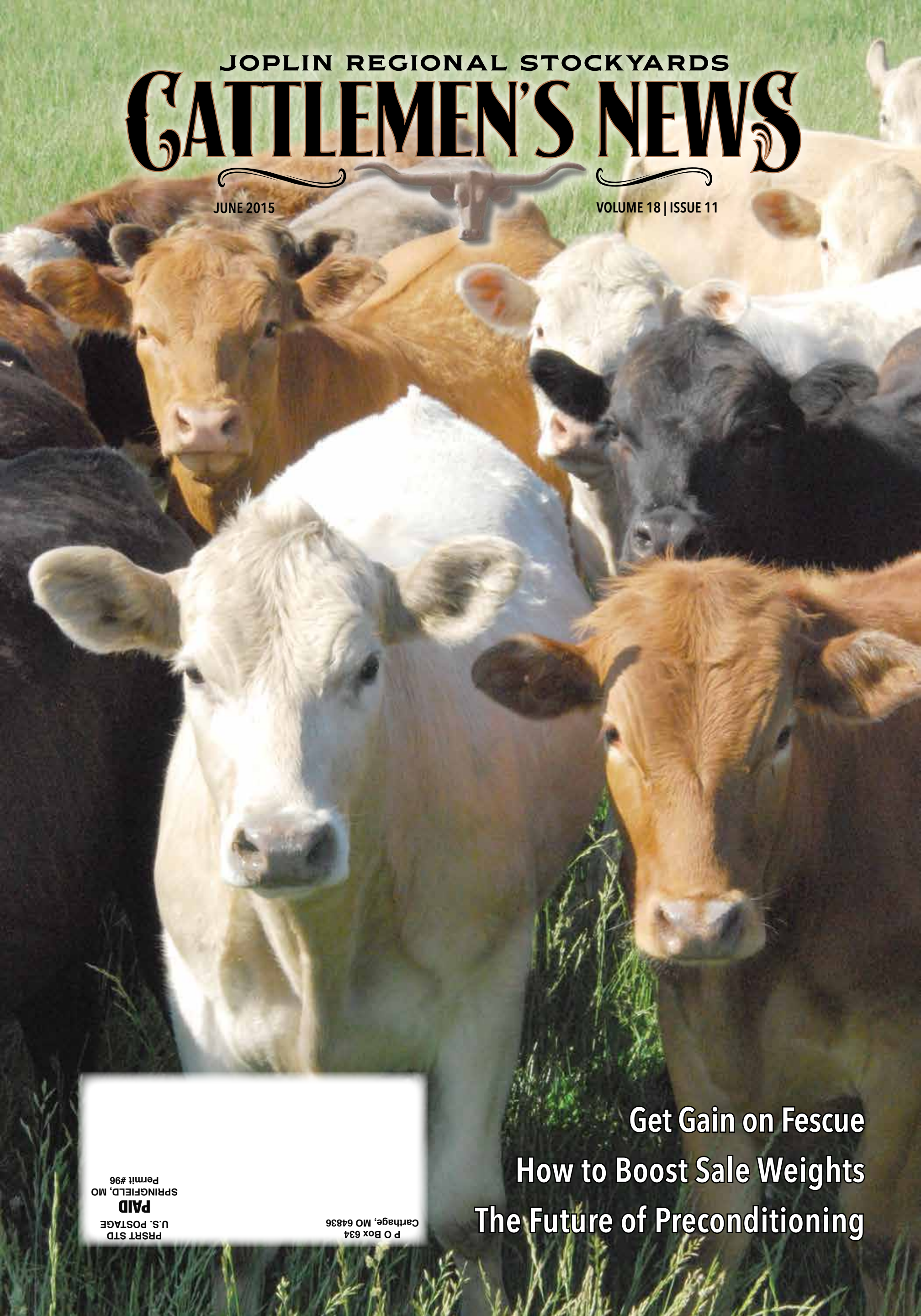


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CATTLEMEN'S NEWS

JUNE 2015

VOLUME 18 | ISSUE 11



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VIEW FROM THE BLOCK

We've never seen it better than it is right now! The rain that came in May brought us plenty of grass as we enter summer. That will likely help the calf market as we're seeing feed in areas of the country that haven't seen it in several years. If you've got some calves or light yearlings, they will bring some money. So even though the rain made it tough to get hay put up, it's been good for prices.

There are plenty of activities going on in the next few weeks. Our special cow and bull sale will be June 12. Our big value-added sale is set for June 25 followed by a yearling highlight sale on June 29. July 2 will feature a video special. I just really expect feed prices to go cheaper in light of the amount of rain we have had and the way the corn crop looks. The May Cattle on Feed Report expected placements to come in at 102 when in actuality those were at 95. A good share of the 2014 calf crop



has already been marketed which normally wouldn't sell until this summer coming off of grass. Couple that with all the heifers being kept for replacement, and I expect the supply of yearling cattle to be as short as we've ever seen it. That should only continue to push those prices higher, giving us plenty of opportunity to make some money. The perfect storm is brewing again. I'm definitely bullish on the cattle market. I had some thoughts that prices might taper off some this summer depending on the season we had, but the season is working out perfect for us.

We wrapped up the Best of the Best Calf Roping the end of May. What a great event it was! Everybody had a great time and we helped raise some money for a great cause — the Risen Ranch Cowboy Church. Thanks to everyone who came out.

Good luck and God bless.

Jackie



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Find out how to get more profits from stocker cattle inside this issue. See related articles on pages 12, 14, 18 and 20.

—Cover photo by Joann Pipkin

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BEEF IN BRIEF

MCA Continues Quest to End Taxation of Disasters

The Missouri Cattlemen's Association (MCA) is working to end the taxation of disasters in the state. Currently, when a livestock owner collects disaster assistance, that money is considered income and taxable. MCA President Janet Akers said only in agriculture is a disaster considered a taxable event.

She said legislation led by MCA would no longer allow disaster assistance to be considered income. The House sponsor of the legislation is Rep. Caleb Jones (R-50), and Sen. Dave Schatz (R-26) is leading the bill in the Senate. MCA Executive Vice President Mike Deering said it's "appalling" that a disaster would be taxed as income.

The two Missouri bills have been heard in their respective committees, and MCA continues to push for passage of these bills. The language has also been included in S.B. 131 and S.B. 500. S.B. 131 is sponsored by Sen. Mike Parson (R-28) and S.B. 500 is sponsored by Sen. Jeanie Riddle (R-10).

—Source: Missouri Cattlemen's Association.

Angus Association Accepts Hoof Scoring

The American Angus Association is now accepting hoof scores as they move toward developing an EPD for hoof structure.

There are two scores: one for foot angle and one for claw set. In each case, a 5 score is ideal on a scale from 1 to 9. On the foot angle, the 1 has great width between the toes, and up to 5 the toes get closer together as the numbers go up to 5. From 5 to 9, the toes get sharper and have a curve to them. The 9 is extremely curved, and actually the tips cross.

The claw set as viewed from the side also involves the pastern. Again, a 5 is perfect while a 1 looks like the pastern has no angle to it. It resembles that of a very post-legged animal. Moving away from the ideal 5, the angle increases to a very shallow heeled hoof, and weak pasterns.

For additional information, visit AAA online at www.angus.org or contact an extension livestock specialist in your area.

—Source: Eldon Cole, University of Missouri Extension

NRCS Accepting Regional Conservation Partnership Program Proposals

The USDA Natural Resources Conservation Service is accepting proposals for the second round of the Regional Conservation Partnership Program (RCPP) until July 8. Up to \$235 million is available this year to improve the nation's water quality, combat drought, enhance soil health, support wildlife habitat and protect agricultural viability.

RCPP, created by the 2014 Farm Bill, empowers local leaders to work with multiple partners -- along with farmers, ranchers and forest landowners -- to design solutions that work best for their regions. Partners often include private companies, local governments, universities, non-profit groups and other non-government groups. The local partners and the federal government both invest funding and manpower to projects to maximize their impact on improving natural resources.

This announcement arrives as Missouri NRCS is finalizing agreements on five projects funded during last year's first round of RCPP. Those five projects will combine \$11 million in federal funding with \$30 million from the projects' state and local partners.

—Source: Natural Resources Conservation Service

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Managing Stockers in Summer

Monitor pasture growth for optimum performance

Story By Justin Sexten for *Cattlemen's News*

As summer gets into full swing the pastures mature, temperature increases and flies multiply leading to numerous management opportunities for stocker and cow-calf operators alike.

June pasture management is traditionally a combination of hay making and clipping grazed pastures. As decisions to harvest hay are made, remember the longer you wait for undergrowth to develop, the more future manure you harvest. Each day the pasture grows and matures, the yield increases and forage quality declines. This decline in quality results in less digestible forage, so larger manure piles during the hay-feeding season should be expected.

Delayed hay harvest also reduces forage regrowth po-

tential. Earlier hay harvest allows the cool season forages greater access to moisture and lower temperatures promoting greater regrowth. Early hay harvest also minimizes leaf shading, increasing growth rates. So early harvest should be viewed as an opportunity to harvest quality hay and enhance pasture regrowth potential.

Late-season pasture clipping serves a similar purpose to that of hay harvest except poor quality forage is destroyed rather than harvested for later. Clipping removes the stems and seed heads, so leaf shading is reduced, potentially enhancing regrowth.

Correct clipping height is debated; Some suggest taller heights to minimize forage destruction while others suggest lower clipping to stimu-

late new growth. Simply clipping off seed heads results in the remaining stems irritating cattle eyes and faces while they graze around residual forage they will not consume. Clipping pastures to 4 inches does destroy more forage but also removes mature forage while allowing for vegetative regrowth.

