recommendation (0-7.3 tons of lime/acre). Plots were treated with 0 or 50 lbs. P per acre. Plant counts of fescue and broomsedge were estimated over the time-span. The following observations were found after three years:

- Without P fertilization, broomsedge doubled.
- P fertilization effectively maintained broomsedge at the initial level.
- P treatments doubled the tall fescue count, but without P, tall fescue counts remained at the initial level.
- Broomsedge increased nearly threefold without lime.
- Tall fescue more than doubled with the two highest lime treatments.
- The no-lime treatment resulted in no increase in tall fescue.
- Lime and P combined limited broomsedge increase to the greatest degree and produced the greatest increase in tall fescue. It is believed that the fescue outcompeted with the existing broomsedge.

"It is clear from this study that both lime and P can be very useful in limiting broomsedge in fields," Schnakenberg says. "Both independently have an effect, but together, they can help in a fescue stand to compete with broomsedge. I caution livestock producers to exercise patience in the process. It can take some time to make a dent in its population."

Unfortunately, Schnakenberg is not aware of a "silver-bullet" spray that will immediately eliminate the problem in a fescue stand. If the problem persists, a full renovation of the stand may be in order. A copy of the peer reviewed research report from Crop, Forage and Turfgrass Management is available if more information is needed. Contact Tim at the Stone County Extension Center in Galena, Missouri, at 417-357-6812.

—Source: Stone County University of Missouri Extension.



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## Homework First

### Bull selection: be an educated consumer

By Macey Hurst for Cattlemen's News

**M**aking decisions is a huge part of running a cattle operation.

Many have small or short-term impacts, while others have dramatic, long-term effects. One of the most influential decisions a producer can make is when identifying a breeding program and selecting sires. University of Nebraska Professor and Beef Genetics Specialist Dr. Matthew Spangler explains.

"Think about bull buying in an economic investment context," he says. "Buy bulls that have the potential to increase your net profit, but don't spend more than the bull(s) can potentially return. Economic selection indices can help guide you here."

He gave the example of an operation with five cows. In

this case, a \$10,000 bull would not be a sound investment as it cannot return that in offspring. However, he says it is still important to select a bull that meets operation goals, but cautions of the effects of placing too much emphasis on certain traits.

"For self-replacing herds, bulls used in the past approximately four years account for over 80 percent of the cowherd genetics. Moreover, selecting sires that do not align with breeding objectives can have undesired consequences. In example, selecting bulls based on terminal traits (e.g., high growth) when replacement heifers are retained can lead to increased cow size and thus increased costs," Spangler says.

Just like these traits, Spangler says any trait can be taken too

far. While it is possible to find sires with both calving ease and good growth, he says maternal traits can collapse.

"If you continually buy extreme calving ease bulls and keep back heifers, you could wind up with a cow herd that has increased difficulty in calving," Spangler explains. "Furthermore, if calving ease bulls are needed for heifers, do not then use them on the mature cow herd in two years. Your cows should not need extreme calving ease sires, and you could be leaving extra growth on the table by doing this."

Other practices Spangler says to avoid are deviating from breeding objectives and buying bulls on impulse. He says a bull's good look does not warrant it a place in a breeding program when its data does not support the breeding objectives.

"Be an educated and prepared consumer," Spangler says. "Write out your breeding objectives and include the breed(s) that you plan to use, the market endpoint of your

calves, how you plan to procure heifers (produce them yourself or purchase) and any labor or other environmental constraints. This will lead to a listing of traits that are economically relevant and will greatly aid in selecting the right bull(s)."

Spangler also says to be informed when it comes to the tools available for selecting bulls, such as expected progeny differences (EPDs) and economic selection indices.

Still, his main piece of advice is easy: Keep it simple. Spangler says once the objectives are set and resources such as EPDs and economic selection indices are used, the rest should be no trouble.

For more information and to stay educated on bull selection and crossbreeding, Spangler encourages cattlemen to network at industry educational events, with trusted seedstock producers and with university extension. You can also visit [www.eBEEF.org](http://www.eBEEF.org).



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## ECONOMIC INDICATORS

### Look for Markets to Be Strong

#### Leverage shift on the horizon

**D**uring the first half of 2019, the United States will see a shift away from El Niño conditions as equatorial ocean currents begin to cool into the summer. At least that is what Art Douglas, Ph.D., professor emeritus at Creighton University, told the audience during the recent 2019 CattleFax Outlook Seminar.

The session, held as part of the 2019 Cattle Industry Convention and NCBA Trade Show in New Orleans, saw a capacity crowd as cattlemen and women gathered to hear expert market and weather

Good said he expects prices will remain strong, with demand and the economy expected to remain solid.

"We've been on one heck of a good run for a few years, and I expect that to continue into 2019," said Good. "However, we expect to see margins begin to compress and leverage to shift from the cow-calf and stocker sectors to the feeder as we expand the supply of cattle."

He said price risk remains over the next few years in response to the last five years of expansion. The beef cowherd



analysis. Douglas explained the developing trend will turn the eastern third of the United States drier, as the jet stream pushes moisture from the Gulf of Mexico across the southern tier of the nation.

"After a cooler February, the United States will mostly enjoy a relatively mild spring with a reduced threat of delayed planting," said Douglas. He pointed out that summer weather will be dependent on how quickly El Niño conditions fade.

"La Niña conditions are unlikely in the next eight months as the equatorial current shows only slow cooling," said Douglas. "The residual warmth along the equator will lead to a wetter summer in the southern half of the U.S., while warm waters off the coast of Mexico will favor an active monsoon season in the Southwest."

Turning to the market outlook, CattleFax analyst Kevin

expansion cycle is believed to be within one to two years of being complete.

"Cattle producers, on average, will receive a smaller percentage of the retail beef dollar as larger cattle supplies increase price pressure across all segments of the industry," said Good. "Retail beef prices will likely see some inflation in 2019, but larger beef, pork and poultry production will be price-limiting."

However, domestic demand remains robust, and higher wages and job growth are supportive of prices. CattleFax projects the all-fresh retail beef price to average \$5.73/lb., up \$0.06 from year-ago levels, while the composite cutout will rise \$4 to average \$216/hundredweight (cwt.) during 2019.

Going forward into 2020, economists see the potential for an economic slowdown,

**CONTINUED ON NEXT PAGE**



## LOOK FOR MARKETS FROM PREVIOUS PAGE

Good noted. "This may slow the benefits of recently strong consumer incomes and spending," he said.

Fed cattle prices are expected to be steady during 2019, averaging \$117/cwt., with market resistance at the \$130-level and downside risk to \$100/cwt. at the low end of the trading range, according to Good. He said a larger supply of cattle outside of feedyards coupled with limited profitability in the feeding sector will hinder demand and pressure feeder cattle prices. CattleFax projects 750-lb. steer prices will range from \$130-\$160/cwt., with an average at \$147/cwt. for the year ahead.

"The relatively strong calf market we saw in 2018 will be under pressure this year," said Good. "However, values in the spring should have the potential to reach the mid-\$180s. On the other hand, a larger calf crop and softer demand have the potential to erode prices to the \$140-level next fall, so

there is certainly more price risk in feeder cattle and calves than in the fed cattle markets in 2019."

ter winter precipitation across much of the United States should help provide a strong start to the 2019 hay crop.

**"Cattle producers, on average, will receive a smaller percentage of the retail beef dollar as larger cattle supplies increase price pressure across all segments of the industry."**

Kevin Good  
CattleFax Analyst

Feed and grain prices are expected to remain stable during the year ahead, with corn acreage increasing an expected 2 million acres to total 91 million acres and soybeans declining 2.2 million acres to 87 million and wheat gaining one million acres to total 49 million.

"Corn is expected to trade in a range of \$3.60 to \$4.10 per bushel during the first half of the year," said CattleFax analyst Mike Murphy, who also pointed out that hay acreage isn't expected to change significantly from 2018, but bet-

Good explained that cull cow prices will have additional downside risk during the year ahead.

"Years of expansion and poor operating margins in the dairy sector are generating more cull cows, which weighs on the markets," he told the audience. "The additional supply and the limited packing capacity for non-fed cattle will result in a market that averages approximately \$55/cwt. during 2019, with a spring high near \$60/cwt. and a fall low in the lower \$40s."

