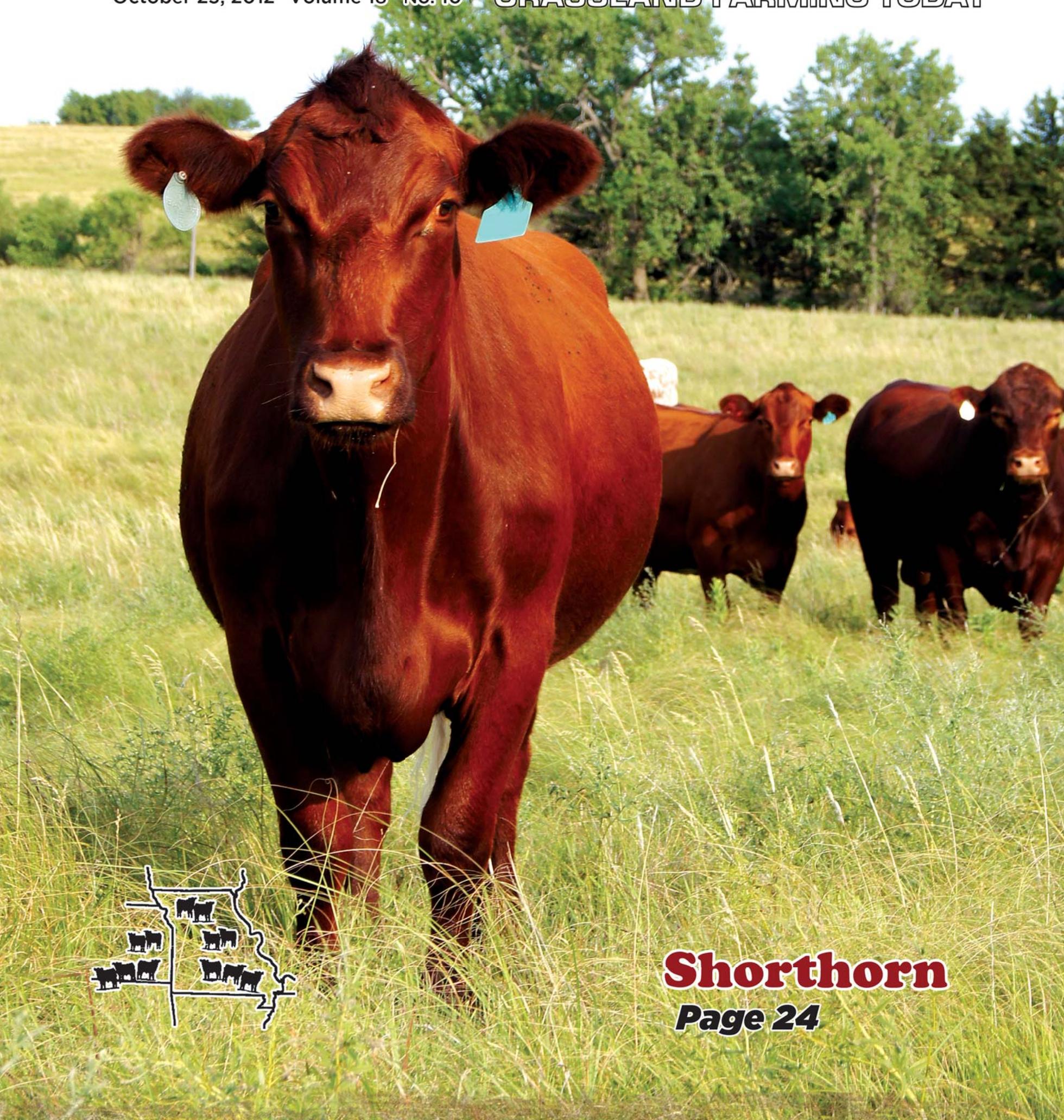


Cattlemán

THE MIDWEST

October 25, 2012 Volume 18 No. 10 GRASSLAND FARMING TODAY



Shorthorn
Page 24

Objective

Spring 2012 EPDs										
	Birth Weight	Weaning Weight	Yearling Weight	Total Milk	Maternal	Scrotal Circ.	REA	IMF %	Rib Fat	Rump Fat
EPD	-1.4	+15	+30	+3	+10	-0.2	+0.25	+0.2	+0.08	+0.03
Acc	.95	.93	.90	.59	-	.71	.68	.69	.65	.66
Breed Avg. EPDs for 2010 Born Calves Click for Percentiles										
EPD	0.3	9	13	2	6	0.2	0.04	0.0	0.00	0.01

Statistics: Number of Herds: 19, Progeny Analysed: 285, Number of Dtrs: 39



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Spring 2012 EPDs										
	Birth Weight	Weaning Weight	Yearling Weight	Total Milk	Maternal	Scrotal Circ.	REA	IMF %	Rib Fat	Rump Fat
EPD	-3.0	-5	-6	+4	+2	-0.2	+0.37	-0.1	-0.05	-0.21
Acc	.90	.87	.85	.51	-	.73	.70	.71	.69	.72
Breed Avg. EPDs for 2010 Born Calves Click for Percentiles										
EPD	0.3	9	13	2	6	0.2	0.04	0.0	0.00	0.01

Statistics: Number of Herds: 27, Progeny Analysed: 147, Number of Dtrs: 26

The World's Out Design



CATTLEMAN THE MIDWEST

October 25, 2012 Volume 18 No. 10 GRASSLAND FARMING TODAY

CATTLEMEN HAVE MORE TIME TO REPLACE LIVESTOCK

Farmers and ranchers who previously were forced to sell livestock due to drought, like the drought currently affecting much of the nation, have an extended period of time in which to replace the livestock and defer tax on any gains from the forced sales, the Internal Revenue Service announced recently.



Farmers and ranchers who, due to drought, sell more livestock than they normally would may defer tax on the extra gains from

continued on page 10

FDA APPROVES BLENDING OF CORN WITH AFLATOXIN FOR LIVESTOCK FEED

The Food and Drug Administration (FDA) has approved a request by the Kansas Department of Agriculture (KDA) to allow corn containing more than 20 parts per billion (ppb) of aflatoxin to be blended for animal feed. No corn containing aflatoxin levels greater than 500 ppb can be used for this purpose. The FDA waiver is effective until December 31, 2012.

FDA has specific guidelines for blending corn. Prior to blending, elevators and grain handlers must complete a compliance certification form and submit it to KDA.

“Having the ability to blend corn with aflatoxin present with clean corn is important for Kansas,” said Kansas Secretary of Agriculture Dale Rodman. “We greatly appreciate FDA’s approval of this request.”

Firms are required to submit samples of blended corn for sale both in-state and out-of-state. The Kansas Grain Inspection Service will serve as the official provider of aflatoxin testing.

KLA



RANCHERS REMAIN VERY CAUTIOUS ABOUT REBUILDING HERDS

Livestock producers are certainly more optimistic this fall than last year, but generally they remain extremely cautious when it comes to rebuilding herds and holding onto forage stocks, according to a Texas A&M AgriLife Extension Service beef expert.

“There is more optimism, but at the same time they’re very cautious right now because they’re still trying to allow pastures to recover and make sure they have some forage reserves for the next drought,” said Dr. Jason Cleere, AgriLife Extension beef cattle specialist, College Station.

The 2012 drought was devastating for many of the state’s beef producers. Lack of grazing and depleted hay stocks forced them to cull or disperse herds altogether, Cleere said.