When considering clipping height, remember the closer to the soil surface you get, the denser the dry matter becomes. The forage destroyed by clipping is greater when you are considering the difference between 3 or 4 inches compared to deciding between 6 or 8. In cool season forages such as fescue, the leaves mature and begin to die back so shorter clipping

heights stimulate tiller regrowth. In warm season forages, there are less leaves in the lower portion of the plant and carbohydrates are stored above ground, so clipping height should be greater in native range forages such as bluestem.

Summer is also time for pests. Horn flies are likely approaching economic thresholds for grazing cattle. These small flies feed upside down on cattle backs in the morning, moving to the belly in the afternoon. Once populations exceed 200 flies per animal, they are reducing profitability by decreasing gain by 10-20 pounds during the grazing season.

Face flies are not blood-feeding pests, but congregate around the eyes and nose where they feed on tears and other secretions. Face fly populations are considered low, moderate and high at 5, 12-13 and greater than 20 per animal. Moderate to heavy populations might reduce grazing activity while causing eye irritation.

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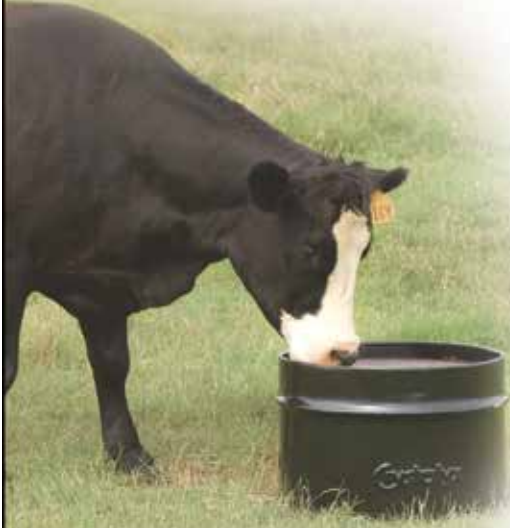


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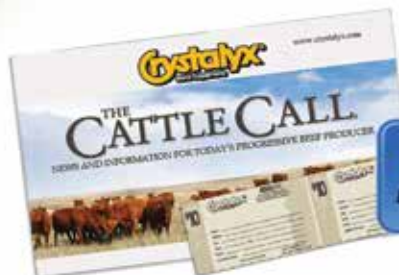
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MANAGING STOCKERS • FROM PREVIOUS PAGE

Fly control can be achieved using pour-on de-wormers, fly control sprays, fly tags, dust bags or insect growth regulators in mineral and feed. Consider using multiple methods to increase control success while preventing resistance development.

Disease transfer is the most common reason fly control is implemented. Producers attempt to reduce face-fly-induced pinkeye by implementing fly control. Remember, pinkeye is a complex disease caused by a number of factors all related to eye irritation. Controlling face flies removes one eye irritation source; combine fly control with pasture management to reduce irritation and pinkeye susceptibility.

As temperatures increase, stocker cattle supplementation can be used to maintain performance. Increasing temperature results in greater maintenance requirements and reduced forage growth. Pasture stocking rates are increasing as the cattle gain weight while pasture productivity declines. Providing supplemental energy or protein can maintain or increase average daily gain (ADG) and pasture carrying capacity.

Restrict the starch (corn, milo, wheat) content of supplements to 0.5 percent of body weight to maintain optimum forage digestion. Incorporate protein supplements such as corn gluten feed or distillers dried grains as forage quality declines to maintain forage intake. Adding ionophores can enhance ADG while controlling coccidiosis.

Supplemental feeding rates should be adjusted to match performance objectives. Many producers forward contract cattle to minimize market risk thereby shifting risk from market to production. When taking additional production risk, meeting performance thresholds becomes increasingly important. Keep in mind feeding cattle a fixed amount daily results in a lower nutritional plane as the cattle get heavier. Supplementing at a percentage of body weight or making periodic supplement adjustments will keep cattle on an increasing nutritional plane.

—Justin Sexten is state extension specialist, beef nutrition, University of Missouri-Columbia. Contact him at sextenj@missouri.edu.

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- 5. Average Daily Gain
- 6. Grazing Season Length
- 7. Sale Shrink
- 8. Sale Price

Successful stocker cattle management requires proper planning of all segments of production from cattle procurement to marketing. Identify the variables that are economically important and responsive to management and influence them positively by cost-effective techniques.

—Source: Texas Agricultural Extension Service



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Keeping Stocker Cattle Healthy

Planning and execution is critical for a team-based management approach

Story By Dr. Dave Rethorst for *Cattlemen's News*

There is an adage in the beef industry that says, "Bought right, is two-thirds sold." I believe this adage has a cousin that says, "Bought right prevents two-thirds of the health problems." The difference between the two is that the first adage refers to purchase price as it relates to break-even while the second refers to the class of cattle purchased. In other words, the more mismanaged calves that are purchased, the more respiratory problems are going to be seen. Buying unweaned steer calves (actually 75 percent bulls) that have had a blackleg vaccination, at most, and then hauling them several hours is at the root of most of the stories a person hears about buying calves.



If you are going to buy this class of cattle, be sure that you are on a first name basis with a nutritionist and a veterinarian. Both have a role in a successful stocker operation. Once you have worked with them to develop a program, make sure it is followed. I recently visited a backgrounding operation that was experiencing high treatment rates, high death loss and reduced gain. I had been to the operation previously and was unable to "get my arms around the situation." I knew the nutritionist, so I was confident in the ration formulation. The vaccination and treatment protocols appeared to be simple, yet it seemed they should be effective. The differ-

ence this day was that I was visiting the yard mid-morning; the previous visit had been late afternoon. As I drove the bunks, the issue was readily apparent. It had been about an hour since the cattle had been fed, yet the bunks were slick and the cattle were bawling and restless. Management was so intent on "keeping the cattle hungry" that when we looked at feed sheets, the cattle were only being fed about two-thirds of what they should have been receiving on a limited intake ration. After a phone call to the nutritionist and some consultation on intake, it was amazing to see what happened to treatment rate, death loss and gain over the next three weeks.

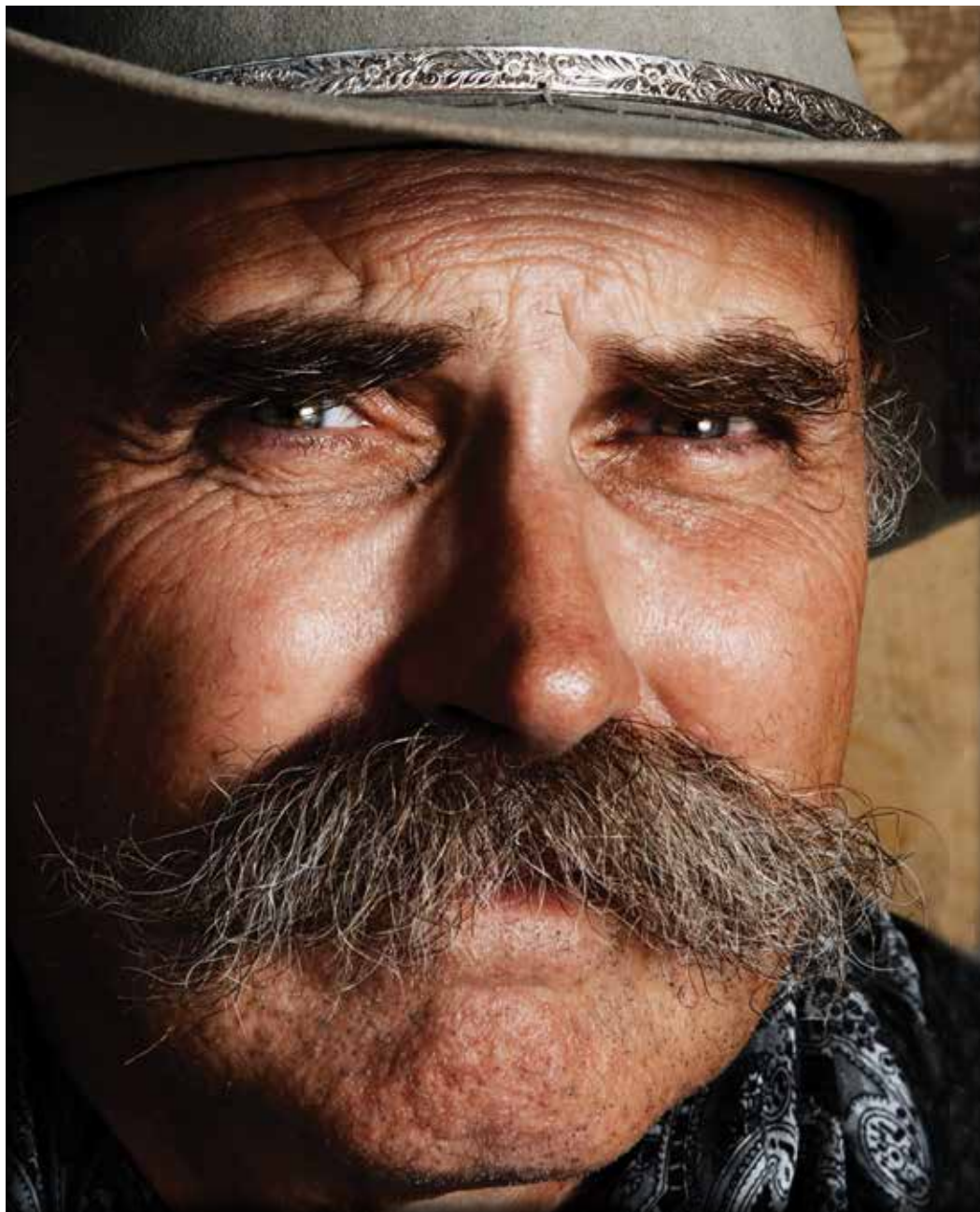
My point is to reinforce that a team concept is desirable when dealing with livestock. Changing the vaccination program at this operation or using different antibiotics and hoping for the best would have been easy. Still, neither would have made a significant difference.

