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SEPTEMBER 2018 | VOLUME 22 | ISSUE 2



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ON THE BLOCK

Greed and fear drive the market. We think it's never going to rain again, but it does. If we keep a pretty good attitude, here comes the market back. A lot of the areas where our cattle go after marketing are seeing the best crops they've ever had. Yes, we're all worried because we're short of hay. But we can grow a lot of feed between now and cold weather. Mother Nature can help us turn this thing around. In the last few weeks, we've had some rain, and it doesn't even look the same as it did a month ago.

Wheat country has received some rain as well, and the calves are selling good. Some of the 400-pound steer calves are going to sell for \$180 or \$190. Yearling trade is also good despite the unfavorable Cattle on Feed Report last month. It sure felt like the market was headed south the last Monday in August, but that wasn't the



case as a lot of cattle ended the day trading \$2 to \$4 higher. The market is stout with a lot of optimism built into it.

Preconditioning programs continue to be an important way to capture some value. Every operation is different; we've all just got to do what we can to add some value to the cattle we sell.

I expect the slaughter end of the cow and bull market to continue to be tough as we continue to see a lot of those cattle hit the market. I expect this trade to drag all fall; there's just no way around it.

Our new Primetime Livestock Video program is off and running. Sales are going well, and folks have been able to find an opportunity to manage their risk and make some money. Opportunity is always available.

Good luck and God bless.

Jackie



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Ad Deadline: 2nd Monday of Each Month for Next Month's Issue

Cattlemen's News, PO Box 634, Carthage, MO 64836

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Subscription questions can be answered by calling 417-548-2333.

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INSIDE THIS ISSUE

About the Cover

Welcomed rains in recent weeks have added moisture to parched pastures in the four-state region. Get survival strategies and tips for feeding your cowherd through the dry times inside this issue.

—Cover photo and design by Joann Pipkin

Features

- 16 Finding Quality in the Details
- 20 Are You Market- Ready?
- 22 Stocker Cattle: A Look at the Path to Profitability
- 24 Think Proactive Marketing
- 30 Surviving a Drought
- 44 A Matter of Time
- 48 Mental Health: A Rural Crisis

In Every Issue

- 3 View from the Block
- 6 On Target with Justin Sexten
- 8 Health Watch with Dr. David Rethorst
- 11 Home on the Farm with Anne Kennison
- 55 Event Roundup
- 56 Market Watch



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Better Than Average

How can you make it work?

Story by Justin Sexten

Few producers strive for average — from cow productivity to cost reduction, we all want to be better than that. Yet half of every herd is below its own average, so the bar we compare against is important for context. As the summer video sale reports come in, we hear a lot of comments wondering how some cattle trade at such exceptional prices. They're

sure the next owner has assured themselves a loss because they paid on the wrong side of average.

Let's take a closer look at strategies. With above-average inputs that yield merely average output, the math is certain to result in parentheses. For those who have never seen accounting math, that means a loss. On the oth-

er hand, a high-input, high-output model might very well generate the same or more dollars than a value buyer who cuts costs to the quick. Neither scenario assures the operator a profit, but each has identified where the opportunity lies within his or her system.

The average provides a reasonable benchmark to compare our system against the wider industry in a mathematical sense. However, in a biological system as diverse as we have in North America, countless opportunities and decisions exist along the way to move production above or below the line. When is the ideal time to evaluate such

opportunities? Daily and continuously, because those forks in our management road keep coming at us, presenting ways to modify the system and beat the average.

The openings most often overlooked are those we enjoy the least, and most cattlemen put marketing at the top of that list. We enjoy watching calves grow and taking steps to add value but as traditional price takers, the ability to capture value is better for some outfits than others. Ironically, enhanced marketing is one of the least costly inputs on the ranch: no need to buy more land or cows and even a small return on investment is favorable because of the short timeline.

The investment to enhance feeder calf marketing can be as simple as the time to develop a marketing document that chronicles the last year of work. Focus not only on the products used, but also on how and when they were administered. Couple that with a brief phone video and a few calls to feeders to solicit buyers, and you are certainly an above-average marketer. If you increase calf value by only a single bid, the math favors your effort.

Those less inclined to try harder at marketing might capture value closer to the end user of the beef produced. Retaining ownership beyond weaning might add value to your forage and grains along with that of calves. Diversified operations might improve crop-enterprise bottom lines by harvesting high-moisture corn to cut drying cost and shrink while providing excellent feed. Calves grazing corn stalks, whether owned or rented, offer residue reduction and nutrient cycling while getting more use out of land, the most costly asset on the books. While stalks are best suited to supporting cows, systems where calves can be fed on stalks transform those feed nutrients into fertilizer, reducing total system costs.

Thinking about alternative practices, it's easy to forget what you can't see, like the

CONTINUED ON NEXT PAGE



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TRENDING NOW

Flexibility Options on Hours of Service Considered

NCBA calls it a "positive step" for livestock haulers

Allison Rivera, Executive Director of Government Affairs for the National Cattlemen's Beef Association, released the following statement on Aug. 21, 2018, in response to the announcement from the Federal Motor Carrier Safety Administration's (FMCSA) Advanced Notice of Proposed Rulemaking on Hours of Service (HOS) regulations:

"We are grateful for FMCSA's willingness to consider options for flexibility on Hours of Service rules. NCBA will continue to work constructively to find a long-term solution that gives livestock haulers the flexibility they need within Hours of Service to protect the welfare of animals in their care. The proposals released today are a positive step toward focusing on needed changes to Hours of Service, but more specific changes that address the unique realities of the livestock hauling industry are still needed. We will continue to work with FMCSA to provide flexibility for the livestock hauling industry."

Background

The U.S. Department of Transportation's FMCSA announced that it is seeking public comment on revising four specific areas of current HOS regulations, which limit

the operating hours of commercial truck drivers. More details can be found online at <https://www.fmcsa.dot.gov/newsroom/fmcsa-seeks-public-comment-revising-current-hours-service-regulations-interstate-truck>.

—Source: National Cattlemen's Beef Association.

BETTER THAN AVERAGE FROM PREVIOUS PAGE

fertilizer value of purchased hay. It nets feed and fertilizer for a lower cost per acre on owned land, often with added carrying capacity. It works best when cattle readily consume the hay, to echo the comparison of calf prices. Buying "expensive" hay might offer the better alternative to buying land or equipment.

If you have below-average calves, you can value-buy them into your own backgrounding enterprise to capture value on reduced shrink and greater marketing power with large group size. That

option requires no more cows to net more pounds of beef marketed per acre. History suggests adding weight to your open cows as another way to do that.

No matter how far we advance, average production will always be evident. The challenge is to look at every event or report that causes you to ask, "How did they make that work?" Then look for answers that fit your resources and move your average higher.

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

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Don't Be a Bug Chaser

Manage the details

Story by David Rethorst for Cattlemen's News

Several years ago, I visited a good friend of mine, Dr. Mark Hilton, to observe and help with the Advanced Beef Production class that he was teaching for fourth-year veterinary students. A pencil sketch by one of his former students called "Don't Be a Bug Chaser" was in Dr. Hilton's office. The sketch

depicted a young person, presumably a veterinary student, running across a barnyard with a butterfly net in hand, chasing elusive bacteria in the air. I am reminded of this sketch every time someone tells me that they need new and improved vaccines or more powerful antibiotics for respiratory disease,

neonatal scours, or pinkeye in their herds. This statement causes me a great deal of anxiety as I believe that many of the pathogens we regularly encounter are normal bovine inhabitants and become pathogens when the immune system becomes suppressed and allows those pathogens to proliferate.



Mycoplasma, which is likely the second most common bacteria associated with BRD. The third most common bacteria found in this study is Moraxella, which is commonly associated with pinkeye. No. 12 on the list was Pasteurella, which is usually associated with respiratory disease that is more chronic in nature. My question for the presenter and for each of you is, "If these bacteria are normal respiratory tract inhabitants, why do we spend so much money on bacterial vaccines chasing these bugs rather than working to prevent the immunosuppression that allows them to proliferate?"

At a recent continuing education meeting I attended, one of the presentations included the summary of a research project called Bacterial Composition in Neonatal Respiratory Tract Microbiome — in other words, the normal bacterial inhabitants of the respiratory tract of neonatal calves. This study looked at the microbiome at three days of age, day 14, day 28 and day 35. The No. 1 bacteria found was Mannheimia, which is also the most common bacteria found in bovine respiratory disease (BRD). No. 2 on the list was

BRD costs the cattle industry millions of dollars each year in lost performance, death, drug expenses and labor. Despite the fact that new vaccines and new antibiotics become available on a fairly regular basis, the incidence of respiratory disease continues to rise. Quite frankly, we are wasting many of the resources that have been entrusted to our care every time a calf gets sick and/or dies from respiratory disease. All of the inputs required to get the calf to that stage of life (such as grass, harvested feed, labor or pharmaceuticals) are wasted. Included in that are the inputs necessary to get the cow pregnant and carry that pregnancy to term.

Cattle size and performance has increased dramatically in the past 40 years. I can remember when if you weaned a 450-pound calf, you had quite a calf. Today, we routinely wean calves that weigh 600 to 650 pounds or more. Yet, many times those calves are managed the way they were 40 years ago. The good Lord did not bless cattle with very efficient cardiac and respiratory systems. As we have increased the size and growth rate of cattle, we have placed further demands and stress on these inefficient systems. I believe that is at least part of the reason we see an increasing incidence of respiratory disease.

So, how do we combat this? We manage the details and make sure they are done prop-

CONTINUED ON NEXT PAGE

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DON'T BE A BUG CHASER FROM PREVIOUS PAGE

erly. Many times this does not require major cost inputs. We need to reduce stress on these calves and optimize the immune system function. Areas where we need to concentrate our efforts include:

- Low-stress cattle handling
- Low-stress weaning
- Early-in-life castration (and dehorning if necessary)
- Docility
- BVD elimination from the cow herd
- Protein and energy in adequate form for the cow, especially during late pregnancy

TRENDING NOW

Local Agriculture Students Experience Midwest Agriculture

JRS featured on group tour

Eight students representing the Ava, Missouri, FFA Chapter recently traveled to south central and southwest Kansas to experience Midwest agriculture first-hand.

The students received an up-close look at the industry thanks to a number of tours led by leaders of agri businesses in Joplin, Missouri; Dodge City, Kansas; Garden City, Kansas; Moundridge, Kansas; and Harper, Kansas. The program was a partnership among the Ava FFA booster club and the chapter to encourage local students to pursue internships and careers in agriculture after high school.

The ag industry tour schedule included: Joplin Regional Stockyards, Carthage, Missouri, with Mark Harmon and methods and trends of selling feeder calves; Irsik and Doll Feed Yard; U.S. Premium Beef and National Beef, Dodge City, Kansas; Gardiner Angus, Ashland, Kansas; Harper Industries/DewEze, Harper, Kansas; and MKC Grain Company, Moundridge, Kansas.

Students representing the Ava FFA Chapter were: Baylan Alexander, Logan Burks, Addy Croston, Garrett DeVore, Dylan King, Lauren King and Samantha Lawson, as well as Brent Lakey, FFA advisor. Ava FFA booster club member Tanner Clark coordinated the trip. 

• Trace mineral supplementation in adequate form, especially during late pregnancy

• Internal parasite control

• Vaccination programs that are sound for both cow and calf with major emphasis on viral vaccination.

If we all would start addressing these areas, striving to get a little better every day, every month, every year we can create a momentum and begin reducing the waste associated with respiratory disease in the beef cattle industry and do it without chasing pathogens that are normal inhabitants of the bovine respiratory tract.

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

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USDA Forecasts Record High Corn Yield, Soybean Production

Corn expected to yield 178.4 bushels per acre

U.S. farmers are expected to produce a record-high soybean crop this year, according to the Crop Production report issued last month by the USDA's National Agricultural Statistics Service (NASS). Up 4 percent from 2017, soybean production is forecast at a record high 4.59 billion bushels, while corn growers are expected to decrease their production slightly from last year, forecast at 14.6 billion bushels.

Down 1 percent from last year, the area for soybean harvest is forecast at 88.9 million acres with planted area for the nation estimated at 89.6 million acres, unchanged from the June estimate. Soybean yields are expected to average 51.6 bushels per acre, up 2.5 bush-

els from last year. Record soybean yields are expected in Alabama, Illinois, Indiana, Kentucky, Mississippi, Nebraska, Ohio and Pennsylvania.

Average corn yield is forecast at 178.4 bushels per acre, up 1.8 bushels from last year. If realized, this will be the highest yield on record for the United States. NASS forecasts record-high yields in Alabama, Illinois, Nebraska, Ohio, South Dakota and Tennessee. Acres planted to corn, at 89.1 million, remain unchanged from NASS's June estimate but down 1 percent from 2017. As of July 29, 72 percent of this year's corn crop was reported in good or excellent condition, 11 percentage points above the same time last year.



Record corn and soybean yields are expected this harvest season despite the drought that's taken hold over much of the state of Missouri. — Photo by Joann Pipkin.

Wheat production is forecast at 1.88 billion bushels, up 8 percent from 2017. Growers are expected to produce 1.19 billion bushels of winter wheat this year, down 6 percent from last year. Durum wheat production is forecast at 73.4 million bushels, up 34 percent from last year. All other spring wheat produc-

tion is forecast at 614 million bushels, up 48 percent from 2017. Based on Aug. 1 conditions, the U.S. all wheat yield is forecast at 47.4 bushels per acre, up 1.1 bushels from last year.

—Source: Adapted from a National Agricultural Statistics Service release.



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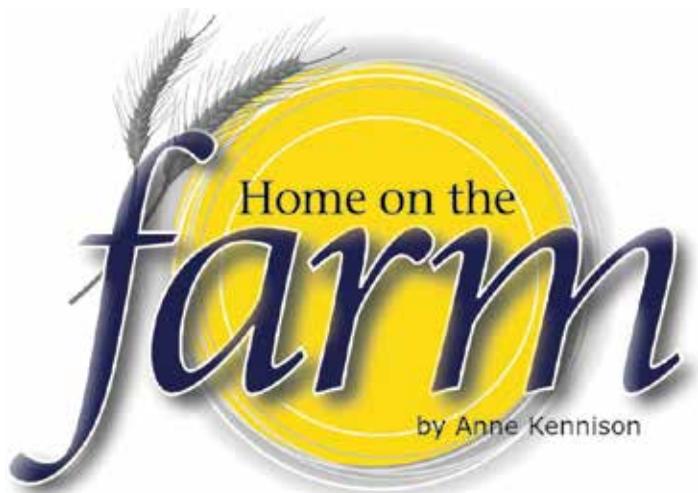
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Have you noticed that nobody waves anymore?

Well, not nobody, but most do not wave.

Sure, people wave at those they really know, but just the good ol' raise of the paw to a stranger is very uncommon in these times we live in.

My husband is a waver. I am not.

It's not that I'm unfriendly; it's just that when I'm driving, a "crisis" of some sort is usually occurring in the back, and I am intent on staying on the road and not crashing.

But this is really no excuse. Plenty of times exist when I'm alone or the kids are behaving and I don't wave because I just don't wave.

We, as a society, are so busy. We are so connected, yet so secluded.

It's very sad, actually.

We don't have time for community — for shooting the breeze — or worrying about other people's needs over our own. I'm talking about myself more than anybody else in particular.

Back in the day when life was slower, which I've seen only on T.V., people visited each other's houses, sat on the porch while the kids played in the yard.

The women stayed home so more time was available for friendships. People weren't off here or there every single day like our lives are today.

I'm envious.

I hate the hustle and bustle. Life is fast enough without the added nonsense. All the fill-in-the-blank we pile onto our schedules takes away from the real fragrance, the essence of what makes a satisfying life.

I read an article about an elderly woman who really had no reason to be happy and content. Blind. Old. Moving into a nursing home. Yet, she was pleasant and gentle. Satisfied.

How in this world we live in is there such a thing?

Satisfaction?

It seems so unattainable.

But she had it. She couldn't see, but she had it. She was close to death's door, but she had it.

Her secret was a choice. Despite her circumstances, she chose to get up each day and be content. To accept each moment, whether it was good, bad, boring or exciting.

She filled her memory bank with those contented memories and now, although she can't see and is moving to a place most people dread, she is satisfied. She can make daily or hourly or minute-to-minute withdrawals from the bank of her youth, which she intentionally filled with memories.

Wow.

Stopped me dead in my tracks.

Sounds like something I need to do. Something else I have to do.

But I'm too busy to do this.

We've had a virus ravaging through the house for almost two weeks. The school year has begun. Football practice three times a week. Doctor appointments. Dental appointments. Feed the animals. Clean the house. Make dinner. Oh, I have a headache. The daily grind.

Nope, I am too busy.

Choices.

Can I afford to be lost in the busyness? No.

I can't afford to be carried away

by the speed of this society.

I am going to stop.

Intentionally.

Breathe.

This moment only.

Choose.

To.

Stop.

Typing the words makes my pulse slow. Makes my ears more attuned. My eyes can see life. My vivid life. What I don't want to miss. What I can't afford to miss.

Because one day I will, God willing, be that old woman.

Someone will be dropping me off there at a nursing home, and I will be alone.

If I'm too busy to enjoy and accept and choose to be content in my life now, how can I expect to be happy or content or satisfied then?

I have decided I am not going to put off living, breathing in and depositing the precious and sustaining memories of now.

Today.

Our oldest child is already 14. The youngest is 10.

It was only a blink ago.

Today.

My baby brother just celebrated his 25th birthday this week. It seems like only yesterday he was a toddler.

Today.

Didn't I just graduate high school? Nope, my million-year class reunion is probably coming up.

Today.

Right now.

This life stage.

Breathe in.

Feel.

Smile.

Choose to accept.

Choose to be satisfied.

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Stocker Demand Key to Prices

Conditions favorable for cattle backgrounding and stocker operations this fall

Many cattle producers are looking at current markets with interest, which currently suggests opportunities for stockers or backgrounding this fall.

“Value of gain for added feeder cattle weight is largely a reflection of feedlot demand for feeder cattle of various weights,” said Derrell Peel, Oklahoma State University

Cooperative Extension livestock marketing specialist.

For example, combined Oklahoma feeder auction prices in the first week of August for 465-pound steers were \$171.59 per hundredweight. The price for 774-pound steers was \$150.65 per hundredweight. That works out to a value of gain of \$1.19 per pound on 309 pounds of gain.