Nationwide, beef cattle inventories dropped 3 percent last year, he

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U.S. BEEF A HIT WITH BELGIAN CHEFS

The European Union (EU) is a relatively new market for U.S. beef exports. It wasn’t until August 2009 when the United States began exporting high-quality beef (marbled with a high fat content) to the EU under a negotiated tariff rate quota for non-hormone treated beef.



Today, about 25 percent of U.S. beef exports to the EU are high-quality cuts such as tenderloin, strip loin and rib eye mostly used by upscale restaurants. The remaining beef exports include medium and lower quality cuts such as flank steak, chuck eye roll, bris-

continued on page 10

STATE PROPOSES REQUIRING TRICH TESTS FOR BULLS SOLD IN-STATE

The Kansas Department of Agriculture (KDA) Division of Animal Health is accepting public comment on a proposed regulation that sets out new testing requirements for trichomoniasis. Language in the regulation would require each non-virgin bull sold in Kansas to be certified negative within 60 days before the change of ownership. This would include any bull sold by private treaty, public sale, leased, traded or bartered. Bulls sold at a livestock auction market and not going directly to slaughter also would be required to be certified negative for trichomoniasis.



Samples for testing must be collected by an accredited veterinarian who has participated in trichomoniasis training approved by KDA’s Division of Animal Health. One real-time polymerase chain reaction test would be the acceptable form of screening.

Negative trichomoniasis tests currently are required for non-virgin bulls, bulls 19 months of age and older and bulls of unknown

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Coming Sales-38
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Plain Talk-6
Market Report-8
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Well those days we were looking for last July, August, and September finally came. The fall that seemed like it would never come is finally here. It was almost 'frosty' this morning and after walking in the pasture to move some cows, my pants were wet up to my knees. Those dusty, summer days of 105 degrees are now only a memory. Those who keep records say that we have just weathered the hottest summer on record – I sure believe it, but it is amazing how pastures have bounced back and how fast some things have changed.

I talked to a producer yesterday who was baling his first hay of

2012. "Made the best hay I can ever remember putting up," he told me. "And not even a day too soon," he added, "That barn was about empty." Something tells me he won't ever let that barn get quite that empty again if he has anything to say about it. I used to be 'puzzled' about the 'mentality' of some 'old-timers'. They had some strange thoughts and attitudes that never made sense before, but after the summer of 2012... I think I get it!

Low hay supplies, and the possibility that the approaching winter might be a 'dandy', have many cattlemen 're-checking their math' and culling every marginal or questionable cow. One man said, on his approach to culling cows on disposition, "She better not come through here (the corral) 'high-headed' or even look at me funny... because if she does – she'll be gone! There's one thing we use here that will 'cure' that for sure – we call it 'trailer-mycin'." The truth is...his approach just makes good economic sense. The cow that

wrecked a \$200 gate last week or worse yet – could have put a family member in the hospital... should have been gone a long time ago. If you're going to handle 'rough' stock, you better have a good portable welder and your 'insurance' paid up.

Some other things are also changing. Folks who had never given much thought to real actual 'rotational' grazing... have found themselves moving cows every day like a 'master-grazier' just in order to get by. It's so amazing to see the 'dramatic' transformation that takes place in a cow-herd when you cull all the 'crazies' and then start moving the rest to a new pasture every morning or so. The whole operation is less stressful with fewer headaches. It's more enjoyable. It's also more profitable.

There is another type of 'transformation' going on as well... due to the kind of year we've had. What a serious drought does is... make each one of us 'rethink' our commitment and management. Every beef producer has to de-

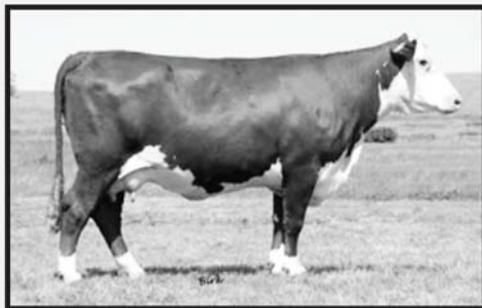
cide (One) if they really want to be in the cattle business, and (Two) if they have the time and resources to 'stick it out' through a very difficult time. The rewards for surviving tough times this go around are evident, but those determined to remain in the business for the 'long haul' will only do so by taking their management to another level. In other words, if we want to survive, we're going to have to do a lot of things that we probably 'should' have been doing already.

I'm an optimist- I'm hoping that we have a great upcoming year, but if we happen to have another season like the last... Be ready! Be Prepared! Have that hay barn full. And remember that in this business you're simply selling your grass. It's a lot more enjoyable and a lot more profitable to run it through a cow that will follow you to the corral than one that will 'put you over it'!

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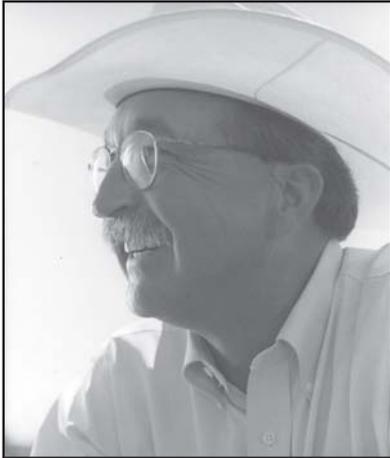


Image is everything—so they say. If you don't believe me, just look at the billions of dollars spent each year carefully crafting an image for everything from perfume...to automobiles...to politicians. As one of my old marketing professors put it, "It's not so much about what you buy, but more about what you THINK you're buying." In other words, one doesn't purchase a particular fragrance of perfume or cologne because it smells so much better than the other brand, but rather because he or she will assume that they will instantaneously become the person in the ad who is surrounded by hordes of beautiful

people.

A motorcycle company has thrived for decades by promoting an image of tough, cool, and rugged. Breweries have risen to the top or fallen by the way-side, due much more to the image that they were successful in portraying as opposed to the actual taste of the stuff. Politicians and TV evangelists have found themselves doomed when real events proved their lives were nothing like their 'image.'

Enter the American Cowboy. You can rattle off a hundred different occupations and I dare say none will conjure up more lofty thoughts than that of the cowboy. Rugged, handsome, tough, gritty, independent, strong, hard-working, honest, quiet, trustworthy, and sensible are just a few adjectives that describe the stereotype. Throw in the fact that he is kind to both kids and animals and you

have, just about, the perfect human being. The sad part is that the breed is dang near extinct!

