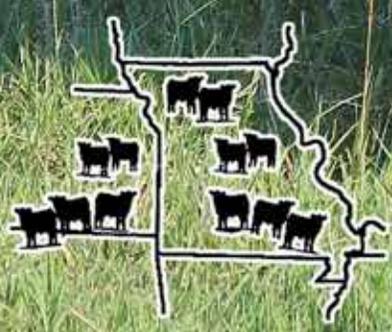


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THE MIDWEST

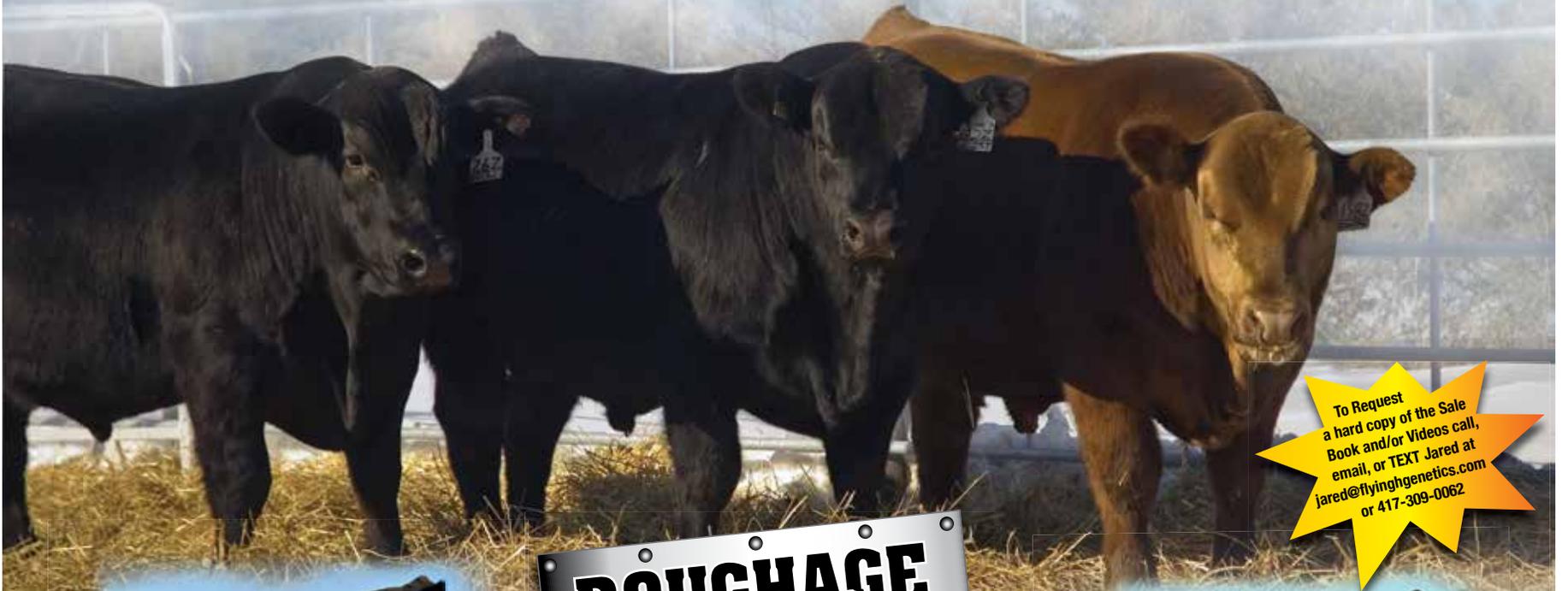
February 28, 2013 Volume 19 No. 2 GRASSLAND FARMING TODAY



Hereford
Page 33

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10	75	113	26	40	0.14	0.91



Sire: Upgrade • Simmental • BD: 2/01/12

CE	WW	YW	MK	CW	MB	RE
10	79	120	29	45	0.14	0.76



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11	82	130	22	51	0.48	0.91



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February 28, 2013 Volume 19 No. 2 GRASSLAND FARMING TODAY

2013 NET FARM INCOME UP BUT YOUR BANK ACCOUNT WILL BE LESS

By Stu Ellis

All of the newspaper and television headlines will scream that net farm income for 2013 will be up 14 percent compared to last year. And many of those readers and viewers will remember prior headlines that indicated farmers were raking in cash from the USDA's crop insurance program at levels higher than they would have received in a normal production year. Unfortunately, agriculture needs Paul Harvey to tell, "The rest of the story."

USDA's Economics Research Service (ERS) just released its financial projections for 2013, based on trend yields and estimated supply and demand for farm commodities.

The forecast is for net farm income (NFI) to be \$128.2 billion, which is 14 percent higher than in 2012. What will either not be included



continued on page 10

EXPECT HIGH PRICES, LOW RETURNS

By Greg Henderson

Prices for all cattle and calves are expected to remain strong throughout 2013, with analysts predicting prices to set new record highs this spring. Unfortunately, those prices will not do much to improve profitability. That's because input costs, especially feed grains, have increased enough that margin operators will continue to struggle this year.

Cattle-Fax CEO Randy Blach told cattlemen attending the Cattle Industry Convention in Tampa, FL, that prices for harvest-ready cattle could average \$126 per hundredweight during 2013, up \$3 per hundredweight from last year.

"We'll see record high fed cattle prices at some point here in the spring where we'll see the market top the \$130 level of last year," Blach said. Those projections were also supported by USDA's monthly forecast that projected slaughter steer prices in the \$124 to \$132 per hundredweight range during the second quarter of 2013.

Despite those high prices, Blach said "it will be difficult to make any money." That's because the industry will also face record high breakevens.

In fact, record high prices may not cover breakevens on many cattle sold this spring, and Blach said cattle feeders are likely to lose an average of \$56 per head during 2013, according to Cattle-Fax projections. That would follow average losses of \$79 per head during 2012 and \$25 per head during 2011.

"The next 24 months are likely to be as difficult for margin operators as any time in history," Blach said.

Declines in the U.S. cattle herd over the past several years have squeezed both the feeding and packing industries. Blach says over-capacity in the packing sector is increasing rapidly. In 2011 Cattle-Fax says the packing industry had 6 percent overcapacity for fed cattle, 10 percent during 2012, and estimates the percentage will climb to 12 percent during 2013. Similarly, Blach said the feeding industry has "25 to 30 percent excess capacity."

While the current situation and outlook is grim, Blach sees opportunity for U.S. beef producers, especially through exports. With just four percent of the world's population, the U.S. produces 29 percent of the world's beef. And, Blach says, U.S. beef and offal exports "contribute \$277 to the value of every fed steer and heifer in the U.S."

Blach says that value has increased \$100 since 2003 when America saw its first case of BSE. "That value is going to continue to grow and access to (export) markets is key." Blach said within 5 to 10 years exports could consume 20 percent of total U.S. beef production.

CattleNetwork.com



WHERE HAVE ALL THE BEEF COWS GONE?

By Chris Hurt,
Purdue University

Cattle numbers are down again, to their lowest level since 1952, according to USDA's recent inventory count. Beef cow numbers are at their lowest level since 1962 as the devastating impacts of the 2012 drought continues the longer-term decline. Beef cow numbers were down three percent in 2012

and 11 percent since 2007. The drivers have been high feed and forage prices, persistent drought in the Southern Plains, and of course the

continued on page 10



CATTLE HERD TRENDS AND CHANGES ARE UNDER WAY

By Lee Schulz, ISU

On Feb. 1, USDA released the much-anticipated January Cattle Inventory Report. The report itself was construed as moderately bullish for cattle prices in late-2013 and 2014. Most final estimates were within the range of pre-report expectations, with one surprising – and arguably most impactful – exception: the annual calf crop total was down nearly 3%, generally suggesting future cattle supplies may be even tighter than previously believed.

All cattle and calves in the U.S. as of Jan. 1, 2013 totaled 89.30 million,

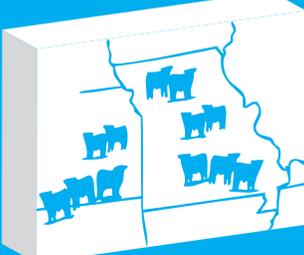
continued on page 12



U.S. BEEF EXPORTS IN 2012 LOWER AS U.S. SUPPLY TIGHTENS

U.S. beef exports for 2012 totaled 2.45 billion pounds, 12 percent lower than a year earlier. The United States was still be a net beef exporter in 2012, but by a narrower margin—only 235 million pounds, versus 728 million pounds in 2011. With strong global demand for U.S. beef, the tightening domestic beef supply and restrictive high prices were the primary causes for lower exports in 2012. However, the United States exported 9.5 percent of production, about 1 percent point lower than the production share exported in 2011. Excluding Hong Kong and Russia, to which U.S.

continued on page 12



Coming Sales-46
Life is Simple-5
Plain Talk-6
Market Report-8
Agribusiness
Directory-44



record 111 million viewers, Case IH announced its partnership with Ram Trucks to make donations to the FFA for the number of visits the ad receives online and by the time you read this... Dodge Ram's "So God made a farmer" featuring the legendary broadcaster Paul Harvey will have been 'viewed' over 20 million times. It took less than a week to reach 10 million views, earning the FFA a \$1 million donation.

What was it about this message that made it strike a 'chord' like no other? Why did it resonate? One writer wrote, "The two-minute ad captured America's attention and its heart. For agriculture and rural America, it defined a way of life and affirmed the pride of a job that often goes unrecognized in our society."

Paul Harvey, from his speech at the 1978 National FFA Convention proclaims "On the eighth day, God looked down on his planned paradise and said 'I need a caretaker,' so God made a farmer."

In his unmistakable voice, Harvey salutes farmers and ranch-

ers. "God said, 'I need somebody willing to get up before dawn, milk cows, work all day in the fields, milk cows again, eat supper, then go to town and stay past midnight at a meeting of the school board,'" said Harvey. "So God made a farmer."

The ad 'moved' so many, including myself, because it weaves just about everything that is really important to us into a short 2 minute message. It begins with a few moments of silence with an image we have all seen - a lone black-baldy cow standing in a 'stalk field' covered in snow, and then a small, weather beaten country church and then it continues with images of farms, ranches and the faces and hands of people - people and families, as well as stories, that could all easily be our own. The message evokes strong emotions, because we all have these faces, and these stories, in our own families, in our own lives. This message 'strikes a chord', as a 'flood' of almost 'sacred' memories rushes through our minds, because we know those folks. That's what we do. These are my people. That's us. That's me.

And then... there is the sense

of pride. The sense of pride of who we are... what our families have endured to survive... and what we continue to do every day to try to put food on our own table as well... as well as the table of others.

Why is this message so powerful? It gives us a chance to see ourselves, our faces, our challenges, our lives, maybe even for a brief moment our soul...more clearer than we have in a long time. The best part? For a few minutes on a Sunday afternoon and 'several times since' some other folks got a chance to see it too. Thanks to Dodge Ram. I don't drive one... but who knows.

If you haven't seen this video, please make a point to sit down with someone special (especially someone who might not really care to 'touch the (bleep) computer' - yeah you know the one) and share this two-minute message together. If you can get the whole family - two, three, or even four generations to sit down and share it together, I promise you won't be sorry.

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When my oldest son returned home after spending the last three years in Ireland, he not only brought the lifetime experience of studying in a foreign land—he brought back a wife as well. He and Agne were both working on doctoral degrees in the same department, started dating, fell in love, and got married last month. My wife and I are both thrilled since she is a lovely young lady and has become the daughter we never had.

Agne, I think, was a little apprehensive about living in a rural area since she had never lived outside the city in her life. She was born and raised in a city in Lithuania before moving to a city in Ireland to conclude

her studies, and since all the teaching jobs for which Seth has applied don't start until August, they have temporarily set up housekeeping in one of our farmhouses about a mile away.

Seth had to do a 'sales job' in assuring her that our little farm community is the safest place in America and stated, "Nothing ever happens out here in the sticks, so there is no need to fear anything." I'm not sure she believed him completely, but she agreed.

While Seth is working at a non-teaching job for right now, my wife has taken it upon herself to make sure that Agne doesn't get bored staying out here in the country. Judy has been teaching our new daughter-in-law how to drive a car (that, in itself, should lead to an interesting article in a few weeks) and meets the young lady for a walk most every afternoon. Agne was, at first, reluctant to walk along the lonely country roads that crisscross

our little corner of the earth. "Aren't you afraid we will be robbed or assaulted?" she asked my wife before their first adventure.

"Don't be silly," Judy replied, "this is the country. Nothing ever happens out here."

Agne even asked me to hang some new window blinds in the old farmhouse because she would, "Just feel safer knowing someone wouldn't be able to peep in."

continued on page 12

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17229149

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-0.3	+1.41	+0.33	+15.78	+74.35

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Advertising in KS or OK

Brenda Black
660-696-2333

Design/Layout

Emily Elmore
Single Wing Creative
Off. 816-807-8899
Fax. 866-611-0490

Printing Dates

Spring 2013	Fall 2013
Feb. 7 Red Angus	Aug. 8 Gelbvieh
Feb. 28 Hereford	Aug. 22 Simmental
Mar. 14 Salers	Sept. 12 Charolais
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Subscription rate is \$15.00 Per Yr.

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The Midwest Cattleman
3760 NE 1000 Rd.
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Cover:

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Plain Talk on Cattle

FEWER CATTLE AND HIGHER PRICES

By Ron Plain, Extension Economist, UMC



Nationally, the southern plains have seen the driest weather and the biggest herd reductions. In January the number of beef cows in Texas was one million head (20%) smaller than two years ago. The beef cow herd in Oklahoma was 13% smaller than two years ago. Kansas and Missouri have done well by comparison. The Kansas beef cow inventory is down 10% and Missouri is down only 6% from January 2011.

Drought often forces farmers to do things they don't want to. Feeder cattle prices were record high in 2011 and again in 2012. They are expected to set new records again this year. The economics is telling cow-calf producers to expand the cow herd. The pastures are saying you have to cut back.

Nationally, we started 2013 with the smallest cattle inventory since 1952. The

It is hard to separate the well being of farmers from what happens with the weather. A dry year in 2011 followed by an extremely dry year in 2012 has forced cattle producers to cull their herds and send cows to market. Cow slaughter in 2011 and 2012 each equaled 16.7% of the January cow inventory. These were the highest slaughter rates since 1986 when 17.1% of the cow herd was slaughtered.

The Midwest Cattleman • February 28, 2013 • P6
herd has declined for six consecutive years and is 1.6% smaller than the year before. The smaller herd means that beef production will continue to decline and, barring a loss of exports or a weaker economy, the price of cattle should continue to increase.

The 2012 U.S. calf crop was the smallest since 1950. The calf crop totaled 34.3 million head last year, down 2.9% from 2011. This was the largest yearly decline since 1985. The Missouri calf crop totaled 1.74 million head last year, down 4.4% from 2011.

The Kansas calf crop totaled 1.25 million head in 2012, down 12% from 2011.

The January USDA inventory survey said that U.S. beef cow numbers were 2.9% lower than at the start of 2012. The number of dairy cows was down 0.1%. The number of beef heifers expected to calve this year is up 1.8%. The number of dairy heifers expected to calve in 2013 is down 4.5%. The combined female number indicates the

2013 calf crop should be 2.1% or so smaller than last year. This year will be the 18th consecutive year with fewer calves than the year before.

Steer and heifer slaughter in 2012 was the lowest since 1980. It is likely to be even lower this year. The inventory of feeder cattle in the country at the start of 2013 was 1.5% lower than a year ago. The average retail price of fresh beef in 2012 was a record \$4.694 per pound. With fewer cattle this year, we should see more beef price records.

As usual, the biggest unknown for cattlemen as they head into the summer of 2013 is the weather. Subsoil moisture is depleted over most of the western corn belt. Given timely rains, feed costs will drop and cattle profits expand. Another dry summer and the expected increase in cattle prices will be soaked up by an expanding feed bill.