CattleFax analysts said the global trade outlook is currently supportive for the U.S. beef industry, with strong demand in many overseas markets. However, they note that trade disruptions could have significant impacts on the market outlook. Ratification of the pending U.S./Mexico/Canada (USMCA) agreement will be crucial to markets this spring. Likewise, the possibility of a bilateral trade agreement with Japan could create a positive upside to the market this year.

CattleFax CEO Randy Blach closed the session with a reminder about the importance of international markets to the beef industry.

"Long-term, the profitability of our industry is tied to trade," he said. "We must have open markets and science-based trade standards for our products if we're going to continue the run of profitability we've experienced in recent years."

—Source: National Cattlemen's Beef Association release.

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## RESEARCH UPDATE

# Genome Editing

## Helping agriculture meet new challenges

By Suresh Bhamidimarri

**P**lant breeders are always on a quest to develop new and improved crop/forage varieties that can outperform the existing ones.

Here at the Noble Research Institute, plant breeders work on behalf of agricultural producers to develop improved varieties that could have higher biomass, grain yield or forage qual-



Alfalfa that better uptakes phosphorus and has improved forage quality in the forage legumes and cover crops breeding laboratory at the Noble Research Center in Ardmore, Oklahoma.

— Photo by Joann Pipkin.

ity; greater heat tolerance and better performance in drought; stronger pest and disease resistance; and other traits that help meet the needs of producers in the Southern Great Plains.

### The Process of Plant Breeding

Plant breeding is an old science and is sometimes considered an art.

Historically, plant breeders have depended on natural mutations, or variations, to develop improved cultivars. Plants naturally mutate and select for the survival in changing environments or to adapt to pressures, like pests and diseases.

Genetic variation in a species (plant or animal) occurs due to processes called recombination and mutation. These processes occur naturally and can also be artificially induced to create useful variations that a breeder can use for selection.

Breeding for an improved variety always starts with identifying individual plants with properties or traits that allow them to perform better than other plants in the group. This is a very slow, laborious and expensive process, especially considering we are trying to meet the demands of changing global needs. The development process may take anywhere from 10 to 15 years or more, depending on the trait, its heritability (ease of passing the trait to the next generation), the amount of genetic variation present for that trait, etc.

Once better-performing plants are found, they are selected and crossed with other better-performing plants to create new populations or experimen-

CONTINUED ON NEXT PAGE



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## GENOME EDITING FROM PREVIOUS PAGE

tal varieties. These experimental varieties are evaluated for multiple years across different environments to test and compare their performance against existing varieties. The better-performing varieties are then released as improved cultivars or varieties.

### About Genome Editing

Advances in biotechnology and genetic engineering have created new and promising techniques that complement a plant breeder's existing toolbox.

One such technology is genome editing, which can create variations in plants by editing DNA sequences in a very precise and targeted manner.

Genome editing differs from conventional genetic engineering, which is used to develop genetically modified organisms, or GMOs, as the resulting plant does not include genes or DNA from unrelated or cross-incompatible species. Genome editing is doing the work that could naturally occur in plants, just with much more efficiency and precision.

With genome editing, the variation is created in the exact trait that the breeder wants to improve. Therefore, a plant breeder does not have to wait for a natural mutation to occur, make hundreds of crosses to create a perfect recombination, or screen hundreds of thousands of plants to select for that one good plant. Such precise editing of DNA is possible by using enzymes called nucleases. Many different nucleases are used in this technology, including meganucleases, zinc finger nucleases and TALENs. CRISPR-Cas9 is the latest innovation and the primary genome editing tool used today.

### A Valuable Tool

Genome editing technology is currently used in major crops like corn, soybeans, wheat, rice, barley, alfalfa, sunflower, tomato, etc. The technique could yield better-tasting, higher-yielding crops that are more resistant to pests and diseases and are more tolerant of drought. Given the ease with which this technology can be used by plant breeders, great potential is held in this new breeding method.

As technologies continue to build new capacities for plant breeders, the hope is to identify and build varieties that help address common forage and crop needs through available, affordable and more resilient plants.

### Three Things in Development

The forage legumes and cover crops breeding laboratory, led by Suresh Bhamidimarri, Ph.D., is using genome editing tools to develop:

- 1 Hairy vetch with hardseededness, which allows the legume to reseed in the fall without being replanted.
- 2 Alfalfa that better uptakes phosphorus.
- 3 Alfalfa with improved forage quality.

—Source: Reprinted with permission from The Samuel L. Roberts Noble Foundation for Agriculture. Visit the Noble Foundation on the web at [www.noble.org](http://www.noble.org).



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## TRENDING NOW

# Missouri Cattlemen Elect Leadership for 2019

## Dent County cattleman to serve as president

**T**he Missouri Cattlemen's Association (MCA) elected its 2019 leadership during the 51st Annual Missouri Cattle Industry Convention and Trade Show held last month in Columbia, Missouri. Bobby Simpson, Salem, Missouri, will serve as the 2019 MCA President. Marvin Dieckman, Cole Camp, Missouri, will serve as president-elect. Patty Wood, Seda-

lia, Missouri, was elected to serve as vice president. Matt Hardecke, Wildwood, Missouri, will continue to serve as treasurer, and David Dick, Sedalia, Missouri, will continue as secretary.

Regional vice presidents were elected based on the region they reside in across the state. Region one representative is Adam Kuebler, Edina,

Missouri. Chuck Miller from Olean, Missouri, represents region two. Charlie Beshar, Patton, Missouri, serves region three. Deb Thummel, Sheridan, Missouri, is the region four vice-president. The region five vice-president will be Bruce Mershon, Buckner,

Missouri. Region six is represented by Clay Doeden, Stockton, Missouri. Traves Merrick, Miller, Missouri, represents region seven.

—Source: Adapted from a Missouri Cattlemen's Association release.

## MANAGEMENT MATTERS

# Replacement Heifers

## How many do you need?

**T**he answer to the question, *how many replacement heifers do you need*, is ultimately decided with how many cows you have, what

type of operation, and your strategy for heifer replacement.

Bob Larson, professor of production medicine at Kansas State University, suggests at least 10 percent as a starting point. Even with a 5 percent open rate, cows with bad udders, bad eyes and bad attitudes must go. The national average is 15 percent, he points out, and some herds are closer to 20 percent.

"For a commercial herd, I think you want to keep that number relatively low, because of the increased productivity of mature cows versus replacement heifers," he says. "So I'd like to keep it closer to 10 to 15 percent, not 15 to 20 percent."

The other question: How will you develop your replacements? For commercial operations, Larson suggests shooting for 60 to 65 percent of mature body weight. It will ensure that a majority of those heifers will cycle early in the breeding season, even if they're young. The rule of thumb: Save twice as many heifers as what you want to keep, then apply selection pressure on those that get bred early.

Good nutrition and management programs help out cow longevity. Keeping mature cows helps productivity.

Bob Weaver, professor of animal sciences and industry and extension specialist, points out that seedstock and purebred producers tend to keep herds young to accelerate genetic improvement and change. An added challenge is the emphasis on cow stayability and longevity as a trait — but if you don't keep them, you can't measure it.

—Source: Kansas State University Beef Cattle Institute.

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## TRENDING NOW

# Arkansas Beef Industry Assessment

## Legacy ranching, quality genetics among concerns

By Ryan McGeeney

**T**he first industrywide assessment survey of Arkansas beef producers in more than a decade finds producers are most concerned with who will follow in their footsteps, how their current operations may be able to expand and the cost of equipment, land and a high-quality herd bull.

The 2018 Arkansas Beef Industry Assessment, developed and administered by the University of Arkansas System division of agriculture and the Arkansas Beef Council, included responses from more than 330 cattle producers in six industry sectors.

Shane Gadberry, professor of ruminant nutrition for the division of agriculture, said the survey was initially developed at a November 2017 summit, where industry leaders and university facilitators identified strengths, limitations, opportunities and threats to beef production in the state. The survey was also based in part on a similar assessment administered in 2005.

The six industry sectors represented at both the summit and in the survey responses included producers involved in both small and large commercial cow-calf operations, purebred and stocker cattle operations, allied support industries and educators.

Gadberry said many of the participants voiced concern over the long-term sustainability of the Arkansas beef industry. The average age of Arkansas cattlemen continues to rise, as fewer young people pursue careers in ranching. More than 60 percent of respondents to the assessment survey reported being 50 years old or older; more than 47 percent reported being older than 60, according to the survey. In 2005, only about 35 percent of survey respondents reported being older than 60.