With changes on the way for how antibiotics are used and prescribed in livestock because of consumer concerns involv-

ing antibiotic resistance and residues, it is imperative that we become more diligent in our efforts to prevent respiratory disease. We cannot keep reaching for a newer, stronger, more potent antibiotic or a new vaccine. Many times the underlying cause is an animal husbandry practice that was either not done or done improperly.

So, how do we keep stocker cattle healthy? Simply put, you must do the common things uncommonly well. Take a team approach to managing the entire system, from purchase to feedyard. That team must include your veterinarian, nutritionist and your entire staff. Communication throughout the entire team is crucial to ensure protocols are followed and decisions that need to be made can be done in a timely manner to allow you to identify problems and make corrections before disaster strikes. Plan and execute. These two principles are the basis of any great team, whether it is football, basketball or cattle management.

—Dr. David Rethorst is director of outreach for The Beef Institute at Kansas State University.



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BEST OF THE BEST CALF ROPING 2015

**TRENDING
NOW**



World champion calf roper Trevor Brazile (third from left) was the big winner in the 2015 Best of the Best Calf Roping held May 25 at Risen Ranch Cowboy Church Arena, Carthage, Missouri. Brazile, pictured with Skyler, Jackie and Bailey Moore took home \$69,000. Kris Craig, Wichita, Kansas, was the winner of the utility trailer from T&B Welding while Gary Christiansen, Norwood, Missouri, took home the \$9,000 credit from Larson Farm & Lawn. All proceeds from the event benefited the Risen Ranch Cowboy Church.

Results



Time/Seconds

Payout

1st Go Results

Caleb Schmit	7.7	\$ 12,325.00
Marcus Cosca	8.1	\$ 9,137.50
Tuf Cooper	8.1	\$ 9,137.50
Cimmaron Boardman	8.2	\$ 5,950.00
Clint Robinson	8.4	\$ 3,825.00
Reese Remier	8.8	\$ 2,125.00

2nd Go Results

Cory Solomon	7.0	\$ 12,325.00
Ryan Jarrett	7.3	\$ 10,200.00
Blair Burk	7.4	\$ 8,075.00
Cade Swor	7.5	\$ 5,950.00
Justin Maass	7.7	\$ 3,825.00
Timber Moore	7.8	\$ 2,125.00

3rd Go Results

Matt Shiozawa	7.5	\$ 12,325.00
Trevor Brazile	7.6	\$ 10,200.00
Cooper Martin	7.7	\$ 8,075.00
Caleb Schmit	8.1	\$ 4,887.50
Clint Cooper	8.1	\$ 4,887.50
Justin Maass	8.2	\$ 2,125.00

Average Results

Timber Moore	25.3	\$ 18,125.00
Clint Robinson	25.4	\$ 13,437.50
Caleb Schmitt	25.4	\$ 13,437.50
Trevor Brazile	25.5	\$ 8,750.00
Marcus Cosca	26.1	\$ 5,625.00
Cooper Martin	26.2	\$ 3,125.00

Fastest Calf

Justin Maass	6.9	\$ 10,000.00
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Shoot Out Round

Trevor Brazile	15.5	\$ 50,000.00
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What Future Farm Leaders Need to Know

Skills needed by the next generation are different than in the past

Story By Darren Frye for Cattleman's News

Do you know who will be the next leader of your operation? If you said yes, have you thought about what he or she will need to be able to do in the future – and what he or she will need to know?



With how farming has changed over the past decade, what are the skills a future farm leader will need? One analogy to consider is having a 'toolbox' of different skills. What tools need to be included in that toolbox?

As the needs of the farm change, it's time to get some new tools for our skill toolbox. One of the most important tools for the farm's future leader might be people management skills.

In many operations, the leader is doing less of the hands-on work themselves and is doing more work through other people. A future leader can benefit in this area by developing his or her communication and relationship skills.

The future leader might also work on thinking more like a CEO or CFO of the farm. That might mean working to improve his or her financial literacy. It will mean knowing how to read the numbers and how to use those numbers to drive better decisions.

The future farm leader will need to be a good manager of the numbers. This may take some intentional training and work, especially if the next generation leader hasn't been very involved in the financial side of the farm.

Overall, as cattle operations grow and change, it's the people side and the business management side that continue to demand attention – from both the current leader of the operation and the future leader.

Take a skill inventory

Think about the next generation on your farm. Have you identified a particular person as your successor leader? You might take a quick inventory of his or her current experience level and knowledge. How long as the person been involved in farming? In your particular operation?

What aspects of the operation does that person have a lot of experience with? Would you consider him or her to have mastered any particular areas? What aspects of the farm does the person not have as much experience with? This might be the time to consider some of the skills I mentioned earlier – financial management, people management, communication, relationship building.

What has the future farm leader already been doing that has exposed him or her to these aspects of running a farm? What are some opportunities for that person to start working more deeply in such areas to gain exposure and experience?

Help the next generation who will be taking on leadership responsibilities understand what is expected of them. Help him or her understand the gaps between where he or she is now and where he or she needs to be. Make sure that person is passionate about getting better in those areas.

CONTINUED ON NEXT PAGE

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Work on opportunities

Maybe you determine that your successor leader hasn't had much experience with business relationships. You might start taking him or her along to meetings with your landlords, banker, seed sales rep, business advisors – anyone you deal with as you run your farm business.

Be sure to sit down together after the meeting to debrief. Dive deeper into what's going on during those meetings. You could ask him or her to tell you what they saw, and what they think is going on in your head during the meeting. Then you have the opportunity to share your thought process.

This will give the person a feel for the way you do business, and how you build and maintain relationships. Direct experience is the best way to see how you manage business relationships for

the operation. Over time, you might have your successor serve as the main contact in an existing relationship.

Take an inventory of areas where your successor already has skills and experience – and work to make your successor more involved in the other areas that will be important for them as a future farm leader – and for the future of your operation.

You can read more about preparing the farm's next leader and about how one family's operation made the transition to the next generation. Read it in our Smart Series publication – bringing business ideas for today's farm leader, at waterstreet.org/smartseries.

—Darren Frye is President and CEO of Water Street Solutions, a farm consulting firm that helps farmers with the challenges they face in growing and improving their farms – including the challenge of transitioning the farming operation to the next generation. Contact Darren at waterstreet@waterstreet.org or call (866) 249-2528.

NEWS TO USE

Fescue Hay Comes Up Short

May weather, day length cut quality

Story From Our Staff

First-cutting of hay from fescue fields fizzled after a promising start, say University of Missouri forage specialists.

Weather determines grass leaf growth. Day length triggers seed head development.

Craig Roberts, MU fescue specialist, says this hasn't been a good year for first-cutting fescue hay.

A cold late spring delayed green-up time. "When the grass finally started, farmers were waiting to turn the cows out," Roberts says. "Many ran out of hay and needed the grass. Cows were ready for green grass as well.

When warm weather arrived, cool-season grasses grew quickly, making lots of dry matter per acre. But the heavy grazing stunted regrowth.

For maximum regrowth, grazing cows should be removed from a grass paddock when at least 3 inches of leaf remains on the plant.

Roberts describes a silver lining. "When seed stems are removed quickly with the first cutting of hay, leafy regrowth will come," he says.

"Warm air and rain will grow grass," Roberts says. "Second-growth fescue will be high-quality, with no seed heads and low endophyte toxin levels."

—Source: University of Missouri Cooperative Media Group



Baxter Black with his cows using his VetGun™

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Getting Rid of Fescue's Bad Rap

How to manage fescue for the best results

Story By Lisa Henderson for *Cattlemen's News*

It's been called the grass that grows good and feeds bad. Still, fescue is a hardy grass that is ideally suited for the four-state region of Missouri, Oklahoma, Arkansas and southeast Kansas. In fact, it's estimated that 25 to 40 million acres of pasture and hay land in the U.S. are fescue.

Fescue's popularity stems from a long growing season, its response to fertilization and ability to withstand both waterlogged conditions and drought. According to forage specialists at the Noble Foundation, "Tall fescue is tolerant to poorly drained soils and acidic soils. It is relatively drought-tolerant, works well as both grazing and hay pasture, and is also used for erosion control on wet soils."

Tall fescue's less-than-stellar reputation is due to the fungal endophyte infection found in most pastures. As early as the 1950s, cattlemen began to notice problems with the health and performance of cattle.

Some symptoms commonly discussed include fescue foot and fat necrosis, which are relatively infrequent observations, extension specialists say. Fescue foot is caused by insufficient blood flow to the extremities, which can cause sloughing off of the hoof and potentially the tips of the tail and ears. Fat necrosis is invisible until

an autopsy is performed. It is the development of hard fat deposits in the abdomen that can interfere with digestion or parturition.

Missouri State Forage Specialist Craig Roberts calls fescue "toxic." That's because cattle grazing common endophyte-infected fescue exhibit rough hair coats, heat stress, suppressed appetite, poor growth, lowered milk production and reduced calving rates. High rates of toxicity in fescue pastures "can cut animal gains almost by half for stocker cattle, and can cut reproduction rates in spring calving herds from 60 to 95 percent." Milk production decreases by 30 percent.

"If you're grazing old fescue (endophyte-infected), the only time it's not toxic is coming out of winter," Roberts says. "Soon after grass greens up in the spring or fall and is growing lush, it is toxic. Fescue greens up in March, but after three weeks go by, in April it is toxic."

Research at the University of Arkansas found cattle grazing endophyte-infected fescue "seldom gain more than 1 pound per day. Cattle on non-toxic or endophyte-free fescue may gain up to 2 pounds per day under the same management conditions and the same forage quality."