The biggest obstacle to

continued on page 12

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+6	+3	+65	+115	N/A	+10	+27	+1.41	+1.41
top 20%	top 1%	top 2%	top 2%		top 20%	top 20%		

BD	BW	Adj. WW	WR	\$W	\$F	\$G	\$B
01/31/12	70	722	110	+33.73	+56.60	+24.62	+69.17
				top 10%	top 2%		



Mill Brae CC&7 2140

CED	BW	WW	YW	SC	CEM	Milk	Marb	RE
+6	+8	+55	+103	+1.46	+9	+34	+1.47	+1.30
top 15%	top 15%	top 10%	top 5%		top 2%			

BD	BW	Adj. WW	WR	\$W	\$F	\$G	\$B
02/09/12	80	711	107	+29.80	+46.20	+25.96	+78.08
				top 10%	top 10%		top 15%



Mill Brae Aberdeen 2011

CED	BW	WW	YW	SC	CEM	Milk	Marb	RE
+10	+1	+58	+103	N/A	+11	+34	+1.52	+1.61
top 15%	top 15%	top 10%	top 10%		top 10%	top 2%		top 20%

BD	BW	Adj. WW	WR	\$W	\$F	\$G	\$B
01/10/12	70	699	106	+33.44	+44.75	+34.76	+71.28
				top 10%	top 15%	top 25%	



Mill Brae Protégé 2045

CED	BW	WW	YW	SC	CEM	Milk	Marb	RE
+9	+5	+64	+116	N/A	+9	+28	+1.59	+1.65
top 20%	top 20%	top 2%	top 1%		top 15%	top 25%	top 15%	

BD	BW	Adj. WW	WR	\$W	\$F	\$G	\$B
01/24/12	70	742	113	+32.22	+58.42	+34.75	+93.82
				top 15%	top 2%	top 25%	top 2%



Mill Brae Final Product 2047

CED	BW	WW	YW	SC	CEM	Milk	Marb	RE
+6	+2	+64	+111	N/A	+9	+30	+1.46	+1.66
top 2%	top 2%	top 3%	top 3%		top 10%		top 15%	

BD	BW	Adj. WW	WR	\$W	\$F	\$G	\$B
01/25/12	72	719	109	+35.09	+51.93	+27.34	+77.63
				top 10%	top 4%		top 20%



Mill Brae Bismarck 2179

CED	BW	WW	YW	SC	CEM	Milk	Marb	RE
+1.6	+1.7	+53	+94	+1.19	+10	+31	+1.16	+1.44
top 20%	top 20%	top 25%	top 15%		top 20%	top 5%		

BD	BW	Adj. WW	WR	\$W	\$F	\$G	\$B
02/14/12	ET	ET	ET	+39.02	+36.09	+18.63	+57.55
				top 2%			

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Live Cattle:

The biggest message this market has been telling us is that beef production has actually been 1.4% HIGHER than last year. We also are having a terrible time actually selling all this meat. So, for “right now” there is no meat deficit. The big question is will this adequate supply level continue? The cattle being marketed right now were placed last May -August. During that time placements were only 2.7% lower than last year. The higher carcass weights are making up the deficit now.... thus the lower market. BUT, what’s around the corner for February, March and April feedlot marketings? For February marketings you are getting into June through Sept. placements. They were 10.2% lower than last year. July through October placements were 13.4% lower than last year. So, we WILL have a supply deficit just around the corner. Cash fats right now are in the \$126.00 range. April futures are implying a peak in cash cattle at \$131. We have a big cattle shortage coming up and April futures are only suggesting a \$5 improvement? Something is missing here. Granted we have seen consumer demand concerns and we’ve seen weather related demand issues, but I just can’t help but predict a minimum of \$134 for April fat cattle futures. When the feedlot offerings start to drop then we’ll see some action to the upside. Be patient until.

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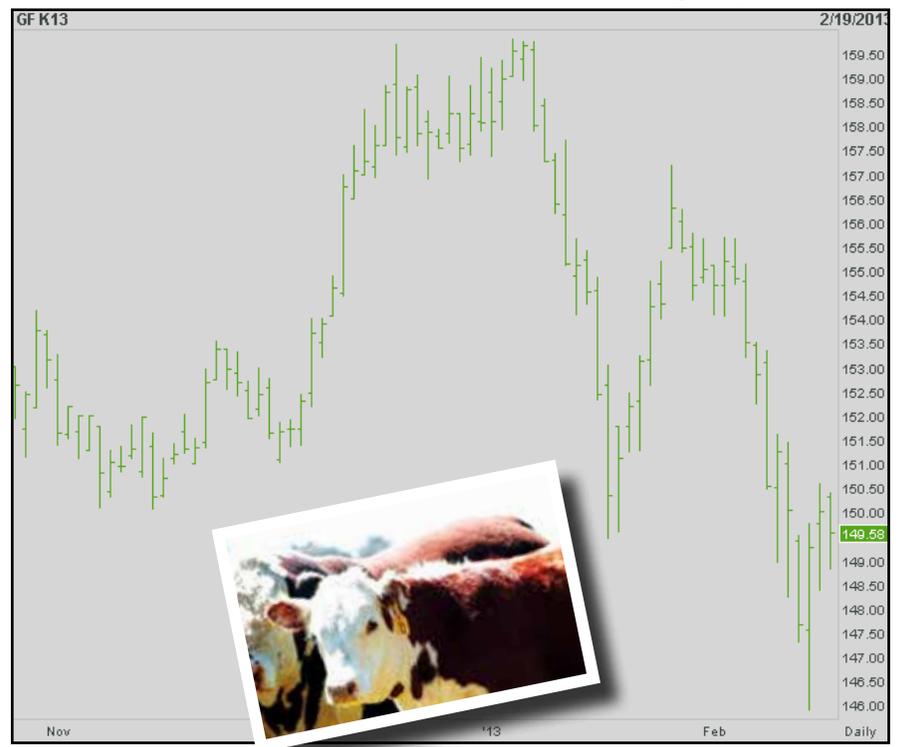
What Does this Report Mean to Me?

Q: What is the biggest problem facing the cattle feeding industry today?

A: Corn, or the lack thereof. Our entire industry is based upon this primary one energy source for feed. It amazes me that for years and years no progress has been made to find a suitable replacement. Our nation has said “we want fuel from corn, not food”. We have even MANDATED this. So, what we have to do is find another feed source. ‘Ain’t gonna be easy....but that is what we’re faced with. Like it or not.

Q: When will feeders find a bottom?

A: There is no answer....at least I can’t answer that. I’ve thought we needed to find a “compromise” in the value of the feeder as compared to the value of the meat for quite some time now. It’s a shame that one segment of agriculture is always the scapegoat of another segment within the same industry.



Feeder Cattle:

As normal, about the time I get all bulled up, the market puts me in my place. Watching this feeder market has been “painful” to say the least. I’m suggesting that the feedlots have “finally” had their fill and are bulling up saying “we’ve had enough of the high priced feeders”. ‘Can’t say that I blame them. Wow, take a look at their losses over the last year.....unreal. We’ve known for some time that the feeders were too high in order for them to make a go of it. The feeder market was WAY out in front of the cart on this deal. I propose that we’ll still see a “rally” in the feeder market, but from “which point” it begins is anyone’s guess at this time. ‘Matter of fact, at this writing, the feeders are getting hammered again. For years the term “feeders are the leaders” has been touted back and forth. In definite terms, feeders have been leading the way down over the last several weeks. At the same time I’ve witnessed a substantial pull back in ALL commodities. I could certainly build a case for “deflation” starting to settle in. When the buyer of your product doesn’t have any money, it doesn’t make any difference “what” your product is worth.....he’s NOT going to buy it. The purpose of the market is to determine “at what price” can we purchase your product, add value to it and reap a profit at the same time. Feeder cattle are trying to “find” that value.

FEEDING FIRST-CALF FEMALES AFTER CALVING



By Rick Rasby,
University of Nebraska

Calving season has either started or is just around the corner. Although first-calvers represent your future brood cows, they require more labor, higher quality feeds, and they reward your efforts by weaning the lightest group of calves in the herd. This is temporary, because if we've done our homework with due diligence, they will reward us by being productive cows for a long time.

One of the challenges is providing a high quality diet to these females after calving. In many situations, the energy needs are not met and the first-calf female loses weight and body condition from the time of calving to the start of the breeding season.

The pounds of protein or energy needed by the first-calf female compared to a mature cow at the same stage of gestation or lactation are not all that different. However, the percent of the diet that needs to be protein or energy between these two groups of females is different.

The difference is because of the amount of feed/forage that they can eat. The mature cow can eat more feed compared to the younger female.

For this reason, beginning at least three weeks before calving, first-calvers need to be managed and fed separate from the mature cows. Research conducted at the University of Nebraska reported in the 2004 Nebraska Beef Report indicates that a first-calf-heifer within three weeks of calving experiences a 17% decrease in daily feed intake. These data further illustrate the need to separate first-calf-heifers from mature cows beginning at least three weeks before the start of the calving season and illustrate that nutrient density of the diet has to be high because intake is restricted. Intake is re-established to more "normal" levels by about one week post-calving.

The first-calf-females post-calving

need to consume a diet that is at least 62% TDN and 10% to 11% crude protein, depending on level of milk production. Feeding meadow hay that tests 58% TDN and 12% crude protein, prairie hay that tests 54% TDN and 6.5% crude protein, bromegrass hay that is 58% TDN and 11% crude protein, or early-bloom alfalfa that is 60% TDN and 20% crude will not meet the first-calf-female's energy (TDN) needs, whether feeding individually or in a combination of feeds.

Some of these forages will not meet their protein needs. A high energy feed needs to be supplemented. Corn, distillers grains, gluten feed, 20% cube, or silage may be good choices. Make sure the protein requirement is met, especially when corn or silage is fed.

In ranch situations, the supplement may be fed on the ground instead of in bunks. Depending on the quality of the hay and the energy content of the supplement, it may take two to three pounds per head per day to meet requirements. Likely there is minimal waste when feeding

an energy cube/cake or whole shell corn. When supplementing wet and dry distillers grains on the ground, it is hard to visually find any left on the ground.

A young beef female poses challenges, but she is the future of your cow herd. Don't short her after calving, especially don't skimp on the energy. She has enough challenges between calving and the beginning of the breeding season. Don't over-feed her, but give her an opportunity to be a productive part of the herd.



Private Treaty Bull Sale Starts March 2



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SMALL HERD POWERFUL GENETICS

widespread Midwestern drought of 2012.

The 2012 drought was the primary driver of the decrease last year as it destroyed pastures and forage supplies and catapulted corn, sorghum, and soybean meal prices. The impacts were largest for producers in the Southern Plains where beef cow numbers dropped by 9 percent last year and in the Central Plains where numbers were down 6 percent. These two regions had a decrease of 860,000 cows. Likely some of those cows moved to the Northern Plains where rain was more abundant and cow numbers expanded by four percent, totaling about 170,000 cows.

The 2012 drought was just the latest event to result in the liquidation of cows that has been accelerating since 2007. Nationally, the

beef cow herd has dropped by 3.6 million head (11 percent) with reductions in all regions except the Northern Plains. It has been difficult for the beef industry to compete for high priced feed and limited land that is being converted to corn and soybean production. The Southern and Central Plains have led the way with a 1.9 million head reduction since 2007, followed by declines of 700,000 head in the Southeast, and 680,000 head in Corn Belt states.

What will it take to turn the herd decline around? The answer is more rain, more crop production, and more pasture and forage production. Larger crop and forage production would increase availability and lower prices of these critical feedstuffs. Given the small size of the calf crop, this would bolster calf prices. A second condition beef producers would

like to see before expanding is some assurance that feed prices will have an overall moderation in coming years, not just a one year decrease.

USDA found evidence among producers that they were getting positioned to begin expansion. The number of beef heifers being saved for herd replacement was up two percent. There is a general feeling that cattle prices could be very strong in coming years due to small per capita beef supplies. If weather moderates, several profitable years are anticipated for cow-calf producers.

Finished cattle prices should strengthen into the spring as beef supplies drop. These smaller beef supplies are related to both a small cow herd which means a small number of calves available and to the pace of feedlot place-

ments that dropped sharply beginning last July due to higher feed prices resulting from the drought. Placements from July through November last year were down 12 percent. This will create a period of reduced marketings from feedlots in the late winter through mid-summer. In addition, the U.S. economy may be somewhat stronger than some are anticipating which will be supportive to finished cattle prices as well.

Recent futures price declines, which are suggesting late winter and spring prices in the low-to-mid \$130s, may have been excessive. Smaller finished cattle supplies due to the small placements last summer and fall provide the opportunity for finished cattle prices to rally back toward the mid-to-higher \$130s this spring and early summer. Prices are expected to be

continued on page 13

2013 NET
continued from page 3

in the news story—or buried—will be the ERS projection for net cash income, (NCI) which is different.

Net Cash Income

NCI is forecast to be down by 9 percent and that is the amount of cash in your bank account, and does not include the unsold inventory at the end of the year. NCI is forecast to be down, nationally and in your account, due to higher production expenses and less commodities that are actually sold this year, but carried over to 2014 due to low prices. That is not a sexy economic statistic, so no one will want to talk about NCI.

Production Expenses

One of the big issues is the \$19.2 billion increase in production expenses, which will be up to \$353 billion, and the highest on record. Production expenses have increased 79 percent in the past decade. That includes a 106 percent increase in manufactured inputs as well as those produced on the farm, such as livestock feed. Other overhead expenses have increased 60 percent in the past decade. Among those expense items:

Major livestock expenses are projected to rise by 5 percent, primarily for feed.

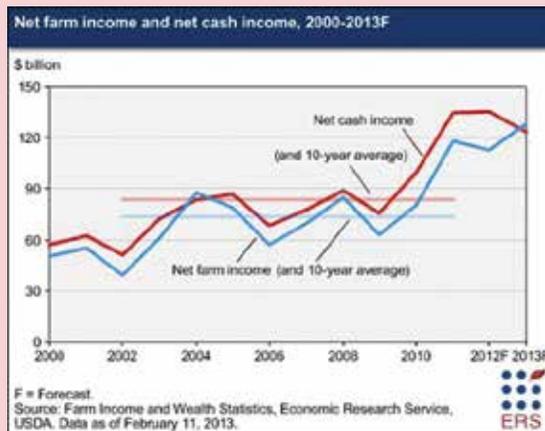
Expenses for purchased livestock will slow down, primarily cause by contraction in the cattle industry.

While a 13.5 percent increase is projected in crop production, expenses are expected to rise \$656 mil., mostly from seed and pesticide. Those combined with fertil-

izer, increased \$11.3 bil. the past two years. The lower cost results from fewer planted acres expected in 2013.

More farmers will be taking crop insurance and even with lower premium costs, the increased volume is pushing up total expenses.

Other expense increases include an 11 percent increase in labor costs, a 12 percent increase in cash rent and share rent payments. Total interest payments are expected to rise 22 percent for operating loans, but decrease 9 percent for land loans.



The increase in NFI results from a return to trend yields (the current ERS expectation) and with increased production that will reduce commodity prices, which are expected to cause farmers to withhold from the market for a longer period of time than in the 2012 harvest. ERS says, "The value of crop production is expected to rise 11 percent in 2013, despite a predicted decline in crop receipts. The difference indicates the significant role of crop inventories. Crop receipts are forecast to decline by \$3.2 billion in 2013, which would be the first decline since 2009."

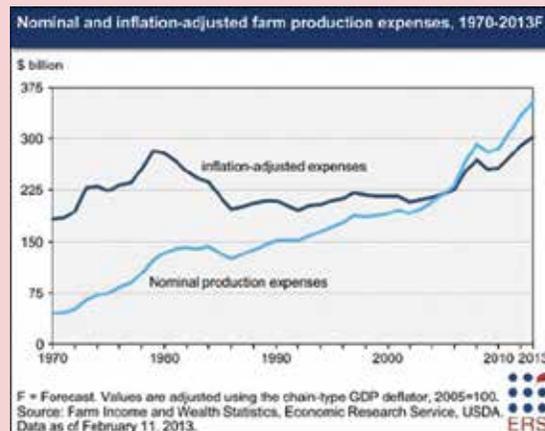
Crop Income

The 11 percent increase in crop value will push it to an all time high. The national value of corn is projected at \$81.7 bil. That is based on a 2 bil. bu. increase in inventory that will carry an increased value of \$13.2 bil. ERS also says high values for stored hay and soybeans will also push down NCI, "Increases in value of production are also expected for the other major feed crops, especially hay. The value of U.S. soybean production is expected to increase in 2013, but quantity sold during the year

clines in inventory for cattle and hogs that will push cash receipts to be slightly higher than their value of production. ERS says beef sales will be down, but higher cattle prices will show an increase in NCI from 2012. Hog prices will be up in 2013 with increased value of production.

Summary:

After adjusting for inflation, 2013's net farm income, forecast at \$128.2 billion, is expected to be the highest since 1973. A return to trend yields would lead to record crop production levels and result in substantial year-end crop inven-



tories. This would lead to higher net farm income since this measure goes beyond cash income to include the value of inventory change and other noncash items.