Peel said a value of gain around the \$1.20 level on more than 300 pounds of gain indicates relatively less feedlot demand for lightweight feeders and is an economic signal for increased stocker production. “If feeder cattle prices maintain a similar price relationship into the fall and forage conditions are good, fall feeder markets may follow traditional seasonal price patterns rather closely,” he said.

Feeder cattle prices averaged nearly 4 percent above one year ago in the first week of August with calf prices increasing from the previous week. Feeder prices appear to

be holding strong despite continued growth in feeder cattle supplies.

The July Cattle Report estimated the 2018 calf crop to be nearly 2 percent higher than 2017. Estimated feeder supplies on July 1 were 0.5 percent higher than one year ago.

“All indications are that fall feeder markets will feature a calf run larger than last year and abundant feeder supplies,” Peel said.

Prices for feeder cattle typically decline seasonally for all weight classes after August. Calf and stocker cattle weighing up to 600 pounds typically have a seasonal low price in October, while heavier feeder cattle decline from an August peak lower through the end of the year. On average, feeder cattle prices decline 4 percent to 5 percent from August to lows in the fourth quarter of the year.

“There is plenty of supply pressure to expect seasonal price declines or more this fall,” Peel said. “However, feeder cattle demand will be the key, with stocker demand being an important determining factor in calf prices, and that will largely be determined by forage conditions.”

In the Southern Plains states, stocker cattle demand for winter wheat grazing plays a big role in seasonal demand to offset large seasonal supplies of calves in the fall. The U.S. Drought Monitor shows widespread moderate to extreme drought conditions in western Oklahoma. However, as of this writing, an unseasonal cool, wet weather pattern is hovering over Oklahoma with more rain expected in coming days.

“In general, moisture conditions are quite variable across most of the wheat belt in Oklahoma,” Peel said. “Cooler-than-average temperatures are resulting in cooler soil temperatures, which may support early wheat planting after Labor Day. That would be good news for many stocker operations.”

—Source: Donald Stotts, Oklahoma State University Extension.

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Let the Cow Save You Money, the Bull Make You Money

Efficient beef production starts when the bull mates with a cow, and biological efficiency mates with economic efficiency.

Story by Kris Ringwall, Beef Specialist

A recent conversation regarding economic drivers in the cow-calf enterprise left me with much to ponder.

Let me summarize: The thoroughfare to consumers begins with the conception and birth of a calf that slowly morphs into beef. The beef industry is huge, so reflecting is good as the calf moves from the cow-calf producer to other beef enterprises throughout the beef chain.

Much like the source of a mighty river, at some point, only melting snow or raindrops were present. Mighty rivers do not become majestic if the snow does not melt or the rain does not fall. Everything starts somewhere, albeit small, and needs to grow. The cow-calf industry is no different.

Let us consider some thoughts regarding the cow-calf enterprise. Generally, the cow-calf producer has had some cushion between total expenses and market price (positive cash flow). Expenses, however, loom on the hori-

The single biggest mistake made is the tendency to work hard physically and set aside the homework.

zon as historically high, and given the relative low rates of return on investment, along with the challenges of finding adequate labor, some cattle producers are giving up the reins.

What steps can producers take to improve probability and, ultimately, return on investment? Almost anybody can buy a cow and bull, and produce a calf, but that is not the definition of a cow-calf enterprise. The operation needs to have some scale, and I usually review data that involve operations of 50 or more cows. But today, even 100 cows probably are below the threshold of economy of scale.

I will be the first to state loudly that the cow-calf business has many economic drivers, and economy of scale does not have to be one of them. Why? Cow producers like cows and



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LET THE COW SAVE YOU FROM PREVIOUS PAGE

enjoy the lifestyle of raising beef. But a positive cash flow will put more smiles on the producers' faces.

That being said, how do we do that? Here are some thoughts.

1 Recognize the environment, and quit fighting it. Building to beat Mother Nature is futile; feed the cows, breed the cows and calve the cows when the weather is right.

The weather is right when cool-season grasses are growing actively. As a consequence of calving when the grass

grows, a shift occurs when the third trimester of pregnancy starts, creating the opportunity for alternative winter forage programs.

At the Dickinson Research Extension Center, we turn bulls out on Aug. 1. The third trimester starts Feb. 12, and calving starts May 7. Winter-feed costs, which are 70-plus percent of the total cow-calf expenses, have the potential to decline significantly, depending on the extent that extensive winter forage is used.

2 Recognize the importance of monitoring cow size. The maintenance of excessively large cows has proven

difficult to offset with increased weaning weights. The center has targeted mature cow size at 1,100 to 1,300 pounds. Although individual calf weights will be lighter, total calf weight based on calves produced per acre will be greater, resulting in more total pounds of calf.

3 Recognize the importance of good bull selection using technological advancements that improve accuracy. Generally, keep expected progeny differences (EPDs) above the 50th percentile within the desired traits and breed. As matter of practicality, become comfortable with bulls that are above the 50th percentile

but might not exceed the upper 30th percentile for commercial production.

4 Recognize the value of breeding systems, maximizing the traits of interest in the terminal sire program while balancing appropriate traits on the maternal side. Let the cow save you money and the bull make you money.

At the center, 1,100- to 1,300-pound cows bred to bulls above the 50th percentile for growth and marbling and in the upper 10th percentile for rib-eye area have an advantage of \$26 per acre of ranchland over traditional cows. The calves are summered on forage, and after a short feedlot stay, they are harvested at an average weight of 1,450 pounds, with 94 percent at the "choice" grade at an average yield grade of 2.9.

The search for the next generation of cow-calf producers has a tremendous opportunity for success, provided some simple targeted goals based on real numbers are put in place. Efficient beef production starts when the bull mates with a cow, and biological efficiency mates with economic efficiency.

And just like the majestic river that starts with a few raindrops and a small stream, beef production needs to start with the cow-calf producer. Fishing in the big river may catch some big fish, but do not let fishing tales run the operation.

For new cow-calf producers, the single biggest mistake made is the tendency to work hard physically and set aside the homework. Each cow-calf enterprise is a unique business, and businesses need records. Focus, listen and learn.

—Source: Kris Ringwall is a beef specialist with North Dakota State University Extension. 



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Accounting for Agriculture

A look at federal withholding after the new tax bill

Story by Austin Duerfeldt

The new U.S. tax bill is in full effect. While we wait for the Internal Revenue Service (IRS) to provide a full interpretation, we do have more information on some sections. One in particular that has some tax preparers nervous for their clients is federal withholding. With the higher standard deduction and changes in child credits, taxpayers might need to reconsider how much to withhold for federal taxes in each pay period.

One issue is doubling up on dependents on the W-4 you file with your employer. For example, let's say you are married and filing jointly with two kids. On your W-4 you file as married with two kids. Your spouse's W-4 also files as married with two kids. By both filing the W-4 as married with two kids you will see more in your monthly paycheck, but might end up with a large federal tax bill come next spring. The problem is due to the fact that the full child credit is considered on your W-4 as well as your spouse's W-4. When you file your return though, you only receive the full credit once. Now is a perfect time to double check and ensure you won't have a surprise next spring when you see your tax bill.

Tools from the IRS

If you are a do-it-yourself tax preparer, or want to get an idea of how withholding changes could affect you, take a look at the handy IRS Federal Withholding calculator (<https://apps.irs.gov/app/withholdingcalculator/>).

The calculator will ask questions such as your filing status, number of dependents, child/dependent care credit, earned income credit and estimated income for the year. Having out your last pay stub and last year's tax return will make the process go faster. Once you have completed the questions, it will respond with your anticipated income tax and whether your current withholding will lead to an overpayment or underpayment and how much it would be. If you find yourself in a situation where your withholdings are uncomfortably off from the estimate, check the link to a Form W-4 so you can make adjustments. Making changes now gives you five to six months to spread out the adjustment.

Again, every situation will be different. You might be spot on with your current withholding amount. Others might need to claim zero plus take additional voluntary withholdings to get back on track. This calculator works

for most taxpayers. The IRS recommends referring to Publication 505 (<https://www.irs.gov/pub/irs-pdf/p505.pdf>) for more complex tax situations.

Talk with your tax preparer

This is just one of many changes in the tax code that needs to be looked at this tax year. Setting up a meeting with your tax preparer in the next few months could provide some beneficial advice as to how your operation should move forward. Waiting until late November or December to meet could lead to some costly errors and missed opportunity for this 2018 tax year. For those of you who prepare your own tax return, it might be beneficial to talk with a tax preparer for this year to grasp what changes you need to be aware of.

— Austin Duerfeldt is a Nebraska Extension agricultural systems economist educator. Release from University of Nebraska Ext.

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Finding Quality in the Details

Southwest Missouri hay producer finds niche market for high-quality small bales



2018 Missouri State Fair Reserve Grand Champion alfalfa and grass hay producer Glenn Obermann has a winning recipe for quality hay.

Glenn and Toni Obermann took champion and reserve champion awards in alfalfa and grass classes 4 through 8 and champion in alfalfa classes 1 through 3, according to Alan Freeman, agriculture stewardship and development manager for the Missouri Department of Agriculture. The Obermanns entered the fair with championship awards from seven of eight years since 2010.

The Obermann hay posted relative forage quality (RFQ) scores of 234.5 and protein of 22.7 percent. United States Department of Agriculture test guidelines consider RFQ over 185 to be the highest class — supreme.

The southwest Missouri producers mix quality forage with time-tested, research-based agricultural and production practices to achieve high scores in RFQ, TDN (total digestibility) and RFV (relative feed value).

Obermann's wall of ribbons continues to grow. At the recent Ozark Empire Fair Hay Show in Springfield, the Ober-

says he did not attend college, so he relies on MU Extension to teach him about university research and practices. He regularly attends workshops and has been a tour host for MU Extension events.

Southwest Missouri is hay and cattle country. This year's drought began in 2017 with low water reserves, followed by a crippling lack of precipitation in 2018, says Schnakenberg. Some producers began dipping into dry hay supplies early this year and are scrambling to find high-quality hay to buy. Obermann says he receives six to seven calls daily from producers whose drought-stressed hay fields produced as little as one-third to one-half of normal amounts this year.

Obermann is no novice at growing alfalfa. He began helping his father in the alfalfa fields when he was 9 years old. Then, he and his father hand-seeded six acres of alfalfa. Half of Obermann's hay is alfalfa; the other half is an alfalfa-orchard grass mix.

Obermann owned a dairy herd until July 29, 2010, before finding a niche market for high-quality alfalfa in small bales. This market includes cattle, horse, sheep, goat, llama and alpaca owners. He misses raising cattle, but found that he needed to devote all of his efforts to quality hay.

As an ex-dairyman, Obermann knows what livestock owners want in their hay.

"The people who win hay shows are dairyman," he notes. "They know quality hay and realize if they are going to get performance, the forage is critical," says MU Extension livestock specialist Eldon Cole. "He takes a great deal of pride in doing this, as do others. He knows his customers very well. His reputation is good, and he prices (his hay) fairly based upon the current market."

Obermann's 90 acres produced 14,000 bales on five cuttings in 2017. The rest of his 200-acre farm is in a rotation of wheat, soybeans, and he also raises straight grass hay. In a few ar-

CONTINUED ON PAGE 18

(Above left) Monett, Missouri, hay producer Glenn Obermann consistently grows award-winning hay. Obermann combines quality forage with time-tested, research-based production practices.

(Below) Lush, green and leafy hay grown by Glenn and Toni Obermann gains favors with livestock producers for its high relative forage value and high protein content. The Obermanns found a niche market for high-quality small bales. —Photos by Linda Geist, University of Missouri Cooperative Media.



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**QUALITY IN THE DETAILS
FROM PAGE 16**

eas, he cut six times. Like other growers, he expects less this year. Good rains in the May through August period boosted cuttings in 2016 and 2017. In the 2012 drought, he got two early cuttings before the rain stopped.

He gets an average of five cuttings per season, baling to Dec. 1, after a killing frost. Schnakenberg says conventional hay baling wisdom suggests Sept. 15 as the last day to cut alfalfa and Nov. 1 after a killing frost. Obermann leaves about a foot of growth at the last cutting.

Cutting alfalfa every 28 days

generates shoots instead of seed. Obermann uses a starter culture inoculant for good fermentation and to boost the hay's shelf life. This allows him to bale at 25 to 26 percent moisture instead of the recommended 17 percent. Proper hay moisture is critical to reduce leaf shatter and nutrient loss.

Every part of his hay-making process is on schedule. "It's very time-sensitive," Obermann notes. "But once you get it figured out, it's kind of fun. If you're going to do something, you've got to do it right."

When possible, Obermann bales hay at night. By doing this, leaves remain open for a

softer, leafier and tastier product. He checks stems for moisture to keep moisture from seeping through and spoiling the hay. As long as stems are dry, dew dampens them and prevents shattering of leaves.

Most of Obermann's bales weigh 50-60 pounds. "I do not bale 90-pound bales because no one wants to buy moldy hay," he says. "Bales that tight and that heavy simply cannot breathe and could mold."

The smaller bales require less machine handling, weigh less, store more easily and allow better portion control. Smaller bales lose fewer leaves and provide more palatable forage for cows and horses than large

round bales, Obermann says. "These bales require manual labor. Automatic equipment does not work for small alfalfa bales," he says.

Obermann grows alfalfa for four years and then no-tills orchard grass seed into his alfalfa field. This process extends his hay stand for another four to five years. As alfalfa plants age, they die out and leave bare areas. The orchard grass fills the bare areas and provides weed control.

After this, he plants into a soybean-wheat double crop rotation. He plants alfalfa in the last two weeks of May-first week of June after danger of frost passes. Alfalfa emerges within three days.

He applies 900 pounds of fertilizer in split applications to encourage growth and maintain persistence. Obermann says high fertilizer levels keep crabgrass and other weeds at bay.

"Good fertility is one of his keys to persistence and production," Schnakenberg says.

Unlike many growers, he uses his own sprayer for time-sensitive applications. This allows him to respond quickly to disease and insects. It also allows him to adjust spray times to wind speeds and weather conditions.

"If you take care of alfalfa, it comes back," he says.

In the last year, Obermann added a new storage barn that features top ventilation for cooling. The barn prevents sun bleaching to maintain appearance and offers protection from the elements. He also invested in a used self-propelled bale wagon that picks up small bales and conveys them to a single employee to stack on a wagon. When completely stacked, the conveyor reverses for unloading into a barn.

Obermann says his operation is labor intensive, but worth it. The proof is in the high quality hay that comes from his farm.

"Glenn is an outstanding hay producer," Schnakenberg says. "He puts a lot of effort into it."

—Source: Story by Linda Geist for University of Missouri Extension Southwest Region News Service.



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5 Tips to Make Your Cowherd More Profitable

Long-term suggestions, not quick fixes

Story by Eldon Cole for *Cattlemen's News*

Are you content with the performance of your beef cow operation? As an extension livestock specialist one of our goals is to help producers increase their cows' returns. In 2014 and 2015 prices got crazy, and everyone looked like a genius when it came to raising cattle.

Now, the unusual weather the last year has made it more challenging for cow-calf producers to make the cow herd profitable. Let's look at five strategies you might consider to boost your net returns.

No guarantees exist, and what helps one person might not help another or he or she might already be doing it. Remember, most of these tips are not quick fixes but long-term suggestions.

1 Develop a planned crossbreeding system. The research is clear. Crossbred cows add to cow longevity, which reduces the expense of adding replacements to the herd. Some breeds complement other breeds for a number of traits, so make the choices that fit your farm and marketing plan.

2 Establish a strict breeding season using natural service and artificial insemination. This results in a tighter calving season, and you should have a more uniform calf crop, which aids in marketing. When it comes to marketing, power is in the numbers. An admirable goal is a 45- to 60-day season.

3 Avoid market discounts. Some of the discounts are easy to avoid such as selling intact bull calves. Castration by two or three months of age is recommended. Dehorning falls in the same category if you use horned genetics. Color, certain breeds, frame size extremes (too small or too large) and small lot size can result in costly discounts. If your herd is small in numbers, work on selling cooperatively.

4 Work toward minimizing waste in your forage production and use system. Forage is the heart and soul of successful beef cow-calf enterprises. Rotational grazing of species adapted to your system is a must. It's important to protect what stored forage you raise and buy. Test forages to determine supplement needs.

5 Improve your genetic selection. You can make a number of improvements to your herd with better, yet affordable genetics. Progress is much easier when AI is used. Use genomically enhanced EPDs with high accuracy; they work!

These tips are not necessarily in order of importance. And, what's important in herd A might not be needed in herd B. Visit with extension specialists, your customers, veterinarians and your beef cattle marketer for their input.

—Source: Eldon Cole is a livestock specialist with University of Missouri Extension.



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Are Your Calves Market-Ready?

Care from conception to weaning impacts performance, health and well-being.

Story by Lisa Henderson for *Cattlemen's News*

The calf crop you have to sell in the next few weeks represents a year's worth of work and worry. But whether the results on sale day are a disappointment or cause for celebration might depend on how you manage them in their final days on your ranch.

Stockmanship expert and Nebraska veterinarian Tom Noffsinger says how cattle

“Fresh bawling calves are higher risk and are harder to get transitioned and usually have more health issues,” says Jameylynn Farney, Kansas State University extension beef specialist. “Producers are always paid for weaned calves.”

Research at various universities – and supported by observations from USDA Agricultural Marketing Service field reporters – suggests unweaned

injury in confinement and increased handling costs.”

Managing the condition and health of your calves is a strategy you can implement now to add value before sale day. Calves generally sell best in moderate flesh. Excessively fleshy cattle are always discounted.

“Producers are always paid for weaned calves, and castration always pays, too,” Farney says. “Steers are always worth more than bulls at the same weight. Those are two fairly minimal, low-risk management tasks that will pay dividends.”

Research at Oklahoma State University indicated more than a quarter of calves are not castrated, and calves marketed as bulls typically receive

“(Sales like those) help bring more revenue to producers, but you’ll need to participate in a documented preconditioning program,” Farney says. “The premiums on preconditioned calves can sometimes be double because those calves have been vaccinated, and have learned how to eat out of a bunk and drink out of a water tank, increasing their value to buyers.”

The K-State research project also found sale prices were affected by weight uniformity, lot size, gut fill, sale location and time of sale. Nonuniform lots of cattle were discounted slightly more than \$2 per cwt. in the study, but more recent observations suggest that might be understated.