"Pretty much every industry segment we surveyed, someone was looking at that next generation of producer," Gadberry

said. "Who's going to continue supporting the beef industry in the future. Some are concerned about young people returning to the farm — some identify it as a threat to the industry. Others identify it as an opportunity to do a better job of marketing the ranching lifestyle to others, and help grow the industry that way."

"The question of 'legacy' gets further complicated when you start looking at the availability and price of land," Gadberry said. "Even if we have a generation of people who'd like to get into ranching, how are they going to be able to afford it? The land and the cattle?"

Cattle producers in Arkansas — both actual and potential — are often faced with land prices as high as \$2,000 an acre. Supporting a single cow requires three to four acres of grazing or haying pasture. Furthermore, it can be difficult to expand existing ranch acreage contiguously.

"The chance to purchase a 120-acre tract of land can be difficult," Gadberry said. "Today, it's not uncommon for a producer who's really expanding his cow herd to be operating in multiple counties. They're not just buying adjacent properties to what they already own."

Among the industry's strengths in Arkansas, producers identified support from the Cooperative Extension Service, high water quality and the availability of quality genetics.

"There's a lot of discussion about improving the quality of the cattle in the state, improving genetics, etc.," he said. "There's actually less emphasis on that in the 2018 assessment, however, compared to 2005. Today, the emphasis is on the idea of marketing."

"Our producers see opportunity in growing demand including international markets," he said. "They also recognized opportunities such as improving marketability locally through

value-added practices, such as preconditioning."

Gadberry noted that in the broader beef industry, a stigma against beef produced in the South and southeastern states exists, which Arkansas producers have long worked to overcome.

"We know the calves that leave Arkansas for feedlots outside the state aren't valued as high as those coming from other areas," he said. "We've made a lot

of progress in beef carcass quality characteristics. The assessment indicates there's opportunity to address herd health management and reduce risk of calves getting sick after leaving the farm."

The 2018 Arkansas Beef Industry Assessment will be available this spring.

—Source: Ryan McGeeney is with the University of Arkansas System division of agriculture.



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# Track Your Progress

## What to do and what not to do when crossbreeding

By Macey Hurst for Cattlemen's News

**C**rossbreeding has proven to be a useful tool for cattle producers across the world time and time again. However, there are ways to do it right, and there are things that need to be avoided. Eldon Cole, livestock specialist for the University of Missouri Extension in Lawrence County, shares his tips for successful crossbreeding on any operation.

“Crossbreeding allows producers to incorporate the strengths of two or more breeds,” says Cole. “Crossing breeds results in heterosis or hybrid vigor that is especially helpful in adding longevity to a female.”

Cole says this means females will need replaced less frequently, which leads to decreased spending and more profit. The heterosis resulting from crossbreeding, he says, tends to most commonly lead to improvements in reproductive traits. New and different ways exist to go about the crossbreeding, though.

“Using both the bull and female as two breed crosses or more is becoming more acceptable as research shows merits to the crossbred bull,” says Cole. “This system is often referred to as a composite, which can involve several breeds that are chosen specifically for breed complementarity. A three-way cross, with the female being a two-breed cross, then bred to a bull of a third breed is a popular system. This three-way cross is usually a terminal one and the replacement females are bought.”

When choosing which breeds to use, Cole says producers have many resources.

“I think objective data is more available today, along with genetic data such as expected progeny differences. Above all, study breed complementarity and capitalize on the breed's strengths. Genomic data is available on many traits,” Cole says. “The MARC has developed a few multi-breed composites known as MARC I and MARC II, etc.”

MARC refers to the Meat Animal Research Center in Nebraska. Cole says the organization has made huge strides in identifying strengths and weaknesses of breeds and making that information readily available to producers.

“Back in the 1960s and 70s when new breeds were being introduced to the United States almost monthly, some producers would jump from one breed to another just to be different and have an odd colored animal in their pasture,” Cole says. “Thankfully clearer plans are now being because MARC's data has identified strengths and weaknesses of various breeds.”

Cole says this information can help producers prepare and set goals for their operations. While the process of establishing a crossbred herd might not be simple, he believes having an outline and using artificial insemination (AI) are both important and effective parts of the process.

“Developing a good crossbred herd is more difficult than just relying on working with one breed and the breeders in that breed,” Cole says. “The availability of a collection of progressive breeders near you can be a challenge when you involve two, three or even four breeds in a cross. Arti-

cial insemination simplifies this issue. I feel a producer needs to be very disciplined and have a long-range plan.”

Although these methods often prove to be very successful, a number of practices should be avoided when using crossbreeding. The most detrimental, Cole says, is the haphazard pairing and over-crossing of breeds with no end goal in mind. This practice, he says, completely defeats the purpose of crossbreeding in the first place. However, Cole says producers that take the time to fully evaluate their program, make reasonable breed selections, measure their success using market acceptance benchmarks, and have a well thought out plan with rational objectives can contribute to a successful crossbreeding program.

All in all, Cole's advice is this: “Be sure you have a reasonable plan to begin with and avoid jumping around on breed selections. Avoid using show ring placings in making breeding choice selections—the heritability of a purple ribbon generally isn't very high. Don't develop a cross that is highly unusual and not a mainstream cross just to be different. Producers must keep track of their progress. Records, records, records!”





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## Ralgro Product Update

**A**s cattlemen prepare for spring, there is great news: Merck Animal Health is happy to announce the return of Ralgro® to the market.

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Significant popularity of Ralgro in the industry, along with changes in the manufacturing process, resulted in an interruption of supply. The dedicated employees of Merck Animal Health have

worked diligently to resolve this issue to ensure a reliable supply going forward.

As Ralgro returns to our distribution channels, we encourage you to work with your Merck Animal Health representative and your veterinarian to incorporate Ralgro in your protocols. Or, go to [merck-animal-health-usa.com](http://merck-animal-health-usa.com) for more information.

## TRENDING NOW

## Missouri Cattlemen Set 2019 Legislative Priorities

Focus on next generation of farm families

**T**he Missouri Cattlemen's Association (MCA) established policy priorities for the 2019 legislative session. MCA Policy and Legislative Affairs Chairman Jimmie Long said reviewing current policies, establishing new policies and setting policy priorities is a grassroots function of the association. Members do that at the association's annual convention, which occurred Jan. 4-6 in Columbia, Missouri. He said the association will focus its efforts on private property rights and ensuring the next generation has opportunities to farm or ranch in the state.

Long said the organization recognizes that the average age of a farmer is nearing 60-years-old and less than five percent are under 35 years-old. They believe that repopulating the land with new farmers and ranchers is vital to the agricultural sector and its consumers. Ensuring rules and regulations are based on science is a good place to start.

"Agriculture embraces rules and regulations based on sound science. We have zero tolerance for scientifically unfounded rules and regulations that stymie the expansion of agriculture preventing young people from coming back to the farm and crippling economic activity in our communities and throughout the state."

Long also said MCA will work alongside the Secretary of State's office to push legislation to add accountability, transparency and integrity into the state's ballot initiative petition process.

In regards to private property rights, Long said if an animal owner is charged with animal abuse or neglect and they are found not guilty, the owner is still required to pay for all expenses associated with the case. MCA supports legislation led in the House by Rep. Sonya Anderson (R-131) and in the Senate by Sen. Sandy Crawford (R-28) that ensures owners who are found innocent are not liable for the costs associated with holding their animals and that their animals must be returned immediately.

—Source: Adapted from a Missouri Cattlemen's Association release.

### 400 Beef Industry Relevant Bulls will sell in Seedstock Plus Sales this spring!!

#### North Missouri Bull Sale

February 23, 2019 \* 12 noon

Kingsville Livestock, Kingsville, MO \* 125 bulls!

All 18 month old bulls! Gelbvieh & Balancers! ALL BLACK!!

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March 2, 2019 1 p.m.