Net cash income--which measures the difference between cash expenses and the combination of commodities sold during the calendar year plus other sources of farm income--is forecast at \$123.5 billion,

down almost 9 percent from 2012. Even so, 2013's forecast would be the fourth time net cash income, after adjusting for inflation, has exceeded \$100 billion since 1973.

Livestock Income

The projected \$19.2-billion increase in total expenses in 2013 continues a string of large year-to-year movements since 2002, and expenses are forecast to establish a record-high. Rent, labor, and feed are the expense items expected to increase the most in 2013.

When livestock values are taken into account, NCI for 2013 gets both pushed and pulled. ERS says livestock production is expected to increase by 3.5 percent, with nearly all species seeing higher average prices. However, there will be de-

clines in inventory for cattle and hogs that will push cash receipts to be slightly higher than their value of production. ERS says beef sales will be down, but higher cattle prices will show an increase in NCI from 2012. Hog prices will be up in 2013 with increased value of production.

After adjusting for inflation, 2013's net farm income, forecast at \$128.2 billion, is expected to be the highest since 1973. A return to trend yields would lead to record crop production levels and result in substantial year-end crop inventories. This would lead to higher net farm income since this measure goes beyond cash income to include the value of inventory change and other noncash items.

FarmGate



NUTRITION IS CRITICAL FOR A HEALTHY CALF CROP

By Stephen B. Blezinger

Part 2

In Part 1 of this series we began an in-depth look at the specifics for the origination and development of a productive, healthy calf. We touched the surface of the fetal programming concept and began to work on the understanding of the many particulars that can affect the calf from the point of conception on through birth and into its life outside of the uterus.

From a logistical perspective there are two primary issues that have to be recognized and addressed. One is that of embryonic/fetal attachment to the cow. As we discussed in Part 1, this attachment via the placenta is the “pipeline” by which all nutrients are delivered to the developing calf. This attachment and tissue development is complex and requires a variety of nutrients and reactions to be readily available in the appropriate quantities and timing.

The second part of this picture is access to the actual nutrients themselves. It should be emphasized that this is not just a matter of having ENOUGH of all necessary and critical nutrients but also not having TOO MUCH of these as well. The following discussion will delve into the nutrition part of this issue. A side note – you will find a variety of references in this article that will not be listed at the end in order to save space. If you have an interest, please send a note to the email at the end of this article and a complete reference list will be sent to you.

Nutrition is a Critical Key

In livestock production settings, lack of proper nutrition can often occur during gestation, particularly during the first two trimesters, even though we know that the bulk of fetal growth occurs in the third trimester. This results from either low feed reserves and/or management practices that result in cows losing weight during late fall and early winter (Sletmoen-Olsen et al., 2000a,b). However, data indicate that health and growth of offspring born from undernourished mothers are diminished (Godfrey and Barker, 2000; Vonnahme et al., 2003). While variations in the duration and severity of maternal under-nutrition do not always result in a reduced birth weight, physiologic alterations such as glucose intolerance, skewed growth patterns and alterations in carcass characteristics have been reported. It becomes obvious that birth weight alone may not be the best predictor for calf survival and productivity.

For the cattle producer this is very tangible. For example, if the nutri-

tion program is mismanaged or there is failure to take the appropriate steps to minimize stress during pregnancy there will be effects on the unborn calf. Negative nutrient environment can result in possible fetal programming responses due to several fac-

tors (Wu et al., 2006; Reynolds et al., 2010). These may include:

1) Breeding of young dams who compete for

nutrients with the rapidly growing fetal systems.

2) Increased incidences of multiple fetuses or large litters.

3) Selection for increased milk production, which competes for nutrients with increased energy demand from fetal and placental growth.

4) Breeding of livestock during high environmental temperatures and pregnancy occurring during periods of poor pasture conditions.

These and other studies have



continued on page 14

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LIFE IS SIMPLE

continued from page 5

I agreed to add the amenities to the windows while still trying to reassure her that, "Nothing ever happens out here in this rural setting." She still wanted the blinds hung.

On only their third afternoon walk, both Judy and Agne were scared half out of their wits when a shiny, new truck came barreling by them, on the one-lane county road, at 70-80 MPH with three police cruisers right behind them; sirens blaring. We heard on the news that night that it had crashed about two miles southwest of our home and the driver had escaped on foot. Officials were warning the locals to lock up their homes and vehicles until he could be found. Seth and Agne complied with the request, as did most everyone around here.

The next morning, as I headed out to feed and check cattle, I noticed the overhead door in the building next to Seth and Agne's house was halfway open. Thinking that was odd, I proceeded to

turn around and go investigate. Peering inside, I could see that the bicycle that Judy had loaned Agne, was gone. I called the Sheriff's office to report a theft and they told me they had just found a bicycle on the side of the road about a mile away and the escapee had been captured another mile away from the bike. He had used it as a getaway vehicle.

Checking in on Agne after the Sheriff returned the bike; I asked her if she was okay after all the excitement. "Yes," she responded, "but I think I need to do more study on the English language."

"What do you mean?" I asked, "You speak English better than I do."

Smiling, she answered, "Evidently, I don't know the exact meaning of the phrase, 'nothing ever happens out here'."



PLAIN TALK

continued from page 6

more cattle price records may be the U.S. economy. Record meat prices require consumers who have money to spend. The U.S. economy shrunk during the fourth quarter of 2012 and the unemployment rate at the end of the year was 7.9%. Federal withholding for social security taxes increased by two percentage points at the start of 2013. The retail price of gasoline was higher in February 2013 than any previous February. Each of these items is a reason U.S. consumers may be picking up less beef and

more beans and pasta in the months ahead.

Last year, the average price of beef was 35% higher than pork and more than double the price of chicken. When the economy is strong, consumers gladly pay the extra for beef. But, during an economic downturn, not so much.



NEXT ISSUE: MARCH 14TH
SALERS

ALL ADS DUE 10
DAYS PRIOR TO PRINT

U.S. BEEF

continued from page 3

exports were 24 and 5 percent higher, exports to all major beef trading partners were lower in 2012. U.S. exports to South Korea and Japan were down by 20 percent and 1 percent, year over year; to Vietnam and Taiwan by 6 and 46 percent; and to Canada and Mexico by 7 and 28 percent. Canada remained the top U.S. beef export market in 2012 at 467 million pounds, followed closely by Japan at 450 million pounds. Mexico, South Korea, and Hong Kong rounded out the top 5 spots at 352, 305, and 201 million pounds.

In terms of the U.S. export share to its major markets, Japan's imports from the U.S. increased by over 9 percent compared with a year earlier, with Australia the main loser of market share to the United States. The United States lost market share in Canada, however, to Australia and

Uruguay, while total imports by Mexico were lower from all major exporters to the country. Total imports by South Korea were also lower, but Australia's share of the market increased by over 2 percentage points.

U.S. beef exports in 2013 are expected to be only fractionally lower than in 2012. Drought, slaughter cattle availability, and the extent to which U.S. producers rebuild their herds will have the greatest effects on 2013 export levels. The U.S. beef supply is perhaps the biggest constraining factor to growth in U.S. beef exports in the near term.

USDA/ERS



CATTLE HERD

continued from page 3

which is a 1.6% decrease from Jan. 1, 2012. This was the lowest Jan. 1 inventory of all cattle and calves since the 88.10 million in 1952. Here in Iowa, all cattle and calves totaled 3.85 million, a 1.3% decrease from last year. For the U.S., the number of beef cows and heifers that have calved was 2.9% lower than a year ago; while in Iowa the number of beef cows and heifers that have calved increased 3.4% year-over-year.

Cattlemen have been adding youth to their breeding stock as evidenced in higher replacement heifer numbers. Heifers for beef cow replacement increased 1.9% and 7.1% year-over-year in the U.S. and Iowa, respectively. While heifer replacements were higher than estimates for 2011 and 2012, they remain lower than any other year since 1990 suggesting "real expansion" has yet to be initiated.

The past three years of year-over-year increases in heifers for beef cow replacement indicate more than anything else, the contrast between what the industry would like to do and what it is able to do.

Drought and continued beef cow liquidation meant that a very low percentage of potential replacement heifers actually entered the herd in 2012. Determining what percentage of those heifers may actually enter the herd in 2013 depends almost entirely on whether drought conditions moderate.

It's also important to keep in mind that quality bred beef heifers are selling in an extraordinarily high price range, and it likely will take some time to recoup even if cattle prices remain strong for the next several years.

The combined inventory of 500+ pound steers, 500+ pound other heifers, and calves was down 1.5% and 2.0% year-over-year in the U.S. and Iowa, respectively. After accounting for cattle already in feedlots, the supply of feeder cattle outside feedlots was 0.7% higher than a year ago in the U.S. However, this slight increase in feeder cattle supplies is not a result of more supplies than anticipated, but rather USDA's downward revision in the 2012 estimates of steers and other heifers.

Overall, with a smaller forecasted 2013 calf crop and reduced cattle imports, the squeeze on feeder supplies will continue. Without continued reductions in feedlot inventories, the feeder supply will continue to shrink. And, if conditions permit, increased heifer retention will further squeeze feeder supplies in the coming years.

You can read the full reports at (U.S.) <http://usda01.library.cornell.edu/usda/current/Catt/Catt-02-01-2013.pdf>.

Iowa Beef Center



in the higher \$120s this summer and then strengthen in the fall to the low-to-mid \$130's. If weather helps restore feed and forage supplies this summer, a more aggressive expansion of beef heifers should be anticipated beginning in the fall of 2013 and continuing into 2014. If this does occur, it will set the stage for very strong calf prices and new record high prices for finished cattle in 2014.

If crop and forage production returns to near normal, the cattle industry is poised for multiple years of favorable returns and expansion. However, everyone watching the "Drought Monitor" knows that much of the country has not yet returned to normal weather conditions. Beef cattle producers will be poised to expand when weather conditions improve. Unfortunately for the beef industry, both poultry and pork producers are waiting at the start line as well. Those industries can expand production much more quickly and will extract market share from beef during the period from late 2013 to 2016.



A bump in the road for cattle inventory dynamics

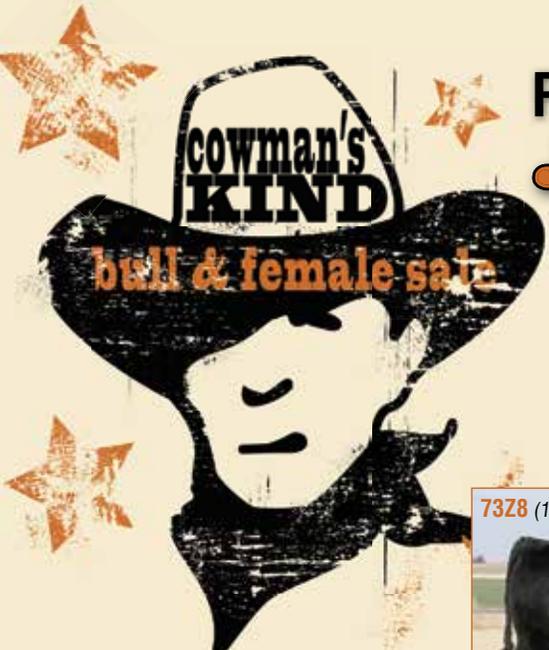
Current forecasts assume normal weather patterns in 2013—i.e., that the drought will dissipate this year. As a result, stocker operators are expected to grow calves on pasture rather than place them prematurely in feedlots. Normal growout of feeder cattle on pasture during the spring and summer would allow stocker operators and cattle feeders to spread placement of feeder cattle in feedlots more uniformly over the year. Stocker operators and cattle feeders will have incentives (higher

anticipated prices and lower feeding costs) to place feeder cattle in feedlots later in the year, especially in the fourth quarter of 2013, when expected lower prices for corn and other feeds will follow from harvest of the 2013 crops. Cow calf producers are also expected to withhold heifers from feeder cattle supplies, thereby reducing feeder cattle supplies that will support cattle and beef prices during 2013. Beef production is expected to decline from 2012 levels.

However, as the drought has continued thus far into 2013, liquidation of cows has remained relatively high. The cow slaughter may add to near-term beef supplies, particularly of processing beef if forage supplies tighten. Feeder calves may continue to be placed in feedlots earlier and at lighter weights than would be the case if pasture conditions allowed them to be grown on pasture rather than on high-priced corn.

USDA / ERS





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291Y (1205718)

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291Z2 (1231846)

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80R2 (956502)

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NUTRITION

continued from page 11

reported instances of compromised maternal nutrition during gestation which resulted in increased neonatal mortality, intestinal and respiratory dysfunction, metabolic disorders, decreased postnatal growth rates, and reduced meat quality (Wu et al., 2006). Proper management of cow nutrition during gestation can improve progeny performance and health, perhaps through its entire life.

One of the most significant signs of maternal undernutrition is obvious. Initially the calf may be born very weak or even dead. The calf born as a result of that pregnancy may not gain weight to its genetic potential while still on the cow or later as it begins producing in the milking string or placed in the feedyard. This effect has been documented as reflected in Tables 1 and 2. In 2012,

Underwood and co-workers reported increased body weight (BW) gains, final BW, and hot carcass weight (HCW) in steers from cows grazing improved pasture from day 120 to 180 of gestation when compared to progeny from cows grazing native range during that same time. Steers from cows grazing improved pasture had increased back fat and tended to have improved marbling scores compared to steers from cows grazing native range. Similarly, a study was pursued to determine the effect a dietary energy source had on progeny calf performance. Radunz (2009) offered cows three different diets during gestation beginning on approximately day 209: hay (fiber), corn (starch), or distillers grains with solubles (fiber plus fat). Corn and distillers grains diets were limited fed to ensure consistent energy intake among treatments. Results indicated reduced birth weights for calves from dams fed grass hay when compared to calves from the other two groups, with an increase ($P \leq 0.05$) in calf body weight reported through weaning when comparing calves from corn fed dams to hay fed dams. Feedlot performance among treatments was not different; however, calves from hay fed cows required 8 and 10 more days on feed to reach

a similar fat thickness when compared to calves from distillers and corn fed dams, respectively.

Similar effects can be seen in the effects of maternal prenatal nutri-

tional support on resulting heifer calves as reported in Table 2. Martin et al. (2007) conducted a study with cows grazing dormant Sandhills forages during the late gestation period. One group received a 42 percent CP (DM basis) cube offered three times weekly at the equivalent of 1.0 lb/day while another group received no supplement. Calf birth weight between heifer progeny from supplemented and nonsupplement-

Table 1. Effect of maternal nutrition on steer progeny performance.

Item	Dietary treatment				
	Underwood et al. (2010) ¹		Radunz (2009) ²		
	NR	IP	Hay	Corn	DDGS
Birth BW, lb	85	81	86 ^a	95 ^b	91 ^b
Weaning BW, lb	534 ^a	564 ^b	580 ^a	607 ^b	591 ^{a,b}
ADG, lb/d	3.28 ^a	3.65 ^b	3.37	3.46	3.41
HCW, lb	726 ^a	768 ^b	688	688	675
12th rib fat, in	0.49 ^a	0.65 ^b	0.48	0.50	0.51
Marbling score ³	420	455	549 ^a	506 ^b	536 ^{a,b}

¹NR = dams grazed native range from day 120 to 180 of gestation; IP = dams grazed improved pasture from day 120 to 180 of gestation.
²Hay = dams offered a diet of grass hay beginning on day 209 of gestation; Corn = dams offered limit-fed diet of corn beginning on day 209 of gestation; DDGS = cows offered a limit-fed diet of distillers grains with solubles beginning on day 209 of gestation.
³Where 400 = Small⁰.
^{a,b}Means within a study with different superscripts differ ($P \leq 0.05$).

Adapted from Summers and Funston, 2011.

Table 2. Effect of maternal protein supplementation on heifer progeny performance.