Despite that warning, ways to

manage grazing around the toxicity exist.

University of Arkansas animal science professor Dirk Philipp says grazing should begin "whenever the forage canopy is high enough, about 6-8 inches. It's important to keep it in the vegetative stage to avoid seed head development due to endophyte accumulation in the seed heads."

Grazing cattle in a rotational system in the spring, he says, will "increase forage utilization and keep the fescue in a vegetative state." He also notes that the cattle will need plenty of water "so any heat stress issues are alleviated as much as possible."

Because fescue is a cool-season forage, the nutrient composition of the forage will be at its best quality during spring and fall. Plant quality will diminish throughout summer.

If the endophyte infestation is high, Philipp says, producers should "try to dilute it" long-term by interseeding winter annual clovers.

Ideally, Roberts says cattlemen should replant to a newer fescue. "We now have novel endophyte fescue varieties that producers should plant."

Replanting is the best practice, he says, but if that's not an option he urges producers to manage their "old" fescue.

"Producers can dilute the pasture by drilling in red and white clover," Roberts says.


When feeding fescue hay, Rob-

erts says producers can "ammoniate low-quality hay and that mostly detoxifies it."

Supplementation is also an option that works well, but it is expensive to supplement the animals for a whole grazing season. Philipp says cattle grazing endophyte-infected fescue exhibit reduced forage intake, especially during the hot summer months. "In that situation, providing supplemental feed can help support higher rates of gain for growing cattle."

Research at the University of Arkansas suggests providing supplemental feed is advantageous for cattle grazing fescue, and supplementation also helps increase forage usage.

The study, conducted by animal scientists Shane Gadberry and Paul Beck, found pasture productivity (total weight gain per acre grazed) could be improved with supplementation as a result of more cattle consuming forage that would not be used as a result of intake depression by the toxic endophyte.

The study found steer calves grazing the "spring growth of endophyte-infected tall fescue gained nearly 0.25 pound per day more than non-supplemented calves when fed at 0.5 to 1 percent of body weight. Calves supplemented at 1 percent body weight might gain less with high-starch feeds, such as corn, compared to feedstuffs, like corn gluten feed, that contain readily digestible fiber. Digestible fiber better complements forage digestion." 

Managing ration uniformity in your bunk

Minimizing intake variation

“Cattle are creatures of habit and benefit from consistency in care, feed, management and environment,” said Nathan Pyatt, Elanco beef technical consultant. “Feedyard managers cannot control the weather, but implementing best management practices in feed mixing and delivery can aid their cattle’s health and performance.” A study showed a 7 percent improvement in daily gain and feed efficiency when cattle are fed consistently rather than varying their schedule.¹

“If rations are not sufficiently mixed, or if mixers are broken, need cleaning or are loaded beyond capacity, the diet delivered to the bunk can be inconsistent with what’s ideal to maximize performance.” Pyatt also noted that if feed deliveries are unreliable or feed increases are excessive, rumen fermentation patterns can lead to digestive issues.

Understanding Rumensin’s influence

For nearly 40 years, producers have relied on Rumensin® to improve feed efficiency and prevent and control coccidiosis. “Rumensin has consistently improved finishing cattle efficiency by shifting rumen microbial populations to capture more energy per unit of feed consumption,”² continued Pyatt. Studies have shown the bunk-behavior is impacted by Rumensin’s approach to influencing rumen bacteria.³ As a result of Rumensin’s influence on rumen bacteria, bunk behavior can be influenced, regardless of if your bunk contains high or low concentrate, or grain or forage-heavy feedstuffs. Rumensin prompts cattle, especially those on full-feed rations, to eat smaller, more frequent meals, helping to curb intake variation.⁴

Developing bunk management strategies

Feedyard operators, working alongside their consulting nutritionists and Elanco experts have the ability to prevent feed intake variation throughout the year. This partnership can help confirm proper ration formulations and develop bunk management strategies to optimize your bottom line.

“Diet type, ingredient sequence, mixing time, batch size, equipment type and maintenance should be optimized to create uniform rations for delivery to the bunk. Over or under consumption of nutrients due to mixing errors may lead to toxicity or deficiency symptoms, resulting in reduced performance and health,” explained Pyatt. Managing the bunk to promote consistent feed intake and feed efficiency maximizes profit potential.

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For more in-depth information about Elanco’s value-add feed assay service and Rumensin’s profit potential for your operation’s bottom line, visit Elanco.us or contact your Elanco sales representative.

Consumption by unapproved species or feeding undiluted may be toxic or fatal. Do not feed to veal calves. The label contains complete use information, including cautions and warnings. Always read, understand and follow the label and use directions.

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For the prevention and control of coccidiosis: Feed 10 to 40 g/ton of monensin (90% DM basis) continuously to provide 0.14 to 0.42 mg/lb of body weight/d of monensin up to a maximum of 480 mg/hd/d.

¹Galyean, M. et al. 1992. “Effects of varying the pattern of feed consumption on performance by programmed-fed beef steers.” New Mexico Experiment Station, Clayton Livestock Research Center. Progress Report No. 78.

²Richardson, L. et al. 1976. “Effect of monensin on rumen fermentation in vitro and in vivo.” J. Anim. Sci. 43: 657-664.

³Nagaraja, T.G. et al. 1997. “Manipulation of rumen fermentation.” The Rumen Microbial Ecosystem, 2nd edition. Ed: Hobson & Stewart. pp. 538-547.

⁴Cooper, R. et al. 1997. “Effect of Rumensin and feed intake variation on ruminal pH.” University of Nebraska-Lincoln, Nebraska Beef Cattle Report.

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Extra Effort Pays

Experience the value of preconditioning

Story By Rebecca Mettler for Cattleman's News

The concept of selling preconditioned calves has been around for decades. Weaning, vaccinating, bunk breaking and getting calves started on feed aren't new management strategies. But, in more recent years, it's the addition of certified preconditioning programs that has allowed producers to capture more value from those calves at the livestock market.

According to Derrell Peel, Oklahoma State University Extension livestock marketing specialist, cattle producers are not guaranteed a premium for preconditioned calves. But, producers are being rewarded more routinely and are able to capture value for their calves because of the format of special value-added sales.

So what's the future of preconditioning? To answer that question, it's important to take a step back and look to the recent past.

The high calf prices of the current market and that of recent years have deterred some producers from preconditioning their calves. Jackie Moore, owner of Joplin Regional Stockyards (JRS) explained that it's harder for producers to find the incentive to receive \$3.10 a pound for preconditioned calves when calves straight off the cow are bringing \$3.00 per pound.

However, Moore reminds producers that bringing in more money now will help when prices go down and getting that extra bit is worth it in the long run.

"You don't want to skimp on the extras that add up to \$40 to \$50 per head," Moore said.

Peel said 2014 premiums for calves in the Oklahoma Quality Beef Network, a value-added program co-sponsored by the Oklahoma Cooperative Extension Service and Oklahoma Cattleman's Association, were substantially higher on an absolute dollar basis.

From 2009 to 2013, the average premiums for preconditioned

cattle, in a weight range of 400 to 750 pounds, were \$8 cwt. In 2014 the same calves were averaging a \$19.20 cwt preconditioning premium.

"What we learn is that the premium should be thought of as a percentage of prices instead of a dollar value," Peel said.

From a buyer's perspective the recent high calf prices have not caused avoidance from a premium standpoint, according to Peel.

It's the assurance from a health standpoint that buyers are willing to pay a premium on top of record high prices.

"If they buy a calf that's gaining three pounds a day during the first days, that's \$6.00 a day," Moore said. "If they aren't bunked up and tank-broke and five pounds are lost a day, they go from being a \$12 winner to a \$20 dollar loser. That's the driver, it's what pushes them to buy those cattle. It gets down to the dollars and cents."

Along with a known vaccination protocol, buyers find value in simply knowing those calves have been weaned at least 45 days.

"It's a package thing, it's difficult to sort out all of the contributions to preconditioning value," Peel said. "The package has more of a value than the sum of the parts. Vaccination, castration, dehorning and weaning are all a part of the package."

Producers also need to think about their reputation. Moore said that some don't realize when sellers' names are called out during an auction, the buyers are quick to recognize an operation with a good reputation. If they've bought calves from that producer in the past and had good luck with them, they will want more.

If a producer has gone through the years producing healthy calves that are preconditioned, Moore warned about skipping out one year. One bad go-round for the buyer is

Beyond Summer's Biggest Party

More than just the fair at the Ozark Empire Fairgrounds

Story By Joann Pipkin, Editor

When Aaron Owen stepped on board as the general manager of the Ozark Empire Fairgrounds and Event Center in June 2012, it would have been easier for him to sail a ship in the ocean.

"2011 and 2012 were tough years," Owen recalled. "When the economy turns down and people don't buy as much, we suffer just like every other business does."

Yet, hard work from staff, creation of new events and improvement of facilities has brought a promising future to the event center.

"Now we have sponsors that are excited about what's going on," Owen explained. "We're creating the fairgrounds as the place to be again."

Founded in July 1937 as the Greene County Agricultural and Mechanical Society, the Ozark Empire Fairgrounds and Event Center is privately owned and operated. The venue receives no federal, state, city or county government funds. A 13-member board of directors and stockholders governs it.

Since its inception, the fairgrounds' main purpose has been to "promote and encourage advancements and improvements in manufacture, agriculture, horticulture, poultry, dairying, raising of livestock and products of domestic industry."

"This mission has allowed us to be more of a community event through the facility rentals," Owen explains.

CONTINUED ON NEXT PAGE

all it takes to turn them away.

"The one reputation you don't want to have is a bad one," Moore said.