I'm privileged to know one of the last ones. Cowboy is just a few years older than me and, as far as I know, has never worked at anything in his lifetime other than 'cowboying.' It's said that he ran the rodeo circuit in his younger days—saddle broncs, I understand. After he got too

continued on page 12

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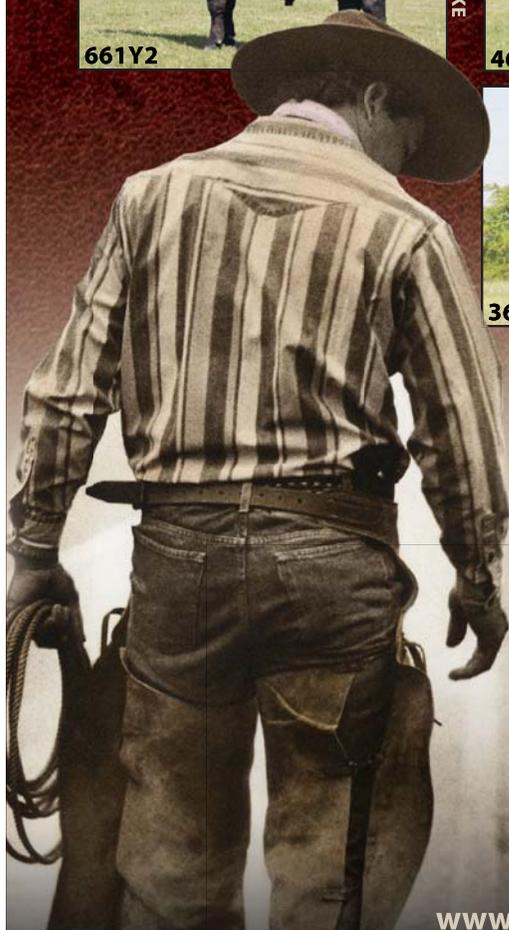
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COW SLAUGHTER LESS THAN EXPECTED

By Ron Plain, Extension Economist, UMC



It was a rough summer. For Missouri, the May-September growing season was the third driest on record after 1953 and 1901. Not only was it dry, but through September this was the hottest year on record in Missouri. Obviously, that is not a good combination for crops. The hot, dry weather was not only in Missouri. This summer's drought was the most widespread since the 1950s engulfing much of the center of the nation.

The national average corn yield this year was 122 bushels per acre, the lowest since 1995. In Missouri the average was only 75 bushels of

corn per acre. In late August, 99% of Missouri pastures were rated in poor or very poor condition, the worst in the nation. Kansas was only slightly better with 92% of its pastures rated poor or very poor.

I expected the lack of grazing to force a lot of cows into packing plants, but that has not been the case. Through early October, cow slaughter was actually down 4.8% compared to a year ago. The decline in beef cow slaughter was much larger, down 13.2%. In contrast, dairy cow slaughter was up 6.0% due to high feed costs, low milk prices, and a lot of red ink.

Why was beef cow slaughter lower during this drought? In part, the decline in beef cow slaughter was due to a big jump in cow slaughter during 2011 caused by a severe drought in the southern plains. Cow-calf producers in Texas and Oklahoma were forced to cull a big share of their herds last year. Beef cow slaughter in 2011 was the highest since 1996. By comparison, this year's beef cow slaughter looks rather average.

In part, the decline in beef cow

slaughter this year was due to more flexibility in the Midwest. Hay production is important in the Midwest and can be used to replace pasture during dry weather. Hay supplies are less of a factor in the southern plains. Silage and corn stocks will make up a larger-than-normal share of Midwest cow rations this fall and winter. The southern plains drought of 2011 hit a part of the country where cow-calf producers are more dependent on grazing and have few alternative feeds.

In part, the drop in cow slaughter is due to economics. The outlook for cattle prices is very bright. The U.S. calf crop has been smaller than the year before for the last 17 years. The cow herd is the smallest since 1952. Per capita beef consumption in 2013 is expected to be down 12.5 pounds from 2000. All of this means that beef prices are at record levels and are expected to go still higher. Record high beef prices mean record fed cattle prices, and that is what will drive herd expansion.

Those cattle producers who can find feed for their herds are hanging on tight to their cows. On October 1, the number of steers in feedlots was up 0.4% from a year earlier. The number of heifers on feed was down

7.7%. Heifers accounted for 35.8% of the animals in large feedlots, the lowest for any October since 2005. Fewer heifers on feed means more heifers retained for breeding. Despite the drought, it looks like cattlemen are switching to herd expansion.

The consequence of the reduced cow slaughter will be a larger calf crop in 2013 than might have been expected. The number of cows in USDA's July inventory survey was down 2.2% from a year ago, which kind of implies a 2.2% smaller calf crop again next year. The reduced cow slaughter and increased heifer retention means that the 2013 calf crop should be down considerably less than 2.2%.

The odds are good that the 2014 calf crop will be larger than in 2013. Back-to-back droughts are rare. Normal summer weather next year will mean a lot more grass and lower feed prices. Given that market forecasters are predicting fed cattle prices in 2014 will be record high for the fifth consecutive year, there is plenty of incentive for cow-calf producers to increase cow numbers.





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MINERALS IMPORTANT PART OF NUTRITION PROGRAM



of the most researched areas in cattle feeding and nutrition. It is also still one of the most poorly understood and one of the most inconsistently managed – if it is managed at all. So the following will discuss not only assembling a nutrition program but also discuss some basic truths about mineral program use and management.

Over feeding/Under feeding

Every producer requires a mineral program. There are no grass or grazing programs perfectly matched to the mineral requirements of cattle. Also, when other supplements are thrown into the mix, as is common, they are often formulated to include a mineral and vitamin mix of some type. In some cases these other supplements can carry all the mineral the herd may need,

IF it is formulated correctly. So, it is totally feasible to create a supplement that supplies not only protein and/or energy but also the necessary minerals and vitamins as well.

Off-the-shelf mineral supplements seldom match your requirements very well. While many local feed suppliers will make some effort to provide a product that matches the local area to some degree, remember

continued on page 12

By Stephen B. Blezinger, PhD, PAS

Part 3

In the last two parts of this series we've been discussing how to go about building your nutrition/supplementation program to be as cost effective as possible. In this last segment we will discuss the mineral component. We see articles about minerals all the time and in fact, mineral nutrition is probably one