Item	Dietary treatment			
	Martin et al. (2007) ¹		Funston et al. (2010b) ²	
	NS	SUP	NS	SUP
Weaning BW, lb	456	467	492 ^a	511 ^b
Adj. 205-d wt, lb	481 ^a	498 ^b	470	478
DMI, lb/d	14.39	14.88	20.89	20.50
ADG, lb/d	0.90	0.88	1.86 ^a	1.74 ^a
Residual Feed Intake	-0.12	0.07	0.08	-0.04
Age at Puberty, d	334	339	365 ^a	352 ^a
Pregnant, %	80 ^a	93 ^b	83	90

¹NS = dams did not receive protein supplement while grazing dormant Sandhills range during the last third of gestation; SUP = dams were supplemented 3 times per week with the equivalent of 1.0 lb/d of 42% CP cube (DM basis) while grazing dormant Sandhills range during the last third of gestation.
²NS = dams did not receive protein supplement while grazing dormant Sandhills range or corn residue during the last third of gestation; SUP = dams were supplemented 3 times per week with the equivalent of 1.0 lb/d of a 28% CP cube (DM basis) while grazing dormant Sandhills range or corn residue during the last third of gestation.
^{a,b}Means within a study with different superscripts differ ($P \leq 0.05$).
^{a,b}Means within a study with different superscripts differ ($P \leq 0.10$).

Adapted from Summers and Funston, 2011.

continued on page 20

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In an industry where the major product sold is a live calf; all breeding bulls should receive an annual breeding soundness exam. Fertility testing the breeding bull is a minor production cost that can help prevent reproductive failure. Using a bull that is infertile or that has structural problems will frequently result in a higher percentage of open cows. Increasing costs of production due to higher feed costs, make keeping an open cow cost prohibitive. Beef calf prices remain at historic levels, losing the opportunity to sell calves due to open cows can have a significant negative financial impact on a beef cow-calf operation.

Breeding bulls can remain fertile with high quality semen for ten plus years. However, breeding bulls may exhibit infertility at any age. Low fertility can be caused by a number of factors including, frost damaged testicles, testicular infection, poor nutrition, physical injury and genetic predisposition. Younger bulls may exhibit breeding problems for the same reasons, however infertility may also be due to their young age. Yearling bulls mature rapidly between 11 and 15 months of age; evaluations done at an early age may not accurately reflect their breeding potential several months into the future.

Bulls can be tested for fertility using a breeding soundness exam. During the exam, they are inspected for anatomical correctness and abnormalities such as, penile warts, testicular infection, scrotal circumference and semen quality. Semen quality is

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FORAGES: UNDERAPPRECIATED AND UNDERVALUED

By John F. Grimes, OSU

Ask any person that raises beef cattle to provide a description of what they do, you will likely hear terms such as “cattlemen”, “rancher”, “cow-calf producer”, or “stocker” just to name a few. These terms are logical because if you are involved in beef cattle production, you are typically proud of what you do and enthusiastic about the industry. However, I believe these terms are a bit misleading. A person involved in cow-calf production or raising or backgrounding feeder calves is at some level a forage producer.

Don't get me wrong. I'm with most of the folks who consider themselves a cattlemen first and foremost. Now more than ever, however, any successful cattle producer has to be equally adept at being a successful forage producer as well. Current economic conditions in today's beef industry indicate the need for an expanding herd and keeping a watchful eye on annual maintenance costs. Improved efficiencies in forage production are the keys to success in these areas.

It is my opinion that the typical forage production unit does not compete in productivity and efficiency when compared to other agricultural commodities. Data from the Ohio Agricultural Statistics Service provides the proof. In 2011, the average hay (all types) yield was 2.48 tons/acre. Alfalfa yields

that same year were 3.4 tons/acre. Compare yields that year for corn at 158 bushels/acre and corn silage at 18 tons/acre. A similar story was seen in 2010. The yields that year were 2.59 tons/acre for all hay, 3.3 tons/acre for alfalfa hay, 163 bushels/acre for corn, and 17 tons/acre for silage.

The argument could be made that I am comparing apples to oranges in this case. Much of our forage (hay and pasture) is produced in areas of the state that are not as conducive to grain production. These areas also do not have the soil types available to produce as competitive of yields as seen in other areas. However, the yield data indicates that we simply are not getting enough forage production off of the acres that are being utilized to remain viable in the beef industry in the current economic climate.

Let's set aside the topography and soil quality issues when we talk about forage production. Do forage producers utilize the management



The Midwest Cattleman • February 28, 2013 • P16

and production tools available to them as effectively as grain producers? On average, the answer is no. How many operations can you think of where forage production is treated as the highest priority enterprise? Are the best forage varieties available planted? Are optimal planting dates observed? Are soil samples regularly taken and fields fertilized accordingly? Are yield and quality-reducing weeds controlled? Are fields grazed or harvested to achieve a balance between yield and quality? Are alternative forages utilized to supplement traditional forage production? Do we store and feed hay in a manner to reduce losses?

It is my opinion that it would be a mistake to believe that the days of cheap corn or hay will be returning anytime soon. If a beef producer wants to increase the size of their operation or reduce feed costs, they must significantly improve the efficiency of their forage production enterprise. Increasing hay yields and/or improving grazing management will allow you to increase cattle numbers without buying or renting more land. Improving forage yields and quality can go a long way towards helping to reduce total feed costs in an operation.

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Rebuilding a Forage Base



Landowners experienced a terrible drought this past summer and many are wondering what to do now with the poor pasture that is left.

“There are two responses to have toward a drought: short term and long term,” said Jill Scheidt, agronomy specialist with the University of Missouri Extension in Barton County.

A short-term response refers to emergency crops to plant to address a drought now. This spring, short-term planting options as an emergency crop include spring oats, cereal rye or turnips.

Long-term response options for drought are available in plantings like: over-seeding clover or lespedeza; thickening a forage stand in the spring; planting annual Sudan or millet in May; partially converting to a warm season grass pasture; controlled grazing; and meeting fertility needs.

“To get back on track with a forage program, a forage base needs to be established for the next season. If starting from a strong fescue base, 40 to 60 lbs./ac of nitrogen needs to be applied in the fall and clover no-tilled into the ground no later than September 1,” said Scheidt.

Another option is frost-seeding clover or lespedeza from December to February.

“If starting from a weak fescue base, frost seeding clover or lespedeza is still a good option,” said Scheidt. “Clover and legume stands suffer in a drought, so it is imperative to rebuild a lost stand.

SEVERE INJURY

If the drought severely in-

jured a fescue field infested with toxic endophyte, then the drought gives producers a chance to convert fields over to Novel endophyte fescues.

“Converting fields to Novel endophyte fescue is the best option if a pasture is injured beyond repair,” said Scheidt.

Legumes are an excellent addition to a pasture. Not only do legumes fix nitrogen, but they also provide addi-

tional benefits like: increase animal gain by 100 lbs./ac; increase daily gains 0.1-1.0 lbs.; increase cow conception rates by 15-25 percent; increase forage quality; lower endophyte toxicity; and even out feed supply.

Another way to get better usage of a pasture is adding warm season grasses to the mix. Converting 10-30 percent of the pasture to warm

continued on page 25

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FEEDING BEEF COWS IN WINTER

By Mark Landefeld, OSU



Feeding beef cattle during the winter can be a challenging experience if being profitable is also one of your goals. Proper nutrition is a key component for a successful cow/calf operation. Cows go through many physiological changes during a year. The winter/early spring feeding period is one of the most critical times to provide adequate nutrition for the cow because of her needs at calving time.

Feed usually accounts for the single largest input cost associated with beef cattle. The winter feeding period generally becomes the largest portion of this cost. Stored feeds such as hay normally cost producers 3-5 times as much as grazing a summer pasture or stockpiled feed in a paddock, when cost is calculated. It's therefore critical to keep the amount of stored feed fed to an acceptable minimum so costs are kept under control, but you must still feed enough hay to meet the nutritional needs of the cow. We must maintain the cow's dietary needs if strong healthy calves are to be born in the spring and also get cows rebred in a timely manner to maintain acceptable calving intervals.

So, we quickly see how over feeding

becomes costly, but don't ever forget that under nourished cows may be a disaster. Under nourished cows are ones not receiving enough nutrients from their feed. Notice I did not say, it's cows not being fed enough hay. Cows can be under nourished even though they are eating all they can eat. Feeding the correct quantity of hay is important, but feeding the correct quality of the hay during each production stage is the key.

We often use the figures 2.5 - 3% of a cow's body weight as the amount of dry matter (DM) a beef animal needs per day. So, a 1300 lb. cow would require approximately 33-39 lbs. of DM each day. Don't forget this is a DM calculation. To calculate the amount of hay we must actually feed we must account for the moisture in the hay. Most stored hay will be roughly 90% DM so we divide our 33-39 lbs. by 90% (.90) and get an as fed amount of 37-43lbs. of hay per day for our 1300 lb. cow.

Here's the catch. Doing these calculations still does not assure us the proper amounts of nutrients are being fed. Remember we said cows can starve eating all they could eat. Quality of hay must be accounted for to ensure the nutrients being fed are adequate. Poor quality hay has high percentages of non-digestible (neutral detergent fiber-NDF) material in it. Because of this a cow can not eat more than about 1.5% of her body weight in NDF. Poor quality forage does not pass through the rumen as quickly as high quality forage, hence the cow is

full but still lacks the nutrients she needs to maintain productivity.

Laboratory forage analyses I've had done sometimes reveal that hay does not contain the nutrients I thought it might. Sometimes this happens because of unexpected changes in weather conditions that delay making hay, but other times it's because of management decisions. I've heard some producers boast of how many round bales they rolled up in one day or how well their round bales keep their shape and not sag after baling. How-

continued on page 25



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"This high quality aids beef producers, both cow-calf and stocker programs," said Cole.



The popularity of farming enterprises resembles women's fashions. It might be the in-thing to grow fescue for pasture, hay and seed, then someone decides it's more profitable to go to wheat, corn, soybeans, Bermuda grass, ryegrass or turnips.

Sometimes it is hard to keep up with what is the "in thing" says Eldon Cole, a livestock specialist with University of Missouri Extension.

"The good news is that year-in and year-out, one crop that consistently performs well on many farms in southwest Missouri is alfalfa," said Cole. "When you develop a pro and con list for your farm, maybe there are better options than alfalfa, but at least consider it."

Alfalfa is often called the queen of forages because of its high quality. In most parts of the country it's a staple for any dairy. High-dollar horse breeders generally like alfalfa hay.

"In this part of Missouri alfalfa hay or pasture complements fescue extremely well. Its high protein content minimizes the purchase of high dollar protein supplements," said Cole.

For example, the 16 alfalfa entries in the 2012 Ozark Empire Fair Hay Show had an average crude protein level of 20.3 percent. The total digestible nutrients (TDN) value was 66.9 percent and the relative feed value (RFV) was 182.

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9/1/11 - BLK - DBL PLD - PB
EXLR Review 7153R x GPFF Marquise
BW: 2.5 WW: 56 YW: 93 MA: 26 SC: 0.8
CW: 25 RE: 45 YG: .02 MS: .08 SMI: 44
Adj. BW: 68 - Adj. WW: 777 - Adj. YW: 1,195



AUTO Gunn Pointe 192Y

9/14/11 - DBL BLK - HOMO PLD - 75% LF
LH Rodemaster 338R x Ava Jo DHVO 721R
BW: 1.4 WW: 58 YW: 106 MA: 30 SC: 0.8
DC: 18 CW: 48 RE: 26 YG: .30 MS: .11 SMI: 49
Adj. BW: 73 - Adj. WW: 702 - Adj. YW: 1,139



AUTO Grand Prix 139Y

9/2/11 - DBL BLK - HOMO PLD - 50% LF
S A V Bismarck 5682 x MAGS Phantoms Prize
BW: 0.3 WW: 64 YW: 112 MA: 26 DC: 2
CW: 48 RE: 19 YG: .27 MS: .10 SMI: 51
Adj. BW: 75 - Adj. WW: 745 - Adj. YW: 1,099



AUTO Grand Am 136Y

9/20/11 - HOMO BLK - HOMO PLD - 50% LF
S A V Bismarck 5682 x MAGS Phantoms Prize
BW: 0.3 WW: 64 YW: 112 MA: 26 DC: 2
CW: 48 RE: 19 YG: .27 MS: .10 SMI: 51
Adj. BW: 70 - Adj. WW: 835 - Adj. YW: 1,403



AUTO Brave Heart 189Y

11/23/11 - DBL BLK - HOMO PLD - 75% LF
DHVO Trey 133R x BOHI Sunset 6156S
BW: 2.8 WW: 54 YW: 91 MA: 14 SC: 0.4
DC: 14 CW: 29 RE: 23 YG: .14 MS: .20 SMI: 52
Adj. BW: 62 - Adj. WW: 821 - Adj. YW: 1,216



AUTO Alibi 194Y

9/17/11 - HOMO BLK - HOMO PLD - 75% LF
DHVO Trey 133R x BOHI Sunset 6156S
BW: 2.8 WW: 54 YW: 91 MA: 14 SC: 0.4
DC: 14 CW: 29 RE: 23 YG: .14 MS: .20 SMI: 52
Adj. BW: 62 - Adj. WW: 698 - Adj. YW: 1,060



AUTO Carbon Copy 154Y

9/4/11 - HOMO BLK - HOMO PLD - 38% LF
G A R Predestined x AUTO Rebecca 292S
BW: 0.7 WW: 49 YW: 101 MA: 30 SC: 0.3
DC: 10 CW: 25 RE: 15 YG: .37 MS: .51 SMI: 61
Adj. BW: 68 - Adj. WW: 788 - Adj. YW: 1,159



AUTO Blaque Roc 180Y

9/2/11 - HOMO BLK - DBL PLD - 75% LF
LH Rodemaster 338R x TYEJ DB Serenity
BW: 1.7 WW: 54 YW: 101 MA: 29 SC: 0.6
DC: 15 CW: 31 RE: .03 YG: .28 MS: .13 SMI: 49
Adj. BW: 68 - Adj. WW: 699 - Adj. YW: 992

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NUTRITION

continued from page 14

ed dams was not different; however, heifer progeny from supplemented cows had increased adjusted 205 day weaning weights, prebreeding body weight (BW), BW at pregnancy diagnosis, and improved pregnancy rates compared to heifers from nonsupplemented dams. Furthermore, Funston et al. (2010b), using the same cow herd, offered a distillers based supplement (28 percent CP, DM basis) three times weekly at the equivalent of 1.0 lb/day, or no supplement during late gestation as cows grazed either dormant Sandhills range or corn crop residue. Calf weaning BW was greater ($P = 0.04$) for heifers from protein supplemented dams. The study went on to show a decreased age at puberty for heifers from protein supplemented cows and a trend ($P = 0.13$) for higher pregnancy rates when compared to heifers from nonsupplemented dams, possibly related to decreased age at puberty.

Other implications in female cattle may also be noted. As the heifer matures to a producing cow, she may not be as reproductively sound as she should be because some genetic groundwork was not laid properly. In a nutshell the concept means that the producer needs to be managing the cow as best possible from before conception through calving. This helps insure the calf's genetic potential. Indeed this very early nutrition and management may dictate what the calf's genetic potential actually is. This concept is truly managing for the long term.

However, it's not just for the long term. How we manage the cow carrying the fetus from the time of conception can have dramatic effects on growth and development of the calf while in the uterus and then immediately after birth. In addition to the performance issues such as those listed previously we can also see negative effects on pregnancy rates and initial calving date in females. Fetal programming may also impact carcass quality in the form of muscling and the amount of marbling. So when we look at ribeye area ultrasound scans, what we see in an animal at 12 months of age may have been affected when it was only an embryo only a few weeks old as suggested by the previous data. Additional evidence exists that this early fetal development directly affects the establishment and development of the immune system and can dictate the long term function of the immune responses as well as autoimmune conditions.

In general, most producers recognize how important it is to provide adequate nutrition to the cow during the third trimester of pregnancy. Most of the unborn calf's growth occurs during this latter part of gestation, with about 75 percent of growth occurring during the last two months (Robinson, et al, 1977, Von-

nahme, 2007). The cow's nutritional status during the later months of pregnancy also influences how quickly her reproductive system recovers after calving and resumes normal estrous activity. It has been proven time and time again that it is hard to get a cow ready to breed if she is in poor condition at the time of calving. Consequently, much research and producers' efforts have concentrated on the cow's dietary needs during late pregnancy.

In many cases, historically, the first half of gestation has seemed less important. This seems especially true considering that the fetus has limited nutrient requirements for growth and development at this stage. However, growing evidence suggests there is a lot going on at the very beginning, at and from conception, as well as later in the pregnancy — things that can have significant effects on producer profitability — as a result of fetal or developmental programming. The key concepts to focus on here is that the cow must be managed prior to breeding, at breeding and in the early periods after conception in such a way that the developing embryo and fetus will receive the necessary nutrients in these early developmental stages to insure its productivity through its life. A correlation would be the construction of a house on a sound foundation.