The Oklahoma State research found that having just five head in a uniform lot increases price an average of nearly \$5 per cwt. compared to single head sales, and 10-head lots bring an average of \$7 per cwt. more than singles. Truckload lots often bring \$10 per cwt. more than single-head sales.

The K-State research project found similar premiums for lot size.

According to the study, “As lot size increased, price per cwt. increased,” the authors said. “The highest prices were paid for lot sizes approaching truckload sizes. As lot sizes exceeded truckload sizes, prices leveled off and even decreased, likely because fewer buyers were bidding on these very large lot sizes.”

In addition to cattle condition, extension specialists also caution against sending cattle to sale that are obviously full. In the K-State study, discounts were applied to “very full” and “full” cattle compared to average fill.

“Cattle with significant amounts of temporary water or forage weight are undesirable,” Farney says.

Some of these practices are very low-hanging fruit that you can capture with little effort or investment. 🐄



Managing the condition and health of your calves through preconditioning programs like the ones offered at Joplin Regional Stockyards can help add value to your calves at sale time.

—Photo from University of Missouri Extension.

are handled can positively influence the size of your sale check.

“The impact that caregivers can have from conception to weaning can have a huge, positive impact on cattle performance, health and well-being,” says Noffsinger, Benkelman, Nebraska. “Training and preparing cattle to be separated from their mothers is a great opportunity and has positive returns when it comes to performance and health.”

Low-stress weaning strategies make the process easier on the cattle and the people, Noffsinger says. And year-in and year-out, the markets demonstrate that weaned calves bring more money than unweaned calves.

calves could see discounts of \$10 per hundredweight (cwt.) or more, which amounts to \$5,000 on a semi-load.

In addition to weaning status, a Kansas State University study, conducted at sales in Missouri and Kansas, found buyers discounted calves that appeared unhealthy, had horns, were not castrated, or were in too-thin or too-fat condition. The researchers said it was “evident buyers prefer healthy calves because unhealthy calves increase the possibility of death loss and poor feeding performance. Moderately conditioned calves were preferred because they show the ability to convert feed to gain. Discounts for horned cattle are likely due to increased

a four to five percent price discount compared to steers.

Oklahoma State specialists also note that implanted calves are heavier and add \$15 to more than \$20 per head in value. Conversely, they note that most non-implanted calves sold as “natural” do not receive market premiums unless they are explicitly part of a value-added natural beef program.

Even greater dividends can be earned with a preconditioning program, which includes vaccinations, castration, dehorning and weaning for 45 days. Joplin Regional Stockyards offers a special preconditioning program and value-added sales.

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Stocker Cattle: A Look at the Path to Profitability

Buying cheap, selling high is only part of the equation

Story by Rebecca Mettler for *Cattlemen's News*

Opportunities to increase stocker cattle profits are at hand; you just have to know where to look.

Paul Beck, animal sciences professor with the University of Arkansas Southwest Research and Extension Center, has been involved with research in the stocker sector for roughly 20 years. He shared his knowledge with the attendees of the Cattle First Stocker Summit hosted by Boehringer Ingelheim in late-July in Springfield, Missouri.

Beck told a story about his Uncle Ed, whom he describes as a true old-time cattle trader and cattle buyer. As a youngster, Beck asked him, "How do you make money in the cattle business?" His uncle's reply was, "Buy cheap, sell high, keep them alive and put gain on them cheap."

The statement was a revelation for Beck. "You know I was pretty naïve, and I thought this was just groundbreaking," he said. "This was one of the neatest things I had ever heard!"

While it might seem a bit oversimplified, the above statement still rings true. But as stocker operators know, buying cheap and selling high is just the beginning. They're always looking for ways to increase profit.

"You know, we are basically adding value to mismanaged calves, and that's a lot of the enterprise services, why the stocker industry is important as a part of the overall beef enterprise."

Beck explained that buying lighter weight animals or calves that are perceived to be in lower

muscling due to lack of proper nutrition creates opportunity. Stocker operators can realize a profit simply from the discount received by purchasing a calf with a No. 2 muscle score who has the potential to bounce up to a No. 1 muscle score with little extra nutrition.

Feedlot operators are looking for the ideal; they want truckload lots of cattle with matched body weight, that are castrated and immuno-competent—cattle whose immune system can adequately react to disease pressure or to the vaccines that they will be given.

"If we add all those things up: castration of bulls, reduced discount for those No. 2's, upgraded discount cattle to put together large groups, we can take the calculated value of gain up and increase it by about \$20 per head," Beck explained.

Morbidity: effect on profitability

Beck explains that the effects of morbidity (sickness) and mortality (death) in a stocker operation can quickly add up. A 15 percent increase in morbidity, or first pull rate, can decrease profitability by \$4 per head, which mostly accounts for the increased cost in medicine—assuming good first-pull treatment success.

Flip the coin and an increase from 2 percent to 3 percent in mortality, independent of morbidity or decrease in gain, can decrease the profitability by \$7 or more for the remaining animals in the herd.

In this study, Beck also looked at

changes in the cost of gain and increased performance. If the cost of gain went up to 55 cents from 50 cents, a \$15 decrease in profitability per head was realized. If performance was increased by 10 percent, profit increased by \$9.

"So there's some relatively small changes in any of those that can affect profitability quite a bit," Beck said.

Disease pressure obviously affects calf health and performance. Purchasing preconditioned calves is one way to lessen disease pressure. In a study Beck reported, preconditioned calves weighed roughly 30 pounds more than calves of unknown origin and health history after 42 days. The group of preconditioned calves also showed no additional adverse effects to performance when exposed to an animal that was persistently infected with bovine viral diarrhea (BVD-PI) compared to the preconditioned group of calves that were not exposed during the first 28 days.

It's important to note that the average daily gain took a hit from day 28 to 42 for both the preconditioned and non-preconditioned groups of calves exposed to the BVD-PI calves because their immune systems were busy fighting a viral exposure and running full steam ahead, which takes a lot of energy, Beck says.

In addition, the group of calves from unknown origin and health history exposed to a BVD-PI calf experienced a substantial increase in bovine respiratory disease (BRD). However, a massive increase in BRD cases was not seen in the preconditioned pen with the same exposure to BVD.

"We set up our calves much better if we can buy a calf that's been preconditioned and make those calves pretty bulletproof to some pretty substantial ex-

posure issues and a lot of stressors," Beck notes.

Using modern technology

Modern feeding practices and implant technology can help producers increase calf performance. When multiple technologies such as implants and ionophores are used together, it creates an additive effect to improve performance.

In Beck's study of stocker calves on wheat pasture over four grazing seasons, control cattle that received no implant or an ionophore gained an average of 2.3 pounds per day. Calves implanted gained 2.7 pounds per day and the group of calves fed an ionophore (monensin) alone gained 2.5 pounds per day. When an implant and an ionophore were administered together, calves gained 2.9 pounds per day.

"That just shows that it is an additive effect of all these technologies, so we are going to see a much greater than the 10 percent, which would normally be an excellent gain response," Beck said.

Beck also presented data on feed rations and how substituting feed ingredients for cost savings might not have the desired impact on performance and ultimately profitability. His thought is that if a cheaper feed ingredient requires a producer to feed much more feed to achieve a desired weight gain level, then he or she might be better off limit-feeding a higher concentrate grower ration and focusing on increased gains.

"Increasing gain can have a much greater impact on profitability than reducing cost, and that's because an incremental increase in gain has an incremental decrease in cost of gain," Beck said. "A lot of technologies that we use to increase performance don't cost that much per head."

In the end, it's the stocker industry's job to supply the feedyard with a year-round supply of feeder cattle to support the year-round demand for beef by grouping cattle, adding value and improving calf health. And as Beck said, for stocker operators, the least, lowest input costs are not necessarily the pathway to the highest profitability. 🐄

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Think Proactive Marketing

Strategies to get calves in shape for sale day

Story by Lisa Henderson for *Cattlemen's News*

Your annual payday is just around the corner. Drought conditions in the four-state area, however, likely mean your calves are lighter than normal, dramatically affecting your income. Taking a proactive approach now could help minimize the impact of the drought on your wallet.

While preconditioning and health management programs for calves are a proven moneymaker in any year, beef specialists say such practices are critical if you are trying to maximize calf value.

“Preconditioning your calves is a no-brainer,” says Dan Thomson, Jones Professor of Veterinary Medicine at Kansas State University and the host of DocTalk on RFD-TV. “It makes money for everybody in the chain and improves the quality of beef for consumers. We’ve got to get more producers to precondition their calves.”

Thomson and a host of industry leaders continue to campaign for producers to implement the management program that improves animal health and welfare, increases beef quality and puts dollars in their pockets on sale day.

Preconditioning generally refers to programs that include vaccinating calves for respiratory disease, deworming and weaning the calves 45 days prior to sale. Auction markets regularly see significant premiums for calves coming to sale with documented health and weaning records.

If, however, you are unable to implement a preconditioning program, beef specialists say other management practices can help you add to the value of your calves in this drought-stressed season.

One of the first considerations is parasite control, says A.J. Tarpoff, extension beef veterinarian at Kansas State University.

“Parasites can be an issue coming out of this dry grazing season,” he says. “Both internal and external parasite stressors can hinder the performance of the young calves. Due to the low height of forage they are grazing, the calves are possibly exposed to more internal parasite loads than normal if the parasite larvae have not dried out.”

Now that summer is nearing an end and the high temperatures have subsided and the dew is back on the grass, Tarpoff says internal parasite loads could be higher than normal.

“Use of a parasiticide to combat these parasites will not only limit the stress and immune system depression, but will also increase efficiency,” he says. “External parasites such as horn and stable flies can also be factor to consider. Most fly control measures were applied early in the vector season. Some of those tools such as fly tags may be running out on their effective time of control. Late grazing season use of a fly spray or pour on may be advantageous to administer before the added stress of weaning.”

Studies at a number of universities also show that castrating and dehorning calves can avoid discounts typically found on sale day. National estimates suggest a quarter of all male calves sold at auction have not been castrated. Calves sold as bulls typically receive a 4 to 5 percent discount compared to steers.

Buyers also prefer polled cattle, and dehorning calves avoids the 2 to 3 percent discount often applied to horned cattle. Veterinarians encourage that dehorning and castration be completed early to minimize stress on cattle.

Producers are often tempted to supplement or creep feed calves when they are lighter than normal. Tarpoff says no consensus exists on using creep feeding in drought situations.

“For good reason,” he says. “There is a wide array of cost, consumption, conversion and return on investment,” he says. “Even with creep feeding, calves still nurse the same amount off the cow. Because of this, we are not reducing the nutritional requirements of the cow or calf. If forage availability is running out, early weaning might be another option with tangible returns. Working with a nutritionist, a complete ration can be formulated for the calves to targeted gains post weaning. Projections and returns are much easier to calculate post weaning when we can control consumption of the calves.”

Tarpoff also warns that lower weights suggest more potential health problems for calves.

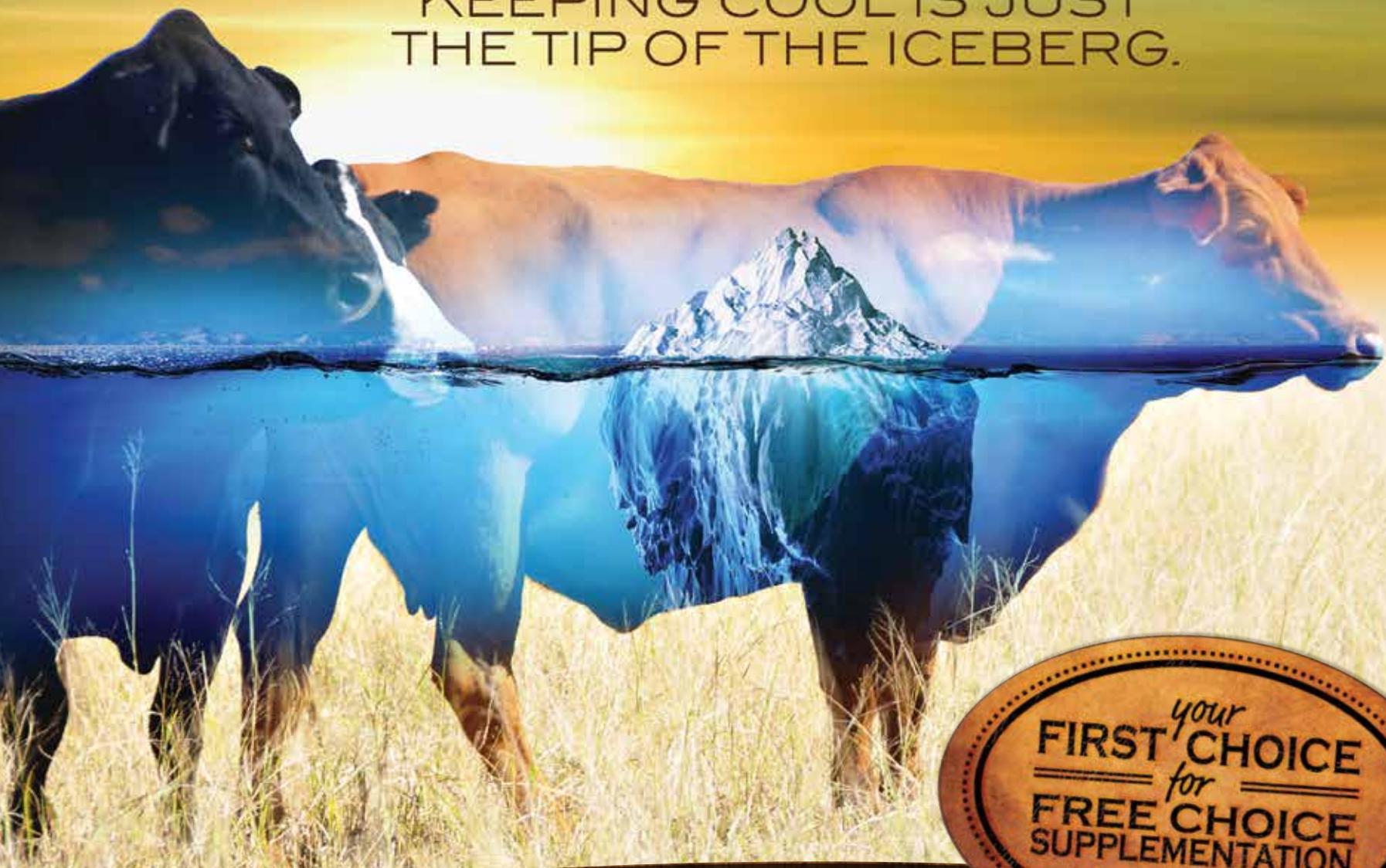
“Lighter weight calves do run a higher risk of overall mortality at the next level of beef production,” he says. “From some older feedlot survey data, 400-pound calves had a 3.25 percent mortality rate, and that reduced to 1.75 percent at 600 pounds. So why would lighter weight calves coming out of a drought have potential for more health issues? The answer is immune function. The immune system is a costly system that uses quite a bit of protein, energy, vitamins and minerals. All of those nutrients may be limiting during a drought situation. So ensuring that calves do not hit deficient levels before weaning is extremely important.”

How the cattle are presented on sale day can also add value. Research at Oklahoma State University suggests that having just five head in a uniform lot increases sale price by nearly \$5 per cwt., compared to selling those calves as singles. Ten-head lots brought an average of \$7 more per cwt. than singles.

Joplin Regional Stockyards offers a commingling program for sellers to help add value to single-lot calves. For more information, visit www.joplinstockyards.com/commingle_information.php.



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Watch for Nitrate Toxicity, Prussic Acid in Cattle

Dry conditions call for caution

Long-term dry conditions across much of the four-state region call for farmers to be extra cautious when haying or grazing certain crops and forages. Both nitrate toxicity and prussic acid can be problems and can affect cattle soon after exposure.

University of Missouri Agronomy Specialist Jill Scheidt recommends testing corn for nitrate levels if it's still standing in the field and haying or grazing the stalks is an option for feeding cattle. High levels of nitrate in corn are toxic to cattle and other livestock.

"Dry baling preserves the nitrate level, silage or baleage reduces nitrate levels 20 to 50 percent over time," Scheidt said.

Nitrate poisoning affects the lower portion of the stalk in corn as well as sorghum, sudan and millet. It can also be a problem in weeds such as Johnsongrass and pigweed. Problems occur when livestock feed on the lower portion of the plant. Scheidt recommends waiting three to five days after a good rain to graze.

Nitrate toxicity can take place in cattle as soon as 6 to 8 hours after consumption of toxic plants. Symptoms include labored breathing as well as frothing at the mouth, frequent urination, diarrhea, staggered walking and brown-colored mucous membranes, according to University of Missouri Extension specialists.

Prussic acid poisoning can affect cattle when consuming immature forages such as sorghum, sorghum/sudangrass, and Johnsongrass. Animals affected by prussic acid poisoning can die very quickly of asphyxiation. Symptoms start with accelerated, deep breaths.

Then both the nose and mouth fill with foam. Death can occur within minutes of consumption.

Deferred grazing of forages in the sorghum family until plants reach a height of 24 inches is a management strategy you can use to help prevent prussic acid poisoning. In cases of nitrate toxicity and prussic acid poisoning, prevention is the best option for control. Test any susceptible forage for nitrates. The table below lists nitrate levels and consumption recommendations.

—Adapted from information provided by MU Extension.

NO ₂ (ppm)	NO ₃ (ppm)	Category	Recommendation
0 to 550	0 to 2,500	SAFE	Forage is generally safe to feed to all classes of livestock.
550 to 1,100	2,500 to 5,000	CAUTION	Forage with this nitrate (NO ₃) content can cause a problem with pregnant and young animals. Do not feed forage with nitrate levels this high in combination with nonprotein nitrogen supplements, and limit forage with NO ₃ levels this high to one half of total ration.
1,100 to 3,400	5,000 to 15,000	DANGER	Limit forage with this NO ₃ level to one-fourth of total ration. Should supplement forage of this type with energy, minerals and Vitamin A.
More than 3,400	More than 15,000	TOXIC	Forage with this NO ₃ level or higher is toxic and should not be fed under any circumstance. If forage with this NO ₃ concentration must be fed, it should be mixed with other feed and make up no more than 15 percent of the total ration.