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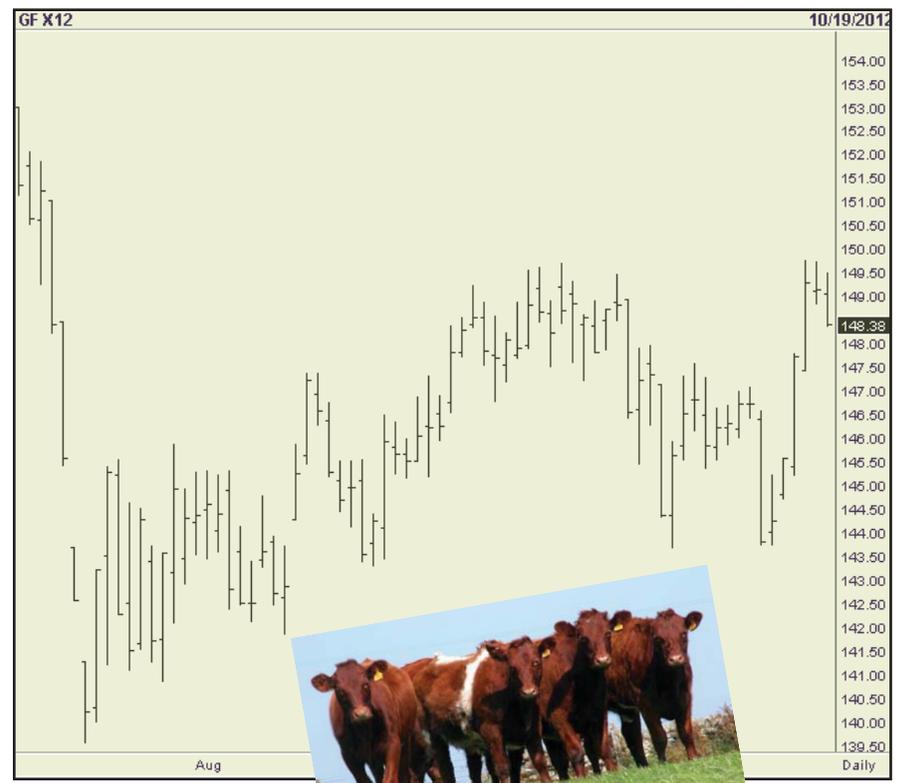
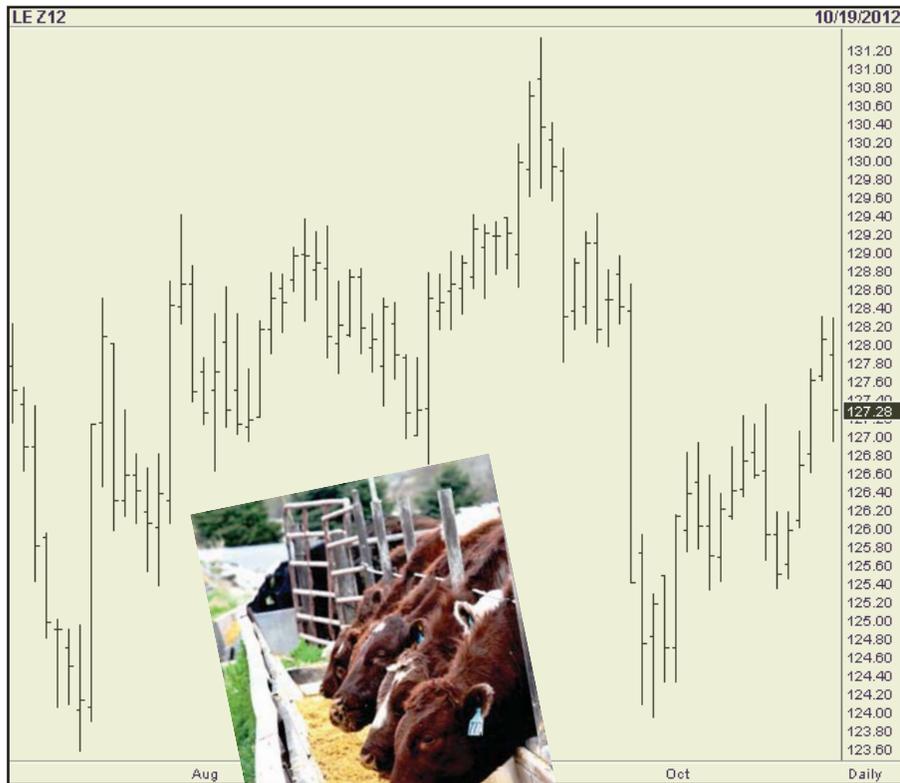
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Live Cattle:

Probably the biggest factor to impact the live cattle right now is falling placements. This keeps me long term bullish on this market. Another issue greatly impacting the fat cattle is the decision by Japan to make it easier to import US beef. They intend to raise the age of cattle from 20 months and under to a standard of under 30 months. This dramatically expands the amount of beef we can send them. Basically, all feedlot cattle would now qualify. Their final decision is expected by the end of this year. I guess I don't think that we'll see as much buying as they did in 2003, but a dramatic improvement will be seen. One of my greatest concerns is the retail cutout value and just how much the consumer will be able to afford.

Randall Kollmeyer
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Pilot Grove, MO 65276
660-834-5625 (Office)
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What Does this Report Mean to Me?

Q: How much will the consumer be able to pay for beef?

A: This really worries me. I suppose I live "too close to the fire" and can't (or don't) have a good grasp on this. High beef prices will eventually cure high prices and the supply will increase and the price will come down. But for the time being, there will always be people (with money) who will buy the beef oblivious to price. Someone will always be willing to "pay" the price established by the supply.

Q: What is the biggest issue facing the feeder cattle producer right now?

A: Pure and simple, don't get too greedy. We as feeder producers need to remember that we're just one cog in the "cattle production" cycle. We need to remember that the feedlots do an important job that "we" are unwilling to do. They HAVE to make money long term or we lose our markets for our feeders. Secondly, don't over-produce..... (Sort of a fall-out of the greed issue). Due to the drought issue I personally had to reduce my herd size this summer. Man, life sure is easier. A smaller herd for me has meant less wear and tear on me, my equipment, my facilities, and my grass. I now have fewer expenses, my temperament is better and I will actually make "more" money because I'm doing a better job with the remaining herd. I realize this is a hard concept to grasp, but it works. I should have done this ten years ago.

ASSESS FORAGE RESERVES NOW FOR FALL, WINTER GRAZING

By Hugh Aljoe

There are several “classes” of reserve forages that are available for grazing livestock beginning in September and going forward through winter. It is critical to take inventory of forage reserves now to determine what is on hand and what is expected to be produced; the kinds, classes and quantity of livestock to be fed; and how to make the best use of available forages during the next few months. There are different preferential uses of reserve forage, especially when forage is limited. For this article, the classes of reserve forage to be discussed are categorized as residual pasture, stockpiled introduced pasture, stockpiled native range, stockpiled fescue, small grains winter pasture, ryegrass and spring annual pasture, and hay. The discussions will focus on usage following the first frost of the season.

Residual pasture

Residual pasture is the forage present in a grazing pasture at any given time. After frost, in most cases, it is recommended to make good use of the residual forage in the grazing pastures before using other forms of stockpiled grass or hay. This means to graze the leaf material to a desired residue height.

Residue is the amount of plant material remaining at the end of the grazing season. The more residue remaining going into the winter, the greater the benefit to the pastures the next spring. However, to be efficient and assuming a good pasture stand, the desired residual height is usually 3 to 4 inches for hybrid bermudagrasses (Coastal, Midland 99, Tifton 85, etc.) and introduced bluestems (Plains, B-Dahl); 6 to 8 inches for native grasses; and about 4 inches for fescue. The purpose of the residue is to maintain a layer of insulation across the soil surface, protecting the live plant tissues from the cold and the soil surface from erosion. Usually, residual pasture at frost is most suited to mature cattle since quality is fair to poor (the exception being fall-fertilized introduced pastures), but it can be efficiently utilized with proper supplementation.

Stockpiled introduced pasture

Stockpiled introduced pasture is defined as the production of an introduced pasture (usually a hybrid bermudagrass) that was fertilized in late August or early Septem-

ber after being grazed or hayed short, and then deferred from grazing until after frost. With a couple of inches of

rainfall following application of 50 pounds of nitrogen (N) per acre, an additional 1,500 pounds of fresh growth can be attained before frost. Often, forage quality is equivalent to high quality hay - over 12 percent crude protein (CP) - and is ideal for weaned calves, yearling calves or wet cows. Forage quality remains high as long as there is leaf material available to graze or until leached out, as happens in a wet winter.

continued on page 10



Angus, Red Angus, Sim Angus Maine Anjou, Simmental, P. Hereford LimFlex, Limousin

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SS Incentive	3.79	2.71	12.8	3.56	1.7	56	101	84.9	Angus
GAR Predestined	3.57	3.18	14.7	3.92	3.1	54	99	84.7	Angus
R/M Ironstone	3.57	3.16	14.1	4.08	.6	65	115	74.6	Angus
Nichols Extra	3.08	3.00	12.2	4.46	.4	58	105	n/a	Angus
GAR New Design	3.52	3.08	13.6	3.23	2.6	46	93	n/a	Angus
GAR Retail Product	3.85	3.13	13.2	3.38	1.5	52	96	71.2	Angus
CR Envoy	3.39	2.87	12.8	5.47	.3	52	95	81.8	Angus
SAV Brilliance	3.45	3.04	13.0	3.48	.3	47	88	54.5	Angus
Star Power	3.30	3.47	16.2	3.58	4.2	71	104	n/a	Simmental
SChisum	3.03	3.41	12.8	2.80	3.5	71	125	38	LimFlex
KCF Bennett	3.30	3.08	12.0	3.07	2.2	48	87	29	P. Hereford
FB Prime Cut	3.12	3.28	11.7	3.47	1.6	48	76	n/a	SimAngus
Neo-Sho Nemesis	3.03	2.68	12.9	3.48	1.2	59	84	n/a	Red Angus
CJSL Upside	3.00	2.68	12.8	3.02	3.0	50	88	43	Limousin
Manitou's Kuda	3.30	2.64	12.2	3.18	3.2	39	80	n/a	MaineAnjou

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CATTLEMEN

continued from page 3

those sales. To qualify, the livestock generally must be replaced within a four-year period. The IRS is authorized to extend this period if the drought continues.