Conclusions

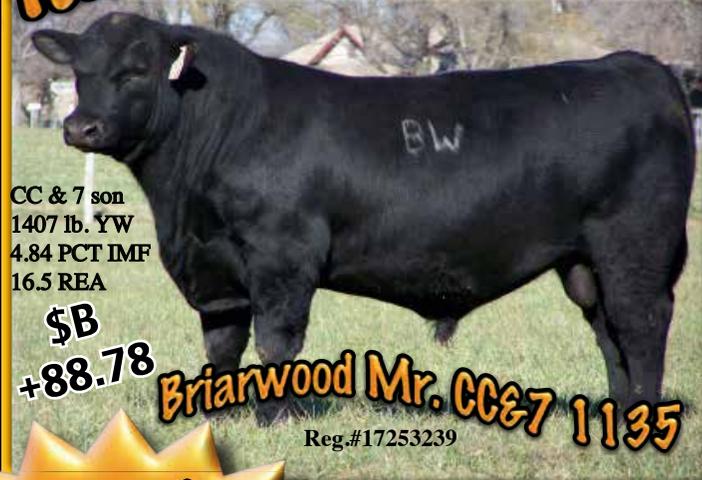
As has been stated, it is obvious that the maternal groundwork that is laid from conception through birth is important to the new calf and is a complex process. Nutrition is critical to this process but other issues come into play as well including basic management and stress effects. These issues should cause the serious cattle producer to take a hard look at his preconception through calving program from the standpoint of accuracy of nutrient provision, adequate management and efforts to reduce any stress effect feasible.

Dr. Steve Blezinger is a management and nutritional consultant with an office in Sulphur Springs, TX. He can be reached at sblez@verizon.net or at (903) 352-3475. For more information please visit us on at www.facebook.com/reveillelivestockconcepts.

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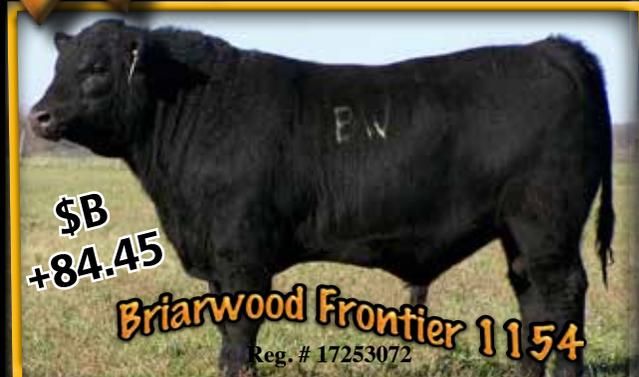
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BEGINNING RANCHERS MIGHT CONSIDER LEASING COWS

Declining numbers of farmers and ranchers and the increasing age of those who remain in the business are fueling the call to bring in and train young farmers and ranchers.



That has resulted in the development of programs to facilitate and promote arrangements between retiring and aspiring young farmers. But even with such programs, including government-backed loans to new farmers, this is problematic because the competition from expanding farms for land can be fierce.

“Finding opportunities for new players amid the consolidation into much larger but fewer farms driven by recent profitability, new

technology and risk protection policies is challenging,” says John Dhuyvetter, area Extension livestock specialist at North Dakota State University’s North Central Research Extension Center near Minot. “The reality is that getting started is as difficult as ever, with the exception of the next generation of families currently

established with large, successful operations.”

With soaring land prices, the high cost of equipment and breeding stock, and escalating operating costs, startup operations will have a limited opportunity to own high-capital-cost assets. When ownership isn’t possible, leasing will be more

continued on page 26

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 Marb +.35 RE +.76 Fat -.005
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Selling 14 bulls!



S A V Final Answer 0035

Reg. #13592905 DOB: 2/22/00
 BW -1.0 WW +60 YW +104 Milk +26
 Marb +.52 RE +.42 Fat +.043
 \$W +55.62 \$F +41.58 \$G +28.18 \$B +60.16
Selling 20 bulls!



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Reg. #16766320 DOB: 1/08/10
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Have you done the annual ranch enterprise analysis?

By Kris Ringwall,
North Dakota State

Time is ticking away, so in the world of biology, plants are starting to wake up and livestock know that spring is coming. Call it hormones, increasing daylight, warmer weather or simply the calendar, agriculture is living biology. Biology operates under a very set process governed by rules that producers did not make.

Anyway, spring is coming, so the question is: Have you evaluated last year's efforts? The academic response is "yes." However, the classic response is "soon" and the real response often is "oops."

The evaluation of production inputs is the most critical step to success. If there is one topic that routinely draws producers to informational gatherings, it is inputs. How do producers control inputs?

The challenge from the academic side during the discussion of what-ifs or operational assumptions that are made is that these are developed from gut feelings but may not be true.

From the producer side, he or she has access to the records but may not actually review the records, so the producer operates from what-ifs and operational assumptions. Like the academic in the same position, the producer operates on gut feelings.

The point is that, as winter quickly comes to an end, the time for engaging production and all associated input costs soon will be the only priority and time will have run out on getting that good evaluation of operational inputs.

However, there still is time to review and make changes. Even if the numbers are not perfect, sitting down and reviewing the input costs is critical. The operational input review needs to be more in-depth than simply doing the taxes.

To start, producers can sit down and review their own records. However, if history means anything, the evaluation of records is not simple, so the producer ends with the records set aside because numerous production articles and catalogs seem more interesting. In fact, a lot of planning is taken directly from other producer testimonials.

Maybe that is good or maybe not. The important point is to understand one's own operation and what is happening. That is why organizations such as the North Dakota Farm Management (NDFM) program sponsored by the North Dakota Department of Career and Technical Education exist. Most states, if not all, have groups that can assist producers getting started with effective management record programs.

As noted on the NDFM website (<http://www.ndfarmmanagement.com>), "The farm business management education programs provided by NDFM are designed to provide education to farm owners and operators or persons interested in farming. The purpose of the program is to assist clients in meeting their business and personal goals. This is best accomplished through the use of quality records and sound business decisions."

What is the goal? Often, the first question is the hardest to answer. However, producers must be able to express a goal first and then analyze the operational records correctly to see if the goal is being met.

The NDSU Dickinson Research Extension Center's annual production evaluation is held in early to midwinter. The annual review makes sure the center is meeting project goals and allows management to tweak what needs to be tweaked for efficient operations. If someone says that the management of a ranch or other agricul-

continued on page 26



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Will a difficult delivery of a calf affect rebreeding of the cow?

By Glenn Selk, OSU

In addition to being the greatest cause of baby calf mortality, calving difficulty markedly reduces reproductive performance during the next breeding season. Cattle suffering from calving difficulty have been reported (Brinks, et al. 1973) to have pregnancy rates decreased by 14% and those that did become pregnant to calve 13 days later at the next calving. Results from a Montana study (Doornbos, et al., 1984) showed that heifers receiving assistance in early stage 2 of parturition returned to heat earlier in the post-calving period and had higher pregnancy rates than heifers receiving traditionally accepted obstetric assistance. In this study, heifers were either assisted about one hour after the fetal membranes (water bag) appeared (EARLY) or were assisted only if calving was not completed within two hours of the appearance of the water bag (LATE).

Heifers that were allowed to endure a prolonged labor (LATE) had a 17% lower rate of cycling at the start of the next breeding season. In addition, the rebreeding percentage was 20% lower than the counterparts (EARLY) that were given assistance in the first hour of labor. First calf heifers should deliver the calf in about one hour. The starting time is the first appearance of the water bag and ends with complete delivery of the calf. Mature cows, that have calved previously, should proceed much faster and should deliver the calf in about a half hour. Always check to be certain that cervical dilation has been completed, before you start to pull the calf. If you are uncertain about wheth-

er cervical dilation has taken place or if the calf is in a deliverable position, call your veterinarian immediately. Prolonged deliveries of baby calves (in excess of 1.5 or 2 hours) often result in weakened calves and reduced rebreeding performance in young cows!



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Involve your vet in parasite control

The Midwest Cattleman · February 28, 2013 · P24

By John Maday

A good parasite-control program can provide some of the highest economic returns of any management practice available to beef producers, but timing and product selection are critical, and most producers do not consult their veterinarians in their decisions. During the Cattle Industry Convention in Tampa, we visited with Merial technical-services veterinarian Joe Dedrickson, and while the discussion centered around the company's new "Longrange" extended-release product, much of the focus was on the value of involving a veterinarian in planning your parasite-control program.

Iowa State University research has shown that parasite control can return as much as \$201 per head due to better health, improved weight gains and reproductive efficiency. Dedrickson says a good deworming program typically can improve calf weaning weights by 25 pounds – worth close to \$50 in today's market – for a treatment cost of about a penny per pound or \$5 for a 500-pound calf.

Longrange (eprinomectrin) is a broad-spectrum injectable dewormer that provides 100 to 150 days of control with a single dose, depending on the parasite species. It also is a prescription product, meaning producers interested in using it will need to involve their veterinarians. Regardless of which products a producer ends up using, that relationship should help ensure proper timing and targeted treatment, resulting in better parasite control, better

cattle performance and less risk of parasites developing resistance to dewormers.

Resistance among worm species affecting cattle has not become a widespread problem, but veterinarians and parasitologists have become concerned as some resistant populations have turned up, particularly in the case of Cooperia species of intestinal worms. Resistance to dewormers can occur when a small number of worms survive the treatment and go on to reproduce, passing their genetic ability to resist the product on to their offspring. Over time, a population of resistant worms could develop. Insufficient dosage of a product, resulting in lower efficacy and survival of more worms, could contribute to the development of resistance.

Dedrickson says the Longrange product provides an initial peak of activity at treatment, with some of the dewormer reserved in a gel matrix for later release into the animal's bloodstream. Levels of the product in the animal's bloodstream decline somewhat over 100 days following treatment, but remain well above the minimum level for efficacy. A second peak occurs at about 100 days as the gel matrix dissolves and releases more of the active ingredient into the bloodstream. At the end of the treatment period, levels of the product in the animals drops to near zero quickly, within two to eight days, meaning just a short period when dosage levels are below that needed to kill the majority of worms.

Timing is an important consideration

in spring deworming. Dedrickson says that in most cases, about 10 percent of the worms on a ranch are in the animals while 90 percent are on the pastures. Worms that overwintered on pastures move up from the ground onto forage plants during March and April in the South — later further north — when temperatures average higher than 50 degrees. Treating too early, before worms become active in pastures, can mean cattle become re-infected soon after treatment, unless the deworming product has residual activity to extend through the infective period. With that in mind, strategic-deworming recommendations typically involve treating in late spring, after cattle have harvest-

ed the worms.

Treatment reduces the number of eggs cattle shed onto pastures in their manure, but multiple treatments can be needed to keep cattle from becoming re-infected by worms already present in the pasture. An extended-release product, Dedrickson says, can eliminate the need for multiple treatments and should help break the lifecycle of worms, resulting in cleaner pastures.

In any case, a conversation with your veterinarian can help you plan and implement a program that provides the most cost-effective parasite control over the long term.

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REBUILDING

continued from page 17

season grasses such as Bermuda, Caucasian bluestem, or native warm season grasses provides pastures with lush, growing grass during months when fescue growth begins to decline.

BEST TO NO-TILL

According to Scheidt, it is best to no-till grass seeds into an existing sod.

"No-tilling is the best option because it maintains the original sod, conserves moisture, provides competition to weeds and protects against erosion better than conventional tillage. One downside to no-till is the risk of not controlling planting depth," said Scheidt.

Grass seedlings need to be planted no more than 1/8-1/4 inch deep. If the drill does not provide good depth control, broadcasting is a more successful option.

HERBICIDE USE

Removal of competitive weeds is important when re-establishing a pasture. Just be sure to always read the herbicide label to determine when seedlings can safely be planted after an application.

A bio essay is a great way to test whether herbicide residue is still in the soil. A bio essay is performed by taking 5-8 samples of soil and planting seeds into those samples. If grasses emerge in 7-14 days, it is safe to plant; if not, wait a while then do another bio essay trial.

Pasture rationing is also essential in a drought. The more often livestock are rotated, the more recovery time grass has in between grazing periods.

"Different types of rotational grazing are available. No one pasture is the same; trial and error is the best way to figure how often to move fences or switch paddocks for optimum grass usage in your pasture," said Scheidt.

MU Extension



FEEDING

continued from page 18

ever, what they really may be saying is that they have a lot of poor quality hay, which was made after it was very mature (with a high NDF value), and it won't be able to meet the nutritional needs of their livestock during the winter feeding period.

Many factors must be taken into consideration when feeding cows. Frame size, body condition, age of the cows, time of the year, stage of gestation, types of feed, feed quality, fluctuations in air temperature, mud, rainfall and the list could go on. Animals require energy for maintenance, growth, work, and milk or meat production. Feeds are evaluated in terms of the amount of energy and crude protein the animal can obtain from them.

Providing the correct quantity and quality of feed, at the proper time, is what producers must do to maximize production, maintain cows in proper body condition and keep costs under control. Remember we said feeding beef cattle during winter can be a challenging experience. While we certainly want to feed enough nutrients, likewise we do not want to feed too many expensive nutrients if the hay is above average quality or very high in quality.

Knowledge of your hay's quality, the amount consumed and nutrient needs for all classes of livestock in your operation is essential to make the best use of forages available. Nutritional needs for cattle of various ages, weights and production stages are published in numerous places and easy to obtain. Accurate nutritional data of your hay

lots will only be known if you have laboratory analyses done.

Laboratory forage testing results are often returned within one week. It's not too late to take samples and have an analysis done to calculate if your livestock can get enough nutrients from the hay you are feeding.

Whatever method one uses to determine quantities of feed fed, producers should regularly monitor body condition of all livestock. This will help verify if nutrients being fed are calculated properly, distribution among all animals is adequate and boss cows are not keeping timid cows from eating enough forage, causing them to lose weight.



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1.1
BEPD
2.1
WEPD
41.1
YEPD
(65.5)
MEPD
4.0

BW: 90 lbs.;
Adj. 205: 742 lbs.

CEM	CWT	REA	FAT	MARB	%CEZ	%F	%Bmi
3.0	16	0.09	-0.01	0.02	5.57	52.73	37.85

Waukaru Architect 2096 *x4188112



CEM
0.3
BEPD
1.0
WEPD
31.1
YEPD
46.6
MEPD
4.3

BW: 91 lbs.;
Adj. 205: 697 lbs.

CEM	CWT	REA	FAT	MARB	%CEZ	%F	%Bmi
-2.0	4	0.03	-0.02	0.12	6.68	44.58	32.36

Waukaru Colossal 2093 ET x4188176



CEM
-0.7
BEPD
2.4
WEPD
34.4
YEPD
52.6
MEPD
3.7

BW: 92 lbs.;
Adj. 205: 690 lbs.

CEM	CWT	REA	FAT	MARB	%CEZ	%F	%Bmi
0.0	15	0.13	-0.01	-0.01	2.14	44.46	32.27

Waukaru Lucas 2036 4189963



CEM
2.4
BEPD
-0.1
WEPD
34.3
YEPD
(55.6)
MEPD
3.5

BW: 80 lbs.;
Adj. 205: 658 lbs.

CEM	CWT	REA	FAT	MARB	%CEZ	%F	%Bmi
0.6	13	0.04	-0.02	0.05	11.90	46.95	35.42



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BEGINNING

continued from page 21

likely. Leasing agricultural land is common, and for most farmers and ranchers, the majority of acreage they operate is leased. However, most cattle assets traditionally are owned or lender-financed.

Leasing cattle may be an option. Leasing allows a rancher to gain a herd of stock cows and generate income when investing and borrowing to buy cows may not be feasible or desired. A cow owner who leases cows to someone else eliminates the responsibility for caring for the herd while retaining an income-earning asset.

“With high-cost breeding stock and larger herd sizes, interest in leasing cows is being explored,” Dhuyvetter says. “The cattle industry is smaller than in the past and smaller than it probably should be. Widespread drought has been a major driver of this trend, coupled with higher feed prices and profitability in the farming sector. Older existing ranchers may be less inclined to rebuild or expand, creating opportunities for young ranchers as forage conditions improve.”

Historically, most cow leases were on a share basis. Financial experts recommend an equitable split of calves that is in proportion to contributed costs. For example, the owner contributes cow ownership costs (interest on investment, normal death loss, depreciation) and the operator provides all the operating costs (feed, yardage, care and health).

North Dakota State



HAVE YOU

continued from page 22

tural enterprise is simple, that person obviously never has managed a unit. Even when the objectives are clearly stated and properly presented, the evaluation of management is never simple. There is always something.