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#### South Missouri Bull & Female Sale \* March 23, 2019

Joplin Regional Stockyards, Carthage, MO \* 125 bulls! 12 noon

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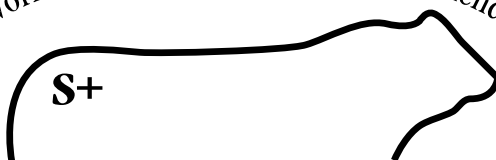
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## Local Business Plans Expansion

### Superior Steel to open new sales facility

By Rebecca Mettler for Cattlemen's News

**S**uperior Steel, neighboring business to Joplin Regional Stockyards, is expanding their business by adding a sales office and pipe yard on the south side of Interstate 44 at Exit 22. Construction is now underway, and the building is to be completed in time for a grand opening celebration planned for May 24.

"The new sales facility will give Superior Steel room to safely and efficiently load customers without interference from the heavy manufacturing traffic at the existing pipe yard," said Matt Bales, owner of Superior Steel.

Since Bales bought the company 10 years ago, business has grown tenfold and with it, so has the employee base. Superior Steel now has 30 employees, compared to six in 2011. Products have also been sold across the nation with customers as far west as California and as far south and east as Florida. While the mainstay of the business is from the Four State area, Superior enjoys a growing dealer network across the nation and is sending truckloads of finished goods to the market through this network.

The company's success can be attributed to the fabrication


of heavy-duty products made with the beef industry in mind. Superior Steel manufactures cattle gates, alleyways, crowding tubs, fence panels and hay feeders. They also maintain an extensive supply of raw pipe and materials for local fence builders and welders.

"Matt builds the strongest made products," said Luke West, a Kirksville, Missouri, area dealer. "Everything's built for heavy-duty use and won't bend the first time a bull hits it, unlike other products out there. Everything is built by craftsmen welders that grew up around here and

know what they are doing."

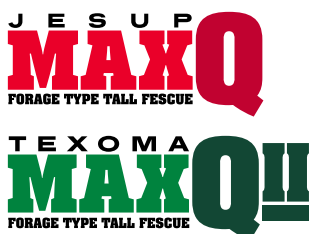
The new sales location will feature a 7.5 acre pipe yard designed specifically to load out customers safely and quickly. The new yard will feature a 2,400-square-foot sales facility with an expanded sales floor and product display area with more hardware and accessories.

Superior Steel's current location on the north side of the interstate will house the company's manufacturing facilities. Plans to expand the manufacturing capabilities are on the drawing board once the new sales facility is open. Preliminary plans include expanding the saw and preparation shop, a new paint booth, and since it's hard to keep up with the demand for gates, a new gate shop.

Since the company's humble beginnings in a kitchen office and manufacturing at Bale's father's barn, the operation has grown into a highly competitive local business meeting the needs of southwest Missouri's beef industry. 

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Photo courtesy of Eby Ranch Olathe, KS



# Big or Small, We Must Love Them All

Agriculture has room for farms of all sizes

By Erin Luchsinger Hull for Cattlemen's News

I can't tell you how many times I've gotten on social media to read the comments on an agriculture-based post and wanted to slam the computer shut. I'll be reading along and all of a sudden we have a small-scale producer bashing "the big guys". Or using the term "factory farms." My skin crawls, my head starts pounding, and I must walk away. The phrase factory farm is the worst swear word in any producer's vocabulary, and I'm pretty fluent in cuss words.

In this country, we are blessed with producers of many different sizes. I'm a small-scale producer. I only have a herd of 50 red Angus that graze six months a year and are outside and on a forage-based diet the other six months of the year. My neighbor has four free stall barns with 1,000 holsteins in each and a few more barns with the same number of young stock heifers and calves. By most people's standards, my neighbor is a factory farm. While I have no visions or ambitions to raise 8,000 head of cattle in an enclosed system, they do. And they do it well. I'm at the farm quite often to visit, borrow medicine, or even bring non-agriculture people by to see what goes on under those roofs. If anyone so much as mumbles factory farm in my presence, I drag him or her down to my neighbors. They walk in and see various family members performing numerous jobs. They see healthy cows and happy calves. They see a farm – not the factory they were hoping to see and hoping to bash. I've ruined their days, and it makes me very happy. But I've more importantly opened their eyes to what actually goes on at a large-scale farm.

People always ask me why I care. I'm a small producer.



Why do I care about defending the big guys? Because we are ALL producers. If we as an entity can't get along, we've already weakened the lock for the haters to kick the door open. We are giving the haters ammunition. And before we know it, the haters don't just hate the big guys, they hate all animal agriculture producers, and that includes me. It's a very slippery slope. And it's a slope that is nearly impossible to climb back up.

I'm a grass-based producer. That's my choice. My market is very different than most. I'm a cow/calf operation. I'm a feeder operation. I'm a finishing operation. On a very small scale. I sell directly to the consumer, and I get a premium for my beef. So why am I grass-based? I produce grass-fed beef because that's what my consumer wants and is willing to pay extra for. I always have people trying to get me to explain to them WHY grass-fed beef is better for them. When I tell them it's not, they don't know what to say. Science has proven it's not.

But the media can take those stats and not give you the whole picture, and you'd think grass-fed is better. But when looking at the whole picture, science has proven it is not true. If I were to say grass-fed beef is better than conventional corn-finished beef, I've just in a roundabout way, bashed the majority of the

cattle producers in this country. These producers may not be raising corn-finished beef themselves, but they're raising calves to send to a corn-finished operation. I won't be part of saying what they are doing and producing is inferior to my cattle and beef.

If I were to say that, I've instantly drawn a line in the sand. On one side we have what people view as the romantic landscape with cows on pasture. On the other, we have a monster who doesn't care about their animals or the environment. You know this isn't true. I know this isn't true. But by drawing that line, we give the impression that it is true. And that's ammunition for the animal rights activists and all the other haters to hate us all in time.

The worst offenders of this are the very small-scale, niche producers (whom I'd be considered), as well as certified organic producers (I also fall into that category as one of our crop farms is certified organic). Just because you choose to raise an animal or crop a certain way doesn't mean what everyone else is doing is wrong. We must learn to embrace ALL agriculture. When we learn to appreciate each other and other practices, we start to gain our own foothold to come together and protect our industry.

—Source: Erin Luchsinger Hull owns and operates Lucky 13 Beef in Tully, New York. She is a board member of the New York Beef Council and the 2017 Beef Promoter of the Year for New York state. Follow her online at [www.facebook.com/lucky13beef](http://www.facebook.com/lucky13beef).

## Passionate Educators Plant a Seed

Telling agriculture's story

Regional educators, along with FFA educators serve as a passionate vehicle, connecting existing resources with student participants. These passionate educators are truly the foundation of the Missouri Farmers Care's Ag Education on the Move® (AEOTM) program.



News station captures AEOTM Educator Melissa Wilson in action, as she highlights poultry production.—Photo submitted by Ag Education on the Move.

Southwest Missouri Regional Educator Melissa Wilson is no exception and goes the extra mile to create unique experiences for her students. This past semester, third graders visited their local agriculture department in Willard, Missouri, and heard from FFA students in the region about FFA opportunities, as they concluded the 10-week series. Along with classroom visits, Melissa arranges interaction with farm animals, where students explore livestock production firsthand.

Melissa and her classrooms were also featured on "From the Tailgate," segment on KOZL-Z 27 this January.