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Missouri Soil, Water Districts Commission Aids Drought-Faced Ag Communities

Actions will assist counties affected by severe, extreme and exceptional drought according to the U.S. Drought Monitor

The Missouri Soil and Water Districts Commission has approved the following five actions in response to Governor Parson's Executive Order 18-05 Drought Alert:

1 Require soil and water conservation districts to move landowners completing the drought practices listed below to the top of waiting lists.

2 Defer the Grazing School Requirement for 12 months after contract approval for water development and water distribution grazing system practices. The water development contracts will consist only of pipeline from the water source and one watering tank. The rest of the system can be designed and installed after the landowner has completed an approved grazing school. It is important that producers understand managed grazing prior to designing their systems.

3 Implement a pond cleanout program. The sediment in the pond must be completely removed. A flat rate of \$1,000 per half acre (up to 2 acres) will be paid. The maximum cost-share provided will be \$4,000 regardless of the size of the pond. A 10-year maintenance commitment for the pond will be reinstated from the date of payment. This cleanout program is available only for state cost-share ponds currently under maintenance and those out of maintenance.

4 A variance will be provided to raise the cover crop practice maximum to \$30,000 from the current \$20,000 lifetime limit and to allow cover crops to be hayed at termination to provide additional forage. Landowners over the \$20,000 maximum will receive \$30 per acre for any additional acres enrolled. The seeding rates and mixtures the Natural Resources Conservation Service developed for its drought program must be used. Other requirements in the policy still apply.

5 The cover crop practice only applies to cropland. Landowners that have not reached their \$20,000 maximum will continue to follow current policy, which allows a \$30 per acre payment for a one to two

species cover crop mix and a \$40 per acre payment for mixes with three or more cover crop species. Grazing is allowed under current policy. Cover crop soil health tests prior to planting are still required.

To learn more, contact your local soil and water conservation district at <https://mosoilandwater.land/>. For a list of counties facing severe, extreme and exceptional drought, see the U.S. Drought Monitor map at <https://dnr.mo.gov/drought.htm>.

Stay up-to-date on drought resources.

Visit the Missouri Department of Natural Resources Drought News, Conditions and Resources page online at: <https://dnr.mo.gov/drought.htm>

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Better Hay for Winter Feeding

Improve low-quality forages with ammonia treatment

Livestock producers can stretch short supplies of hay this year by using a simple ammonia treatment on bales, says University of Missouri Extension Agronomist Rusty Lee.

Lee says ammoniation boosts the nutritive value of poor-quality hay and makes it more digestible for cows and horses.

MU Extension State Forage Specialist Craig Roberts calls ammoniation a “secret weapon” in drought-stressed areas. With proper ammoniation, the nutritional value of hay, cornstalks and straw can improve significantly, even double, at a reasonable cost.

Lee says it is important to ammoniate only poor-quality hay. Higher-quality grass hay

can become toxic with nitrates after ammonia treatment and cause crazy cow syndrome when fed. A maximum rate of 50 pounds of anhydrous ammonia per ton of straw should be observed to avoid nitrate issues.

Producers should not worry if their tall fescue is endophyte-infected before ammonia treatment, Roberts says. MU research shows that ammoniated tall fescue is about five times less toxic than pasture, as the toxins break down during ammoniation.

The process takes one week to a month, depending on

temperature, says Lee. If the temperature is 85 degrees or higher, then one week is recommended. Treat two to three weeks in milder temperatures and up to four weeks when temperatures fall. Lee says three weeks is a good average.

Follow these six steps:

1 Stack round bales in a pyramid so the covering will shed rainfall. Stack height is limited by width of plastic used to cover.

2 Cover with 6-mil thick black plastic, the kind used to cover silage pits.

3 Plastic sheeting should completely cover the stack with sufficient length to cover edges with soil or lime. Tamp soil down to create an airtight seal.

4 Fill the ammonia tank with only the amount required for the stack being treated. This will avoid the risk of overtreatment.

5 Add ammonia slowly by cracking the valve on the tank. Let ammonia trickle into the middle of the hay bales overnight. Wear proper safety equipment when working around ammonia.

6 Air out bales three days before feeding to allow the ammonia to clear. Do not uncover in windy weather. Allow to air out before testing forage to check improvement.

The cost to ammoniate is \$20 to \$30 per ton, depending on cost of plastic sheeting and ammonia in your area, Lee says.

For more information, contact Lee at 573-564-3733 or leerw@missouri.edu. You may also contact the agronomist at your county MU Extension center.

—Source: University of Missouri Extension release. 

When ammoniating hay, a tube is run from the ammonia tank to a bucket in the stack before the hay is covered and sealed.

— Photo by Jessi Dodge.



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*MidAmerica Ag Research Inc., Dr. Donald H. Bliss, PhD.

†1. 1992. World Association for the Advancement of Veterinary Parasitology (W.A.A.V.P.) methods for the detection of anthelmintic resistance in nematodes of veterinary importance. Vet Parasitol. 44, 35-44. 2. 2006. The detection of anthelmintic resistance in nematodes of veterinary importance. Vet. Parasitol. 136, 167-185. Consult your local veterinarian for assistance in the diagnosis, treatment and control of parasitism.

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Surviving a Drought

No silver bullet; start with an inventory

Story by Joann Pipkin, Editor

Late summer rain has added green back to parched pastures in southern Missouri. But don't let that rain fool you. The United States Drought Monitor is updated weekly as scattered showers bring relief to some counties and not to others. This year's drought is still very real, and how to feed cattle this fall and winter is very much on the minds of area cattlemen.

About 250 producers turned out for drought survival workshops held Aug. 17 in Mount Vernon, Missouri, and Springfield, Missouri. University of Missouri Extension specialists talked cattlemen through key issues that will be critical in managing the cowherd past these dry times. From feeding strategies to early weaning; thinning the herd; resting pastures and de-stocking, surviving this year's drought might mean trading some traditional management methods for alternative ways of doing business.

Nutrition: Feeding Through a Drought

How are you going to get enough calories into your cows to maintain body condition and keep them productive? MU state beef nutrition

specialist Dr. Eric Bailey said to inventory your operation first. You should not only consider equipment, but also available labor, time and capital. Convenience is key for many producers when it comes to feeding the herd, but now might be the time to give alternative feedstuffs a second look.

"If (you) decide to make the change and limit the amount of hay fed and replace that with some supplement, do you have the equipment for storage, mixing and delivery," Bailey asked. "I think hay is terribly over-priced right now for what it is."

Hay is bought and sold very subjectively, and Bailey said forage analysis helps you determine the exact nutrients you are feeding.

"Giving (the cows) access to hay during limited periods of time is one strategy to help stretch the hay," he said.

Calculating prices on feed and the needs of your cattle is essential, Bailey said. In many cases, \$200 per ton feed makes more economic sense than the current cost of baled hay.

Bailey said meeting energy and protein requirements is

most important. So for example, if poor-quality hay is what's available and it tests below 55 percent for total digestible nutrients (TDN) and 7 percent for crude protein, then you'll be short meeting needs for both. Providing a supplement will be necessary.

"If we're short on both protein and energy, this is a situation where distillers grains as a supplement will shine," Bailey explained.

In another example, Bailey said if hay is limited and you're thinking about feeding less hay than what will meet a cow's appetite, you should consider the difference between appetite and nutrient requirement.

"A cow can act like she's hungry, but have all of the calories, the protein, the minerals, vitamins, the salt and everything she needs," he said. That situation might call for limit feeding to meet the cow's nutritional requirements at less than full feed.

So, how little hay can you feed a cow in a day? Bailey suggests about 10 pounds. If your hay supply is ample, figure about 3 percent of estimated body weight per day.

A bumper soybean and corn crop are both on the horizon for this year's harvest, so Bailey said feeding more cereal grains is a better option than purchasing overpriced hay.

He encouraged cattlemen to work with their local feed suppliers to see if custom mixes are available. "Just understand that regardless of how you go about it, if you're going to put a lot of corn in front of the cows, more than 5 to 6 pounds per day is going to require tighter management," Bailey explained. In other words, feeding a lot of corn requires a more regimented schedule than usual.

Early Weaning & Cow Culling: Save Some Grass

One key way to save on a cow's nutrient requirements during a drought is by early weaning calves. According to Bailey, drying off cows reduces nutrient requirements by 40 percent. Plus, every 2.5 days a calf is weaned saves a day of grass for the cows.

But don't just wean the calves and forget them. Both Bailey and MU Extension Livestock Specialist Eldon Cole encour-

CONTINUED ON NEXT PAGE

Early weaning calves can help reduce the cow's nutrient requirements by 40 percent. "That takes a lot of pressure off his mother, especially if she is a young, first-calf heifer," said Eldon Cole, livestock specialist, University of Missouri Extension.

— Photo by Joann Pipkin.

Options to Stretch Hay

- Supplement 3 to 5 pounds of co-products/by-products or other ration combination.

Pricing options are online at:

<http://agebb.missouri.edu/dairy/byprod/listing.php>

Possible products include: corn; distillers grains; soyhulls, meal or pellets; corn gluten; cotton seed and cubes.

Pricing — depending on availability and your access to products — can range from \$180 to \$220 per ton for co-products and \$250 to \$320 per ton for 14 percent up to 20 percent cubes.

—Source: Jim Spencer, Jr., agricultural business specialist, University of Missouri Extension.

Editor's Note: Additional beef nutrition resources can be found online at <http://beef.missouri.edu/nutrition/index.htm>



Giving pastures a rest and destocking are key to stockpiling fall forage. Both are management tools to help cattlemen get through this year's drought.

— Photo by Joann Pipkin.

SURVIVING A DROUGHT FROM PREVIOUS PAGE

age you to feed the calves to capture value at marketing time. Weaning can be successful when calves are 90 to 100 days of age. Adding gain so calves are 500 to 600 pounds at sale time helps them achieve a more normal weaning weight.

"That takes a lot of pressure off of his mother, especially if she is a young first-calf heifer," Cole said.

Bailey shared this example on how to capture normal weaning weight. An average daily gain of 2 to 3 pounds can be achieved easily during this backgrounding phase. Providing 5 pounds of quality hay along with 7 pounds of grain or byproduct feed and 1 pound of supplement makes for a very simple, yet effective diet.

Water is also key during early weaning — for both cows and calves. Dry matter intake is dictated by the water supply, Cole said.

An important management strategy to keep in mind during drought is reducing the number of mouths to feed. Culling cows plays a critical role in that. Non-productive females must go, Bailey said.

Cole's recommendations for selecting which cows should be liquidated are based on four criteria: old, open, ornery and other. Records go a long way in helping determine whether a cow fits into one of those categories, he added.

Cows in the other category might have a bad udder, a broken mouth or are slow to shed their winter hair coat indicating they could be sensitive to endophyte-infected tall fescue. "We don't need to keep some of those around," Cole said. "Those are probably going to be the ones that are more than likely open anyway."

Pastures: De-stock and Give 'em a Break

While the foremost goal for producers during a drought

is reducing the number of mouths to feed, a secondary goal is to rest pastures.

Bailey said doing this is extremely important in helping preserve grass stands.

MU Extension Agronomist Tim Schnakenberg said producers should do their best right now to not give all the grass away. "We need to evaluate the stand of grass," he said. "Know what fescue looks like because fescue is what we're going to depend on to get us through this drought stage."

While some fescue stands have been lost, Schnakenberg still predicts fescue will come out of this period just fine with early fall moisture. Still, it's important to give those fields some rest from continuous grazing situations.

"If we do nothing, or we keep the cows on there and don't allocate some pastures for stockpile, we won't have (grass)," he explained. "We can't give it away too early. We need to ration that out."

Schnakenberg cautioned producers about adding nitrogen to fescue pastures in the fall. "We still have a lot of endophyte problems, especially if those pastures are pushed with nitrogen," he said. "Keep a close eye on your cattle this fall for that kind of problem. Tail switches and limping, that sort of thing."

Weed control is important, but he added that spraying every acre, every year over time gets rid of clover and edible

weeds that can be nutritious for cows and also has a negative effect on the fight against fescue endophyte.

"More so than ever before, this year we need to make sure we ration out our fescue," Schnakenberg said. Rotational grazing and strip grazing techniques will help give pastures that needed break.

Drought Survival: Bottom Line

It will rain. Yes, it always does. However, industry experts say a little rain this fall isn't going to catch us up.

Bailey is concerned about what will happen if producers don't have better than average fall stockpile this year. "If we don't have a good fall stockpile, we're going to have some real issues pop up around Thanksgiving. If folks are unwilling to cull, early wean, liquidate, reduce the number of mouths to feed on their operations, I predict that there's going to be some real issues coming up around the holidays," he said.

He also cautioned cattlemen from paralysis by analysis. In other words, don't get bogged down trying to figure out the ideal supplement. "Just do something for these cows," he said. "Keep them in flesh. Focus on the big needs."

Providing calories and meeting their energy requirements are the big needs. "Get your hay tested," he reminded producers. "We're here to help." 🐄

Heads Up Bull Suppliers

Show-Me-Select rules require genetically tested bull EPDs

New sire selection rules for Show-Me-Select Replacement Heifers improve reliable calving-ease genetics.

“Bulls used in the heifer program will carry DNA-tested EPDs (expected progeny differences),” said Jared Decker, University of Missouri Extension geneticist.

The rules going into effect Feb. 1, 2019, were set by the SMS governing board of farmers.

“DNA tests add reliability to EPDs for selecting herd bulls,” Decker said.

Bulls for pasture-breeding heifers will carry genomic-enhanced EPDs. In the past, EPDs were based on pedigree and production tests. “Now GE EPDs combine DNA, pedi-

gree and production data into a single tool,” he said.

“DNA tests give results similar to 28 calving-ease production records,” Decker said. “More data boost confidence in a sire.”

With DNA tests, EPDs result from checking blood drops, tissue samples or hair root bulbs. Blood or tissue tests are preferred, Decker said. A one-time test adds data on young bulls equal to years of production testing. It lasts a lifetime.

Bulls bought before Feb. 1 will be grandfathered in, but those bulls must get GE EPDs by Feb. 1, 2020.

Seedstock producers advertising their bulls as Show-Me-Select qualified draw more bidders. Sires promoted as

Show-Me-Select now must have GE EPDs.

SMS heifers gained fame for calving ease that cut death losses and labor at calving. Spring and fall SMS auctions across the state bring higher bids for calving-ease genetics.

Buyers pay premiums to lower assisted births with first-calf heifers. In the past, high death losses took out heifers entering the herd.

In recent SMS sales, heifers with genomic tests bring highest premium prices.

More genetic data beyond calving ease, especially on carcass traits, came into SMS over time. Quality beef brings premium prices.

SMS was started 21 years ago by Dave Patterson, an MU Extension beef reproduction specialist. Now, SMS brings buyers to Missouri for replacements in cow-calf herds.

Only Missouri produces SMS heifers. Herd owners enroll in a yearlong MU Extension

education program. Regional livestock specialists guide the heifer program.

SMS teaches management as well as genetics. “The program goes beyond typical heifer development,” Decker said.

One example: Reproduction tract scores on all heifers before breeding. Then pregnancy checks follow within 90 days after breeding starts.

Veterinarian tract scores rank stages of puberty, from one to five. Heifers slow to develop can be culled. That cuts costs, boosts conception rates and shortens calving seasons.

Bulls used for pasture breeding or AI breeding must meet required EPDs.

SMS heifers meet a goal of predictable results as 2-year-olds, Decker said. First-calf heifers often have problems. Those difficult first births can lead to late rebreeding.

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Beefmaster Plus offers both Beefmaster and Beefmaster Advancer genetics. The Beefmaster Advancer is a registered animal that maintains a minimum of 50% Beefmaster influence while incorporating Bos Taurus genetics to improve premium grid acceptability. For a bull to carry the Beefmaster Plus brand, they must meet minimum performance standards in terms of average daily gain, weight per day of age, and carcass characteristics as measured by ultrasound at 12 months of age. These bulls must also have quality confirmation, soundness in their structure, and meet disposition and fertility standards.

Comparison of Beefmaster Sired Calves and Beefmaster Plus Sired Calves

Category	Beefmaster Sired Calves	Beefmaster Plus Sired Calves
BW	~100	~100
WW	~100	~120
ADG	~100	~120
% Choice or Better	~100	~130
Premium per Head	~100	~120

Source: Compilation of kill data collected by Vaughn Family Farms

Special Permits Available for Hay Haulers

MoDOT streamlines hay movement for drought relief to Missouri farmers and ranchers

The severe drought conditions through much of the state have prompted the Missouri Department of Transportation to offer a special over-width hauling permit to help farmers and ranchers move hay as needed. Loads must be of legal height, length and weight. Permits can be requested via phone and will, in most cases, be issued within minutes via fax or email. The \$32 permit fee will be waived through Oct. 31, 2018.

Before hauling, drivers must apply for the special over-width hauling permit for loads that exceed 8 feet and 6 inches in width, and map their routes to avoid work zones, bridges and other areas that have weight, narrow lane or height restrictions. This information, as well as a special bridge and height restriction view, is available on the MoDOT Traveler Information Map at modot.org.

MoDOT's waiver and special over-width permit allows drivers in Missouri to:

- Obtain the permit at no cost,
- Haul hay loads of up to 12 feet and 4 inches in width,
- Move hay during holiday periods and at night. At night, or when visibility is less than 500 feet, drivers must use a reflective, oversized load sign and clearance lights instead of the normal flags required at the edges of the load.

Drivers must adhere to all permit requirements, such as using proper signing and lighting and stopping at weigh stations. Drivers should also be advised that most of the southeastern United States is currently under a quarantine zone for imported fire ants, which can be easily spread through the movement of hay. Farmers and ranchers who believe they have received fire ants in a shipment of hay should call their local University of Missouri Extension agent as soon as possible.

To obtain a permit, hay haulers should call MoDOT's Motor Carrier Services office at 1-800-877-8499 to report the year, make, license plate number and vehicle identification number (VIN) of the power unit and provide the farm business name and address. MoDOT permits cover movement within Missouri only and are required for each truck.

—Source: Missouri Department of Transportation release.

HEADS UP BULL SUPPLIERS • FROM PREVIOUS PAGE

“Genomic testing adds EPD predictability and reliability. That cuts risks,” Decker said.