That is not an excuse to not do an evaluation of the operation. As the center completes the evaluation, the future will not only be positive, but also more focused

and show a clearer alignment with the center's goals.

Likewise, as producers evaluate their operation, they, too, can become more focused and goal-oriented. At day's end, there certainly is satisfaction in knowing that the operation is on track to accomplish what the individual producer wants to accomplish.

Oftentimes, producers will attend meetings or read articles that seem to express what the beef business is about. That is good,

but keep in mind that the beef business is very diverse. What fits one producer may not have anything to do with what fits another producer because the goals may be very different.

However, in the end, the needed accumulation of records and the subsequent analysis of those records are critical to goal assessment and future planning.



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The “colostrum” conversation

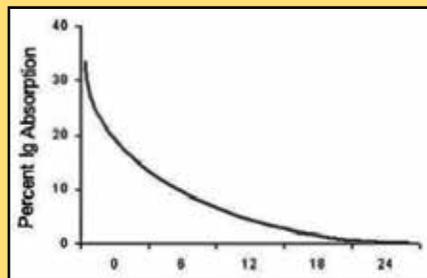


It is common knowledge that colostrum or ‘first’ milk produced by dams in the first few days postpartum is critical to the health and vitality of newborn calves. Providing sufficient amounts of high-quality colostrum is one of the primary factors in preventing newborn calf diseases and reducing economic losses. Understanding the various components of colostrum and its important functions can help producers utilize best management strategies to maximize benefits from this essential nutrient.

Colostrum contains over ninety compounds that fight against pathogens and establish immune response (immunoglobulins, lactoferrin, lactoperoxidase); provide nutrients (lactose, lipids, protein); and stimulate growth and generation of nerves, cartilage, bone, and muscle (essential fatty acids, minerals). Compared to mature bovine milk, colostrum contains higher total solids (27.6% vs. 12.3%), higher protein (14.9% vs. 2.8%), and slightly higher fat (6.7% vs. 4.4%) (Christiansen, 2010). The quality and quantity of colostrum produced is affected by breed type, cow age, and nutritional status of the dam. Dairy cows typically produce more colostrum than beef cows, and mature cows produce more than heifers. Feeding energy-deficient diets can significantly reduce colostrum yield. In addition, factors such as temperature stress, dystocia or calving difficulty, and lack of mothering (licking the calf dry after birth) can reduce the ability of the newborn to absorb immunoglobulins in colostrum.

One of the most important functions of colostrum is to deliver immunoglobulins that transfer passive immunity to the calf and enable it to fight off infections for the first three-to-five weeks of life. This is accomplished by absorption of antibodies through the wall of the newborn’s small intestine. For maximum transfer of antibodies, the newborn must receive colostrum soon after birth. Antibody transfer becomes more limiting over the first 24 hours after birth as permeability of the newborn gut is reduced and the concentration of immunoglobulins in colostrum decreases (Figure 1).

Figure 1. Effect of age of calf on the percent absorption of immunoglobulin through the calf intestine.*



*Adopted from Arthington et al., 2008.

The principal colostrum immunoglobulin is “IgG,” which is commonly measured in the serum of the calf after birth to determine successful transfer of passive immunity. If transfer does not occur, calves are considered to have “FTP”, or “Failure of Passive Transfer,” which is highly correlated to illnesses such as diarrhea and other more serious diseases, such as colisepticemia, caused by absorption of certain serotypes of E. coli. Generally, calves with serum IgG concentrations of less than 10 g/L are thought to be at higher risk of disease. Calves with severely low concentrations of immunoglobulins typically die within days.

South Dakota State



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Calves expend energy to keep warm. The thermoneutral zone is defined as the temperature at which the animal's heat loss equals the heat production. The animal does not have to expend extra energy to control its temperature when in the thermoneutral zone. The thermoneutral zone for a new born calf is 50-78 degrees F. This is affected by many variables including wind, moisture, hair coat and bedding. By one month of age, the calf is able to tolerate more cold and the thermoneutral zone expands to 32-78 degrees F.

Normal milk replacer or milk feeding will not be sufficient to meet the extra energy requirements of young calves to keep warm in extreme temperatures. Researchers at Cornell University have shown that the pounds of milk replacer needed to meet maintenance requirements of a 100-pound calf increases 44 percent when temperatures are



15 degrees F, compared to 50 degrees F. If the temperature drops to 5 degrees F, then the requirement for maintenance increases 55 percent. Energy intake can be increased by adding an additional feeding of milk or milk replacer. If an additional feeding cannot be done, then increasing the milk feeding size, increasing fat content of the milk or the amount of powder mixed in the same amount of water can help the calf fight the cold. Older calves are able to consume more starter to battle the cold.

Extra bedding will help the calf keep warm and dry. When laying

down, the calf's legs should be buried in the straw. Deep bedding will trap warm air in addition to keeping the calf dry. A calf blanket can also be used with deep bedding to give the newborn calf extra protection.

If a young animal is sick, do not withhold milk or milk replacer. The energy from the milk is essential for the calf to fight illness. Electrolytes that provide minerals, energy and protein to the calf should be

fed in addition to normal milk feeding for scouring calves. When using electrolytes, do so at least two hours after the calf was given milk. If electrolytes are fed too soon after milk feeding, then the ingredients in the electrolytes can interfere with the clot formation in the abomasum, possibly making the scours worse.

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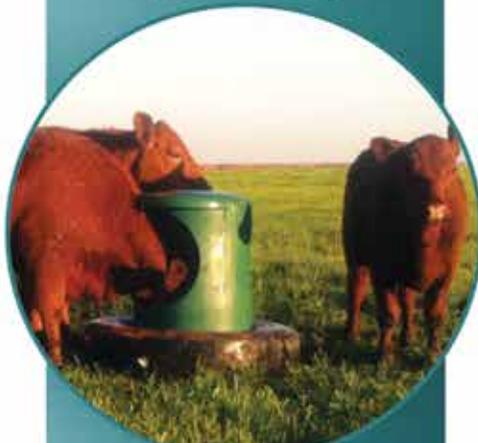
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Plains farmland up more than 20 percent, sets records

By Christine Stebbins

Farmland values in the U.S. Plains states jumped more than 20 percent in the fourth quarter from a year earlier as farms sold at record-high prices, with the biggest jump seen in irrigated land given the worst drought in 50 years to hit the world's top food producer, the Kansas City Federal Reserve bank said.

This was the seventh consecutive quarter irrigated and non-irrigated cropland values posted year-over-year gains of more than 20 percent as record crop prices kept demand hot for farmland, according to a quarterly survey of bankers by the Kansas City Fed.

"What really stuck out in the survey was the difference between irrigated and non-irrigated cropland values...irrigated land is a way to protect from the possibility of these droughts," said Nathan Kauffman, a KC fed economist and one of the authors of the survey.

"Persistent drought sparked a rush in irrigated farmland sales during the fourth quarter of 2012. Stronger sales vault-

ed irrigated cropland values in the District 30 percent above year-ago levels, with a 13 percent jump in the fourth quarter alone," the Fed said of its survey, which draws on comments from 232 district bankers.

Non-irrigated cropland and rangeland posted strong annual gains of between 20 and 25 percent.

The KC Fed district stretches across major wheat, corn and cattle states of Colorado, Kansas, Nebraska, Oklahoma and Wyoming along with parts of New Mexico and Missouri.

U.S. Plains farmland values:

Farmland values are closely tracked by government economists as a gauge of the U.S. economy and health of the banking system. In recent years both crop prices and farmland prices have set records as the burgeoning biofuels industry and record food exports spotlighted the value of hard assets.

In turn, farm income has also set records. But skyrocketing land values have stirred bank-

er fears about the possibility of a ruinous farmland bubble like the one seen in the 1980s U.S. farm crisis, when over-leveraged farmers lost their land when interest rates jumped.

"Farm prices are high, but so are commodity prices and interest rates are very low. Those are the two biggest determinants of what farm ground should sell for," said Phil Burns, chief executive of F&M Bank in West Point, Nebraska. "The question becomes how sustainable are either or both looking longer term? In the short term every-

thing looks fine."

The Kansas City district survey comes after fourth quarter surveys from the St Louis and Chicago Fed banks. The latter two surveys covered the northern Corn Belt and central Delta states, with both reporting similar results - strong farm income aided by crop insurance and strong farm spending for land and equipment, partly due to year-end doubts about higher taxes in 2013.

Farmers remain the predominant land buyers, accounting

continued on page 42

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The 'Two Bale Tale', or how being cheap can cost more

I could detect a note of relief when Uncle Ray called me in early November, "By golly, I finally got a load of hay on its way here from out-of-state!"

Uncle Ray has a fairly small number of cows and seldom needed much hay, which prompted me to ask, "Couldn't your local source fill the bill?" His reply was one commonly voiced, "Yeah, early on he said he'd take care of me, but as the drought got worse, his hay went up to \$75 a bale and I can't pay that!"

After the first blast of cold weather hit Uncle Ray called, "When you get down my way, can you sample this hay for me?" Admittedly, I wanted to see his "out-of-state" hay because I had already eyeballed some shipped into my neck of the woods. In addition, I wanted to see the neighbor's hay if possible.

When I drove up, the first red flag was a hay ring half full of "stuff" that Uncle Ray's cows apparently refused to eat. The sample I cored from his stored bales provided the second red flag. I hinted that we should visit the neighbor who, after Uncle Ray introduced me, was more than glad to show us his hay. Upon entering the barn I immediately detected the fragrance of hay that had been cut, baled and stored as it should be. I'm openly biased toward Bermuda hay, and that's exactly what this fellow had, although he noted, as have most producers, "Sure didn't get the yield I normally do," thanks to a persistent drought.

After mentioning that he hadn't, but would like to sample the hay, I pulled out my 18-volt cordless drill and Pennsylvania hay probe. In just a matter of minutes Uncle Ray was sifting his fingers through the sample bag while feeling a little dejected about his November decision.

Later, the two hay analyses confirmed what our nose, texture and visual appraisals suggested. The "as-is" crude protein and TDN, or

total digestible nutrient, levels of Uncle Ray's bargain hay were 5.4 and 46 percent, respectively.

The neighbor's hay showed "as-is" crude protein and TDN levels of 18.3 and 61.6, respectively. In addition, based on Uncle Ray's

trucking invoice, his bales weighed about 1,000 pounds with a final cost of \$65 per bale, or \$130 per ton. The neighbor's hay, priced at \$75 per 1,100-pound bale, would have cost \$136 per ton.

The kicker, which few producers calculate, is the cost of usable forage! I guesstimated Uncle Ray's hay at being 50 percent consumable, based on hay ring waste, and the neighbor's hay at an 80 per-

cent rate. That elevates the usable forage cost to \$260 per ton for Uncle Ray's hay and \$170 per ton for the neighbor's hay. The math may confuse some, as it did Uncle Ray, who was already fuming after mentally adding in the cost of supplementation he needed to purchase.

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Cattle-feeding technology increasing beef supplies

Beef production, however, has not fully reflected changes in cattle numbers. While declining slightly in 2011 and 2012, year over year, beef production received a boost from the increased rates of cow slaughter, more imported cattle, and bigger animals. Generally, dressed weights have increased about 4 pounds per year since the 1970s. In 2012, average dressed weights for federally inspected steers and heifers were 18 and 19 pounds heavier than in 2011, exceeding the average annual trend of an increase in weights. These heavier steer and heifer weights were partially a product of good feeding conditions during the year and the increased use of beta agonists like ractopamine in cattle feeding. Racto-



pamine is fed toward the end of the feeding period to increase lean muscle mass and reduce feeding costs. However, the reduction in feeding costs lasts only for a short period, after which feeding costs

continue to accrue with little or no additional weight gain. This narrows the window for marketing fed cattle.

In the long run, closing of the

Cargill meat packing plant in January of this year will likely be a positive thing for the meat packing industry. However, while the closing immediately raised packer capacity utilization rates, it also had an immediate—although apparently short-lived—negative impact on fed cattle prices. Cattle feeding margins

have been negative since March 2011. With current feed and feeder cattle price forecasts, margins are expected to remain negative until fourth-quarter 2013, when fed cattle prices are expected to move above current forecasts of breakeven costs of \$136/cwt and expected prices for new-crop corn result in low-

er feeding costs. With limited supplies of feeder cattle and possible over-capacity in the cattle feeding sector, competition for feeder cattle could result in some feedyard closures.

While fed cattle prices seem to have recovered for the most part from the abrupt decline that followed the announcement of the Cargill plant closure, the current price picture for the beef complex is not bright. Steer and heifer slaughter appears to be flagging in the face of continuing negative margins for meat packers, and wholesale cut-out values have not recovered from their recent declines. This deteriorating situation has likely been exacerbated by the continued economic weakness. Retail beef demand will likely face continued price pressure as a result.

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ROTH HEREFORD FARM FOCUSED ON "BUILDING THE BEST"

By Brenda Black

Old fashion hard work and modern technology are the framework at Roth Hereford Farm in Windsor, MO. Ed and Carol Roth and their son Eddie and his family, along with the help of Amy Phillips, share the day-in-day-out labor. But it's the careful selection of top Hereford genetics that really goes to work and keeps them in business.

"We've been doing real good out here, selling quite a few bulls," says Ed, referring to their 335 acres located in the west central part of the Show Me state, and the 100 head of registered Herefords that populate the wholly pastured property.

"We started raising Herefords in May of 1976 when we bought our first cow or two," he recalls. "We had been buy-



ing a few feeder heifers for a year or so and didn't care for that kicking and all that, so we went to Herefords."

While the bulk of the herd is basically polled, Ed contends that he'll "throw in a little AI horn for extra genetics." But he won't keep anything around that isn't docile. "We worked hard to make sure the cows we got were gentle."

Their go-to seed stock supplier was Andy Luczkowski out

The Midwest Cattleman · February 28, 2013 · P33

of Warrenton. "Over the years we bought quite a few cows and heifers from him until he dispersed his herd in 1984."

From 1972 to 2004, the Roths made their home in Troy, MO. In 2004 they headed southwest to Windsor. No matter where they've lived, the name Roth and Hereford have become established as synonymous. In fact the only off-colored

cows on their farm are strictly used for ET recipients. Every head is registered and nearly every female is artificially inseminated.

"We normally try to breed all of our cows AI," says Roth. "We try to calve in a 60-day window, beginning the first of January and going to the end of February. We AI, then 10 days later they go out with the bull. We also have a

continued on page 34

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60-day window in the fall for calving.”

The past couple of years, Roth says they've increased their conception rates to 70% or better. "That's pretty good," says Roth, pleased with the work of a professional technician who lives in the neighborhood."

Roth says Hereford breeders like himself, who are working

harder to improve the breed, have contributed to the growing popularity of Herefords. "We have more performance testing than ever and DNA and top AI sires," he adds. "Customers want better cattle all the time. If you're going to be in the purebred business you need a product the consumer is happy with."

Roth Hereford Farms has customers pleased all across the country. Their 2012 fall

sale sent cattle into 13 states including Montana, Georgia, Virginia, Ohio, Tennessee, Texas and Arkansas. They sold embryos as far away as Colorado and California. The third Saturday next November they'll conduct their seventh annual auction at the farm. "We just started having it here at the farm a couple of years ago," says Roth. "It really improved the sale immensely to have the cattle on green grass and let people see our place."

This spring, April 6, Roth Herefords will partner with other consignors and have their first spring bull sale at their home place in Windsor.

The offering includes some F1 baldy heifers as well. Though Roth is committed to the red and white breed, he sets his sights on helping the commercial cattleman achieve his goals. "Most of our bulls go to commercial breeders," Roth says. "People want that Hereford/ Angus cross to get black baldies. The Hereford gets them a little gentler, they grow better, and they don't need as much feed. Herefords are just more efficient."

Make no mistake, Roth knows his cattle aren't perfect. And he knows he has to answer some ongoing criticism...like Hereford's tenden-

continued on page 35





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cy toward pink eye problems. “We still get it and need to really stay on top of keeping the flies away,” he says honestly. “We give one to two shots a year to everything and use a lot of fly control. The breed has been working on it for years and making significant progress. I see a lot of other commercial cattle with it, so it’s not just a Hereford issue. It’s a pest control problem. We do everything we can to eliminate the problem.”

Just as he addresses management issues with multi-faceted approaches, Roth looks at breeding decisions with broad and narrow methods.