The one-year extension of the replacement period generally applies to capital gains realized by eligible farmers and ranchers on sales of livestock held for draft, dairy or breeding purposes due to drought. Sales of other livestock, such as those raised for slaughter or held for sporting purposes, and poultry are not eligible.

The IRS is providing this relief to any farm located in a county, parish, city or district, listed as suffering exceptional, extreme or severe drought conditions by the National Drought Mitigation Center (NDMC), during any weekly period between Sept. 1, 2011, and Aug. 31, 2012. All or parts of 43 states are listed. Any county contiguous to a county listed by the NDMC also qualifies for this relief.

As a result, farmers and ranchers in these areas whose drought sale replacement period was

scheduled to expire at the end of this tax year, Dec. 31, 2012, in most cases, will now have until the end of their next tax year. Because the normal drought sale replacement period is four years, this extension immediately impacts drought sales that occurred during 2008. But because of previous drought-related extensions affecting some of these localities, the replacement periods for some drought sales before 2008 are also affected. Additional extensions will be granted if severe drought conditions persist.

Details on this relief, including a list of NDMC-designated counties, are available in Notice 2012-62, posted recently on IRS.gov. Details on reporting drought sales and other farm-related tax issues can be found in Publication 225, Farmer's Tax Guide, also available on the IRS web site.

OSU



U.S. BEEF

continued from page 3

kets and shoulder clods. Finer restaurants in the EU traditionally do not integrate these cuts into their menus

To help introduce these secondary cuts and expand U.S. beef exports to the EU, the Foreign Agricultural Service (FAS) office in The Hague, Netherlands, partnered with the U.S. Meat Export Federation (USMEF) and a Belgium-based meat importer and distributor to host the first U.S. beef tasting event in Belgium Sept. 24. USMEF's international marketing efforts on behalf of U.S. beef, pork, lamb and veal are funded by the FAS Market Access Program (MAP) and Foreign Market Development programs to support activities such as this event.

During the U.S. beef tasting event, approximately 130 Belgian chefs learned about the preparation of these less familiar beef cuts. Local Dutch Chef Eric Troost presented various cooking demonstrations including slowly cooked top sirloin with barbecue sauce, tartar of shoulder clod with artichoke

and shallots and top blade with beets, coriander and sesame vinaigrette.

The chefs were excited to learn cooking techniques for the secondary beef cuts, which are nearly 40 percent cheaper than primary beef cuts, said Mary Ellen Smith, agricultural attaché at the FAS office in The Hague.

"Typically, secondary cuts from European beef cannot be used for finer dishes, so the Belgian chefs were intrigued by the various cooking methods that take advantage of the unique marbling in U.S. beef," she said. "Events like these help introduce new U.S. products not only to the chefs that prepare them but to the thousands of European consumers that they serve."

USDA



STATE PURPOSES

continued from page 3

status imported into Kansas. Virgin bulls imported into Kansas must be accompanied by a statement, attached to the certificate of veterinary inspection, indicating the bulls have not been sexually exposed to breeding-age females.

Another part of the proposed regulation would allow tests conducted within 60 days of the animal's entry into Kansas. Current language allows tests within 30 days of entry.

Written comments must be submitted before November 27 to leslie.garner@kda.ks.gov or Secretary of Agriculture Dale Rodman, 109 S.W. 9th, 4th Floor, Topeka, KS 66612. A public hearing will be held November 27 at 10:00 a.m. at this address to consider adoption of the proposed regulation.

KLA



RANCHERS

continued from page 3

said. For those not familiar with the beef cattle business, 3 percent may not seem like much.

"But we'd already had a shrunk-



en cowherd because of a number of years of drought and dispersals. As a result, we now have the smallest cowherd that the U.S. has had in the past 60 years," he said.

We hear the 3 percent nationally, but here in Texas it was a whole lot worse," he said. "In some of the counties, it was pretty devastating."



ACCESS FORAGE

continued from page 9

Stockpiled introduced pasture is most efficiently used in limit-access grazing or strip grazing, allocating a portion of a pasture for a short graze period (one to three days). This prevents excess trampling and shattering of the fragile leaf material as cattle walk across it. Stockpiled introduced pasture should be fully grazed by early February since forage quality usually declines rapidly thereafter.

Stockpiled native range

By definition, stockpiled native range is native range pasture that has been deferred from grazing for all or a significant portion of the growing season. If the native range is in good or excellent condition, the forage makes good standing hay for mature, non-lactating cattle with some supplementation. Forage quality is not usually very high, often less than 6 percent CP, and declines as the leaf material is removed from the stand. However, the forage tends to remain more upright, making it more easily grazed late in the winter as compared to introduced pastures. A desired residue height

of 6 to 8 inches is recommended following grazing to protect the growing points from excessive exposure to the winter cold.

Stockpiled fescue

Stockpiled fescue is a fescue stand that was mowed and fertilized in late summer or early fall, and then deferred from grazing until after frost or later into the winter. Fescue is a cool-season perennial grass that continues to grow after frost with fertilizer, moisture and moderate temperatures, producing quality forage for all classes of cattle. With good fall growth and 50 pounds of N per acre, 1,500 to 2,000 pounds of production is possible with forage quality exceeding 10 percent CP. This is ideal forage for lactating cows and yearlings during the winter until the leaf area is removed. Again, it is most efficiently harvested through a limit grazing technique, but that is not as critical as it would be for stockpiled bermudagrass. It is recommended to leave a residue height of at least 4 inches as this provides insulation to the soil surface and maintains sufficient plant material for rapid recovery as growing conditions

continued on page 30

1952 ~ 60th Anniversary ~ 2012

Saturday, November 17—10:00 a.m. at the Farm



CW	+35
Marb	+46
RE	+41
Fat	+0.29

CED	BW	WW	YW	SC	Doc	CEM	Milk	\$W	\$B
+10	-.2	+55	+103	+85	+29	+11	+26	+34.08	+67.04

Lot 93—SydGen Connection 1729 9/04/11 17079423

Big spread on this powerful Connection son out of a two-year-old "Whiskey" daughter. He posted the highest ADG of the entire fall yearling bull division.



CW	+23
Marb	+69
RE	+56
Fat	+0

CED	BW	WW	YW	SC	Doc	CEM	Milk	\$W	\$B
+8	+2	+50	+87	+1.04	+31	+8	+30	+36.76	+71.24

Lot 9—SydGen Forever Lady 5118 01/23/05 14980077

This productive, daughter of Connection will sell with 4 January ET sons by "Whiskey", and rebred to SydGen Mandate 6079 for a January calf.