A certification program provides a pre-built reputation that can aid the smaller producer in the beginning. Over time they may get to where they are more recognized on a ranch basis, but it's a very important first step in the right direction, according to Peel.

Where do we go from here?


Moore expects that the nation's cowherd is going to rebuild more quickly than ever. Once there are more cattle in the marketplace, preconditioning becomes even more important.

"Those calves that are preconditioned will rise and shine in the market in 18 months," Moore said.

Moore suggests that health will be the most important factor in buying calves once the cowherd is rebuilt. Regardless of genetics if a buyer has a calf that's unhealthy and dies, it's hard to take that loss.

Moore explains that people who make their livelihood in the cattle market business are around the environment every day and understand that environment to a finer degree than the farmer or rancher who markets calves only a few times each year. He said that it's his job to look out for JRS customers and teach them about different tools to integrate into their operation.

"Our (JRS) policy is to be producer-minded and stay abreast of what comes along and present value-added options," Moore said.

Basically, the value of preconditioning can be seen no matter the market scenario. Building a reputation for raising healthy cattle is one that follows a producer year after year. From an optimum value perspective, the time is coming for producers to step up to the preconditioning plate. 

**SUMMER'S PARTY
FROM PREVIOUS PAGE**

Today, the event center thrives amid those core components.

In 2014, the event center produced or co-produced 14 major events, not including more than 70 additional activities the facility hosts for others.

"The number one thing that we do, and have always done, is to support and enhance agriculture," Owen says. "We feel that is one of the fair's purposes."

Owen believes in creating events to help generate revenue for the event center. He and other staff members travel around the country throughout the year to look for innovative ways to bring new attractions to the Ozarks.

While the event center hosts a myriad of events during the year, its mainstay is the annual Ozark Empire Fair. This year's event will be held July 30-Aug. 8 and promises to be "Summer's Biggest Party on a Stick."

Among the attractions at this year's fair are a shark show and jousting event. Rodeo is back for the second year in a row

with ostrich and camel races as halftime entertainment.

Owen says the fair has transitioned its focus from 80 percent agriculture to 20 percent agriculture but with the mission, "how do we entertain you while you're here at the fair and still give you that ag experience?"

"We want to give fairgoers ag facts as they venture through the fairgrounds," he says. "We're doing this in more visual ways rather than having fairgoers read it."

Growing the fairgrounds and event center is top priority, Owen says. In the next five years, the board of directors would like to have a bigger multi-purpose arena. "We want to do ag events from November through April," he notes.

Becoming a leader in ag education for youth 15 years and younger is a top priority for the fairgrounds as well as improv-




A jousting event is one of many new attractions slated for this year's Ozark Empire Fair in Springfield, Missouri. —Photo submitted by Ozark Empire Fair.

ing facilities and enhancing the beautification of the park. Growing the existing Boot Daddy saloon and even a full-scale restaurant are also on the horizon.

The fair board hopes to grow its sponsorship base, too. Owen says the concept that the fair is funded by the city has to go.

"Every event that we have at the fairgrounds that creates a good experience makes people want to come back," Owen says.

"We want to be southwest Missouri's largest attraction," Owen says. "We are a fair 10 days out of the year. The rest of the time we are an event place." 

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The Way to Better Stockmanship

Stockmanship and Handling Impacts Bottom Line

Story and Photo By Brittini Drennan for Cattlemen's News

Stress in cattle can result in negative consequences, and it is critical to minimize stress at all stages of production. Proper cattle handling and good stockmanship practices are tools producers can use to reduce stress at the management level. Alleviating cattle stress not only yields a higher quality product and reduces costs, but also creates safer working conditions for producers, resulting in fewer injuries on the ranch or farm.

Ron Gill presented a stockman and stewardship program in Springfield, Missouri, April 25. Using live cattle in his program, Gill was able to demonstrate handling techniques that work with the normal behavior of cattle and discuss many benefits of reducing cattle stress. Gill, who is a professor at Texas A&M University in College Station, Texas, has provided technical expertise in beef cattle

nutrition, management and handling to livestock producers as a livestock specialist for Texas A&M AgriLife Extension for more than 30 years. He said even small improvements in handling can pay off and impact producers' bottom line.

"Reduced stress results in less shrink anywhere from 2 percent to 8 percent with good handling," Gill explained. "And, lower stress and fewer injuries can result in higher pregnancy and conception rates. Ultimately you get more calves, fewer sicknesses, fewer antibiotics required and potentially better carcasses on the grid."

Based on personal experience, Gill knows the benefits improved stockmanship offer. "Even at my own operation, changes in stockmanship allowed us to see reduced sickness, reduced labor, as well as enjoy the economic benefits of



Texas A&M Extension Livestock Specialist Dr. Ron Gill demonstrates stockmanship and handling techniques April 25 in Springfield, Missouri. — Photo by Brittini Drennan.

improved livestock handling," Gill said. "Following BQA guidelines in conjunction with good stockmanship will increase the health and the quality of livestock."

Beef Quality Assurance (BQA) is a program that provides beef cattle production guidelines and education to producers. BQA was established to raise consumer confidence in beef products by producing a safer and higher quality product. Gill said BQA focus on five management practices: cattle care and handling, nutrition/feedstuffs, additives and medication, recordkeeping and injections. Additional information on these principles can be found on the BQA website at BQA.org

Just like any other industry or business, communication is critical to success. Producers communicate with livestock through three basic means: sight, sound and touch. Cattle prefer to communicate through line of sight. Noise of any kind should be eliminated and, when necessary, only a subtle noise such as a secondary method of communication should be used when sight and

position is not adequate. Loud, distracting sounds shift cattle's focus from the desired direction. Touch is really only useful in situations where the animal is confined and is only effective when it does not include driving aids such as hotshots, sorting sticks or paddles.

"Good handling has everything to do with applying the right pressure at the right time," Gill said. "If you create situations where cattle want to do something for you, they will move more willingly than if you force them to do something."

Gill said there are five principle components to good stockmanship and low-stress handling. By understanding these concepts, producers will become better and more efficient when moving or working cattle. Gill said many also underestimate the safety component of better handling. Because cattle are less stressed and move with more free will, cattlemen can create safer work environments.

Cattle want to see you.

Understanding vision is the **CONTINUED ON NEXT PAGE**

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**STOCKMANSHIP
FROM PREVIOUS PAGE**

foundation to better handling and being able to position yourself when working with cattle. Cattle have excellent peripheral vision with a large blind spot directly behind them and a small blind spot directly in front. When working cattle from behind and to keep them from turning, it is best to stay in their line of sight by moving from side to side so that when they look they can still see the handler.

“Cattle won’t turn their back on you if they don’t trust you,” Gill said. “You want to set them up to get ready to move where you want them to. They are more likely to move when they are all turned the same way and will go all together.”

Understanding and manipulating the point of balance is another key to cattle handling. Variable among animals, point of balance is influenced by pressure from front or behind, draw of cattle from ahead, push of cattle from behind and the level of comfort with the handler. Moving beyond or behind the point of balance indicates to an animal what it should do.

Cattle want to go around you.

“Cattle will turn to see you or will circle you to keep you in their line of sight,” Gill said. “It’s most beneficial to work from the sides and front rather than from behind.”

This concept can be used to a handler’s advantage to be in a position such that when cattle go around, they will be pointed directly at the intended gate or destination.

Cattle want to be with and will go to other cattle.

As prey animals, cattle have a natural instinct to be in a herd. Stockmen can take advantage of this when moving a group of cattle. When one or two go, the others will follow.

“A common mistake people make is spending too much time on the group in the back,” Gill said. “Once you get the herd started, the back will catch up.”

Cattle want to remove pressure.

It is a cow’s natural instinct to want to return to the last known safe or comfortable place because cattle desire to remove pressure. A stockman can use this concept to his or

her advantage when sorting cows or moving cattle from one corral to another.

Cattle can only process one main thought at a time.

Maintaining an animal’s focus is key to this concept. If cattle are thinking about anything other than what you are asking them to do, regain their focus before putting pressure on them.

Handling cattle in open pastures or large feeding pens is different than handling cattle in small pens or corrals. If a producer raises replacement females and will be sending the same groups of cattle through the chute, they should practice sending the cattle through the corrals and the chute without working them. This will teach the cattle they can get out of the chute and get more accustomed to the process.

“Creating and managing movement is key to achieving effective stockmanship,” Gill said. “However, when cattle are confined in crowded corrals there is an inherent loss in movement. It is better to work cattle in smaller groups to avoid overcrowding any corral or pen.”

Many producers get frustrated at some point when moving or working cattle, and most have learned it does not do any good to get upset. Gill said good handling takes practice; even the cattle need to get accustomed to your guidance.

“Don’t get rattled,” Gill said. “Stockmanship takes practice. If cattle get away from you all you have to do is go get them again. They won’t run off. Don’t be afraid of making a mistake; they can be corrected.”

As the cattle industry faces more scrutiny by activist groups, it is increasingly important for producers to understand and adopt better management practices. One instance of poor treatment affects the entire industry and everyone involved.

“We are all stewards, and we need to make sure that we show care for our animals,” Gill said. “Following BQA guidelines and improving the well-being of the herd is the right thing to do and offers opportunities for increased profits.”