“We might flush half a dozen cows a year,” he explains. “They got to have a good udder and a good track record with proven calves of their own. We’ll cross them with several different bulls. A couple of our cows, we’ve flushed 15 times each. Some we’ll only flush once. If the calves don’t do well, no more. You live and learn.”

Roth says it’s more than just genetics that make a winning combination. “We try to use the top bulls in the country. We’ve used several national champions. We use EPD’s, but we don’t solely go by that. They have to have good disposition and conformation. The bulls have to work with our cattle.”

Like many in regions drought stricken, the Roths have scaled back their operation, with age and productivity helping sort who stays and who goes. “We have culled some of the older cows; had to move them down the road,” he says. “We are selecting cattle that are more heat tolerant and excel on fescue”

With overhead climbing, Roth still believes there is money to be made. “Our sales have been pretty good. Last year our average was \$3000. The year before, \$3100. They do pretty good for us overall. So as beef cow numbers go down, beef prices go up and that keeps it exciting.”

It’s not just the money. Roth stays in the business anticipating something even greater – another generation of Hereford loyalists in his grandsons, Lane and Levi. He hopes they will follow in his and their daddy’s steps. They are 7 and 9 and grandpa says he looks forward to when they get “rolling good” and inter-

ested in the herd.

Along the way, he says he’ll be doling out good advice: “Work hard, study the genetics and don’t look for the government to bail you out!” And all the while he’ll be showing them where the real value is found – in those Hereford babies that come every spring time.

“We’ve got some calves on the ground by last year’s national champion,” Roth beams. “We’re hoping to get a herd sire out of the group a couple of years down the road.”



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Start with Hereford Mamas



The Kaczmarek family's recipe for producing market-topping calves starts with good Hereford cows.

by Sara Gugelmeyer

Bill and Roberta Kaczmarek got into the Hereford business in 1971, but it was just 11 years ago when they started breeding part of their registered Hereford cows to top-quality Angus bulls. It didn't take long for them to build a reputation in southern Missouri for the fancy F1 calves produced, especially when combined with Kaczmareks' excel-

lent management and customer service.

"They're good, honest people and they sell good, honest cattle," says John Wheeler, Marionville, Mo., who has bought Kaczmareks' black baldie heifers for several years.

Start with good genetics

To get good cattle, you start with good cattle, says Joe Kaczmarek,

Bill and Roberta's son, who has joined the business with his parents and brother, Tony. For Kaczmareks, getting good cattle means using the Hereford cow herd the family has been building for decades.

They run about 275 registered Hereford cows on their 1,500-acre farm near Salem, Mo. About 125 head are used in a purebred Hereford seedstock program, and 175 are bred to Angus bulls to produce the aforementioned black baldies. They also have about 30 F1 cows they use for recipients, 20-25 replacement heifers for the purebred herd and 20-25 replacement heifers for the F1-producing herd.

Although some prefer to cross Angus cows on Hereford bulls, Kaczmareks appreciate their Hereford cows. "Herefords are easy breeders, very maternal," says Joe. "We like their longevity. We have cows in the herd that are 13, 14 years old. We have a 70-day calving cycle, and they breed back and perform the same way every year."

Since Kaczmareks are a cat-

tle-only operation, they added some fall-calving cows to help with cash flow. They have about 25-30 fall-calving cows that are bred to Angus bulls and 50 fall calvers bred to Herefords.

Add good management

No matter the calving season, calves are weaned between 7 and 8 months old. However, the preconditioning starts before weaning. First off, all Kaczmareks' cows are PI-tested to ensure the calves have the best chance possible to be healthy.

Then, Kaczmareks are firm believers in Nutrena feed. They begin supplementing the calves about 30 days before weaning with a Nutrena preconditioner. The calves continue eating the supplement out of a self-feeder after they're weaned.

Roberta says, "We keep them on average about 45 days after weaning." By the time the calves are sold, they've been vaccinated twice, castrated and bunk broke. They prefer to band their bulls, and they also work with their veterinarian on a vaccination

continued on page 37



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"Herefords are easy breeders, very maternal. We like their longevity...they breed back and perform the same way every year."

— Joe Kaczmarek

program using Novartis brand vaccines. Also, Kaczmareks enroll their cattle in the Missouri Quality Systems Assessment (QSA) program.

At sale time the heterosis pays off in terms of quality and pounds. Joe says, "We like the hybrid vigor because of rapid growth. When we wean, our heifers average 635 lb.; steers average 675. That's at about 10 months of age."

Again, part of that growth can be attributed to Kaczmareks' level of care. They've added different grass species to their pastures to help ensure high nutrition year-round.

Joe says, "We consider ourselves manufacturers of grass and hay. We have specific fields with specific grasses to use at certain times of the year. We use a different combination of legumes, fescue; we use endophyte-free fescue, orchard grass, red river crab grass, red clover, rye and others. It's all mixed in there, so it comes up at a time when we can use it."

American Hereford Association Director of Seedstock Marketing Joe Rickabaugh says, "It is an extreme pleasure to visit the Kaczmareks' place. They have developed their ranch with superior pasture and grass management."

Kaczmareks have stacked carefully planned management on top of their good genetics. This combination seems to be a winner at the sale barn.

The calves are marketed through a regional auction market: South Central Regional Stockyards at Vienna, Mo. Dave Patton manages the barn and really appreciates the Kaczmareks' hard work. "There's no doubt that they are one of the top outfits in our trade area," Patton says.

Another advantage of the Hereford-Angus cross is disposition. Roberta says, "That's something Dave comments on when he comes to view our cattle before we take them up to the sale. He gets out and walks among them." The Herefords' kind disposition certainly shines in Kaczmareks' F1 calves, but Kaczmareks also

do what they can to keep the cattle quiet. Roberta says, "What we do is, from the time we wean, we separate them. We never have the steers and heifers mixed together; they are always sepa-

rate. We are among all of them equal number of times, but it keeps them a little more calm." It's a combination of all of these attributes that helps Kaczmareks' cattle top the market at the Vienna market. Roberta says, "We've developed a good relationship with Dave, and we've developed a reputation. People call to find out when we are going to sell them."

Proof is in the sale

John Wheeler is one of those buyers who would like to get

Kaczmareks' calves bought. He develops heifers for the Missouri Show-Me Select Replacement Heifer Program Sales. He typically buys the spring-born calves in November, breeds them in April and sells in November. Fall calves are bought in April, bred in the winter and sold in May.

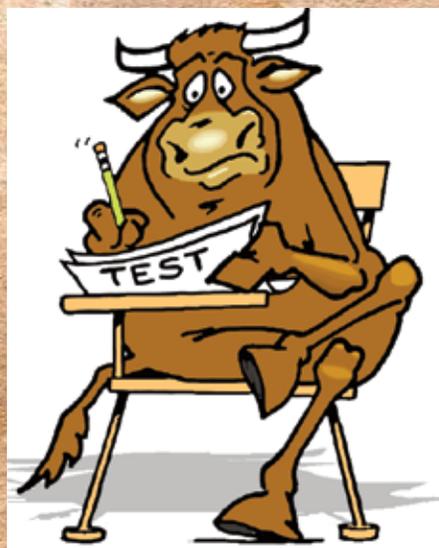
Wheeler has purchased Kaczmareks' heifer calves for several years but admits, "They're pricey; sometimes it's

continued on page 39

Green Springs Performance Tested Bull Sale

Unique opportunity to select bulls that consignors have brought to Green Springs Nevada, Mo. These bulls have been tested and sorted several times. Sorted on disposition, sorted on feed efficiency, sorted on daily gain, sorted on ribeye size, sorted on marbling scores, sorted on structure, & sorted on breeding soundness exams. Many, many sorts so.....YOU get the BEST to pick from.

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A Bright Spot



CHB provides additional opportunities for commercial breeders.

by Christy Couch Lee

What a year 2012 was. Record droughts led to skyrocketing feed prices and a decrease in the nation's cow herd. It's a troubling time for many, without a doubt.

However, the Hereford breed has seen an increase in registered seedstock demand, much of which can be attributed to a renewed confidence in Hereford genetics and a growing demand for baldie cattle, says Craig Huffhines, American Hereford Association (AHA) executive vice president.

He says the cattle industry is entering a unique time. And one bright light in the industry could be Certified Hereford Beef® (CHB).



"We are facing a shortage of cattle, and the U.S. Department of Agriculture (USDA) is reporting a decline in the nation's cow herd of at least 3%," he says. "The herd hasn't been this small since 1953."

Because of the current national economy and the record high price for beef, many beef consumers simply can't afford the highly marbled cuts, as the value of Choice carcasses has increased by more than 70% since 2002.

"There's a big push for Choice cattle at a time when corn is as

continued on page 40

Spring is just right around the corner...
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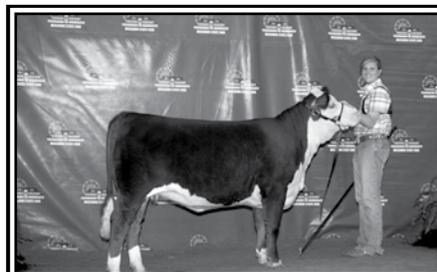
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kind of hard to give what they bring.”

He believes they are worth it, though, because, he says, “They’ve got real good genetics and some good-sized bunches. You can get 30 or 40 heifers that all match. They’ve got a good vaccination program, and are honest. I’ve never got any from them that were bred. They are just good-doing heifers.”

Likewise, Wheeler has been able to build a reputation developing and selling nice baldie heifers. “I’ve been at it several years and tried to treat people right. It seems like there’s always a buyer for them. The baldies bring more money for me and in our region. Everybody knows I will have a set of black baldies (at the Show-Me Select Sale). That’s what I try to focus on, but it’s hard to find the ones I want.” Wheeler explains the reasons he’s willing to raise his hand on Kaczmareks’ cattle is because they’ve put some work into it. “They take it very seriously. They do an excellent job on getting information to me. A high percentage of (the heifers) make the grade. You can buy heifers

other places that look good, but when it’s all said and done, you end up with a lot of rejects.

“They let me sort them. They give me that privilege. I have to buy them through the stockyards, but they let me go through them, and if there’s a bad tail or bad ear or something, they’ll let me cut that one out. That makes a lot of difference. I am not going to buy heifers that won’t work for me,” Wheeler says.

The steer calves are also highly sought after and usually go to feedyards in Kansas or Nebraska. Patton says buyers appreciate them for many reasons. “It goes back to crossbreeding for true F1s. I think a Hereford cow in the state of Missouri is as good, or better, than any other English bred cow; she will go out there and use the grass and bring a calf with her every year. The black baldies have always been at the top of the ranks in my market.”

Adding to that, Patton says, is that “Kaczmareks are using top quality of two breeds and they’re backgrounding and getting the calves ready for market in the best condition. All that combined, they’ve developed such

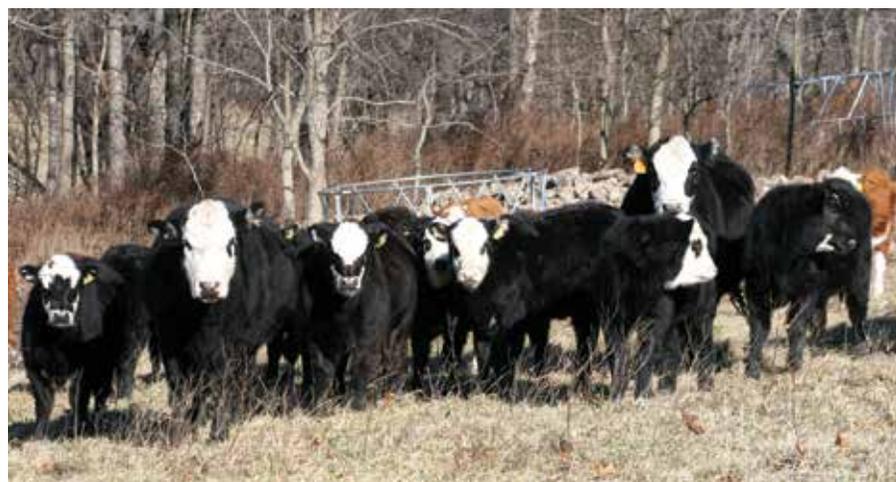
a tremendous reputation. It’s a pleasure getting to handle those kind of cattle.”

Complete with care

More than anything, though, the Kaczmarek family cares. Patton says. “They care about those cattle. They want their cattle to work for whatever operation can use their cattle. If we could get everyone to care as much about their reputation as Kaczmareks, our industry would be tremendous and my job would be a lot easier.”

Kaczmareks are continuing to add to their Hereford seedstock herd and F1-producing

herd. Rickabaugh says, “They have added some of the leading Hereford genetics and insist on superior EPDs (expected progeny differences). When you go look at their commercial operation, you are blown away by the consistency and quality of their black baldies. They top the market each year in their area and not by just a little. People are lined up to buy their F1 baldie females. This is a program on the move to great things.”



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113S

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high as it has ever been, and we're low on inventories," Huffhines says. "As an industry, high marbling beef is still in high demand for white-tablecloth restaurants and export, but under this economy, the average consumer is having trouble

affording the upper end of the Choice grade of beef."

Therefore, he says, we need to assure that the quality of low Choice and Select is acceptable for consumers. That's where CHB comes into play.

"If we're going to ask the consumer to pay this amount for

our product, we have to guarantee the quality," he says. "CHB can do that. That's why we are seeing growth in our end-users, including retailers and restaurants. They have that product quality assurance at a price point that is competitive with

continued on page 41

FACT BOX: What is CHB?

- ◆ Started in 1994 as a marketing initiative of the American Hereford Association.
- ◆ Two packing companies process for Certified Hereford Beef (CHB) LLC, including National Beef Packing Co. LLC with plants located in Dodge City and Liberal, Kan., and Greater Omaha Packing Co. Inc., with a plant in Omaha, Neb.
- ◆ Live animal specification includes straight Hereford and black- and red-baldie steers and heifers.
- ◆ The carcass specification allows for Select or higher graded carcasses and several brands are sorted within the specification according to targeted markets.
- ◆ The goal of the program is to enhance the value of Hereford baldie cattle. Black-baldie steers and heifers are afforded an advantage because they can fit into any of the more than 30 USDA-recognized Angus programs, as well as CHB.
- ◆ Red-baldie cattle have the exact same genetic package as black-baldie cattle, other than a color gene, and are encouraged to go through the CHB program.
- ◆ The CHB program encourages crossbreeding of Hereford and Angus genetics in an effort to maximize on-farm profit potential using the advantage in heterosis that the two breeds bring together collectively.
- ◆ The CHB program has bridged the market imbalance between black-hided and red-hided cattle due to the growing markets accepting the Hereford-influenced beef.

FACT BOX: The mission of CHB

- ◆ To provide consumers with consistently tender, juicy and flavorful beef products.
- ◆ To enhance the marketing opportunities of food industry distributors, retailers and restaurateurs.
- ◆ To increase the demand for commercial Hereford-influenced cattle.

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other brands.”

The numbers speak for themselves.

During fiscal year 2012, CHB topped out at the largest volume year since its inception in 1994 with 46 million lb. of product sold. In addition, 244,624 head of cattle have been certified through the program this fiscal year.

Why the increase in certification and CHB product sold? Sure, it's value to the consumer. Retailers and restaurateurs want to secure a supply of quality beef on a weekly basis, and CHB has that ability. But it's also value for the producer, Huffhines says.

“By combining Hereford and Angus genetics, producers gain the advantage of heterosis,” he says. “These baldie cattle are growing in demand because of the ranch and feedlot efficiency economics but also because of the flexibility of the baldie animal.”

Huffhines says this flexibility can be most evident in the

continued on page 42

FACT BOX: How do my cattle qualify for the CHB program?

Thinking the Certified Hereford Beef program sounds like an excellent marketing tool for your operation? To get your cattle into the pipeline, contact one of the following:

- ◆ Your American Hereford Association regional field manager. For a complete list, visit Hereford.org/seedstock/field-staff.
- ◆ Nick Rausch, Greater Omaha Packing Co. Inc. sales, nrausch@greateromaha.com or 402-490-1441
- ◆ Or consider consigning to one of the many Hereford-influenced feeder calf sales hosted across the country:

Tennessee Hereford Marketing Program Feeder Calf Sale

Location: Tennessee Livestock Producers, Columbia, Tenn.
Contact: John Woolfolk 731-225-2620 or Darrell Ailshie 931-212-8512

Kansas Hereford Feeder Calf Sale

Location: Manhattan Commission Co., Manhattan, Kan.
Contact: Gus Gustafson 785-238-7306, Tom Granzow 785-466-2247 or John Cline 785-776-4815

Kentucky Certified Hereford-Influenced Sale

Location: Bluegrass Stockyards South, Stanford, Ky.
Contact: John Meents 419-306-7480

Missouri Hereford Association Hereford-Influenced Feeder Calf Sales

Location: Miller Co. Regional Stockyards, Eldon, Mo.
Contact: Matt Reynolds 660-676-3788 or Marty Lueck 417-948-2669

Montana Hereford Association Hereford-Influenced Feeder Calf Sale

Location: Headwaters Livestock Auction, Three Forks, Mont.
Contact: Montana Hereford Association board of directors

Greater Midwest Certified Hereford Feeder Calf Sale

Location: Carthage Livestock Auction, Carthage, Ill.
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bottom line for the commercial producer.