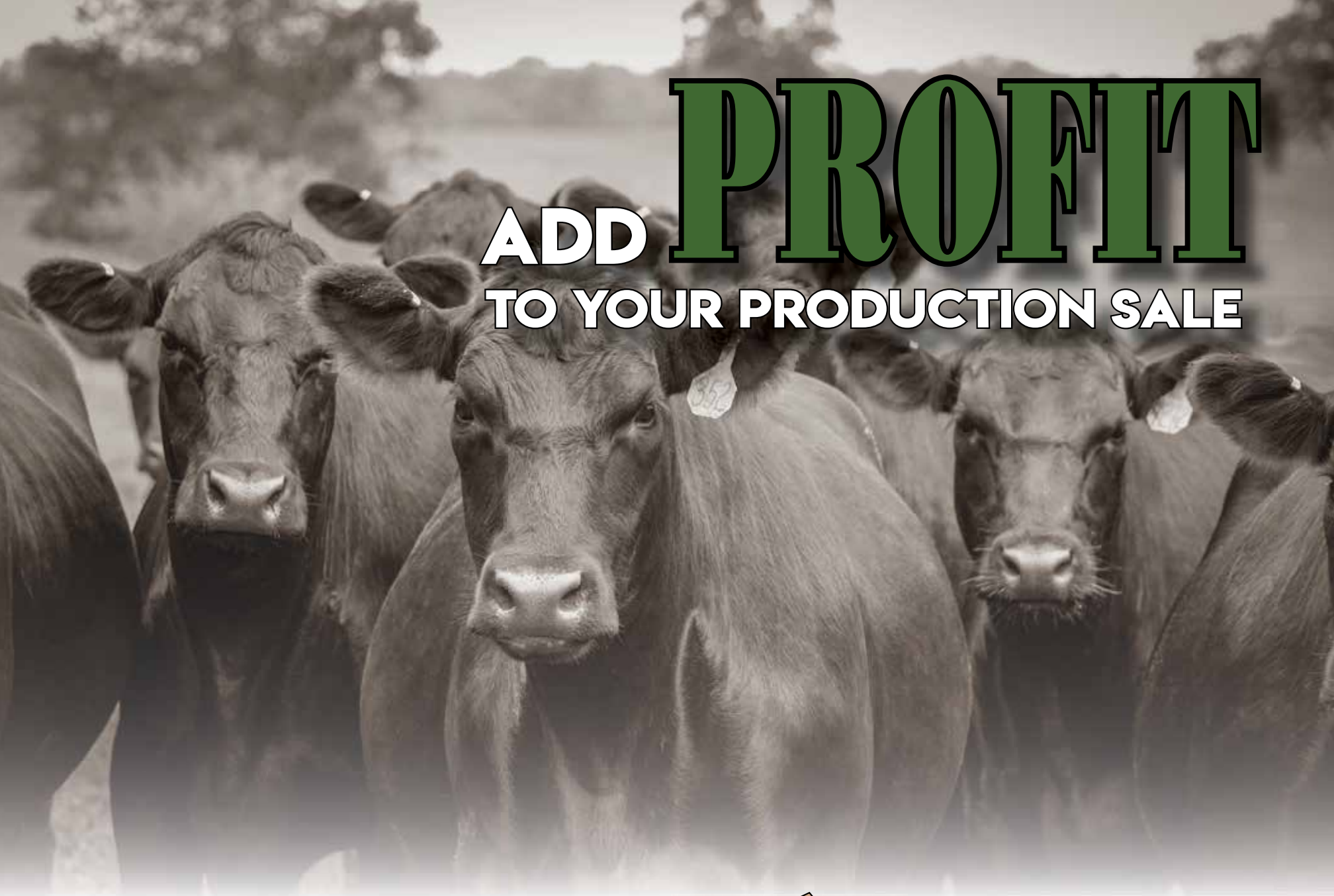
Melissa grew up on a dairy farm in Greene County, and currently resides near Willard, Missouri. Melissa serves students in the Willard school district and helps coordinate activities and events in the Springfield and Joplin region.

To learn more about the program or to explore ways you can get involved, please contact Luella Gregory at [info@agmoves.com](mailto:info@agmoves.com)

AEOTM® is an educational effort through Missouri Farmers Care, funded partially by Missouri soybean farmers and Missouri beef producers and their checkoffs.

—Source: Ag Education on the Move through Missouri Farmers Care.





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## ON THE CALENDAR

# Vegas For a Reason

## Rodeo queen contestant shares her adventure

By Emilee Block

**M**y name is Emilee Block, and I was chosen as one of the contestants for the 2019 Miss Rodeo For A Reason (MRFAR) queen contest. This contest was held in Las Vegas, Nevada, in December during the National Finals Rodeo.

To describe this opportunity as incredible would be an understatement. Ten young women were chosen across the country, and it was truly a blessing to get to know all of them. Each of the girls had their own personalities - whether that was optimistic, bubbly, sassy, outgoing, determined, caring, compassionate, very smart or humble. There were definitely no dull moments with that group!

The first night that I was in Vegas, I attended a welcome party for all of the contestants. During the welcome party, each contestant participated in an exercise to interview each other in order to learn about our interviewee's passions, hobbies and other pertinent information. This useful exercise helped interviews go more smoothly throughout the rest of the week.

We kicked off day two right with a devotional and a prayer. Afterward, we worked on our feedbag outfits for a couple of hours. Each contestant designed a dress made out of feed sacks for a fashion show later in the week. The point of the feedbag fashion show was to show that it matters more about what's on the

inside than it does on the outside. Later in the day, all of us contestants went to the Las Vegas Convention Center and conducted interviews with Debbie Garrison and Whitney Thurmond.

Debbie Garrison was Miss Rodeo America 1979. She offered a lot of insightful advice on pageants, as well as life outside of them. Whitney Thurmond is a professional roper, horse trainer and barrel-racing competitor. She served as the horsemanship judge for this contest. Horsemanship was scored on both a riding video where we demonstrated our riding skills and an oral test of our knowledge of horses.



After the interviews and test, the contestants split off into groups and collected donations from the vendors to give away at the nightly rodeo viewing party at the Plaza Hotel. This was a long, but very rewarding day.

CONTINUED ON NEXT PAGE

## Hilltop Farms

**Annual Bull & Female Sale**  
**Saturday, March 2, 2019**  
12:30 PM • Joplin Regional Stockyards • Carthage, Missouri

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## VEGAS FOR A REASON FROM PREVIOUS PAGE

The following morning also started with a devotional. As soon as the devotional was over, we worked on our feedbag dresses. I was amazed at how all of us girls came together and helped each other with our dresses so that we were able to meet our deadline! All of the contestants also attended the Diamonds In The Desert Horse Sale and helped sell a painting to fund the Rodeo For A Reason Organization. Later in the day, we contestants split into groups to earn donations from vendors again, this time at The Sands Convention Center. Visiting with the vendors was a nice change of scenery. As soon as we all arrived back at the hotel, it was time to work on the dresses again.

Day three brought the fashion show. After the morning devotional, we all put the finishing touches on the feedbag dresses. Then, it was time to do hair and makeup and conduct some more interviews. This time, though, each of us got to choose a vendor to interview. I chose a small company called Moo Country. This was one of my favorite interviews because I was able to learn what her company was, why she owned it, and a little bit about her products. As soon as the interview was over, it was time for the fashion show. We quickly changed back into

regular clothing and attended the NFR viewing party once again.

Finally, the day that we were all anticipating was here. But we had a few more things to do before it was time to crown the new queen. We had our final morning devotional, and this one was emotional for all of us because it was the last time we would really get to sit down and enjoy time together before we all went our separate ways. We bussed over to the Mandalay Bay to hand out books that included each of our photos and the ad sponsorships. And just like that, it was time to get on stage for one last time, and see who would be MRFAR 2019.

Even though I did not win the title, I was overjoyed to have won the 2019 MRFAR Horsemanship Ambassador title and to have won the saddle for the contestant with the most sponsors. I am grateful for all of those who invested both time and money into me to get me ready for this opportunity, and for all of those who believed in me.

Rodeo For A Reason is a non-profit organization that celebrates Christ in every aspect. If you want more information about the pageant or about Rodeo For A Reason in general, like the Rodeo For A Reason page on Facebook, or shoot them a message!



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# Two Sales One BIG Day

**Saturday | March 2, 2018**

Joplin Regional Stockyards | I-44 & Exit 22 | Carthage, Missouri

**12:30 p.m. • Hilltop Gelbvieh Bull & Female Sale**

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## ON THE CALENDAR

# Fescue Renovation School

Missouri workshop to be March 18 in Mt. Vernon

Livestock producers have known for many years about the animal production issues associated with toxic Kentucky 31 (KY-31) tall fescue. The endophyte fungus that grows between infected plant cells produces chemicals harmful to animals, but the fungus is beneficial to the fescue plant.

Researchers developed varieties of tall fescue that did not have the endophyte fungus,

but these endophyte-free varieties lacked persistence. Additional research discovered novel or friendly endophytes. These novel endophytes do not produce animal toxins, but provide plant protection benefits and have the potential to be more persistent than their endophyte-free counterparts.

New tall fescue varieties have been developed that contain these friendly endophytes.

To establish novel endophyte tall fescue, in many cases toxic KY-31 tall fescue must be killed before the new fescue variety can be seeded. Information about this renovation process has been condensed into a one-day school.