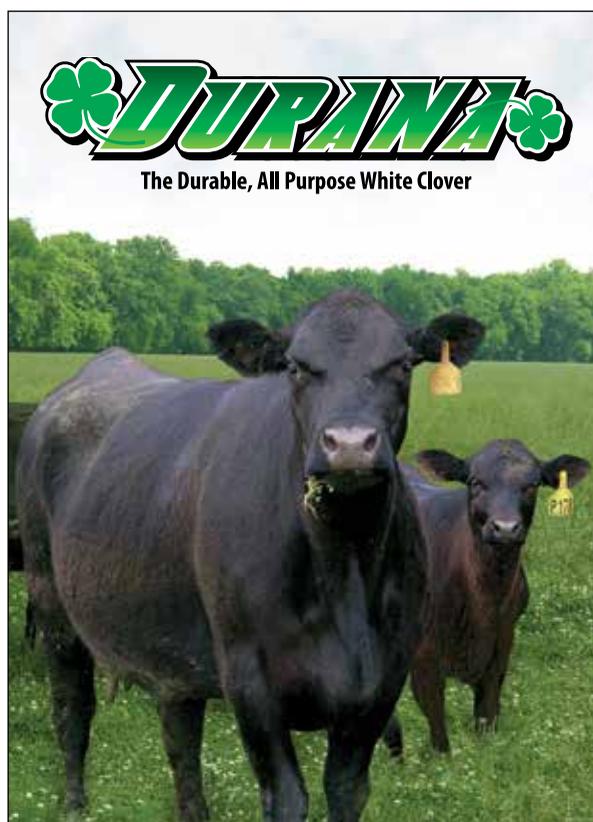
“We know this adds cost to market registered bulls, but time is right for change,” he said. Since 2010, cost of DNA test fell from \$150 to \$37.

Show-Me-Select sales show repeat buyers bid more for added genetic data.

“Seedstock producers provide this as more customer service,” Decker said. “There are many strategies for meeting the new rules.”

Herd owners join SMS through county MU Extension centers. For more information on SMS, go to agebb.missouri.edu/select.

—Source: University of Missouri Extension release.



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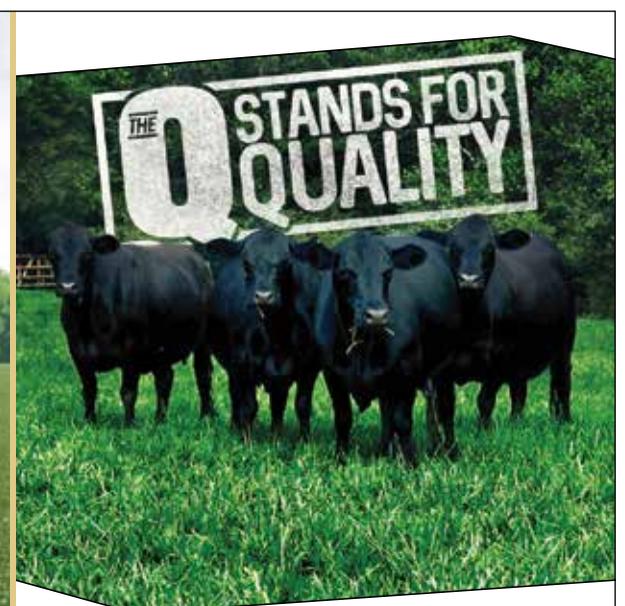
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Decisions, Decisions

Raising versus buying replacement heifers

Story by Jason Bradley

When it comes to getting replacement females for your cattle herd, multiple options are available. One would be to use your own cowherd, and keep the heifers you need. Or, you could outsource and purchase virgin heifers from a different operation and breed them to the bull(s) of your choice. Another option is to buy heifers bred to a bull that would roll straight into your program.

Which one is the best? Like so many things in agriculture, the method that works for one operation might not be the best option for another. That's why it's so important to know what the costs are for a particular method while understanding what benefits you'll get in return.

Pros and cons

The pros and cons of any method should be considered before making a decision. With home-raised replacements, you should know exactly what you're getting. You'll also be able to sell any extra bred heifers at a higher price than feeder heifers that are not bred.



Photo courtesy Southwest Region Univ. of Missouri Extension News.

The downside is it requires a much higher level of management in order to have a well-functioning breeding program, which means you need to take into account the costs and timelines for general management of your operation. It also means you're going to have an animal that's using the available forage while not producing a calf, and you'll need a plan to prevent inbreeding.

On the other hand, if you purchase your replacements, missed animal production will not take place because those heifers will be calving that year. This option also allows for new genetics to be brought into the

herd. However, a guarantee of what kind of calf you will get if you purchase bred heifers does not exist. Unfortunately, with this option you cannot guarantee the genetics of the calf that will come from the purchased bred heifer. In order to purchase replacements that increase your chances of getting what you want, you will face a higher purchase price.

What's feasible?

Before making your decision, take a step back and decide what is feasible from your operational standpoint and management abilities. Are you able to spend more time developing the replacement type you want or would your time be better spent managing purchased replacements that don't require that commitment or resources? The options outlined here are just some of the many ways to obtain replacement heifers for your herd.

—Source: Jason Bradley is an agricultural economics consultant with the Noble Foundation for Agriculture, Ardmore, Oklahoma.

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OTHER SUBSTANCES:

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Do not overdose.

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Do not use concurrently with selenium or copper boluses.

Do not use in emaciated cattle with a BCS of 1 in dairy or 1-3 in beef.

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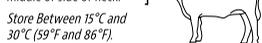
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SUPPLEMENTATION PROGRAM	
BULLS	3 times per year
BEEF COWS	4 weeks before breeding 4 weeks before calving
DAIRY COWS	4 weeks before calving 4 weeks before insemination at dry-off
CALVES	at birth at 3 months and/or weaning
HEIFERS	every 3 months – especially 4 weeks before breeding
(program gives planned dates that can be varied to suit management programs)	

DOSAGE TABLE			
ANIMAL WEIGHT (lbs)	CALVES UP TO 1 YEAR 1 ml/100 lb BW	CATTLE 1 - 2 YEARS 1 ml/150 lb BW	CATTLE > 2 YEARS 1 ml/200 lb BW
50	0.5 ml	-	-
100	1 ml	-	-
150	1.5 ml	-	-
200	2 ml	-	-
300	3 ml	-	-
400	4 ml	-	-
500	5 ml	-	-
600	6 ml	-	-
700	7 ml	-	-
800	-	5.3 ml	-
900	-	6 ml	-
1000	-	6.6 ml	5 ml
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1200	-	-	6 ml
1300	-	-	6.5 ml
1400	-	-	7 ml

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Through research that had been done, we found out that trace minerals are so essential. They are the spark plug that drive the immune system, reproduction and performance. The sooner we could get them into an animal, the better off we could be.

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TRENDING NOW

Get Ready for Calving

Set protocols now in preparation for assisting a cow or heifer in labor

As the fall calving season arrives, now is the time to put together and post a protocol for family members and hired employees to follow when they find a cow or heifer starting in the process of calving.

“An issue facing the rancher at calving time is the amount of time heifers or cows are allowed to be in labor before assistance is given,” said Glenn Selk, Oklahoma State University Cooperative Extension emeritus animal scientist.

Stage II is defined as that portion of the birthing process from the first appearance of the water bag until the baby calf is delivered. Formerly, traditional textbooks, fact sheets and magazine articles

stated that Stage II of labor lasted from two to four hours.

“Research data from Oklahoma State and the USDA experiment station at Miles City, Montana, clearly show that Stage II is much shorter, lasting approximately 60 minutes in first-calf heifers and 30 minutes or less in mature cows,” Selk said.

In these studies, heifers that were in Stage II of labor much more than one hour or cows that were in Stage II much more than 30 minutes definitely needed assistance.

“Research information also shows that calves from prolonged deliveries are weaker and more disease-prone, even if born alive,” Selk said. “In addition, cows or heifers with

prolonged deliveries return to heat later and are less likely to be bred for the next calf crop.”

If the heifer is not making significant progress one hour after the water bag or feet appear, Selk said a rancher should examine the heifer to see if assistance can be provided. Mature cows should be watched for only 30 minutes before a rectal examination is conducted.

“Make certain the cervix is completely dilated before pulling on the chains,” Selk said. “If the cattle breeder cannot safely deliver the calf at this time, his or her local large

animal veterinarian should be contacted immediately.”

Most ranches develop heifers fully and use calving-ease bulls to prevent calving difficulties. However, a few difficult births are going to occur each calving season, reminds Selk.

“Giving assistance in a timely manner will save a few more calves, and result in healthier more productive 2-year-old cows to rebreed next year,” he said.

—Source: Story by Donald Stotts. Release from Oklahoma State University Extension. 

Southwest Missouri Cattlemen's Tour

1:30 | Sept. 22, 2018

Aurora/Marionville area

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No More Mystery

Forage Testing: A key decision aide this year

Story by Glenn Selk

Hay fields in some areas have produced an average to above average number of big round bales this summer, while other areas have not. The quality of the hay will be quite variable. Some will supply a great deal of the nutrients needed to maintain body condition on beef cows this winter. Other hay will be lacking in protein and energy and will require a substantial amount of supplement to be fed or the cattle will lose weight and body condition during the winter months.



Photo courtesy Southwest Region University of Missouri Extension News.

Forage analysis can be a useful tool to remove some of the mystery concerning the hay that producers will feed this winter. The out-of-pocket costs of protein and energy supplements are further fuel to this advice. Testing grass hay this year for protein and energy content will help the producer design winter supplementation programs most appropriate for the forage supply that is available. It is hard to think of any year when forage testing was more important. To learn more about matching supplements with available forages, download and read Oklahoma State University Fact Sheet ANSI-3010 "Supplementing Beef Cows."

Several good methods can be used to sample hay for forage analysis. Most nutritionists prefer to use a mechanical coring probe made specifically for this purpose. The coring probe is usually a stainless steel tube with a serrated, cutting edge. It is 1 inch in diameter and is designed to fit on a 1/2-inch drill or brace. Cordless drills make these tools quite mobile so that the hay bales to be tested do not have to be hauled to be near an electrical outlet. The hay samples are placed in paper or plastic bags for transfer to a forage-testing laboratory. Cores are taken from several bales at random to obtain a representative

sample to be analyzed. More selections for forage sampling tools can be found on the National Forage Testing Association website at <http://www.foragetesting.org/>.

Grab samples can also be obtained and tested. To receive the best information, grab several samples by hand from about 6 inches into the open side of the bale or the middle third of a round bale. Place the entire sample in the bag. Do not discard weeds or stems, just because they look undesirable. They are still part of the hay that you are offering to the livestock. Be certain to label the forage samples accurately and immediately, in order for the laboratory analysis to be correctly assigned to the proper hay piles or bales. Obviously, the more samples that are sent to the laboratory for analysis, the more information can be gained. Just as obvious is the fact that as the number of samples increase, the cost of forage testing increases. Any of the potential nitrate-accumulating hays should be tested for nitrate concentration.

Commercial laboratories and university extension centers offer forage testing services.

—Source: Glenn Selk is an Oklahoma State University Emeritus Extension animal scientist.



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K, exc. pasture, rotational grazing, 2 ponds, waterers, some woods, road frontage on 2 sides, nice updated 2 bed home REDUCED \$305,000</p> <p>BOLIVAR - 191 Ac., 325th Rd., near lake Pomme De Terre, mostly open pasture, great hunting next to conservation land, up to 680 ac. available \$305,600</p> <p>MANES - 160 acres, Hwy 95, mostly open w/1/4 mile of Beaver Creek, corral, well, waterer, great pasture \$320,000</p> <p>LEBANON - 80 Ac., Hwy B, 3 bedroom home, hay barn, shop, pond, fenced and crossed fenced, good pasture with woods in back \$349,000</p> <p>GROVESPRING - 155 Ac., Walnut Rd., half open in good pasture, half wooded, 7 ponds, exc. hunting \$350,000</p> <p>AURORA - 100 Ac., Elm Springs Rd., rotational grazing system, new well, waterers, creek, pole barn, pipe corral \$375,000</p> <p>FAIR GROVE - 125 Ac., 248th Rd., nice cattle farm, fenced & cross fenced, with good pasture & hay ground, Pomme De Terre River frontage, 4 ponds, corral \$437,605</p> <p>BOLIVAR - 157 Ac., Hwy. 32, excellent grass, corrals, working pens, highly improved pasture \$574,500</p> <p>BATTLEFIELD - 60 Ac., Republic Rd., exc. pasture & hay ground, 2 wells, pond, indoor riding arena, horse barn w/living quarters, Morton building \$575,000</p> <p>BUFFALO - 77 Ac., Hwy. 64, exc. pasture, rotational grazing, 2 wells, waterers, 60x60 barn with concrete floor and lean-to, beautiful 7 BR custom built w/o bsmnt home \$620,000</p> <p>STOUTLAND - 239 Ac., Kennedy Rd., off Hwy T, nice setting, exc. pasture & hay ground, well, waterers, ponds, spring, hay barn \$657,250</p> <p>GROVE SPRING - 280 Ac., Red Barn Rd., hay ground & pasture, 14 paddocks, 2 barns, 8 waterers, 3 ponds, spring \$686,000</p> <p>SPARTA - 170 Ac., Hwy. 14, 2/3rd's open pasture, 1/3 wooded with marketable timber, 4 ponds, Hwy. 14 frontage, will divide \$748,000</p> <p>AURORA - 107 Ac., Law, 2180, beautifully maintained farm w/all brick, 3 BR, 4 BA basement home, asphalt drive, fertile crop ground, exc. pasture, rotational grazing, exc. barn., corral, chute \$790,000</p>	<p>MTN GROVE - 202 Ac., Hwy 60 frontage, beautiful cattle farm, between Hwy. 60 & Hwy. MM, pipe entrance, barn, ponds, creek, 3 BR home w/bsmnt REDUCED \$799,000</p> <p>MTN. GROVE - 354 Ac., County Line Rd., good rolling pasture land, creek, ponds, springs and waterers, excellent pipe corral & working facilities, barn, shop, 3 bed home \$805,000</p> <p>LEBANON - 392 Ac., Lark Rd., off Hwy. 88, pasture & hay ground, fenced & cross fenced, with large pond, corrals, barn, 3 bedroom modular home \$894,000</p> <p>LEBANON - 297 Ac., Knoll Rd., just off Hwy 5, beautiful cattle farm w/btm land, creek, ponds, 2 wells, 40x60 sh SOLD basement home, exc. fencing, imp WILL DIVIDE \$1,015,000</p> <p>LEBANON - 240 Ac., Hwy. 0, Large Custom Built 4 BR Walk out Basement Home, Shop, Barns, Ponds, additional home, Hwy. Frontage, Numerous Pastures \$1,120,000</p> <p>LEBANON - 251 ac. Odessa Drive, Spectacular 4 BR, 1.5 story, walk out basement home, In ground pool, Green house, Barns, Ponds, Waterer's, plenty of pasture with some woods \$1,250,000</p> <p>HARTVILLE - 497 Ac., Hwy. E, working cattle farm with beautiful log home, excellent views, big wrap-around porch, 3 levels, all fenced and in pasture, four wells, waterers, creek, ponds, springs WILL DIVIDE \$1,270,000</p> <p>BILLINGS - 257 Ac., Hwy 14, located on west edge of Clever with frontage on Hwy 14 and Metzeltin Road, mostly open with good pasture and possible future development \$1,289,000</p> <p>REEDS SPRING - 285 Ac., off Hwy 160, beautiful full log home with w/o basement over 6,000 sq. ft., great picturesque setting with great views, rolling pasture land, close to Branson and area lakes \$1,395,000</p> <p>STOUTLAND - 661 Ac., Starling Dr., rolling pasture land, nice pipe corrals & pens, covered working chute, fenced & cross fenced, ponds, springs, well & waterers \$1,487,250</p> <p>CLEVER - 322 Ac., Old Wire Rd., beautiful rolling pasture / hay ground, 2 older homes, several barns, corrals, creek, big spring, 3 wells, lots of road frontage (site of Dog Spring Civil War Battle) \$1,500,000</p> <p>FALCON - 761 +/- Ac., Hwy K & 32, beautiful cattle farm, mostly open, next to national forest, fantastic barns, 5 springs, ponds, 3,800 sq. ft. brick walkout bsmnt home... \$2,300,000</p> <p>GOLDEN CITY - 382 Ac., CR 50, state of the art dairy operation, row crop farm, 1,260 cow capacity, 32 cow carousel, 3 free stall barns, commodity barn, hay barn, truck scale, irrigation system, 5 bedroom home \$3,300,000</p> <p>FLEMINGTON - 1,267 Ac., Hwy. 83, approx. 370 ac. tillable in corn, 750 ac. pasture & hay ground, 5 wells, 25 waterers, covered working pens, hydr. chute, office, 6 barns, exc. fencing \$4,117,750</p> <p>FALCON - 2660 Ac., 2 home, commodity barn, 120 ac. creek btm SOLD, numerous springs & ponds, lots of gl \$4,829,000</p>
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TRENDING NOW

Pasture Rental Rates Edge Higher

Overall, cash rental rates change little in MU survey

Cash rental rates for Missouri cropland changed little, according to a newly released survey from University of Missouri Extension. Pastureland rental prices ticked upward slightly.

The survey helps landowners and farmers find trends in rental rates for cropland, pastureland, grain bins, farm buildings and fee hunting. The survey covered criteria such as location of land, yield potential of land, storage facilities, fencing

and types of roads leading to land.

Survey results were for 48,000 acres of cropland, a small portion of Missouri's 9.8 million acres of rented agricultural land, according to MU Extension economist Ray Massey. USDA reports that 35 percent of Missouri farmland is rented.

MU conducts the survey every three years. This was the first year that MU administered the survey electronically.

Massey says the rent survey is "one piece of information that landowners and farmers can use to determine fair rates." Other factors include supply of and demand for land in a locale, productivity of land, and market prices.

"The MU guide is simply that," he adds. "It's a guide. Both sides in negotiations can see the rate for which farmers are renting land. It's a starting point and should not be the sole basis for determining your rent."

Rent for row-crop land averaged \$146.81 per acre with a low of \$50 and a high of \$305. Irrigated row-crop land rented for about \$50 per acre more than dry cropland—an average

of \$196.43. Good pastureland netted \$40.74 per acre, with rents ranging from \$12 to \$100 per acre. Rent for timber pasture was the lowest, averaging \$28.13 per acre.

For complete survey results, download "2018 Cash Rental Rates in Missouri" at extension.missouri.edu/g427. For information on other types of rental arrangements and lease forms, contact the agricultural business specialist at your local MU Extension center.

—Source: Massey is an economist in the Division of Applied Social Sciences in the MU College of Agriculture, Food and Natural Resources. University of Missouri Extension release.