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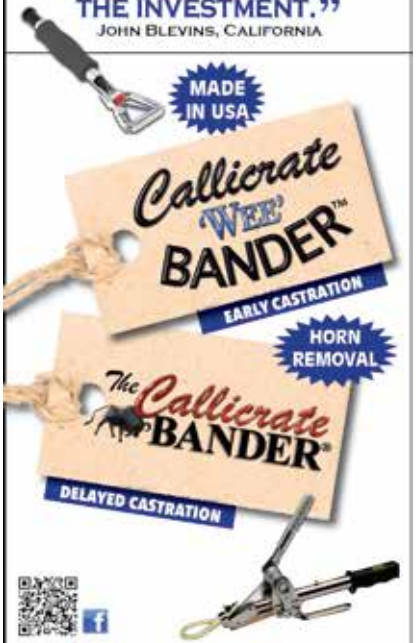
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The Business of Stocker Cattle

Determining your goals is crucial to success

Story By Elizabeth Walker for Cattlemen's News

As I write this article, I sit on a bus with 40 or so agriculture students from across Missouri. We have traveled to a variety of farms and institutions and are currently on our way to Purdue University. Each year that we take this trip I think a new “theme” develops. This year’s theme is, “get big or get creative.” Most of us might not be able to get “big” but we can get creative. Challenge your “norms.” Don’t be afraid to try new things. Never stop learning. If you really know everything, then you are probably not reading this magazine. All of us can use more information to either incorporate into our own farms or learn from other peoples mis-

takes. You have to know what doesn’t work as you progress into what might work for you and your farm business plan.



Under “normal” conditions, Missouri has a few things that other states can compete with us on — cattle and grass. I say “normal” conditions because many of us recall the 2012 drought when our cattle numbers, pastures and ponds suffered. At the current time, it seems like “normal” has been restored to Missouri, and most of us are doing pretty good on the grass and water side of the equation. If we are lucky, we can start rebuilding our cattle numbers.

If you haven’t considered stockers, then maybe this is the year to try them. Stocker cattle can be either purchased or retained. However, those that are purchased should be kept in quarantine for at least 30 days, if possible, before commingled

with any retained animals. Managing stockers calls for a different mindset and set of skills than those used in traditional cow-calf management. If done correctly, the purchase and management of stockers can complement a cow/calf operation, especially with the amount of forages that Missouri pastures have the capability of producing.

There is talk that we cannot feed the world with grass alone. For example, animals that harvest only forages are not efficient enough to sustain a growing population. While this is not the forum to discuss this question, I can fairly say that we are not maximizing our forage utilization capabilities. A study from Oklahoma State University found that only about 30 percent of stockers in their survey conducted forage tests and determined animal nutrient requirements. In order to maximize potential gains and/or maximal profits, one must obtain information related to his or her program. In this case, that includes the majority of what their animals are eating.

Another way to potentially increase income derived from stockers is to implement a grazing program. Most producers use either a continuous grazing system in which cattle are maintained on one pasture or use intensive grazing in which more pounds of cattle are on a piece of land but are moved frequently. Of course, some use a combination of the two depending upon their own unique situations.

Aside from purchase costs of the animals, winter feeding can be the second most costly aspect of a stocker program. Hay is traditionally fed during the winter and can negatively affect potential profits if either poor quality hay is fed or if hay is fed too long. Only about 20 percent of producers obtain forage tests on purchased forages. Purchasing the right kinds of forages for winter-feeding can have long lasting effects not only on your current production, but also on future production. Hay that is unrolled prior to feeding can increase the organic matter in the soil, provide nutrients to the soil and be a source of seeds for that particular pasture.

In previous articles, I have mentioned that some of the most important work a pro-

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TRENDING NOW

Show-Me-Select Sale Solid

Average tops \$2800, buyers come from five states

The 32nd Show-Me-Select Bred Heifer Sale at Joplin Regional Stockyards can best be described as “solid.” Although sales have beaten the average of \$2861, and have had higher prices, it was just a good, solid sale from start to finish.

Eighty registered buyers attended with 39 of them taking home from one to 19 heifers each. Buyers came from Oklahoma, Kansas, South Dakota, Arkansas and Missouri. Of the 80 buyers, 20 were repeat ones, and they took home 157 heifers.

The top lot of heifers sold for \$3,600. Bart Renkoski, Purdy, Missouri, consigned the three head. They were one-half Angus with Gelbvieh and Simmental cross dams. Their service sire was GAR Prophet, an Angus, and the buyer was Robert Stauber, Noel, Missouri, a repeat buyer. Renkoski sold eight head total for an average of \$3,188.

The top consignor average was \$3218 on 14 Angus and Hereford x Angus heifers consigned by Don Hounschell, Stark City, Missouri. Hounschell was a first-time participant, and one-half of his heifers were Tier Two's and bred to GAR Prophet. His high-selling lot brought \$3,250 on a bid from 3 M Farms, LLC, Mt. Vernon.

The largest consignment of the sale came from John Wheeler, Marionville, Missouri, with 50 head that were mostly Angus-Hereford crosses. Those heifers averaged \$3,050. Justin Long, Vinita, Oklahoma, bought 18 of the Wheeler heifers for a \$3,305 average per head. Long, who was a repeat buyer, made his purchase via DVAuction on line.

Thirty-four head of Tier Two heifers sold for an average of \$2,957 compared to the Tier Ones that averaged \$2,848. Comparing the AI-breds to the naturally serviced heifers found a \$240 per head advantage for the AI-serviced heifers.

The following consignors also posted a \$3000 or better average on their heifers: John and Janet Massey, Aurora, Missouri; Circle S Chicks, Stark City, Missouri;

Sam Schaumann, Billings, Missouri; and Mark McFarland, Stella, Missouri.

The next SMS sale to be held in southwest Missouri will be November 20 at Joplin Regional Stockyards. Those heifers are currently being bred around the region under the supervision of University of Missouri Extension livestock specialists.

—Source: Eldon Cole, MU Extension.

BUSINESS OF STOCKERS FROM PREVIOUS PAGE

ducer does can be accomplished in shorts and flip flops, and while comfortable, might be a bit embarrassing should any neighbors show up unexpectedly. A University of Missouri website (<http://beef.missouri.edu/tools>) helps producers calculate a business plan associated with the management of stocker cattle. Determining your goals is crucial to success. If you don't know where you are headed, how will you know when you get there?

In addition to a business plan, a calendar is crucial. A few years ago, while traveling on one of these travel classes, we visited with a producer in Kansas whose No. 1 tool on his

farm was his desk-sized calendar. On this calendar, he had milestones and goals written down for his ranch. He had his “Plan B and C's” laid out in case drought were to occur or some other circumstance interfered — a sort of “if X, then Y” plan that took out the emotional side of management. If his pastures suffered from a lack of moisture, then X percent of his cattle would be sold, period. No hoping for rain and thinking he could hold out another day, another week. If X, then Y. Period.

On the theme of “Get big or get creative,” considering a stocker program might work for producers, but as it's said, measure twice, cut once. Look before you leap.

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More Bang for Your Buck

How to add health, sale weight to calves

Story By Lisa Henderson for Cattleman's News

Of the many factors that can increase the sale weights of your calves – genetics, health, environment – none may offer a greater advantage than preconditioning. That's because preconditioning can add up to 100 pounds of extra sale weight and can substantially increase sale price.

Research by Kansas State University on 30,000 lots of calves sold on video auctions between 2004 and 2010 found that weaning and vaccinating calves provided \$6 to \$10.72 per cwt. in premiums. Last year, a video auction company reported the "health price advantage" for weaned and vaccinated calves was \$12.06 per cwt.

"We know preconditioning of calves is crucial for reducing the incidence of BRD (bo-

vine respiratory disease) in feedyards," says Dee Griffen, D.V.M and director of Nebraska's Great Plains Veterinary Educational Center. He says the assurance of healthier calves leads to better feedyard performance and makes the cattle worth more to buyers.

Purdue University veterinarian Mark Hilton agrees, and says the more calves are worth, the more preconditioning pays.

"2014 was the biggest 'no brainer' year in history to precondition your calves," he says. "2015 could be even better."

"Nearly every study shows that cattle feeders that purchase preconditioned calves are financially rewarded for buying those higher health

status cattle," Hilton says. "Preconditioned calves have reduced morbidity and mortality in the feedlot and tend to have improved gain and feed efficiency. For some, the question remains if the producer of those preconditioned calves receives equal financial benefits."

Hilton is convinced they do, and that conviction is based on an 11-year case study he and Purdue agricultural economist Nicole J. Widmar conducted on an Indiana beef herd. They found that preconditioning was profitable for the producer in each of the 11 years of the study, returning an average of \$80.70 per calf to labor and management per year. Annual returns ranged from \$26.04 per calf to \$116.48 per calf per year.

"Profitability improved as the manager's experience with managing the preconditioning component of the operation increased," Hilton says.

Increased returns in the Indiana case study were primarily due to added weight sold, 63 percent of return, with the

price advantage at a preconditioning health sale adding the remaining 37 percent, Hilton says.

"The weight is under the control of the owner, and the price is under control of the buyer," Hilton says. "I like to focus on things I can control versus those I cannot. In preconditioning, if you're not having those calves gain a significant amount of weight, you're not going to have as much profit in them."

While vaccinating calves prior to sale has shown value, calves that are also weaned on the ranch have much greater value. The Kansas State study found that non-weaned calves that were vaccinated against respiratory diseases prior to sale earned an additional \$1.49 to \$3.70 per cwt. But calves certified as both weaned and vaccinated earned nearly triple those premiums - \$6 to \$10.72 per cwt.

While preconditioning programs call for a minimum of 30- to 45-day weaning, Griffin

CONTINUED ON NEXT PAGE



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BANG FOR YOUR BUCK FROM PREVIOUS PAGE

says, “Keep them at home for two months and sell at least an additional 100 pounds of calf. Add an implant and the total gain would improve by 10 percent to 15 percent and decrease the cost of gain 12 percent to 15 percent.”

Griffin says the added health and implant cost would be less than \$25 per head.

“For about a \$120 investment, producers can sell an additional \$200 of calf. How many

opportunities are there to get a 40 percent return on investment?” Griffin asks.

Preconditioning helps minimize the shrink on calves sold at auction, and the practice can also help producers develop a reputation for high-quality cattle, which will aid in future sales.