“The Hereford-Angus cross allows the cattle to be marketed through the CHB program or through any of the more than 30 USDA-recognized Angus programs,” he says. “And, through the CHB program, producers can see a \$10-\$20 premium, with no discounts — and a certification rate as high as 90%.”

Huffhines says 2012 will likely bring a new plateau in live cattle prices, breaking over \$1.20/lb. with projections that could go as high as \$1.30 in 2013.

This increase in live animal prices is translating into record high retail beef prices and significant consumer resistance at the meat case, Huffhines adds.

“With increasing feed costs and decreasing cattle numbers, a product like CHB produced from very efficient Hereford-cross cattle can help bring more to the bottom line to offset high inputs while guaranteeing quality for the consumer,” he says.



for three-fourths of the sales in the Plains in the fourth quarter. Bankers said farmers used more cash to finance purchases compared to a year ago. Nonfarmers continued to buy land for investment purposes.

“Almost all recent auctions were sold to the largest farmers in the area wanting to get bigger. The buyers are strong and most are cash sales,” said one banker from northwest Missouri.

Cash rental rates also surged in the quarter, with irrigated cropland up 20 percent and non-irrigated rising more than 14 percent.

FARM INCOME STRONG DESPITE DROUGHT

Farm incomes rebounded in the quarter despite expectations that drought would hurt profits, the KC Fed said.

“Crop incomes remained high, as farm operations with irrigated cropland had less yield loss and sold crops at high prices, while many farm operations without irrigation received crop insurance payments, mitigating losses,” the bank said.

Following the autumn harvest crop prices eased back as export demand weakened and ethanol production slowed, providing some relief to livestock producers through lower feed

costs. Significantly, cattle and hogs firmed in the quarter improving profits in the livestock sector toward the end of 2012. The district contains the top cattle feedlot states, with the exception of Texas.

Higher farm incomes boosted capital spending and led to improved agricultural lending conditions, although overall loan demand remained low with many grain farmers flush with cash. Loan repayment rates increased at a pace on par with a year ago while interest rates for operating and real estate loans edged lower, the bank survey said.

“Although fourth-quarter incomes were better than expected, bankers expressed concerns that drought could affect some areas further in coming months. Farm incomes were expected to drop in Kansas and Oklahoma, as pasture conditions generally remained poor due to ongoing drought. But strong farm incomes were expected to continue in areas with sufficient water availability,” the Fed said.

“Water scarcity led to differing farm incomes and farmland-value gains by state,” the bank added.

Reuters





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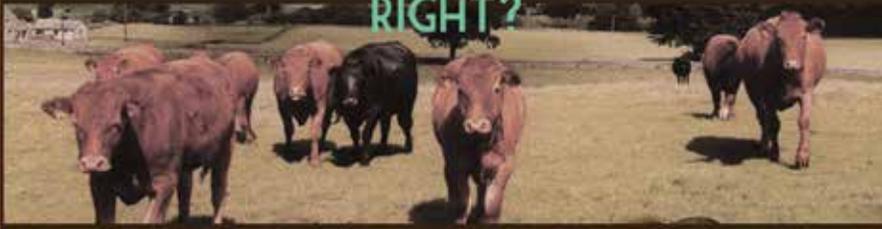
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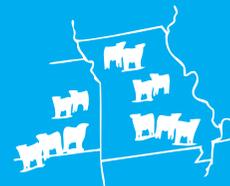
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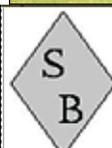
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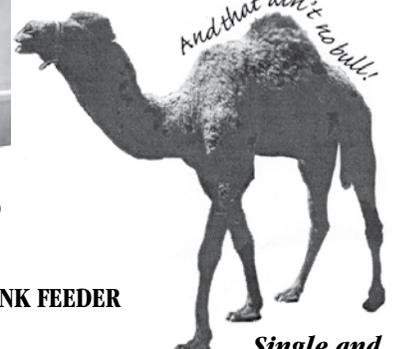
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 Mar 9 * Briarwood Angus Sale, Butler, MO 660-679-3395
 Mar 9 * Central MO Polled Hereford Assoc. Sale, Eldon, MO 573-341-3820
 Mar 9 Galaxy Beef Bull Sale, Maryville, MO
 Mar 9 Heart of the Ozarks Angus Assoc Sale, West Plains, MO
 Mar 9 * J Bar M Gelbvieh/J&K Farms Bull Sale, Springfield, MO 334-695-1371
 Mar 9 JAC's Ranch Angus Sale, Bentonville, AR
 Mar 9 * Midwest Beef Alliance Bull Sale, Marshall Junction, MO 660-375-7266
 Mar 9 * Mill Brae Ranch Bull & Female Sale, Maple Hill, KS 785-256-4327
 Mar 9 Missouri Shorthorn Association State Sale, Sedalia, MO
 Mar 9 Red Alliance Sale, Shawnee, OK
 Mar 9 Wright Charolais 6th Annual Bull Sale, Chillicothe, MO
 Mar 10 Shepherd Hills Bull Sale, Lebanon, MO
 Mar 12 Bar Arrow Cattle Annual Prod. Sale, Phillipsburg, KS
 Mar 14 McCurry Angus Ranch Bull Sale, Burrton, KS
 Mar 15 * BJ Angus Genetics 12th Spring Prod Sale, Manhattan, KS 785-539-4726
 Mar 15 Marshall & Fenner Angus Production Sale, Marshall, MO
 Mar 15 TL Ranch Bull Sale, Edina, MO
 Mar 16 Brinkley Angus Ranch, Green City, MO
 Mar 16 Cattlemen's Choice Bull Sale, Fredonia, KS
 Mar 16 * Circle A Angus Bull & Heifer Sale, Iberia, MO 800-CIRCLE-A
 Mar 16 * FTF Hereford Bull Selection Day, Marthasville, MO 636-433-2858
 Mar 16 * Flying H Genetics Missouri Spring Bull Sale, Lowry City, MO 417-309-0062
 Mar 16 Grindstone Creek "Genetics by Design" Bull Sale, Marshall Junction, MO
 Mar 16 Mississippi Valley Angus Assoc. Sale, Palmyra, MO
 Mar 16 * NE Arkansas Angus Assoc. Sale, Charlotte, AR 662-837-4904
 Mar 16 Opportunity in the Ozarks, Strafford, MO
 Mar 16 Oklahoma Sooner Select Sale, Stillwater, OK
 Mar 16 * Ozark Hills Genetics Red Angus Bull Sale, West Plains, MO 877-RDBULLS
 Mar 16 * Ozark Shorthorn Assoc Classic Sale, Springfield, MO 417-345-1123
 Mar 16 * Peterson Farms Top Pick Charolais Bull Sale, Norwood, MO 417-867-5526
 Mar 16 * Pinegar Limousin Herdbuilder Sale, Springfield, MO 877-PINEGAR
 Mar 16 * Post Rock Bull & Female Sale, Barnard, KS 785-792-6244
 Mar 16 Proven Sires Bull Sale, Green City, MO
 Mar 17 April Valley Farms PT Bull & Female Sale, St. Joseph, MO
 Mar 17 Vision Quest Angus, Yates Center, KS
 Mar 18 * Green Springs Performance Tested Bull Sale, Passaic, MO 417-448-7416
 Mar 18 Hinkle's Prime Cut Angus Bull & Female Sale, Nevada, MO
 Mar 19 Hinkson Angus Optimum Performance Bull Sale, Cottonwood Falls, KS
 Mar 20 Iowa Angus Assoc. Bull Test Sale, Lamoni, IA
 Mar 20 Mid-Kansas Angus Breeders' Sale, La Crosse, KS
 Mar 21 * Benoit Angus 24th Production Sale, Esbon, KS 888-870-BULL
 Mar 22 Sunflower Genetics Sale, Maple Hill, KS
 Mar 23 Aschermann Charolais Spring Bull Sale, Carthage, MO
 Mar 23 Belle Point Ranch, Lavaca, AR
 Mar 23 * Maplewood Acres Red Angus & Pld Hereford Sale, Sedalia, MO 660-287-1341
 Mar 23 Missouri Simmental Association Spring Sale, Eldon, MO
 Mar 23 * New Haven Angus 14th Annual Bull Sale, Leavenworth, KS 913-680-4414
 Mar 23 * Professional Beef Genetics Bull Sale, Montrose, MO 888-PBG-BULL
 Mar 24 C/S Cattle Co, Pomona, MO
 Mar 24 Frank Turner & Sons Angus, Armstrong, MO
 Mar 24 * Silver Genetics Production Sale IX, Maryville, MO 660-927-3600
 Mar 25 * Oleen Bros Hereford/Angus Prod Sale, Dwight, KS 785-466-1422
 Mar 25 * Runft Charolais Annual Bull Sale, Belleville, KS 785-527-5047
 Mar 26 * B&D Herefords & Beran Bros. Angus Prod. Sale, Claflin, KS 620-587-3709
 Mar 26 * GENETRUST at Suhn Cattle Co Brangus & Angus Bull Sale, Eureka, KS 877-436-3877
 Mar 27 * Pelton's Simmental/Red Angus 19th Annual Sale, LaCrosse, KS 620-525-6632
 Mar 28 McCabe Genetics Bull & Female Sale, Elk City, KS
 Mar 28 * Mushrush/Beckton Red Angus Production Sale, Strong City, KS 620-273-8581
 Mar 28 Sweiger Farms Bull Sale, Weatherby, MO
 Mar 29 Wann Ranch, Poteau, OK
 Mar 30 * Dickinson Simm & Angus Ranch 41st Prod Sale, Gorham, KS 888-603-BULL
 Mar 30 * Power of the Reds, Macomb, IL 877-700-4099
 Mar 30 * Seedstock Plus South MO Bull & Female Sale, Carthage, MO 877-486-1160
 Mar 30 * Texoma Beefmaster Bull Sale, Overbrook, OK 254-541-4643
 Mar 30 'The Gathering' at Shoal Creek Simmental Sale, Excelsior Springs, MO
 Mar 30 * Waukaru Shorthorn Sale, Rensselaer, IN 219-819-0430
 Apr 1 Brockmere Farms Sale, New Cambria, MO
 Apr 1 * Green Garden Angus 54th Annual Prod. Sale, Lorraine, KS 785-472-3752
 Apr 2 Hubert Charolais Ranch 34th Annual Polled Bull Sale, Monument, KS
 Apr 3 Kansas PT Bull Test Sale, Beloit, KS
 Apr 5 * Circle S Ranch Going to Grass Production Sale, Canton, KS 620-654-6507
 Apr 6 * The Andras Kind Red Angus Bull Sale, Manchester, IL 217-473-2355
 Apr 6 Angus in the Green Hills, Green City, MO
 Apr 6 Four State Angus Assoc. Sale, Springfield, MO
 Apr 6 Gardiner Angus Ranch 34th Annual Prod Sale, Ashland, KS
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 Apr13 Bittersweet West - Turn Out Sale, Hiawatha, KS
 Apr13 Buford Ranches Female Sale, Welch, OK
 Apr13 Howard County Angus Assoc. Sale, Fayette, MO
 Apr13 * OHOA Beefmaster Spring Sale, Springfield, MO 918-456-1199
 Apr13 The Renaissance XXI Sale, Strafford, MO
 Apr14 Wallace Cattle Co & Friends, Stotts City, MO
 Apr15 Ohlde Cattle Co., Marysville, KS
 Apr20 * East Central Missouri Angus Assoc Sale, Cuba, MO 417-860-1624
 Apr20 * McBee Cattle Co 10th Annual Selection Day, Fayette, MO 573-228-2517
 Apr20 Missouri Red Angus Sale, Springfield, MO
 Apr20 * Owen Bros Diamonds & Spurs Sim-Genetics Sale, Bois d'Arc, MO 417-491-5161
 Apr21 C&C Performance Angus Breeders' Sale, Chillicothe, MO
 Apr27 Missouri Charolais Breeders Assoc 48th Annual State Sale, Columbia, MO
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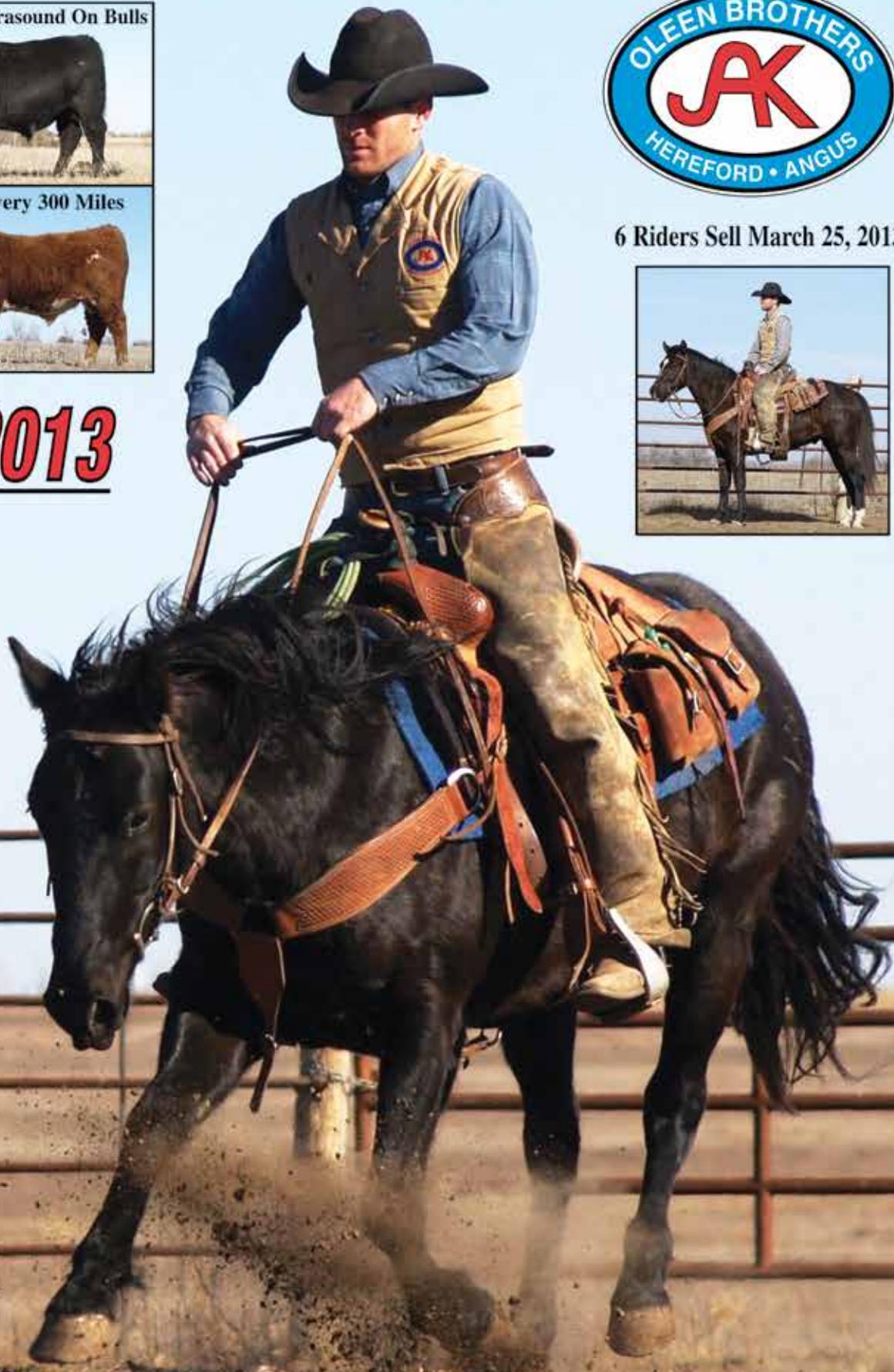
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