Selling 520 Head:

- | | |
|---|--------------------------|
| 120 Fall Yearling Bulls | 53 Fall Calving Pairs |
| 83 January Bull Calves
(Wintering Program Available) | 51 Bred Heifers |
| 31 Spring Calving Cows | 82 Fall Yearling Heifers |
| | 47 Spring Heifer Calves |



Lot 121—SydGen Dealer 1605

09/14/11 17116073
Weaned as the number 1 adj. WW bull calf in our largest contemporary group, gained well, scanned well, and posts \$B value in the top 2% along with \$W in the top 10%, one of the strongest combinations in the entire fall bull offering

CED	BW	WW	YW	SC	Doc	CEM	Milk	\$W	\$B	CW	Marb	RE	Fat
+7	+1.6	+55	+99	+77	+22	+8	+37	+32.04	+76.51	+24	+84	+50	-.010



Lot 122A—SydGen DOC 1558

09/05/11 17129598
The top adj. WW, the top WW EPD, the second top YW EPD and the fourth highest \$F value of the entire fall bull division. His flush brother, Lot 122B posts the number 2 WW EPD, the number 1 adj. YW, the number 1 YW EPD, the number 1 \$F value, the number 2 CW EPD, and the third highest ADG of the entire fall bull division.

CED	BW	WW	YW	SC	Doc	CEM	Milk	\$W	\$B	CW	Marb	RE	Fat
1+3	+3.4	+73	+126	+1.19	1+20	1+6	+37	+32.63	+69.97	+44	+24	+74	+0.21



Lot 78E—SydGen CC & 7 1851

09/11/11 17239509
This top prospect is a son of the Docility king, CC & 7 and a maternal brother to Trust and Dealer. He posted a 4.50 ADG on his way to 1402 pound yearling weight.

CED	BW	WW	YW	SC	Doc	CEM	Milk	\$W	\$B	CW	Marb	RE	Fat
+6	+2.9	+52	+100	+96	+23	+5	+41	+27	+80	+31	+77	+63	-.004

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LIFE IS SIMPLE

continued from page 5

old or too broke for the rodeo, he worked seven days a week doing 'day work' by hiring himself and his horse out to locals to work cattle. If you needed cattle rounded up to sell or work the calves, or retrieve that one unruly beast that nobody could catch, Cowboy was your man. That's a tough way to make a living, but a good cowboy can stay employed and make more than you might think.

Cowboy even managed a couple of big operations during his life, but that nomadic spirit always took over at some point and he moved on. Never married, Cowboy was never without an attractive woman by his side when he so chose. Even now, at a somewhat advanced age, the women are still drawn to him and his 'image.' His female companions are a little older these days, but just as attractive with their colored hair, tawny lipstick, and tight jeans.

Last week, I saw Cowboy for the first time in a couple of years. I ran into him at the grocery store as we were both doing a little shopping. We exchanged pleasantries for a few

minutes before we parted ways. I admired that he still dressed impeccably from his boots to his hat. He looked good.

As I stood in the checkout line, I couldn't help but notice that Cowboy had stopped at the fancy, schmancy coffee hut which is part of the grocery. I couldn't believe my ears as I heard Cowboy order a grande, double, half-caf, mocha latte. What the @#%\$%?

I hurried through the line to follow Cowboy outside. Iconic legends like Cowboy drink black coffee out of a tin pot that was most likely brewed over an open fire—not in an over-priced kiosk from a boy (I think) with purple hair. In my mind, if he took one sip from that cup, the last American hero would die.

From a safe distance outside, I watched as Cowboy stepped into his dually pickup truck, took the lid off the latte, and slowly... handed it to the aged, yet lovely, blond-haired woman who cheerily snuggled up next to him.

Whew!



MINERALS

continued from page 7

that every farm/ranch is an individual environment based on past and present management and thus can vary greatly in terms of the forage base upon which the mineral program is founded. Unfortunately, the availability of many mineral supplements is based totally on cost and the specifications have little relationship to what the actual requirements are.

Producers who supplement mineral will commonly provide a product of some type (loose, blocks, tubs) in addition to whatever their protein or energy supplement may be. The important factor here is to take into account not only the mineral being delivered by the forage base (from your forage tests you have run, as discussed earlier) but also the mineral content in your other supplement(s). Lack of supply and resulting mineral or vitamin deficiencies are commonly discussed along with the symptoms. However, overfeeding can be equally problematic and can create a whole different set of symptoms. Some of the minerals

are more of a problem than others when it comes to toxicity. For example, we often see problems in cows on winter pastures with Grass Tetany. Generally this is diagnosed as a magnesium (Mg) deficiency. This is not always the case though. Grass Tetany in many cases is not just caused by low Mg but an imbalance of the Phosphorus (P), Mg and Potassium (K) ratios. Winter pastures (wheat, oats, ryegrass) are typically very high in K. In some cases the high K can be as much a problem as marginal to low Mg may be. Also, producers often will only supplement additional Mg when cattle are on winter pasture. This can be a problem since high Mg minerals are not terribly palatable and under consumption can be a problem. It generally makes sense to supplement some Mg all year round. This keeps the Mg status of the animal better and reduces the risk during winter pasture grazing periods. It also allows the producer to supplement lower levels of Mg during these periods which helps maintain ade-

quate intake levels and supports the body's Mg status.

Trace minerals are likewise complex to supplement. High levels of Sulfur (S), Iron (Fe), Molybdenum (Mo) and Zinc (Zn) in the diet can depress Copper (Cu) absorption. High Calcium (Ca) and S levels can reduce Selenium (Se) absorption. All this said, it becomes obvious that in order to have a proper mineral program in place it is important to take all sources of minerals into account. This also includes water. So while we want to be sure we are meeting all the requirements it is important that we do not feed excessive levels either. So it becomes a matter of testing forages and gathering complete mineral information in supplements and testing your water as well periodically. All these sources must be added together to quantify mineral intake as well as possible and compare this against the animal's requirements.

The animal's mineral requirements will vary depending on a number of factors including stage of production, breed, age, previous mineral status, etc. Of all the nutrient classes you will need to supplement, it's probably the most useful to recruit the help of a nutritionist in defining these supplemental numbers.

Mineral Supplementation Factors for Consideration

1) Form – minerals can be provided in a variety of forms. If the producer is already providing a protein and/or energy supplement, and feeding consistently it is simple to formulate the necessary minerals and vitamins into this mix. It will obviously add some cost to the product but in many cases, since some mineral and vitamin is commonly added already, adding amounts to bring these levels to a full supplementation level is pretty cost effective.

Other supplements such as tubs or liquid feeds can also be used to provide some or all of the necessary minerals. Liquids can be used to effectively deliver phosphorus, most or all of the trace minerals and vitamins. Calcium and Magnesium can also be delivered but require the liquids to be manufactured differently in a "suspension" form. This requires that specific ingredients be added to prevent non-soluble ingredients from settling out. Liquids manufactured in this form are not as common and are generally more expensive.

If supplemented alone, minerals should be provided in a loose free-choice form. The typical red, yellow or white blocks are not good mineral sources and are generally largely salt. Trace mineralized salt is also generally a poor source and not a complete mineral supplement at all. To emphasize this: **THE USE OF RED, YELLOW, OR WHITE "MINERAL" BLOCKS DO NOT CONSTITUTE A MINERAL PROGRAM.** Yes, cattle will eat them but it is mainly because they like the salt.