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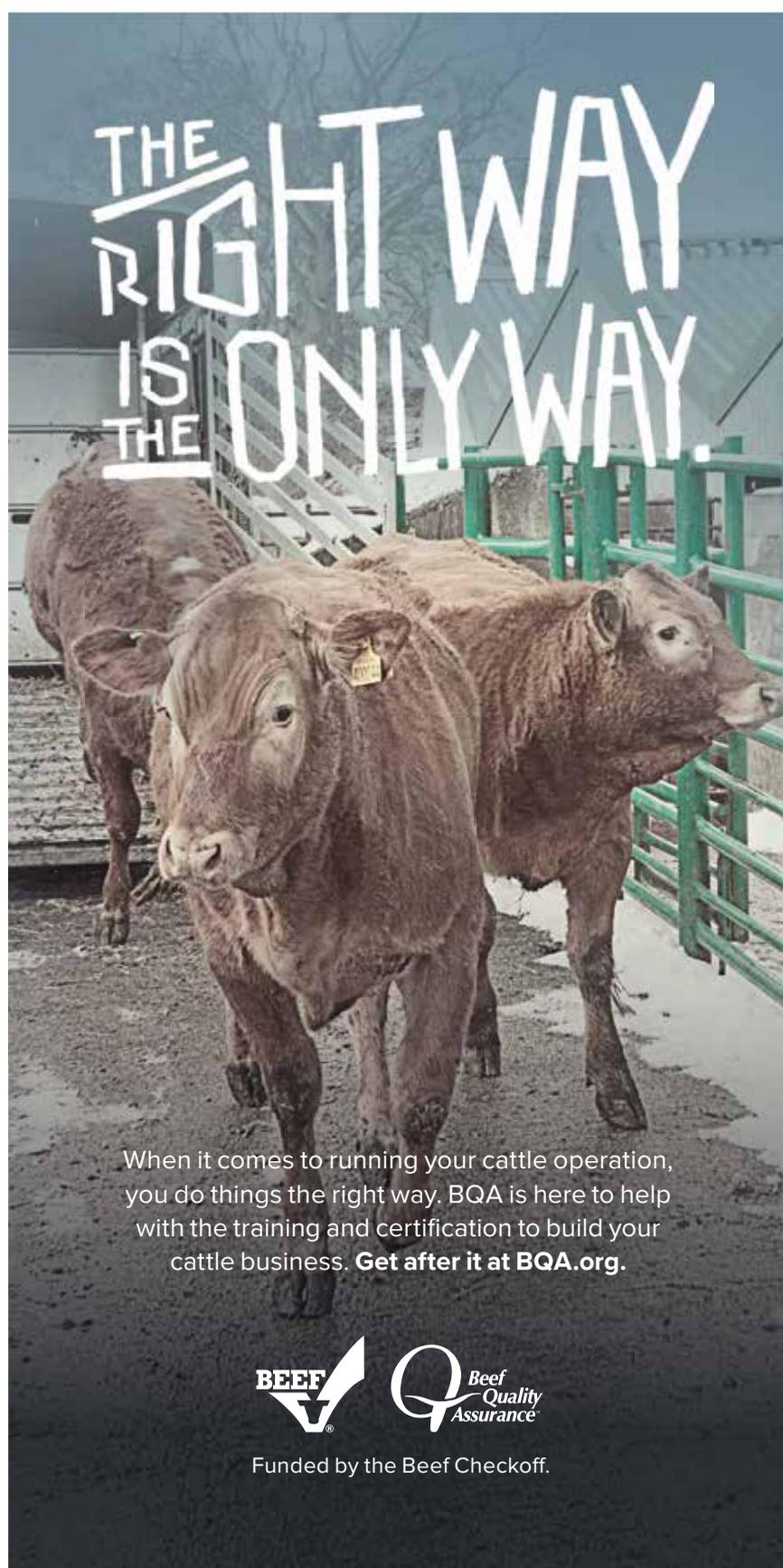


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K-State Researchers: New Genetic Resource to Improve Wheat

Study develops a resource to help breeders, geneticists link traits to genes

After a long-term study in which they evaluated massive amounts of information from the wheat genome, Kansas State University researchers and colleagues from Montana State University and the University of California-Davis have released a genetic resource that opens the door to faster and more efficient improvements to one of the world's most-grown crops.

Eduard Akhunov, a K-State professor of wheat genetics and pathology, said the scientists can now use 2400 wheat lines developed in the study to gain specific genetic information on how to improve numerous traits in future varieties, including boosting yields and increasing resistance to pests, disease and drought.

“One of the main things we do as wheat geneticists is we identify genes that control agronomic traits so that later on we can develop tools and resources for improving wheat,” Akhunov said.

Recently, the International Wheat Genome Sequencing Consortium – a group of more than 1,500 members in 60 countries that was formed in 2005 – released the sequence of the wheat genome with more than 100,000 identified genes. That key milestone opened new possibilities for wheat scientists to start characterizing the functional role of each gene, according to Akhunov.

“Now that we know all the genes in the wheat genome, we need to start figuring out what each gene is doing and how each gene contributes to a trait,” Akhunov said.

He added: “The genetic resource we developed can help to accelerate the progress in understanding the function of many genes in the wheat genome.”

For the past year and a half, K-State scientists used gene-sequencing tools to characterize genetic variation in many genes along the wheat genome, considered the most complex genome of all farm crops.

They analyzed nearly 10,000 wheat lines from around the world, and then selected 28 of the most genetically and

CONTINUED ON NEXT PAGE



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K-STATE RESEARCHERS • FROM PREVIOUS PAGE

geographically diverse wheat lines. The scientists went on to cross the 28 lines to build a population of 2,400 wheat lines.

Using a molecular technique called next-generation sequencing, K-State's research team identified close to 1 million markers in the genome for each of the 2,400 wheat lines – giving them nearly 2.4 billion data points they analyzed to build the map of gene sequence variation across the entire wheat genome.

“This (data) resource allows us to identify genes that control numerous agronomic traits,” Akhunov said. “Because we were studying the most genetically diverse set of wheat lines, it does capture the maximum diversity of what exists in wheat at this moment.”

Katie Jordan, a research assistant professor of plant pathology, spent nearly a full year analyzing the data and generating maps that now will become part of a public resource where wheat geneticists and breeders can quickly access information to map genes for improving future wheat varieties.

“We did the research to put that in place so that the next person who wants to measure a trait can start with all of that genetic data, link it to the trait and get results pretty quickly,” Jordan said.

In addition to improving yield or resistance to pests, disease and drought, the project included studying genes that control flowering time, heading dates, seed size, grain weights and many more traits important to bringing in a good crop.

Akhunov said an exciting finding was that Jordan identified genes that relate to the efficiency of breeding new wheat lines.

“When you cross breeding lines in the breeding program, what you are really trying to do is reshuffle the genetic material of the two lines that you cross,” Akhunov said. “The efficiency and the rate with which the re-shuffling happens is actually genetically controlled, so we need to identify genes that allow us to accelerate the rate of genetic material exchange in the breeding process.”

That process is called recombination, and by making it more efficient, it decreases the time needed to make a successful cross – ultimately meaning that successful wheat varieties get to the farmer more quickly.

K-State's research was funded by the USDA's National Institute for Food and Agriculture's Wheat Coordinated Agricultural Project (Wheat-CAP), which is part of the International Wheat Yield Partnership, a large international effort to improve wheat production.

—Source: K-State release.



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Tell Your Story

Marketing feeder cattle for one more bid

The typical cow-calf producer knows a lot about growing forages, feeding and caring for cows, nursing calves and stockers. He or she might pride themselves on making breeding stock decisions and getting a high percentage of their cows to wean a calf.

A part of the beef cow-calf enterprise they might not feel so comfortable with is marketing, according to Eldon Cole, a field specialist in livestock for University of Missouri Extension.

“Many producers simply load their calves right off the cows and haul the bawling calves to their favorite auction facility. The male calves may still be bulls, and horned calves are still horned,” said Cole.

In those cases, it is possible the decision to sell was made on the spur of the moment, and in many cases the seller had not spoken to the folks at their market of choice about what or when they were bringing calves.

“Perhaps those of us with MU Extension have not done as good a job of educating the rank-and-file, cow-calf producer about the importance of their efforts in selling calves they have invested a year plus in producing,” said Cole. “When you stop and think about it, there are several things you can do to enhance your marketing skills.”

1 Marketing starts all the way back at the breeding season when you try to get a high percentage of the cows bred in a short period. This bunches the future calf crop, which gives you a larger number of calves to sell in a group. Bidding is always more active on larger lots.

2 Let’s fast forward to calving season and the first two or three months of the calves’ lives. Castration of the bulls early is so important. Regardless of the castration method, do it early. Once again, buyers pay more for steers. Horns might also be a discount item.

3 Before marketing day, calves should be weaned and given vaccinations as recommended by the veterinarian or your market. Buyers also like to know if the calves have been checked for persistently infected bovine viral diarrhea, implanted and the product used. They also like calves that are weaned 45 days before sale day. This information should be given to sale representatives well ahead of delivery to the sale.

4 A number of programs are available that give a producer the opportunity to tell their stories about the genetic merit of their calves in the feedlot and on-the-rail. This could be from actual performance of herd mates or anticipated performance from the expected progeny difference (EPD) of their sires in recent generations.

“Another opportunity to tout your cattle’s genetic potential is based on actual genomic tests of herd mates,” Cole said. “Even announcing who the sire is, especially if he’s a popular AI bull known for post-weaning performance may bring an extra bid or two.”

The Missouri Steer Feedout might be used to obtain post-weaning and carcass data if a producer does not have a large enough herd to send a pot load to a feedlot. One group of five steers may not seem like enough data to excite order buyers but if repeated on several feedouts, bidders will pay attention.

“Whether you’re selling five or 500 head of cattle, don’t feel you can’t help yourself when you’re selling your calves,” Cole noted. “You must work for opportunities to tell your marketers the story of your cattle and why they deserve one more bid.”

—Source: University of Missouri Extension release.

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“The service and advice we receive from Josh Worthington to help in our overall program has been invaluable. We sold our fall calves the first week of August at Joplin Regional Stockyards. Prior to the sale Josh created a record sheet on the calves with all of the information that we sent him about the cattle selling. He sent it to potential buyers as well as the folks at JRS. The information went to buyers at sale day and was dispersed to buyers at the sale. We sold three drafts of cattle that day and beat the market average by nearly \$8 topping all three weight classes that we sold in. Good information about good genetics helped us Create Value that day and Josh Worthington and JRS helped us Capture it.”

Don Hounschell

We want to say thank you to Joplin Regional Stockyards for working to communicate the value in data and reliable information on feeder cattle.

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Don Hounschell — Stark City, MO
(Pictured with grandson Josh and Son Kent)

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3 Safety Tips When Working With Livestock

1 Move slowly and lightly; touch them to encourage movement instead of shoving or hitting.

2 When working in close proximity with animals, plan an escape route in case the animals get aggressive.

3 Never prod an animal when it has nowhere to run.

—Source: FarmSafety.Mo.Gov

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Plan Now for Winter Feeding

Tools and technology can help make your operation more profitable

Story by Wesley Moore



Photo courtesy of University of Missouri Extension News.

By now it's no secret, hay yields have been a little short this year. Coupled with the fact we carried over very little inventory last winter, it is time to do some serious planning to survive winter-feeding. Fortunately, planning can pay big dividends in managing your forage inventory and allow you to be proactive with technology investments to improve use of your stored forage.

Planning

Many tools are available to help you stretch your forage inventory. But, they all work better when applied proactively. For example, it is much easier to reduce stored forage use by 10 percent for the entire winter feeding period versus saving 40 percent for the last 60 days of the period. Planning can be a difficult task when it comes to winter-feeding, but it's not impossible. Currently, we have no idea what fall forage will produce, when spring will come or how hard winter will be. I haven't found anyone who can predict short- and long-term weather accurately, so I encourage everyone to operate in the known and use historical averages when planning.

For example, we know how many animals need winter feed and what nutrients they will require, and we know, on average, when winter begins and spring starts. Once the baling and nutrient analysis is done, we know what nutrients we currently have available. If you calculate your winter nutrient requirements and your current hay inventory isn't adequate, many options are available to establish a sufficient nutrient inventory. In broad terms, the options are:

- Reduce animals to carry
- Improve use of current forage inventory
- Produce or purchase more feed

Forage Use Efficiency

Perhaps the easiest place to start is using your current forage inventory more efficiently. Depending on your current hay storage and feeding practices, opportunity exists to use 30 to 50 percent less hay just by reducing loss during storage and feeding.

For example, research has shown that storing hay outside with soil contact and no cover can result in forage losses of 15 to 18 percent. By sim-

ply reducing soil contact and covering hay with a tarp, we can reduce losses during storage by 5 to 8 percent. An average quality tarp costs about \$3 per bale and use of tires to prevent soil contact is often free. Moreover, research has demonstrated that animals waste twice as much during feeding when hay is stored outside compared to hay stored inside or under cover.

Total forage losses due to storage programs can range from 15 to 45 percent. If hay is worth \$100 per ton and it costs \$5 per ton to protect it from the elements, reduction in forage waste would be valued at \$20 per ton. Changing your storage program is a great place to start reducing forage needs in your operation.

Feeding practices are the next area to evaluate during years of short forage. Common methods for feeding forage are unrolling on the ground, providing free choice in bale rings or processing and feeding daily. Hay waste during feeding can vary tremendously depending on the method used. Research suggests forage waste during feeding is greatest when unrolling hay on the ground, while waste when feeding in bale feeders can vary drastically depending on bale feeder design. A small investment in hay-saving feeders or feeding equipment can yield big savings in a year when forage is short.

The last good option available to reduce winter forage needs is use of feed additives that improve feed efficiency. Use of an ionophore can be a great tool to reduce forage use during the winter. When maintaining a cow, we can reduce nutrient needs by 5 to 10 percent by simply incorporating an ionophore into our feeding program. If ionophores are not a good option for your program, then consider a probiotic or essential oil product that improves efficiency; just make sure it is well researched. Combining an ionophore along with one of these products can provide even better forage savings.

Produce/Purchase Feed

Once we have determined hay inventory is not adequate

for our winter needs, consider purchasing or producing more feed with the resources available to you. Multiple options are available to produce more feed.

Fall fertilizing and stockpiling cool season grasses can be a good option to extend the grazing season and reduce stored forage needs. As a rule of thumb, every pound of nitrogen applied per acre in the fall will result in 25 pounds of forage produced. With current fertilizer values, it costs roughly \$20 per acre to apply 50 pounds of nitrogen. In theory, that 50 pounds of nitrogen should provide another 1,250 pounds of forage per acre. If the cow uses half of our stockpiled forage, the resulting feed cost would only be \$64 per ton!

Most producers try to avoid purchased feeds, but in the current market environment, purchased feed might be a good option to subsidize short forage inventory compared to liquidating cows. We are in a unique market environment with expensive hay, but relatively cheap commodities, so purchased feed might be more economical than selling a cow for \$500 less than she is worth. With current prices, \$100 per cow can purchase five to seven pounds of feed per day for a 150-day feeding period. Five to seven pounds of the right feed can go a long way toward subsidizing nutrient requirements when forage supply is short.

Economics

Economics drive the decisions we make, and many operations crunch numbers differently. When it comes to winter-feeding programs, being proactive can pay big versus needing to liquidate cows. A lot of unknowns exist, but try to plan for the average and save some resources for the unexpected.

I encourage everyone to evaluate their current programs and look for opportunities to use forage more efficiently by capitalizing on tools and technologies available to make your operation more profitable.

—Wesley Moore is a beef technical specialist with Cargill Animal Nutrition.

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A Matter of Time

Know the signs: how you can prevent a heart attack and stroke

Story by Macey Hurst for Cattlemen's News

An entire community comes together to finish the harvest of a local farmer who ended up in the hospital. It is a story that frequents Facebook feeds and local news reports. However, what is not as often discussed is the likely cause for the farmer's incapacity—heart disease.

Heart disease is the No. 1 killer of both men and women in the United States. According to the Center for Disease Control and Prevention, one in every four deaths is caused by heart disease with more than 735,000 heart attacks and 795,000 strokes occurring per year. In fact, the disease takes more lives each year than all types of cancer cumulatively.

Julie Lay, communications director for the American Heart Association, says many ways to prevent a heart episode exist and signs that could be of warning, are features crucial for everyone, including farmers and ranchers, to keep in mind.

"Most heart attacks involve discomfort in the center of the chest that lasts more than a few minutes, or that goes away and comes back," Lay says. "It can feel like uncomfortable pressure, squeezing, fullness or pain. But this is not always the case, especially for women who, despite common belief, are just as likely to suffer from heart attacks. Other signs include pain in the upper body, including arms, back, neck, jaw, and stomach; shortness of breath; cold sweat; nausea; and lightheadedness.

Stroke symptoms are different, but Lay says to implement F.A.S.T. to determine if you are experiencing a stroke. "If you notice Facial drooping, Arm weakness or Slurred speech, it's Time to call 911," she explains.

Failure to smile with both sides of the face, raise both arms without drift, and clearly repeat simple sentences are all signs of stroke and they should be tended to immediately.

In a situation of either a stroke or heart attack, immediately call 9-1-1, and get the victim to the hospital as soon as possible. Time is of the essence and

can play a huge part in survival and recovery for these individuals. She says that 1.9 million brain cells are lost per minute and 3.6 years are added to brain age per hour during a stroke.

This reason alone makes farmers and ranchers especially vulnerable to the effects of strokes and heart attacks. "The main thing that can affect farmers and ranchers more than other professions when it comes to heart attack and stroke is location," Lay says. "Timing is critical when treating these conditions, making the distance many farmers and ranchers have to travel to receive emergency care a major factor. The faster a person experiencing a heart attack or stroke can receive care, the better their chances of survival and recovery are. Time lost is brain lost."

Thankfully, this tragic fate is not unavoidable. "The good news about heart attack and stroke is that they are 80 per-

cent preventable through simple lifestyle changes," Lay says.

She adds that if smoking is a habit, it should be stopped immediately. Maintaining a healthy weight, good diet, regular exercise, and close control of cholesterol and blood sugar are also necessary components of a heart healthy life.