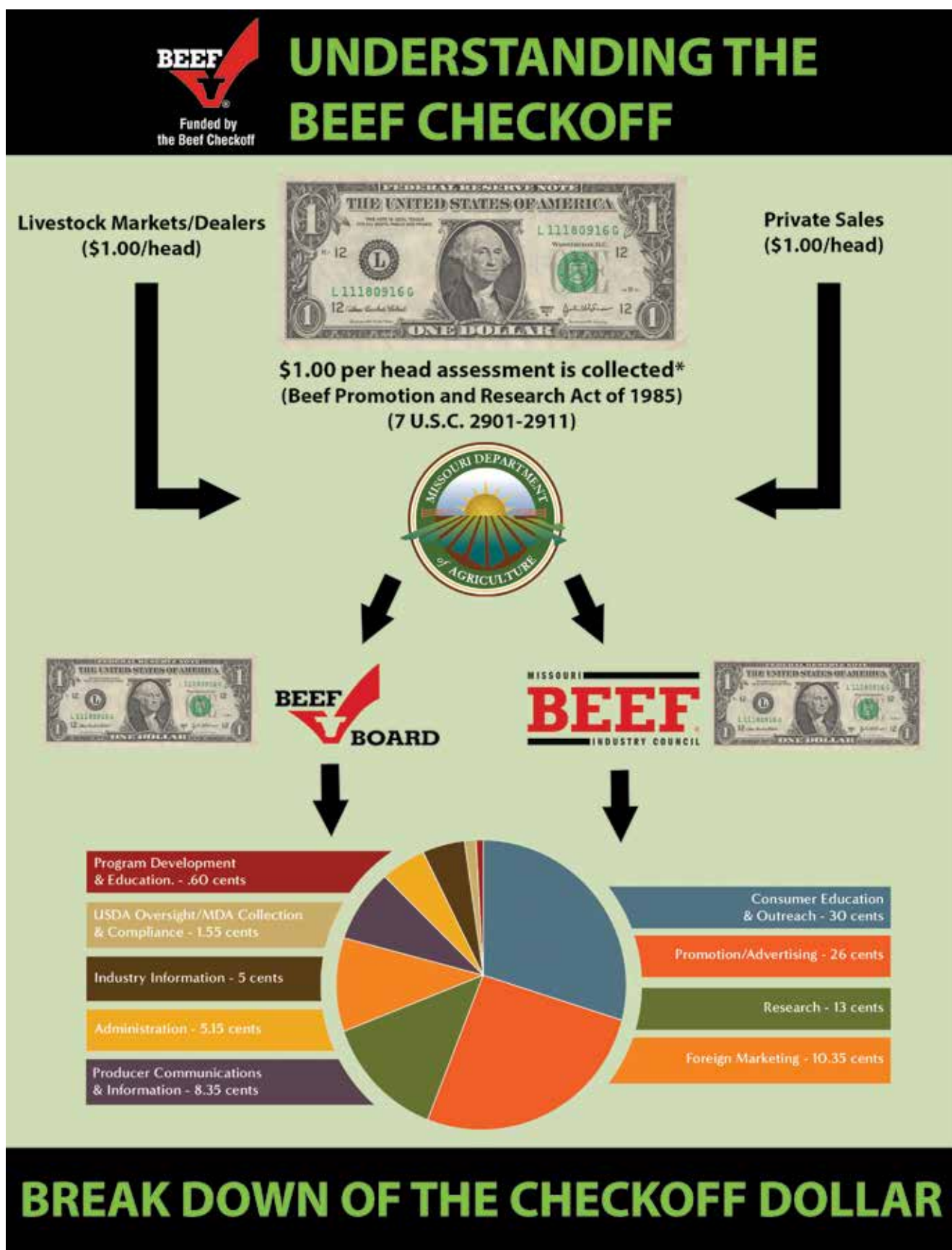
During 2019, renovation schools are being held in Missouri, Kentucky, Virginia, North Carolina, South Carolina and Georgia. These schools are being sponsored by the Alliance for Grassland Renewal with additional support from the University of Missouri, and the land grant universities in the respective states.

## Registration Information

The Missouri school is 8:30 a.m. to 5 p.m., Monday, March 18, 2019, at the MU Southwest Research Center at Mt. Vernon, Missouri. Registration is handled through the MU Southwest Research Center, and producers can call 417-466-2148 ext. 21.

The registration fee includes lunch, breaks and a notebook of presentations.

Additional registration information and forms are available on the Alliance for Grassland Renewal website <http://grasslandrenewal.org>.



## Biosecurity Workshop for Producers is March 8 in Springfield, Missouri

Pre-register by Feb. 27

### WHAT: "Preventing and Responding to Disease Outbreak"

Free biosecurity workshop will discuss emerging livestock diseases and how to manage them. Learn about foot-and-mouth disease and the spread of African swine fever in China. Other topics include quarantine, mass mortality management, indemnity and economics.

**WHEN:** 10 a.m. to 3:15 p.m., March 8, 2019

**WHERE:** Springfield Livestock Marketing Center, Springfield, Missouri (NOTE: This is the only site the program will be offered in southwest Missouri.)

## REGISTRATION AND MORE

**INFORMATION:** Register by Feb. 27 to receive lunch, workshop materials and a free USB flash drive loaded with biosecurity information. For more information, contact Kristi Perry at [perrykk@missouri.edu](mailto:perrykk@missouri.edu). Download the registration form online at: [faculty.missouri.edu/limt/BiosecurityFlyer2019.pdf](http://faculty.missouri.edu/limt/BiosecurityFlyer2019.pdf).



## ON THE CALENDAR

# Fence Laws Explained

Workshop Feb. 21 in El Dorado Springs, Missouri

A University of Missouri Extension program to discuss Missouri's complicated fence law will be held from 6:30 to 8:30 p.m., Thursday, Feb. 21.

Cedar County MU Extension Council is hosting the meeting at the El Dorado Springs High School Agriculture Classroom at 921 Park Street, El Dorado Springs, Missouri.

Fee for the workshop is \$15 per person, which covers the program and materials.

Pre-registration and payment is required by Feb. 19 to the Cedar County MU Extension Center, 113 South Street, Stockton, MO. 65785. No refunds if cancellation is after Feb. 19.

"Missouri continues to have a very complicated fence law, in large part due to the fact that two separate laws cov-

ered in the state depending on the county that your land is in," said Joe Koenen, Putnam County MU Extension CES in Agriculture and Environment, who will be presenting the program. "If you own land, you really need to know the law and how it impacts you whether you own livestock or not."

In 2016, a portion of the law was changed to address livestock liability that affects livestock and non-livestock owners alike. Other problems are that both laws are subject to interpretation and can be a little different, depending on the county where the land is located. A comparison of both laws will be given at the program.

Koenen has been presenting programs on the fence law for more than 25 years throughout the state. Landowners need to be aware of what the law is in

their county, and this meeting will help them better understand their rights and responsibilities.

This program will be presented via Zoom so attendees can see

the presentation and also ask questions of the presenter. If you have any questions, would like to register or need more information, please contact the Cedar County MU Extension Center at 417-276-3313.

## Know Your Forages

Hay workshop set for Lamar, Missouri

University of Missouri (MU) Extension is providing a hay workshop on Feb. 21 beginning at 8:30 a. m. at the Barton County MU Extension Center in Lamar, Missouri. This workshop is part of the NRCS + MU Grasslands Project.

MU Extension regional agriculture field specialist will provide the education for the workshop. The discussion topics include:

- Cattle Nutrition and Forage Quality
- Hay Fertility Management
- Hay Storage and Feeding Management

• Hay and Baleage Harvest Systems

• Economics of Hay Production

• Pest Management

Lunch is catered by Mary's Flower Cart Café, Liberal, Missouri.

Registration is required by Feb. 18. Cost of the workshop is \$35/person or \$60/couple sharing materials. Send registration information and fee to Barton County MU Extension Center (801 East 12th Street, Lamar, MO 64759). For more information, contact the Extension Center at 417-682-3579 or Patrick Davis at 417-276-3313.