2) Intake – proper intake is critical. I am not a fan of low intake products, generally because they are not formulated to deliver the necessary amount of mineral at a one to two ounce per head per day level. Plus, at these low levels even a slight deviation from these target intakes result in excessive variation which allows the animal to miss the intake target. A three to four ounce intake level, while still low, better allows for proper mineral formulation as well as inclusion of other components such as medications, fly control, ionophores, etc. It also allows for the inclusion of carriers such as a grain component which can help stabilize intake, etc.

Since intake can vary, never assess consumption levels over the course of a day or week. You will get a better feel for intake levels over the course of a month and better, over a quarter. It is highly recommended to put out mineral the same time every week in a given pasture and actually write down the amount eaten, calculating what the consumption level is per head per day. If cattle are not eating enough mineral you need to make adjustments.

Consistent intake, after proper formulation based on other supply and animal requirements, is the most important characteristic of a well-designed mineral supplement. Mineral intake can vary significantly under the best of circumstances so it is important that the formulation focus on intake consistency as much as possible. Other issues can also affect intake. These can include:

a) Previous mineral program – if you had a poorly designed product or one not well matched to your forage base or cattle requirements you can expect intake to be considerably higher than the target until cattle reach some level of mineral sta-

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DO HOMEWORK BEFORE BUYING NEXT HERD BULL

By Lisa A. Kriese-Anderson,
Auburn University

Fall is here. Many cattle operations are currently calving or within 30 days of the start of calving season.

Now is the time to assess your bull needs for the upcoming breeding season. Consider bull purchases as an investment into the herd rather than an expense. Bulls have a greater and longer lasting genetic impact in each herd compared to females. Bulls produce multiple calves per year. Most cows produce just one calf per year. The genetic impact of each bull used in the herd can be seen for 25 years if replacement heifers are retained.

Assess Herd Needs

To fully evaluate what your bull needs may be, identify the following:

- Identify herd goals by writing down the primary and secondary goals of your cattle operation.
- Identify herd strengths and



weaknesses by writing down one to two strengths and one to two weaknesses. Putting information together from questions 1 and 2 may point you toward specific breeds and traits to emphasize.

- Identify traits that impact your herd profitability. Select no more than five traits to emphasize during the bull selection process.

- Which selection tools to use. A commercial cowherd should be composed of crossbred cows from planned matings. Crossbred cows add longevity, fertility and increased weaning weights to the herd. All bull se-

lections should be data driven and purchased from reputable sources.

Keep in mind that without good management, your herd will not express its genetic potential. Proper nutrition, herd health and forage management are also key to take advantage of genetic investments.

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--Doug Crooks



DO HOMEWORK

continued from page 14

Do your homework before purchasing

Initial bull selections should be data driven. EPDs or Expected Progeny Differences should be used in initial bull selections. Utilizing the goals and traits identified above will establish EPD benchmarks within each bull breed. It is important to know breed EPD averages for important traits and realize EPD values need to match your environment. The largest or smallest EPD values may or may not be what is best for your herd.

Some breeders and sale catalogs will also provide adjusted weights and ratios. These are great tools to see how that bull performed against other bull calves born in the same herd during the same time period. However, EPDs have been proven to be the best indicator of the genetic potential of the bull. If you need help understanding or using EPDs, please contact your regional animal science and forage extension agent (www.aces.edulanimalforage).

At the Sale or Farm

Once initial bull selections have been made on paper, arrive in plenty of time to visually inspect each bull for structural soundness and overall eye appeal. Do not add any other bulls to the list once you begin visual inspection. All other bulls have already been culled from consideration because of performance reasons. Carefully inspect each bull from his hooves to his head. Look for structural imperfections such as screw claw, incorrect front and back leg structure, and lack of breed character. Inspect the scrotum. Ensure the bull has two testicles. Make sure he has adequate depth of body, is level between his hooks and pins, displays adequate muscling through the loin and rear quarter and has a level topline. If you are buying private treaty, ask to inspect his dam and sisters, paying attention to their udder characteristics and feet and leg structure. If a bull fails the visual inspection, do not buy him. Make sure the breeder will stand behind the bull after purchasing in case there are some unforeseen, uncorrectable problems.

The Investment

Investment of new bull genetics goes past the initial purchase price. In general, the price of a new herd bull should equal the price received for three to five calves. Thus, if the average calf sold from the herd is \$500, a total of \$1,500 to \$2,500 should be invested in a new herd bull. If the average calf sold from the herd is \$900, a total of \$2,700 to \$4,500 should be the investment price. This type of investment should purchase a quality

yearling or two-year old bull. In some cases, quality older bulls (three- to five-year olds) can be purchased from producers wanting to change bulls to eliminate mating him to his daughters.

Once the new bull is brought home, quarantine him from the rest of the herd for 30 days. This will minimize the risk of spreading disease to the entire cow herd. If the bull is a yearling, provide adequate nutrition. A

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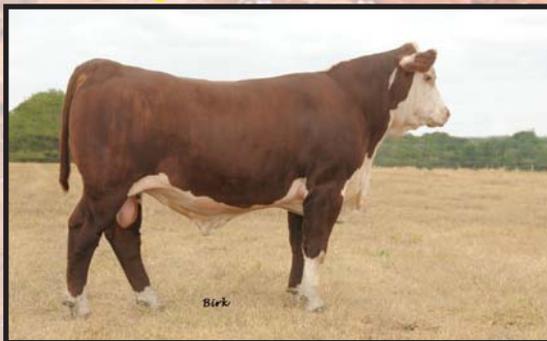
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Preg Check Your Cows . . . Please!



the benefits of this practice are fairly simple to realize. First of all, pregnancy diagnosis allows producers to identify "open" or nonpregnant cows. Compare the roughly \$5 per head cost of a pregnancy exam with the \$100-200 per head cost of hay alone to feed an open cow through the winter (if you can find hay for \$30 per roll). It's easy to see that pregnancy testing quickly pays for itself.

**By Dr. Les Anderson,
University of Kentucky**

As weaning time approaches, I hope most of you are planning your herd "preg check". If this fall is any indicator, it appears the cost of feed this fall and winter will be very high. If you have not incorporated this management practice in the past, please do so this year so that you won't be feeding non-productive females this fall and winter. When it comes time to cull cows from your herd, pregnancy status is one of the first criteria that will determine whether a cow stays in the country or goes to town.

According to the results of a survey conducted by the National Animal Health Monitoring System, fewer than 20 percent of beef cow calf producers used pregnancy testing or palpation in their herd. However,

Second, pregnancy testing will provide a producer an estimation of when cows will be calving based on the age of the fetus at the time of the pregnancy exam. An average calving date can be calculated and the producer can use this information to better supplement the cows through the winter. Remember, the nutrient needs of cows vary throughout their production cycle; cows' nutrient requirements are highest immediately before and after calving and are lowest in the second period of pregnancy. Knowledge of the stage of pregnancy can help producers make efficient feeding decisions. For example, most producers will have hay of varying qualities in storage. Since cows in the second period of their pregnancy require fewer nutrients, producers can target their lower quality feed-

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Pregnancy testing makes financial sense

By Grant Dewell, ISU

With increased feed costs this winter and shortages of forage in some areas, pregnancy testing cows this fall will be vital. Hay costs of \$150 per ton will equate to approximately \$2 per head per day to feed a cow. It will not take too many days of feeding an open cow to offset the cost of pregnancy testing the entire herd.

There is normally a seasonal price drop in cull cow values as the fall progresses and more producers make their culling decisions.

The widespread drought this year has the potential to increase culling across the nation. Therefore, delaying pregnancy testing and culling will result in increased feed costs and decreased cull values.