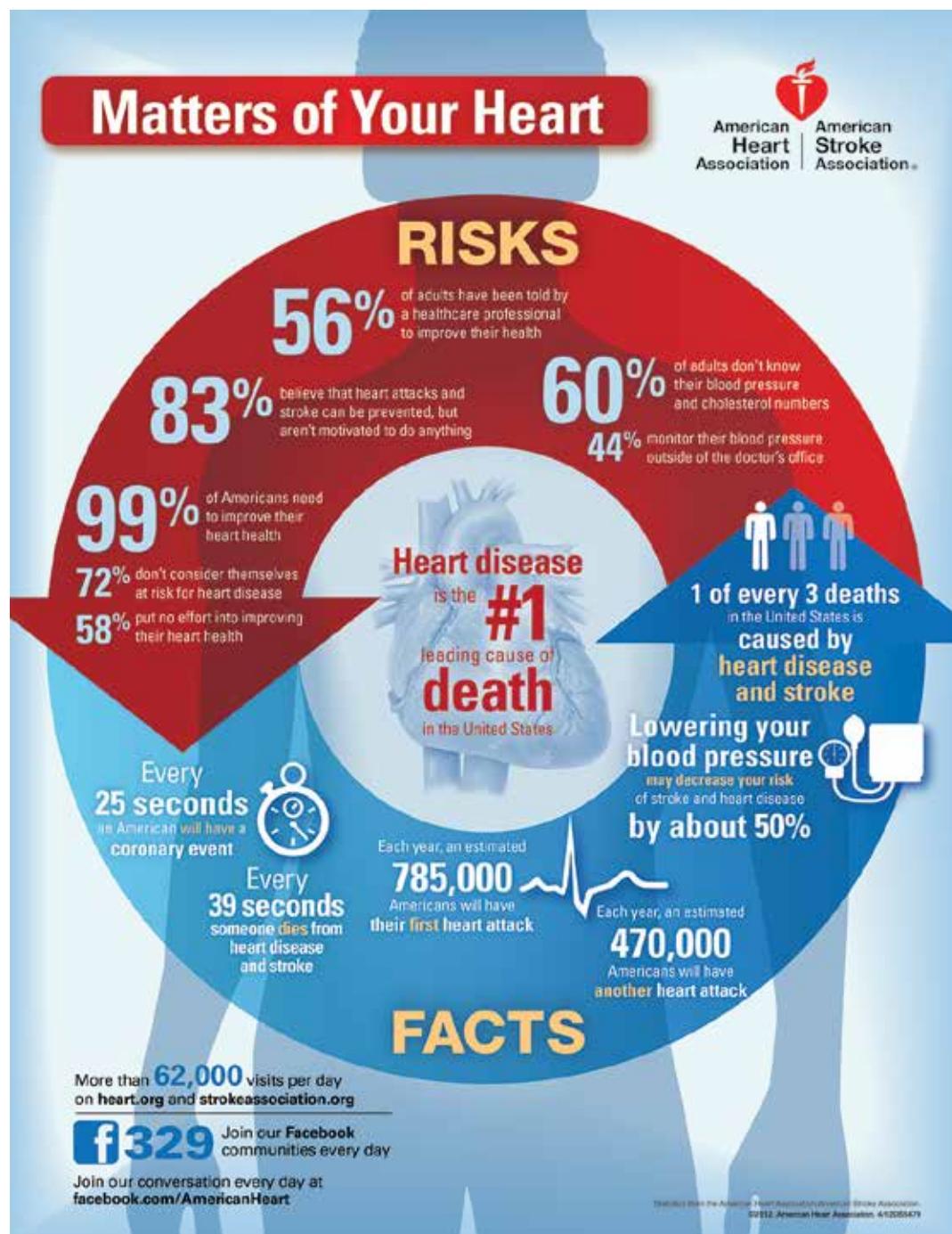
Another important factor is blood pressure. "High blood pressure is the No. 1 risk factor for stroke," Lay notes. "In fact, 75 percent of people who have a first stroke, have high blood pressure. More than 100 million U.S. adults have high blood pressure—nearly half of all adults in the United States. Monitoring your blood pressure regularly is one of the easiest ways to help prevent a stroke."

If a stroke does occur, you have many options to consider for recovery, Lay says.

"Each person's stroke recovery needs are different," Lay notes. "The effects of a stroke may mean that the survivor must change, relearn or redefine how they live. Specialists provide a treatment program specifically suited to each stroke survivor's needs. Services may include: self-care skills, mobility skills, communication skills, cognitive skills or social skills."

The most important part of recovery, she adds, is actually the prevention of a second stroke, which can be a very likely occurrence.

With stroke being the leading cause of severe disability, heart disease affecting one in three adults and an American experiencing a heart attack every 40 seconds, preventative steps and quick action are crucial to survival. It could save a life.



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

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

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

Dosage and Administration: Inject Subcutaneously in Cattle and Sheep Only. In cattle, administer a single subcutaneous dose of 10 to 20 mg/kg of body weight (1 to 2 mL/30 kg or 1.5 to 3 mL per 100 lbs). In sheep greater than 15 kg, administer a single subcutaneous dose of 10 mg/kg of body weight (1 mL/30 kg or 1.5 mL per 100 lbs). Do not inject more than 10 mL per injection site.

If no improvement is noted within 48-hours, the diagnosis should be reevaluated.

For cattle and sheep, injection under the skin in the neck is suggested. If not accessible, inject under the skin behind the shoulders and over the ribs.

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

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

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

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

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

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

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

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

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

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

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

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Revised JANUARY 2010 V01-03-2010

ON THE CALENDAR

Southwest Center Field Day Set

Weed management tips, tools the focus of Sept. 13 event

After two years of hosting its field day on a Saturday, the Southwest Research Center will move its annual event back to a weekday this year.

The event will be held on Thursday, Sept. 13. Registration begins at 8:30 a.m., with tours beginning at 9 a.m. The focus of this year's field day will be weed management tips and tools.

The event is free and open to the public. Meal tickets can be purchased prior to lunch, which will be served at noon. The tickets are a \$5 donation to the Southwest Research Center. Schreiber Foods has donated the food for the field day and will be cooking and serving the food as well.

"We look forward to bringing students, agricultural producers and the general public in each year to our field day," Superintendent David Cope said. "This year, we are having a special focus on effective strategies to deal with weeds."

Kevin Bradley, professor in the University of Missouri (MU) Division of Plant Sciences, will open the discussion at 9 a.m. Mandy Bish will follow at 9:30 a.m. Bish is a specialist

with MU Extension. MU graduate student Gatlin Bunton will close the presentations at 10 a.m.

"We are fortunate in that we are very diverse in the types of research done at the Southwest Research Center," Cope said. "We have cattle and fescue toxicity research, to blackberries and elderberries, to black walnuts, pecans and pawpaws."

From 11 a.m. to noon and from 1 to 2 p.m. an 'Ask the Experts' panel will take place where guests can bring in questions, as well as weeds or plants to be identified.

"Oftentimes, producers will come to our field day with questions about specific issues, or they will bring in something to be identified," Cope said. "We wanted to give them ample opportunity to do both."

Attendees of the field day will also have access to more than 30 speakers who will be presenting during agriculture education day. Those speakers will be touching on subjects such as beef production and nutrition, soil health, food preservation, job opportunities, blackberry production, and elderflower research.

An opportunity to give back to the Southwest Research Center will also take place this year – with a giving match of up to \$500 per donor. From now until Oct. 31, CAFNR will match donations directed to any of the CAFNR Research Centers. That means a \$250 donation, for example, would result in a \$500 benefit to the selected center.

"Our research centers play a vital role in the CAFNR mission by conducting timely and important research – and taking that research to our farmers and producers," said Christopher Daubert, CAFNR vice chancellor and dean. "Each research center is vitally important in the communities where they are located."

"Your donations provide critical operating funds that enable each of our research centers to purchase equipment, improve facilities and invest in new technologies. Your gifts ensure that our research centers continue the cutting-edge agriculture research and education necessary for the No. 1 economic driver in our state to continue to thrive."

Donations can be made online by visiting the Southwest Center Industrial Gifts Fund and entering a gift amount. Donations can also be made in person during each field day event.

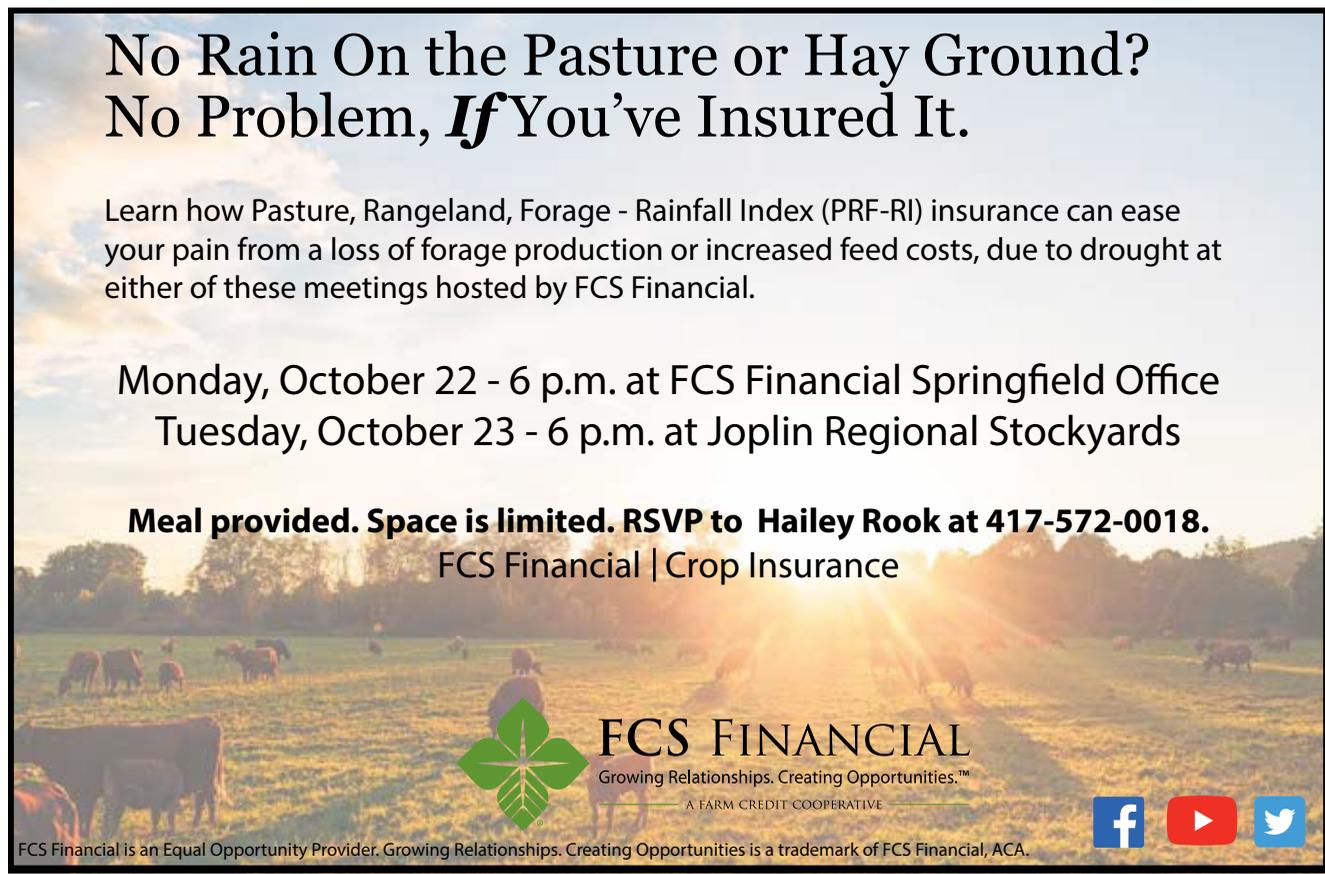
—University of Missouri release. 

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¹ Antibiotic Cost Comparison. Elanco data on file. February 2016. Elanco®, Micotil® and the diagonal bar are trademarks owned or licensed by Eli Lilly and Company, its subsidiaries or affiliates. © 2016 Eli Lilly and Company, its subsidiaries or affiliates. NCH 37081 USBBUMIC00104(1)

Mental Health—A Rural Crisis

How farmers and ranchers can protect and strengthen mental health

Story by Macey Hurst for Cattlemen's News

123. That's the number of people in the United States who die every day of suicide. It's not a pleasant thought; in fact, it's tragic. However, suicide is a discussion crucial to humankind and, yes, even agriculture. At a time when farmers and ranchers are becoming a larger percentage of that number, mental health conversations must take place. Dr. Rick Gowdy, director of the Division of Behavioral Health at the Missouri Department of Mental Health, says adult men between the ages of 35 and 60 have the highest suicide rates in Missouri at a staggering 380 deaths.

"Farmers and ranchers should be as nice to themselves as they are to their cattle," Gowdy says. "It is no secret that many of these farmers and ranchers are adult men with an average age of 58 years."

Mental health issues can be a struggle for many people. "Whatever business you're in, there are people that have mental health issues," Gowdy says. This is not a consolidated problem. Everyone has mental health, but it must be maintained and protected, much like physical health.

But, mental health isn't something that's top of mind to farmers and ranchers. "Agriculture is just becoming an increasingly difficult business," Gowdy continues. "The margins are becoming so small in farming operations, and this is a bad year with the drought. A lot of us that work can disconnect with that work once we come home. There is an inability to separate themselves from their work at the end of the day."

Combined, all of these factors can create an intense amount

FACT: Farming, ranching and rural living are difficult.

MYTH: Talking about these struggles shows weakness.

FACT: Farmer and rancher suicide rates are on the rise.

MYTH: Suicide is a viable option for many farmers and ranchers.

Be Nice to Yourself

An office in the Minnesota Department of Agriculture is held for Ted Matthews, Director of Rural Mental Health. Matthews works closely with colleges in the state to create mental health awareness. A certified counselor, Matthews spends most of his days traveling the state to both help and educate farmers and rural residents struggling with mental health issues.

Matthews urges people to always be nice—to yourself. In doing so, he compares stress to a cup. Small things might create a small amount of stress, adding to the cup. However, over time, the cup fills and eventually overflows. Managing stress before the point of overflow is important to keep one from seeming as though their options are limited.

Much of the extra stress farmers and ranchers experience is due to encountering new things, Matthews says. The progressiveness of women involved in the ag industry is an example. He notes in the past women had little chance of giving their opinions on farm matters, but they are now becoming a large part of the operation. While women are often effective communicators, men struggle to reciprocate. Thought processes also differ between men and women. This lack of communication can not only lead to more stress, but also can prevent relaying the message of poor mental health or personal struggle in order to find help.

—Story by Macey Hurst for Cattlemen's News.

MENTAL HEALTH TIPS TO REDUCE STRESS
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Fall Harvest Calls for Spotlight on Safety

Improved occupational safety could yield business benefits for agricultural cooperatives

Story by Erik Hanson

As the harvest season approaches, attention once again will focus on the occupational safety hazards agricultural producers face during this busy time of the year.

Dangerous machinery, heavy workloads and fatigue contribute to elevated farm injury rates in the late summer and fall months.

The harvest season also is a stressful time for agricultural cooperatives, which provide inputs and services vital to America's agricultural economy. A survey of several agricultural cooperatives in the upper Midwest indicates that injuries are more common during the harvest season than other times of the year. However, compared with the dangers farmers face, the safety hazards at agricultural cooperatives receive relatively little publicity.

From 2012 to 2017, surveyed agricultural cooperatives averaged more than six injuries per 100 full-time workers per

year, a rate roughly double that of U.S. private industry. As a result, many agricultural cooperatives are attempting to improve safety performance.

The most basic motivation for improving occupational safety is an altruistic desire to improve employee well-being. Beyond that, safety directors at surveyed agricultural cooperatives cited better business operations as a key motivation for improving safety performance. Specifically, safer workplaces have fewer work stoppages and worker re-trainings caused by occupational injuries.

Safety directors also value workplace safety because it assists in employee retention. That is, safe workplaces are more desirable for long-term employment. Retaining talent is key for all businesses, particularly those in rural areas. These and other financial benefits can add up for agricultural cooperatives, thereby boosting returns to their own-members.

MENTAL HEALTH FROM PAGE 48

identified. Counselors are also available at all times to discuss mental health issues confidentially through call, text and online chat. If nothing else, consider talking to a trusted acquaintance such as a family member, friend, doctor, pastor or priest. If suicide is considered, immediately call the National Suicide Prevention Hotline at 1.800.273.8255.

"When people get to a point that it appears to them there is nothing they can do, they could not be further from the truth," Gowdy explains.

Both men and women show distinct warning signs that can help family and friends identify the issue before it is

too late. Those signs include discussing being a burden to others or being in pain, showing loss of interest in things he or she enjoys, starting to abuse drugs and alcohol and engaging in risky behavior, acting irritable or angry with dramatic mood changes, giving away valued possessions or isolating himself from friends and family, or talking about or researching suicide or having no reason to live. If these signs are detected, take action using any of the methods previously discussed.

Take preventative action to protect mental health and do not hesitate to seek out help. Gowdy says, "Treatment is out there, and treatment works."

So what is standing in the way of improved safety performance at agricultural cooperatives? Many firms have made investments in safety equipment, training and personnel in recent years. However, at this point, safety directors indicate that insufficient firm resources are not necessarily the biggest obstacles to improved safety.

Managers' motivation to comply with policies and procedures was identified as a driver of strong safety performance. Considerable research supports the view that mana-

gerial actions and attitudes are key to developing a strong "safety culture."

Safety directors are focused on increasing accountability rather than simply increasing funding for safety training or education. In other words, internally imposed consequences for occupational health and safety incidents are critical for improving safety outcomes.

Internally imposed consequences include warning systems, financial penalties and even termination for failure to adhere to firm safety rules. Because managers must administer these penalties, the importance of safety-first managerial attitudes is once again evident.

Unfortunately, as agricultural cooperatives increase their workload to meet harvest demands in the coming weeks and months, on-the-job injuries are likely to occur. However, this stressful time should remind agricultural cooperatives of safety's importance.

What is worth remembering is that attempts to enhance the effectiveness of safety investments may reap rewards not just for individual employees, but also for firm finances.

—Source: Eric Hanson is an assistant professor in the Agribusiness and Applied Economics Department at North Dakota State University



Farm Safety College

September 28th, 2018



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K-State Stocker Field Day Set

Sept. 20 event to examine role of silage in growing diets

Quality stocker production strategies, cattle pain management, livestock theft and a panel discussion on how silage fits in growing diets are among topics planned for the 2018 Kansas State University Beef Stocker Field Day on Thursday, Sept. 20.