Specific practices for preconditioning programs vary, but the basic components are outlined by University of Arkansas veterinarian and associate professor Jeremy Powell, who notes, “Preconditioning

usually consists of weaning calves at least 45 days prior to sale, training calves to eat feed from a bunk and drink from a water trough, as well as following an appropriate vaccination program. Preconditioning might also include castrating bull calves and ensuring that horned cattle are dehorned or tipped back to the hairline and fully healed.”

If you’re targeting a specific preconditioned feeder calf sale, Powell says it is important to know the program’s requirements to qualify calves for the sale.

“The requirements may differ among various preconditioned calf sales,” he says. “Documentation of preconditioning practices may be nec-

essary and may include herd health products or veterinary invoices or receipts, calf weaning records and completed certification forms.”

Producers should also focus on techniques for weaning calves that reduce stress.

“Additional stress results when calves are introduced to unfamiliar surroundings post-weaning,” Powell says. “Giving calves access to the weaning area a few days before weaning may be useful. Corrals, drylots or small pastures can serve as calf weaning facilities. These facilities must have good fencing that will prevent nursing.”

MANAGEMENT MATTERS

Understanding Wet Hay

Consider testing hay, avoid heat damaged forage

Story By Glenn Selk

Harvesting and baling cool season crops such as fescue and wheat hay is a challenge during a wet spring. The timing of the rains can make it difficult for cattlemen who are trying hard to put quality hay in the bale for next winter’s feed supply. All producers that harvest hay occasionally will put up hay that “gets wet” from time to time. Therefore, ranchers and hay farmers need to understand the impact of “wet hay” in the tightly wound bales.

Extra moisture in hay can cause heat inside the hay bale or haystack. Heat produced by the bale comes from two sources: First, biochemical reactions from plants themselves as hay cures. This heating is minor and rarely causes the hay temperature to exceed 110 degrees F. Very little if any damage occurs if the hay never exceeds 110 F; Second, most heat in hay is caused by the metabolic activity of microorganisms. They exist in all hay and thrive when extra moisture is abundant. When the activity of these microbes increases, hay temperature rises. Hay with a little extra moisture may not exceed 120 degrees F., whereas, wetter hay can quickly exceed 150 degrees. If the hay temperature rises above 170 degrees, chemical reactions can begin to occur that produce enough heat to quickly raise the temperature above 400 degrees and the wet hay can begin to burn and cause fires. Be wary of the fire danger of wet hay and store it away from build-

ings and other “good” hay just in case this would occur.

Heat damage causes hay to be less digestible, especially the protein. Heat damaged hay often turns a brownish color and has a caramel odor. Cattle often readily eat this hay, but because of the heat damage, its nutritional value might be quite low. Some ranchers report their cows “ate the hay like there was no tomorrow, but they did very poorly on the hay.”

Testing wet hay may be very important. Determining the internal temperature of large bales or stacks of hay should be done carefully. Make certain that checking the temperature in suspicious hay is done safely. Read the E-Extension Fact Sheet “Preventing Fires in Baled Hay and Straw” (<http://www.extension.org/pages/66577/preventing-fires-in-baled-hay-and-straw#.VV-WALco7L8>).

Testing the protein and energy content of stored wet hay will allow for more appropriate supplementation next winter when that hay is fed. Moldy hay may be a source of mycotoxins that could present several health problems for cattle. Many animal disease diagnostic laboratories can examine feedstuffs for mycotoxins or can recommend laboratories that do such testing.

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

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ON THE CALENDAR

Looking Ahead: 2015 National Angus Convention

Event offers expanded opportunities Nov. 3-5 in Overland Park, Kansas

The American Angus Association® invites you to mark your calendar for the Angus Means Business National Convention & Trade Show in Overland Park, Kansas – an event for cattle producers of all types.

As plans take shape for the 2015 convention, there's much in store for Angus producers and their partners. For those traveling from the southwest Missouri region, buses will depart from the Joplin Regional Stockyards the morning of Tuesday, Nov. 3.

All attendees on the first day of the convention will be entered to win a Cat® Skid Steer Loader. And that's just one of the reasons you should plan on attending.

“Following our first year in 2014, the National Angus Convention & Trade Show has quickly become one of the industry's must-attend events,” says Becky Weishaar, creative media director for Angus Media and lead contact for the convention. “The event serves as a meeting place for anyone in beef, from seedstock breeders to commercial cattlemen and feeders.”

Leading education

The International Angus Genomics Symposium kicks off the event Tuesday, Nov. 3. It will provide a discussion on the latest advancements in genomic technology — and how they impact the cattle business.

Genomics researcher and entrepreneur Richard Resnick will be the event's keynote speaker. Resnick serves as CEO of GenomeQuest, a company that builds software to support genomic medicine, research and individualized treatments. Resnick will be one of several experts on genomics technology who will speak at the event.

The symposium is sponsored by GeneSeek, a leading provider of comprehensive genomics solutions to the cattle industry, including the GeneSeek® Genomic Profiler (GGP-HD).

A series of innovation workshops will also take place in the afternoon on Nov. 3, and participants can attend focused sessions related to technology and genomic advancements for cattlemen. A live-animal demonstration area, sponsored by Zoetis, in the trade show will host hands-on education on how genomics impact selection for both the seedstock and commercial sectors.

ANGUS

THE BUSINESS BREED

Back for its second year, Angus University — sponsored by Merck Animal Health — headlines convention activities on Wednesday, Nov. 4. A series of presenters take the audience through “A Story of a Steak” and the role quality plays throughout the beef production chain.

Angus University's keynote speaker will be Ken Schmidt, the former director of communications strategy at Harley-Davidson Motor Co. Schmidt specializes in teaching people how to throw conventional approaches out the window and embrace creative ideas and concepts.

Network and engage

The Angus Media Trade Show kicks off Tuesday, Nov. 3, and

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**ANGUS CONVENTION
FROM PREVIOUS PAGE**

will welcome more than 100 allied industry partners ranging from animal health providers to equipment dealers and Angus breeders to nutrition companies. Each evening during the convention, attendees can partake in a social hour in the trade show while enjoying appetizers featuring the Certified Angus Beef® (CAB®) brand. Participants will have plenty of time to visit each booth and get to know allied industry partners and their services.

Wednesday, Nov. 4, is an evening you won't want to miss at the convention. Country music artist Sammy Kershaw will entertain the crowd with his timeless hits, including "She Don't Know She's Beautiful," "Cadillac Style," "Anywhere but Here" and "Meant to Be." It's sure to be a fun-filled concert for everyone in attendance.

Registration

From outstanding educational seminars to nationally known entertainment, the 2015 Angus Means Business National Con-



The 2015 National Angus Conference and Trade Show will be held in Overland Park, Kansas. This year's trade show will feature more than 100 allied industry partners ranging from animal health providers to equipment dealers and Angus breeders to nutrition companies. —Photo from American Angus Association.

vention & Trade Show is an event you won't want to miss. Registration opens June 1 at www.angusconvention.com for the pre-convention price of \$75 per person. Participants are also encouraged to make their hotel reservations at the

same time. The 2015 housing block features a variety of price points and amenities.

Additional information and convention announcements will be posted on the website, www.angusconvention.com,

as they become available, including a tentative schedule and speaker biographies.

For more information about Angus cattle and the American Angus Association, visit www.ANGUS.org.

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MARKET WATCH

Joplin Regional Stockyards Market Recap | May 2015

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

Feeder Cattle & Calf Auction | May Receipts 15,481 • Last Month 20,951 • Last Year 11,677

Video Market from 5/11/15 • May Total Video Receipts 540

Date:	South Central States	Texas, Okla.,	New Mexico, Kansas, Mo.	Offering: 540							
5/11/15											
	FEEDER STEERS		MED & LG 1				FEEDER HEIFERS		MED & LG 1-2		
HEAD	WT RANGE	AVG WT	PRICE RANGE	AVG PRICE	DELIVERY	HEAD	WT RANGE	AVG WT	PRICE RANGE	AVG PRICE	DELIVERY
58	875	875	\$199.50	\$199.50	Current	67	750	750	\$195.00	\$195.00	Current
295	900	900	\$206.25-\$210.10	\$208.56	June						
	FEEDER STEERS		MED & LG 2								
HEAD	WT RANGE	AVG WT	PRICE RANGE	AVG PRICE	DELIVERY						
120	875	875	\$200.00	\$200.00	Current						

Southwest Missouri Show-Me-Select Replacement Heifer Sale Joplin Regional Stockyards, Carthage, MO 5/15/15

Receipts: 283 Year Ago: 228

All heifers in the sale had met minimum standards for reproductive soundness, pelvic size, body condition and weight. A strict immunization program had been followed including Brucellosis calf-hood vaccination and tested negative to PI BVD. Heifers were bred to bulls meeting strict calving ease/birth weight EPDs. Several were synchronized and artificially bred. Projected calving dates were given with all heifers expected to calve from mid-August thru November 30 and preg checked within 30 days of the sale. The offering was screened for blemishes, muscle, frame, body condition score (BCS), and disposition by a screening committee, consisting of official graders from the Missouri Dept of Agriculture and USDA, then sorted into lots according to calving dates and similar body types. There were 51 percent of the heifers artificially bred, and 49 percent were naturally bred. Several new consignors were involved in this sale. Most heifers in the offering were in the 2nd stage some in the 3rd and a few at the end of the 1st stage. There was a moderate crowd on hand including a large number of active buyers. Sale average for the 283 head was 2861.00 which was 417.00/head more than the May 2014 sale. The top selling lot brought 3600.00 per head.