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## EVENT ROUNDUP

### February

- 18 ADE Polled Hereford President's Day Spectacular Sale  
at the ranch, near Amsterdam, Missouri  
FMI: 765-583-4875
- 19 Taney County Livestock and Forage Conference  
Forsyth High School, Forsyth, Missouri  
FMI: 417-546-3441
- 21 The Spring Fling Wheat Pasture  
Prime Time Livestock Video Sale  
Downstream Casino, Quapaw, Oklahoma  
FMI: JRS office 417-548-2333 or  
Colby Flatt, video manager, 620-870-9100
- 21 Regional Hay School  
Lamar, Missouri  
FMI: 417-682-3579
- 26 Southwest Missouri Spring Forage Conference  
Ramada Oasis Convention Center, Springfield, Missouri  
FMI: 417-831-5246, ext. 3
- 27 8:30 a.m. Private Pesticide Applicator Training  
First Baptist Church, Clever, Missouri  
FMI: 417-581-3558
- 28 1 p.m. Private Pesticide Applicator Training  
Barry County Courthouse Commission Room  
Cassville, Missouri  
FMI: 417-847-3161 (pre-registration required)

### March

- 2 Hilltop Farms Gelbvieh & Balancer Production Sale  
Joplin Regional Stockyards, Carthage, Missouri  
FMI: 417-529-0081
- 2 Replacement Cow & Bull Sale  
Joplin Regional Stockyards, Carthage, Missouri  
FMI: 417-548-2333
- 2 Mead Farms Performance Tested Bull Sale  
at the farm, Versailles, Missouri  
FMI: 573-302-7011
- 2 Satterfield Angus & Charolais Bull Sale  
at the farm, Evening Shade, Arkansas  
FMI: 501-944-9274
- 5 6:30 p.m. More Grass on Fewer Acres  
Louisburg, Missouri  
FMI: 417-745-6767
- 7 Greene County Ag Production Conference  
Springfield Livestock Marketing Center  
Springfield, Missouri  
FMI: 417-881-8909
- 8 Preventing & Responding to Disease Outbreak Workshop  
Springfield Livestock Marketing Center  
Springfield, Missouri  
Email: Kristi Perry at perrykk@missouri.edu
- 9 Genetic Power Gelbvieh & Balancer Bull Sale  
Springfield Livestock Marketing Center  
Springfield, Missouri  
FMI: 660-620-9708
- 9 Jacs Ranch Angus Bull Sale  
at the ranch, Bentonville, Arkansas  
FMI: 479-273-3030

### March

- 9 Wright Charolais Bull Sale  
Kearney, Missouri  
FMI: 816-776-3512
- 9 Millbrae Ranch Angus & SimAngus Bull & Heifer Sale  
Maple Hill, Kansas  
FMI: 785-256-3072
- 11 1 p.m. Private Pesticide Applicator Training  
Taneyville Municipal Building  
Taneyville, Missouri  
FMI: 417-546-4431
- 12 6:30 p.m. More Grass on Fewer Acres  
Louisburg, Missouri  
FMI: 417-745-6767
- 14 Prime Time Livestock Video Sale  
Joplin Regional Stockyards, Carthage, Missouri  
FMI: JRS office 417-548-2333 or  
Colby Flatt, video manager, 620-870-9100
- 15 Mushrush Red Angus Annual Production Sale  
at the ranch, near Strong City, Kansas  
FMI: 620-273-8581
- 15 Sunflower Genetics Production Sale  
at the ranch, near Maple Hill, Kansas  
FMI: 785-640-8062
- 16 Aschermann Charolais Bull Sale  
at the ranch, Carthage, Missouri  
FMI: 417-793-2855
- 16 Circle A Angus Bull & Heifer Sale  
at the ranch, Iberia, Missouri  
FMI: 800-CIRCLEA
- 18 B&D Hereford & Angus Bull & Female Sale  
Claflin, Kansas  
FMI: 620-786-9703
- 18 Hinkle's Prime Cut Angus Sale  
at the farm, Nevada, Missouri  
FMI: 417-448-4127
- 18 8 a.m. to 5 p.m. Fescue Renovation Workshop  
University of Missouri Southwest Center  
Mount Vernon, Missouri  
FMI: 417-466-3102
- 21 Christian County Livestock and Forage Conference  
Clever High School, Clever, Missouri  
FMI: 417-581-3558
- 23 Rogers Cattle Co./Lile Farms Red Angus Production Sale  
at the farm, south of Strafford, Missouri  
FMI: 417-241-1302
- 23 Seedstock Plus South Missouri Bull Sale  
Joplin Regional Stockyards, Carthage, Missouri  
FMI: 877-486-1160
- 25 Cattle Producers Workshop  
Valley Center Church, Deepwater, Missouri  
FMI: 417-646-2419

### April

- 18 Prime Time Livestock Video Sale  
Joplin Regional Stockyards, Carthage, Missouri  
FMI: JRS office 417-548-2333 or  
Colby Flatt, video manager, 620-870-9100
- 27 8th Annual Highland Cattle Auction  
Mid Missouri Stockyard, Lebanon, Missouri  
FMI: 417-733-3201





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## MARKET WATCH

# Joplin Regional Stockyards

Get the complete Joplin Regional Stockyards Feeder Cattle Market Summary online at [www.joplinstockyards.com](http://www.joplinstockyards.com).

JRS Sale Day Market Phone: (417) 548-2012  
Mondays (Rick Huffman) | Wednesdays (Don Kleiboeker)  
Market Information Provided By Tony Hancock  
Mo. Department of Agriculture Market News Service  
Market News Hotline (573) 522-9244  
Sale Day Market Reporter (417) 548-2012

## Market Recap | Feeder Cattle Auction

**Feb. 4, 2019 • Receipts 8,142**

*Compared to last week, steers under 500 lbs 3.00 to 7.00 higher, 500 to 800 lbs steady to 3.00 higher, steers over 800 lbs steady, heifers steady, except yearling heifers 700 to 850 lbs steady to 5.00 higher. Demand moderate to good, supply moderate to heavy. Some confidence in the market as Live Cattle closed with double digit gains and Feeder Cattle futures closed with triple digit gains.*

### FEEDER CATTLE

**Steers** (Per Cwt / Actual Wt) **Medium and Large 1** 300-350 lbs 195.00-212.50; 350-400 lbs 192.50-207.00, Fleshy 192.50; 400-450 lbs 190.00-197.50, Fleshy 170.00-177.00; 450-500 lbs 169.00-200.00; 500-550 lbs 161.00-185.00, Fleshy 153.00-167.00; 550-600 lbs 152.00-168.00, Fleshy 142.00-154.00; 600-650 lbs 146.00-161.00, Calves 144.00-147.00; 650-700 lbs 140.00-155.00, Calves 136.00-137.00; 700-750 lbs 139.00-152.25, Fleshy 136.00; 750-800 lbs 138.00-147.75; 800-850 lbs 135.00-147.00; 850-900 lbs 138.00; 900-950 lbs 133.00; 950-1000 lbs 131.50. **Medium and Large 1-2** 250-300 lbs 205.00; 300-350 lbs 177.00-190.00; 350-400 lbs 175.00-187.50; 400-450 lbs 165.00-190.00; 450-500 lbs 157.00-172.50, Thin Fleshed 165.00-180.00; 500-550 lbs 150.00-164.00, Thin Fleshed 158.00-174.00; 550-600 lbs 142.50-160.00, Thin Fleshed 158.00, Fleshy 135.00; 600-650 lbs 141.00-154.00, Calves 135.00-138.00; 650-700 lbs 130.00-141.00, Calves 132.00-138.00; 700-750 lbs 131.00-140.00; 750-800 lbs 132.00-139.50, Calves 122.00; 800-850 lbs 132.00-136.00; 850-900 lbs 128.00; 900-950 lbs 134.00. **Medium and Large 2** 450-500 lbs Thin Fleshed 152.00; 500-550 lbs 145.00; 550-600 lbs 138.00; 600-650 lbs 127.00-134.00; 750-800 lbs 129.00-133.00. **Large 1** 750-800 lbs 132.00; 1000-1050 lbs 124.00. **Medium 1-2** 700-750 lbs 132.00. **Medium 2** 450-500 lbs 137.50. **Medium 2-3** 500-550 lbs 131.00. **Small 4** 300-350 lbs 56.00.