Hosted at the K-State Beef Stocker Unit (4330 Marlatt Avenue, Manhattan, Kansas), the event starts with registration and coffee at 9:30 a.m. and the pro-

gram at 10:15 a.m. A barbecue lunch is provided, and the day ends with an evening social, the “Cutting Bull’s Lament 2018” at 5:30 p.m. featuring prairie oysters and Call Hall ice cream. Attendees will also have a chance to tour the new student housing at the Beef Stocker Unit and observe some of the new products from Moly Manufacturing Inc.

Topics for this year’s agenda include:

- The Role of Stocker Producer Expectations in Cattle Buying Decisions
- Producer Panel: Why Silage Fits in my Growing Diets
- An Update on Pain Management in Cattle
- Quality Stocker Production Considerations
- The Tech Revolution, Wall Street, Baseball and the Cattle Industry
- Rethinking BRD Diagnosis

- Livestock Theft in Kansas
- Treatment Failures that are not BRD-Related

Pre-registration fee for the Beef Stocker Field Day is \$25 if paid by Sept. 13. More information and online registration is available at KSUbeef.org. After Sept. 13, attendees must pay \$35 at the event. For more information, contact Lois Schreiner at 785-532-1267 or lschrein@ksu.edu.

—Source: K-State Animal Science.

Ozark Fall Farmfest: Oct. 5-7

39th annual event returns to Springfield, Missouri

In a few short weeks, the Ozarks’ largest agricultural event will make its return to Springfield, Missouri. Make plans now to attend the 39th annual Ozark Fall Farmfest on Oct. 5, 6 and 7 at the Ozark Empire Fairgrounds.

“The Ozark Fall Farmfest is a one-stop shopping experience that affords attendees the opportunity to view the very latest in agricultural and rural living products, services and technologies,” said Lance Markley, Ozark Fall Farmfest coordinator and Farm Talk Newspaper publisher.

Since its start in 1980, the show has grown to such a scale that it can be difficult to view all the exhibits in one day. “With a record 927 booths sold for 2018, many guests will make their visit a full weekend excursion,” Markley added.

With a record number of booths and more than 500 head of registered livestock at the show, attendees will find plenty to see at this year’s Ozark Fall Farmfest. Exhibitors will be offering everything from animal health products, trailers, livestock handling equipment, livestock waterers, feed, tools, trucks, forage equipment and information on agricultural services.

“A variety of exhibitors will offer home décor, lawn furniture, cosmetics, clothing and apparel and more in the rural living displays,” said Aaron

Owen, Ozark Empire Fair general manager.

Farmers and ranchers will bring their best livestock to exhibit in the barns at the Ozark Fall Farmfest, too.

A variety of beef cattle breeds will be on display in addition to horses, Boer goats, dairy goats, Katahdin hair sheep, swine, miniature donkeys and rabbits.

The ever-interesting stockdog demonstrations by Danny Shilling will return at 10 a.m., 12 p.m., 2 p.m. and 4 p.m. Friday and Saturday and 10 a.m., 12 p.m. and 2 p.m. on Sunday.

A display of the evolution of agricultural technology will be featured thanks to the Ozarks Steam Engine Association and the Southwest Missouri Early Day Gas Engine and Tractor Association members. Additional restaurants will be open on the fairgrounds during the show including the Stockyard Smokehouse, a new eatery with indoor and patio seating, Owen said.

Hours for the Ozark Fall Farmfest are 9 a.m. to 5 p.m. Friday and Saturday and 9 a.m. to 4 p.m. on Sunday. Admission and parking are free to the public. The Ozark Empire Fairgrounds are easily accessed on the north side of Springfield, Missouri, just off Interstate 44 and Highway 13.

—Source: Farm Talk Newspaper.



Extended-Release Injectable Parasiticide
5% Sterile Solution
NADA 141-327, Approved by FDA for subcutaneous injection
For the Treatment and Control of Internal and External Parasites of Cattle on Pasture with Persistent Effectiveness

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

INDICATIONS FOR USE

LONGRANGE, when administered at the recommended dose volume of 1 mL per 110 lb (50 kg) body weight, is effective in the treatment and control of 20 species and stages of internal and external parasites of cattle:

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

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

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

STORAGE

Store at 77° F (25° C) with excursions between 59° and 86° F (15° and 30° C). Protect from light. Made in Canada. Manufactured for Merial, Inc., Duluth, GA, USA. ©The Cattle Head Logo and ®LONGRANGE are registered trademarks of Merial, Inc. ©2015 Merial, Inc. All rights reserved. 1050-2889-06, Rev. 2/2015, 8LON016C

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25.4 lbs.

LONGRANGE heifers gained 25.4 lbs. more on average over those treated with DECTOMAX.²

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theLONGRANGElook.com

Caution: Federal law restricts this drug to use by or on the order of a licensed veterinarian.
Warnings and Precautions: For use in cattle only, not for use in humans or other animal species. Keep out of reach of children. Not for use in breeding bulls, or in calves less than 3 months of age. Not for use in cattle managed in feedlots or under intensive rotational grazing. Not for use in female dairy cattle 20 months of age or older, including dry dairy cows, or in veal calves. Post injection site damage (e.g., granulomas, necrosis) can occur; these reactions have disappeared without treatment. Not for intravenous or intramuscular use. Do not underdose. Do not treat within 48 days of slaughter.

**LONGRANGE**
By Merial (eprinomectin)

¹Dependent upon parasite species, as referenced in FOI summary and LONGRANGE product label.

²Results based on actual on-farm comparative demonstration. Individual herd results may vary. Data on file at Boehringer-Ingelheim.

Consult with your veterinarian to discuss expectations for your operation.

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Farm, Family & ME!

Women in Ag event set for Sept. 13-14

Missouri Governor Mike Parson will be among the speakers at the Farm, Family & ME! Summit for Women Sept. 13-14 at the Missouri Farm Bureau headquarters in Jefferson City.

University of Missouri Extension Agricultural Business Specialist Karisha Devlin says the two-day event offers women in agriculture an opportunity to hear from top-notch speakers and entrepreneurs.

In addition to Parson, speakers include Madeline Schultz, women in ag program manager for Iowa State University Extension. Hailing from a dairy farm, Schultz shares her experiences with the changing generations of the family farm.

The Thursday dinner speakers, Kansas farmers Greg and BrookeAnna Peterson, tell how they have used social media and music to be advocates for farm success. Greg Peterson is the oldest of the Peterson Farm Brothers, who became a worldwide sensation with parody music videos designed to educate people about agriculture.

Friday's lunch speaker is Andy Jackson, Adair County crop and livestock farmer. She and her husband operate an agritourism enterprise called Jackson Country Connection that includes a corn maze and pumpkin patch. She works with numerous MU Extension programs and has been a longtime leader in the Missouri Livestock Symposium.

Concurrent sessions will cover such topics as instant pot meals; recruiting, training and retaining employees; estate planning; soil health; stretching hay supplies; meals on the go; livestock market outlook; pasture, range and forage insurance and livestock risk protection insurance; grain marketing tools; container gardening; Missouri fence laws; using financial statements in tough times; livestock health programs; communicating in the family business; retirement; and dealing with stress.

For more information, contact Karisha Devlin at 660-397-2179 or Mary Sobba at 573-581-3231, or go to extension.missouri.edu/audrain/ffm.aspx.

Registration is \$50. Make checks payable to MU Extension in Polk County, 110 E. Jefferson, Bolivar, MO 65613.

MU Extension agricultural business specialist Wesley Tucker says a limited number of scholarships are available to high school and college students for this event. For more information, contact Tucker at 417-326-4916.

Blocks of rooms have been reserved at Comfort Suites and Hampton Inn of Jefferson City.

U.S. Department of Agriculture, MU Extension and Missouri Farm Bureau are sponsoring this event.

—Source: University of Missouri Extension release.

September

- 15 9 a.m. Big Woody Pasture Roping
Walnut Grove, Missouri
FMI: 417-827-4698
- 17 Primetime Livestock Video Sale
Joplin Regional Stockyards, Carthage, Missouri
FMI: Bailey Moore, 417-540-4343; Skyler Moore, 417-737-2615; Jackie Moore, 417-825-0948; or Colby Flatt, Video Mgr., 620-870-9100
- 20 Replacement Cow & Bull Sale
Joplin Regional Stockyards, Carthage, Missouri
FMI: 417-548-2333
- 22 1:30 p.m. Southwest Missouri Cattlemen's Tour
Marionville/Aurora, Missouri, area
FMI: 417-466-3102
- 22 Maple Oaks Red Angus Bull & Female Sale
Springfield, Missouri
FMI: 314-630-0332
- 29 2S Angus Production Sale
Seneca, Missouri
FMI: 785-532-1267

October

- 5-7 Ozark Fall Farmfest
Springfield, Missouri
FMI: 417-833-2660
- 6 Jacs Ranch Angus Production Sale
at the ranch, Bentonville, Arkansas
FMI: 479-366-1759
- 7 Gast Charolais & Friends Bull & Female Sale
Springfield, Missouri
FMI: 417-321-2184
- 10 RA Brown Ranch Bull & Female Fall Production Sale
at the ranch, Throckmorton, Texas
FMI: 940-849-0611
- 11 Primetime Livestock Video Sale
Joplin Regional Stockyards, Carthage, Missouri
FMI: Bailey Moore, 417-540-4343; Skyler Moore, 417-737-2615; Jackie Moore, 417-825-0948; or Colby Flatt, Video Mgr., 620-870-9100
- 12 J Bar M Gelbvieh Complete Female Dispersal Sale
Hartland Farms Sale Facility, Stella, Missouri
FMI: 417-437-5250
- 15 Hinkle's Prime Cut Angus Fall Bull Sale
at the farm, Nevada, Missouri
FMI: 417-448-4127
- 16-18 Regional Grazing School
Fair Grove, Missouri
FMI: 417-831-5246, Ext. 3
- 20 Aschermann Charolais Bull Sale
at the ranch, Carthage, Missouri
FMI: 417-793-2855
- 20 Circle A Ranch Angus Bull & Heifer Sale
at the ranch, Iberia, Missouri
FMI: 1-800-CIRCLEA
- 31 Fink Beef Genetics Angus & Charolais Bull Sale
at the ranch, Randolph, Kansas
FMI: 785-532-9936

November

- 2-3 Genetrust Brangus Sale
Chimney Rock Cattle Co., Concord, Arkansas
FMI: 417-425-0368 or 877-436-3877
- 10 MM Cattle Co. & Moriondo Farms Production Sale
at the ranch, Mount Vernon, Missouri
FMI: 417-366-1249

Plan to Visit the

Ozarks Beef House

during the **Ozark Fall Farmfest**

Oct. 5-7, 2018 | Springfield, Missouri

MARKET WATCH

Joplin Regional Stockyards

Get the complete Joplin Regional Stockyards Feeder Cattle Market Summary online at 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



Video Cattle Auction Aug. 20, 2018 Receipts 3,386

Demand moderate to good for this Joplin Regional Stockyards Video-Auction. The Video Sale was held in conjunction with Joplin's regular Monday feeder cattle sale. The cattle offered are in Missouri, Oklahoma, Kansas, Arkansas, Alabama and Florida. Cattle will be weighed with an 80 cent right slide, or 8 cent slide with a weight stop, and 10 cent slide if base weight is over 50 pounds and no weight stop. A 2 or 3 percent pencil shrink will apply. Deliveries are current through December. Supply included 62 percent steers, 38 percent heifers with 99 percent over 600 lbs.

Southcentral States: Texas, Oklahoma, New Mexico, Kansas and Missouri.

Feeder Steers Medium and Large 1

Head	Wt Range	Avg Wt	Price Range	Avg Price	Delivery
310	885	885	144.75	144.75	Current
63	800	800	149.50	149.50	Oct
130	800	800	153.00	153.00	Nov
63	850	850	149.25	149.25	Nov-Dec

Feeder Steers Medium and Large 1-2

Head	Wt Range	Avg Wt	Price Range	Avg Price	Delivery
65	790	790	147.00	147.00	Current
250	625	625	170.00	170.00	Sep
285	725	725	153.75-155.50	154.61	Sep
55	925	925	138.50	138.50	Sep
121	825	825	144.00	144.00	Oct
60	850	850	147.50	147.50	Oct
126	800	800	148.25-149.00	148.62	Nov
118	850	850	145.50	145.50	Nov

Feeder Steers Medium and Large 2

Head	Wt Range	Avg Wt	Price Range	Avg Price	Delivery
118	850	850	137.50	137.50	Sep-Oct
58	850	850	137.50	137.50	Oct-Nov

Tune in to the JRS Market Report

Arkansas 103-3 KWOZ
 Monday 11:30 a.m.
 Wednesday 11:30 a.m.

102.9 THE Z
 Monday 12:40 p.m.
 Wednesday 12:40 p.m.

Monday 12:15 p.m.
 Wednesday 12:15 p.m.



OUTLAW 106.5
 Monday 11:45 a.m.
 Wednesday 11:45 a.m.

TODAY'S KTTS 94.7 FM
KGFF NewsRadio 690 AM

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

KRMO AG SOURCE RADIO
 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)

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

Feeder Heifers Medium and Large 1

Head	Wt Range	Avg Wt	Price Range	Avg Price	Delivery
71	700	700	146.25	146.25	Current
67	750	750	144.50	144.50	Sep
68	800	800	143.00	143.00	Sep
89	800	800	142.00	142.00	Oct

Feeder Heifers Medium and Large 1-2

Head	Wt Range	Avg Wt	Price Range	Avg Price	Delivery
132	775	775	141.75	141.75	Oct
138	725	725	143.50	143.50	Nov
65	775	775	139.00	139.00	Nov
130	775	775	138.00	138.00	Dec

Feeder Heifers Medium and Large 2

Head	Wt Range	Avg Wt	Price Range	Avg Price	Delivery
136	750	750	135.10	135.10	Sep
66	750	750	135.00	135.00	Oct
68	750	750	135.00	135.00	Nov

Eastern States: All states east of the Mississippi, Louisiana and Arkansas.

Feeder Steers Medium and Large 1

Head	Wt Range	Avg Wt	Price Range	Avg Price	Delivery
82	650	650	166.50	166.50	Sep

Feeder Steers Medium and Large 1-2

Head	Wt Range	Avg Wt	Price Range	Avg Price	Delivery
145	620-625	623	146.00-152.00	148.47	Current
62	800	800	148.50	148.50	Nov

Feeder Heifers Medium and Large 1

Head	Wt Range	Avg Wt	Price Range	Avg Price	Delivery
160	650	650	155.75	155.75	Sep

Feeder Heifers Medium and Large 1-2

Head	Wt Range	Avg Wt	Price Range	Avg Price	Delivery
20	580	580	140.00	140.00	Current VA
65	775	775	141.75	141.75	Nov

—Source: MO Dept of Ag/USDA Market News Service.



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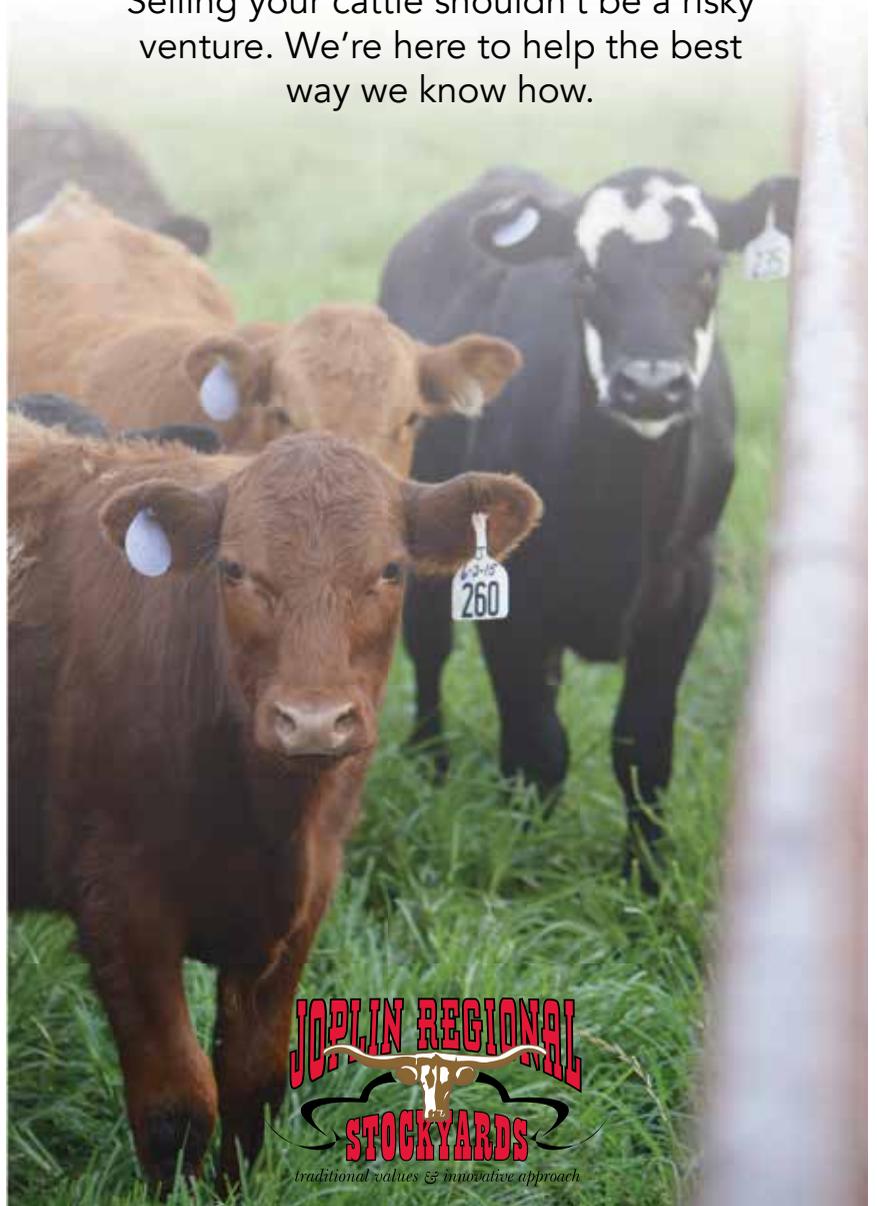
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