Replacement Bred Heifers: Large 1 2nd and 3rd stage 1108-1165 lbs 3000.00-3600.00. Large 1-2 2nd and 3rd stage 1097-1275 lbs 2800.00-3100.00 per head. Medium and Large 1 2nd and 3rd stage 971-1095 lbs 3000.00-3400.00. Medium and Large 1-2 2nd and 3rd stage 957-1064 lbs most 2600.00-3100.00, several lots black baldies 3200.00-3400.00, 1st and 2nd stage couple lots 943-1050 lbs 2400.00-2700.00 per head. Medium and Large 2 2nd stage 877-1030 lbs 2300.00- 2600.00 per head. Medium 1 2nd stage 900-940 lbs 2800.00-3050.00 per head. Medium 1-2 2nd stage 849-975 lbs 2500.00-2700.00 per head.

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Rev Up Soil Nutrients

Sea minerals help improve soil fertility

Story By Rebecca Mettler for Cattlemen's News

It's possible for farmers and ranchers wanting to get the most out of their soil, forage, crops and livestock to look no further than the ocean. Amid the many examples of fertilizers and mineral supplements, lies the relatively underutilized sector of sea mineral solids.

Harvesting sea minerals from the ocean and using them in agriculture as fertilizer or for mineral supplementation for livestock is not a new concept. In fact, Robert Cain, owner of SeaAgri, Inc., said that in the 1950s Maynard Murray, a medical doctor and research scientist with 115 patents to his name, pioneered the process in which SeaAgri harvests sea mineral solids today.

The technology and concept of using minerals from the sea for agricultural use had been lying dormant for roughly 30 years before Cain reintroduced it back into the marketplace in 2004 through the product Sea-90.

Dr. Murray's premises was to bring the 92 elements found in the sea back to the land and use it to aid in raising crops. Those crops are then fed to livestock to complete the system of soil enrichment and improved production of plant and animal products.

According to Cain during the last 100 years, agriculture practices have eroded topsoil. The nutrient-rich soils are washed downstream and eventually end up in the ocean.

"Dr. Murray said many times that if I stood on the banks of the Mississippi River for a 24-hour period I would watch the equivalent topsoil of a 120-acre farm go by, and that has been going on for a long time," Cain said. "Our ocean has become very mineral and trace-element rich."

Modes of application

Sea-90 can be utilized in a variety of ways. Typically, beef producers apply it by broadcast and foliar methods to pas-

tures and hay fields. The sea mineral product can also be given as a free choice mineral or in a mixed ration to cattle.

"Most of our customers broadcast 25 to 50 pounds to the acre," Cain said. "With foliar application you can apply as little as 4 to 5 pounds per acre on your pastures."

The plant absorbs 95 percent of the minerals when applied in a foliar application. For this reason, the amount of sea minerals dissolved in water for the foliar application is much less than the amount of dry material applied by broadcast application to the surface of the soil.

Providing Sea-90 as a free-choice mineral option for cattle is another use of the product. Cain said that, on average, cattle consume one ounce of the sea mineral solid per day once cattle have enough built up in their system.

Cain admits he has had several inquiries over the years from people afraid that applying salt will be harmful to the plant matter and soil health. However, he explained that producers should be worried about that problem.

"Basically sodium and chloride are beneficial elements and are deficient in our soils today so it's not a bad thing to put some back," Cain said. "It neutralizes soil acidity and increases the solubility of phosphorus and potassium."

Whole system benefits

Cain has documented customers' increases in production from both a forage and livestock perspective since he started the business, though no university or third party trials have been completed to date.

From a livestock standpoint cattle producers utilizing the product have reported gains of 3 pounds per day for the first month on feed while eating Sea-90 fertilized hay and free choice mineral. A dairy client noticed substantial improve-

ments in cow fertility during the time the cows were fed sea minerals through their rations.

A customer in Colorado reported a noticeable jump in the protein and relative feed quality of his alfalfa hay by using a foliar application rate of five pounds per acre on alfalfa through a pivot irrigation system.

Cain also suggested that the soil quality will improve due to increased microbial growth, increased popula-

tions of dung beetles, increased humus and improvements to the soil structure.

Cain sees opportunity for producers at all levels of production to increase profits through the use of his product for land and livestock. SeaAgri products are permitted for use in organic agriculture systems and also bring benefits to conventional farming practices.

"Any way you can get it into your farming program you will benefit," Cain said.

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Brief Summary of Full Prescribing Information



Antibiotic
 100 mg of tulathromycin/mL

For subcutaneous injection in beef and non-lactating dairy cattle and intramuscular injection in swine only. Not for use in female dairy cattle 20 months of age or older or in calves to be processed for veal.

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

INDICATIONS
Beef and Non-lactating Dairy Cattle
 BRD - DRAXXIN Injectable Solution is indicated for the treatment of bovine respiratory disease (BRD) associated with *Mannheimia haemolytica*, *Pasteurella multocida*, *Histophilus somni*, and *Mycoplasma bovis*; and for the control of respiratory disease in cattle at high risk of developing BRD associated with *Mannheimia haemolytica*, *Pasteurella multocida*, *Histophilus somni*, and *Mycoplasma bovis*.

IBK - DRAXXIN Injectable Solution is indicated for the treatment of infectious bovine keratoconjunctivitis (IBK) associated with *Moraxella bovis*.

Foot Rot - DRAXXIN Injectable Solution is indicated for the treatment of bovine foot rot (interdigital necrobacillosis) associated with *Fusobacterium necrophorum* and *Porphyromonas levii*.

Swine
 DRAXXIN Injectable Solution is indicated for the treatment of swine respiratory disease (SRD) associated with *Actinobacillus pleuropneumoniae*, *Pasteurella multocida*, *Bordetella bronchiseptica*, *Haemophilus parasuis*, and *Mycoplasma hyopneumoniae*; and for the control of SRD associated with *Actinobacillus pleuropneumoniae*, *Pasteurella multocida*, and *Mycoplasma hyopneumoniae* in groups of pigs where SRD has been diagnosed.

DOSAGE AND ADMINISTRATION
Cattle
 Inject subcutaneously as a single dose in the neck at a dosage of 2.5 mg/kg (1.1 mL/100 lb) body weight (BW). Do not inject more than 10 mL per injection site.

Swine
 Inject intramuscularly as a single dose in the neck at a dosage of 2.5 mg/kg (0.25 mL/22 lb) BW. Do not inject more than 2.5 mL per injection site.

CONTRAINDICATIONS
 The use of DRAXXIN Injectable Solution is contraindicated in animals previously found to be hypersensitive to the drug.

WARNINGS
FOR USE IN ANIMALS ONLY.
NOT FOR HUMAN USE.
KEEP OUT OF REACH OF CHILDREN.
NOT FOR USE IN CHICKENS OR TURKEYS.

RESIDUE WARNINGS
Cattle
 Cattle intended for human consumption must not be slaughtered within 18 days from the last treatment. Do not use in female dairy cattle 20 months of age or older. A withdrawal period has not been established for this product in pre-ruminating calves. Do not use in calves to be processed for veal.

Swine
 Swine intended for human consumption must not be slaughtered within 5 days from the last treatment.

PRECAUTIONS
Cattle
 The effects of DRAXXIN on bovine reproductive performance, pregnancy, and lactation have not been determined. Subcutaneous injection can cause a transient local tissue reaction that may result in trim loss of edible tissue at slaughter.

Swine
 The effects of DRAXXIN on porcine reproductive performance, pregnancy, and lactation have not been determined. Intramuscular injection can cause a transient local tissue reaction that may result in trim loss of edible tissue at slaughter.

ADVERSE REACTIONS
Cattle
 In one BRD field study, two calves treated with DRAXXIN at 2.5 mg/kg BW exhibited transient hypersalivation. One of these calves also exhibited transient dyspnea, which may have been related to pneumonia.

Swine
 In one field study, one out of 40 pigs treated with DRAXXIN at 2.5 mg/kg BW exhibited mild salivation that resolved in less than four hours.

STORAGE CONDITIONS
 Store at or below 25°C (77°F).

HOW SUPPLIED
 DRAXXIN Injectable Solution is available in the following package sizes: 50 mL vial, 100 mL vial, 250 mL vial, 500 mL vial

NADA 141-244, Approved by FDA



To report a suspected adverse reaction call 1-800-366-5288.
 To request a material safety data sheet call 1-800-733-5500.

For additional DRAXXIN product information call 1-888-DRAXXIN or go to www.DRAXXIN.com



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EVENT ROUNDUP

June

- 9-11 Southwest Regional Grazing School
Neosho, Missouri
FMI: 417-451-1007, ext. 3
- 9-12 Beef Improvement Federation Annual Meeting
Biloxi, Mississippi
FMI: 660-325-7465
- 12 Replacement Cow and Bull Sale
Joplin Regional Stockyards, Carthage, Missouri
FMI: 417-548-2333
- 16-18 Bud Williams Stockmanship Clinic
Springfield, Missouri
FMI: 417-327-6500
- 25 Value-Added Feeder Cattle Sale
Joplin Regional Stockyards, Carthage, Missouri
FMI: 417-548-2333
- 29 Yearling Highlight Sale
Joplin Regional Stockyards, Carthage, Missouri
FMI: 417-548-2333

July

- 2 Video Special
Joplin Regional Stockyards, Carthage, Missouri
FMI: 417-548-2333
- 25 Gold Buckle Gala
Ozark Empire Fairgrounds, Springfield, Missouri
FMI: 417-833-2660
- 30-8/8 Ozark Empire Fair
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(*tulathromycin*)
Injectable Solution



On your phone, use the bar code scanner app to scan this code and watch a video about the Karges family operation.

Important Safety Information: DRAXXIN has a pre-slaughter withdrawal time of 18 days. Do not use in dairy cattle 20 months of age or older. Effects on reproductive performance, pregnancy and lactation have not been determined.

For more details, please see full prescribing information.

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