**Dairy Steers** (Per Cwt / Actual Wt) **Large 3** 550-600 lbs 65.00; 600-650 lbs 70.00.

**Heifers** (Per Cwt / Actual Wt) **Medium and Large 1** 300-350 lbs 157.50; 350-400 lbs 151.00-155.00, Thin Fleshed 158.00; 400-450 lbs 147.50-153.00; 450-500 lbs 144.00-150.00; 500-550 lbs 134.00-154.00, Fleshy 133.00-143.00; 550-600 lbs 134.00-149.00, Fleshy 132.00; 600-650 lbs 132.00-140.00, Calves 126.00-130.00; 650-700 lbs 130.00-138.00, Fleshy 132.00; 700-750 lbs 126.00-137.50; 750-800 lbs 125.00-129.00; 800-850 lbs 124.00-137.00; 850-900 lbs 127.00; 900-950 lbs 118.00. **Medium and Large 1-2** 250-300 lbs 152.00-160.00, Thin Fleshed 157.00; 300-350 lbs 146.00-147.00; 350-400 lbs 148.00-155.00, Thin Fleshed 155.00; 400-450 lbs 140.00-151.00; 450-500 lbs 136.00-1341.00, Thin Fleshed 146.00, Fleshy 134.00; 500-550 lbs 127.00-142.00; 550-600 lbs 127.00-135.00, Full 122.00; 600-650 lbs 124.00-132.00, Calves 125.00-126.00; 650-700 lbs 123.00-130.00, Calves 122.00; 700-750 lbs 121.00-128.00; 750-800 lbs 122.00-130.50; 850-900 lbs 119.00-127.00; 900-950 lbs 100.00-115.00. **Medium and Large 2** 350-400 lbs 142.00-144.00; 400-450 lbs 130.00-133.00; 450-500 lbs 130.00-138.00; 500-550 lbs 131.00-136.00; 600-650 lbs 130.50; 650-700 lbs 117.00-119.00; 700-750 lbs 100.00. **Large 1-2** 500-550 lbs 143.00. **Medium 1-2** 400-450 lbs 125.00; 450-500 lbs 131.00; 500-550 lbs 125.00; 600-650 lbs 119.00. **Medium 2** 350-400 lbs 143.00; 700-750 lbs 1116.00. **Medium 2-3** 250-300 lbs Thin Fleshed 135.00; 400-450 lbs 132.00. **Medium 3** 850-900 lbs 75.00.

**Bulls** (Per Cwt / Actual Wt) **Medium and Large 1** 450-500 lbs 162.00; 500-550 lbs 156.00-162.00; 550-600 lbs 137.00-150.00; 600-650 lbs Calves 131.00-137.00; 650-700 lbs 123.00; 750-800 lbs 120.00-124.00. **Medium and Large 1-2** 250-300 lbs 205.00-207.50; 350-400 lbs 180.00-183.00; 400-450 lbs 155.00-177.00; 450-500 lbs 142.00-157.00; 500-550 lbs 140.00-146.00; 600-650 lbs 131.00-134.00, Calves 132.00-137.00; 650-700 lbs Calves 126.00; 750-800 lbs 115.00-117.00, Calves 119.00. **Medium and Large 2** 350-400 lbs 152.00, Thin Fleshed 170.00; 400-450 lbs Thin Fleshed 155.00; 450-500 lbs 145.00, Thin Fleshed 150.00; 500-550 lbs 140.00. **Medium 1-2** 450-500 lbs 142.50-152.00

*Please Note: The above USDA LPGMN price report is reflective of the majority of classes and grades of livestock offered for sale. There may be instances where some sales do not fit within reporting guidelines and therefore will not be included in the report. Prices are reported on an FOB basis, unless otherwise noted.*

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

## Tune in to the JRS Market Report



M-F 9:55-10:05 a.m.  
during break before AgriTalk  
M/W/F Noon Hour  
during Farming in the Four States  
T/Th Noon Hour after news block



Monday 11:30 a.m.  
Wednesday 11:30 a.m.

Monday 12:40 p.m.  
Wednesday 12:40 p.m.



Monday & Wednesday  
11:45 a.m.



Monday & Wednesday  
12:15 p.m.



Monday & Wednesday  
11:30 a.m. & 12:30 p.m.



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





## BUSINESS BYTES

# Merck Animal Health Launches Cattle Care365® Initiative

Helping producers provide quality care for their cattle

**M**erck Animal Health (known as MSD Animal Health outside the United States and Canada) has announced its Cattle Care365® initiative to support cattle producers' efforts to provide the best quality care for their animals. The program includes a series of employee training modules featuring industry experts; interactive quizzes; standard operating procedures (SOPs) and certificates of completion to document training. All are available at CattleCare365.com.

"Merck Animal Health is committed to advancing the health and well-being of cattle and contributing to the ongoing success of our customers' operations," said Kevin Mobley, executive director of marketing and sales at Merck Animal Health. "We encourage cattle producers to be Beef Quality Assurance (BQA) certified, as well as to use Cattle Care365's in-depth resources and on-going training to improve productivity and communication channels with employees while maintaining high-quality care and welfare for beef animals."

A comprehensive survey of U.S. beef producers and veterinarians was used to identify the resources, topics and training that will be covered in Cattle Care365.

"We recognize the significance and quality of education and training the industry currently has available to them but more is needed," said Guy Ellis, bovine technical services veterinarian, Merck Animal Health. "The fact that survey participants said they value online learning demonstrates the beef industry is able to quickly adapt to new knowledge and techniques to improve the care and welfare of all animals."

### First Module to Focus on Top Needs Identified in Survey

The first educational training module focuses on beef cattle

handling and processing, including preparation for processing; how to use the flight zone of cattle; handling cattle through a Bud Box, crowding tub and snake; proper use of the chute; and proper product administration. The video lessons are taught by Tom Portillo, D.V.M., manager of health and well-being for Friona Industries, an Amarillo-based cattle feeder.

"The processing barn is one of the most dangerous spots with workers sorting cattle and often handling veterinary-type procedures," says Dr. Portillo. "It's important to take time to teach crew members about their impact on beef quality assurance and animal well-being, along with the crew's importance to the operation. Implementing these practices will result in improved animal health, as well as contribute to a safer environment for both cattle and their caregivers."

The training is offered in English and Spanish. The video module is followed with a brief quiz to help ensure understanding of the material. A certificate of completion is available to document the training. SOPs also are included for managers to use alongside their veterinarian to build protocols. Cattle Care365 builds upon Merck Animal Health's Dairy Care365 program, further demonstrating Merck's commitment to care and welfare of all livestock.

### Merck Partners with NCBA on Animal Care

In addition to launching Cattle Care365, Merck Animal Health also announced they are proud to sponsor the National Cattlemen's Beef Association Stockmanship and Stewardship events in 2019. These regional, two-day events highlight proper animal care techniques, as well as other issues tailored for the region where the event is held.

—Source: Merck Animal Health release.



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Video Sale Dates for

**Prime TIME**  
livestock video  
a division of Joplin Regional Stockyards

Feb. 21 - "The Spring Fling"  
Downstream Casino  
Quapaw, Oklahoma  
Contracts & Videos Due Feb. 14

**March 14**  
Joplin Regional Stockyards  
Contracts & Videos Due March 17

**April 18**  
Joplin Regional Stockyards  
Contracts & Videos Due April 12

**May 9**  
Joplin Regional Stockyards  
Contracts & Videos Due May 2



**SYNOVEX<sup>®</sup> ONE**  
GRASS

(trenbolone and estradiol extended release implant)

*“Plenty of things  
give me wrinkles —  
implanting isn’t one.”*

**JOE SEVERS, AGE 57 (STOCKER)**

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Things look different when you're not stressed over implants. SYNOVEX<sup>®</sup> ONE GRASS is the only true, 200-day trenbolone and estradiol implant for use in both steers and heifers. Get bigger gains from your cattle and increased grazing windows from your pastures. Visit **NoStressSynovex.com**.

Do not use SYNOVEX products in veal calves. Refer to label for complete directions for use, precautions, and warnings.

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# 58TH ANNUAL WESTERN FARM SHOW

American Royal Complex, 1701 American Royal Ct., Kansas City, MO 64102

## February 22–24, 2019

Friday & Saturday 9 a.m. to 5 p.m. | Sunday 9 a.m. to 4 p.m.

Over 500 exhibitors, livestock demonstrations, the latest in farm and ranch technology, the Family Living Center, the Health and Safety Roundup – it's all under one roof.

This is the place to be!

## Show Highlights

### FFA Day

Friday, February 22, 9:30 a.m. to 12:30 p.m.

— SPONSORED BY AMERICAN FAMILY INSURANCE


### Low-Stress Livestock Handling Demonstrations

Saturday, February 23, 10:30 a.m. & 2:00 p.m.

— SPONSORED BY MFA, INC.



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