Farmers may see lower pregnancy rates than normal this year because of high temperatures during the breeding season. High temperatures during the breeding season will lower fertility due to embryo death and in some cases decreased estrus or bull activity.



Therefore, we may see increased open cows and higher feed costs this winter making pregnancy diagnosis more important.

Additionally, the diagnosis of Trichomoniasis should make all producers attuned to pregnancy rates as that is one of the first indications of a Trich infection.

Check with your veterinarian now to determine the best time for you to pregnancy test your cows based on your breeding season. Cull any open cows and critically evaluate the health status of the pregnant cows. A cow with potential issues such as bad eyes, feet, lump jaw or thin animals should probably be culled early this year as well.

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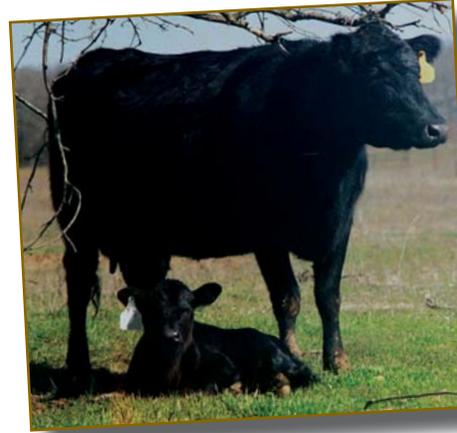
By Dr. George Perry

As we move into this fall, many of you will be performing pregnancy diagnosis on your cow herd. With the heat and drought we have had this summer many of you may wonder what the impact may be on your reproductive success.

The first impact on reproductive success you may have seen is decreased estrus detection rates if you synchronized your cows/heifers. When the weather is too hot, animals tend not to move around as much and do not show signs of standing estrus. Heat detection is a vital part of getting more animals pregnant. Since fewer animals are seen in heat, fewer animals can be inseminated. In this case, timed artificial insemination (TAI) would be the best protocol to use, because it eliminates heat detection. Timed AI has increased pregnancy rates over animals inseminated 12 hours after estrus detection in conditions of heat stress. This is most likely due to fewer animals showing signs of estrus when under heat stress.

The early stage of development is the time point when the embryo is

most susceptible to increased temperatures. Temperature, humidity, radiant heat, and wind all affect heat stress in cows. The rectal temperature of cattle is normally 102.2°F, and an increase in rectal temperature by as little as 2°F can result in decreased embryonic development. When rectal temperatures reach 105.8°F for as little as 9 hours on the day of insemination, embryonic development can be compromised. Heat stress has also been shown to change follicular waves, resulting in reduced oocyte quality. Researchers have shown that heat stress 42 days prior to and up to 40 days after breeding can affect pregnancy rates. However, for those of you that use embryo transfer in your operation, using embryo transfer during times of heat stress can increase pregnancy rates. High quality, fresh embryos have been proven to increase pregnancy rates over AI in heat stressed cows. Embryos at time of embryo transfer can adapt to the elevated temperatures. Therefore, use of embryo transfer during times of heat stress can improve



pregnancy success.

The lack of rain could also have an impact on your reproductive success. Nutritionally mediated changes to the uterine environment can occur by changing components of uterine secretions or by influencing the circulating concentrations of progesterone that regulate the uterine environment. Heifers fed only 85% of maintenance requirements of energy and protein had reduced embryo development on day 3 and day 8 compared to heifers fed 100% maintenance indicating decreased embryonic growth. Therefore, animals that consume less than maintenance requirements due to drought situation during early embryo develop-

ment may have decreased embryo survival. In addition, when animals are supplemented to make sure requirements are met, it is important that their diet is balanced for both energy and protein. Excess protein intake can directly influence the uterine environment. Excess intake of protein (25% excess of UIP or DIP) had no effect on uterine environment on the day of estrus but altered the environment of the uterus on day 7 and has been reported to decrease conception rates. Therefore, excess or under nutrition can have a tremendous impact on embryo survival and the ability to conceive or maintain pregnancy during a defined breeding season.

Getting cows/heifers pregnant during the breeding season, especially early in the breeding season, can have a tremendous impact on the profitability of a cow/calf operation. Tremendous amounts of time, effort, and costs are required to have a successful breeding season (natural service or AI), and both heat stress and changes in nutritional level during critical time points of embryo development can have a tremendous negative impact on pregnancy rates.

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EPD's:
BW: 1.9 WW: 47 YW: 90

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Angus Bull

Born: 1/26/2011
BW: 73
Gain Ratio: 88
EPD's:
BW: -0.2 WW: 37 YW: 63 MILK: 26

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EPD's:
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tus equilibrium.

b) Palatability of the product

c) Salt content – too much or too little salt can have negative effects.

d) Additional salt feeding – some producers feel it is necessary to provide additional salt along with their mineral. This is seldom needed. First, because cattle do not have that great of a salt (sodium (Na) and chlorine (Cl)) requirement. Second, most minerals come with more than adequate salt levels to address the Na and Cl needs. Third, in almost every case, the offering of salt will reduce mineral intake and in most cases that is not desirable from a nutrition standpoint.

e) Feeder placement. Proper placement can be a key to proper intake. Feeders placed close to water, resting areas, hay rings – anywhere that cattle frequent or congregate will normally see higher intakes. To reduce intake, move feeders away from these areas. Monitor intake and adjust placement accordingly.

f) What else do cattle have ac-

cess to? Mineral intake will vary according to quality and quantity of forage as well as the availability of other supplements. If cattle do not have access to plentiful or good quality forage, intake will be higher. If they have plenty of good grass or hay as well as other supplementation intake will likely be low, thus the reason for accounting for all forage/feed/supplement intake opportunities and the nutrient content of each.

3) Trace mineral sources – sources of trace minerals have been debated for years. The two primary sources include inorganic (oxides, chlorides, sulfates) and organic or chelated sources. Most if not all minerals contain trace minerals that are largely inorganic. And research over the last 20 years or so have guided mineral manufacturers to use predominantly sulfate sources for this portion. Generally you will find Cu, Zn and Manganese (Mn) supplied as sulfates. If iron is added (generally not required in cattle formulations) it is also added as a sulfate but can also be found as an oxide where manufacturers want to add the red

color to a mineral (also unnecessary). Cobalt (Co) is commonly added as a carbonate but can be found in a sulfate form. Selenium is generally added as sodium selenite or selenate. One note here, the amount of Se that can be fed is regulated by the FDA (3 mg/hd/d). The form used is not regulated. Iodine (I) is an exception and is often added as EDDI or Ethylenediamine dihydroiodide, which is considered organic. It can also be found as Ca or K Iodate which is considered inorganic. Some oxide forms are still used by some manufacturers but oxides are considered to be the most poorly absorbed. The sulfate forms are considered to be the standards for inorganic trace minerals.

Organic or chelated forms are another story. There are at least 10 different organic trace mineral (OTM) suppliers on the market providing a variety of trace mineral combinations. Organic trace minerals are defined as molecules where the metal fraction (Cu, Zn, Mn, Co, I, Se) has been bound to an organic fraction (known as a ligand) of some type. This may be an amino acid

(i.e. methionine, lysine, etc.), a peptide (two or more amino acids), a carbohydrate (i.e. one or more sugar molecules) or an organic acid. The function of these OTMs is to protect the metal from being bound to another atom or molecule in the rumen and becoming unavailable for absorption in the small intestine. But in addition to the protection they provide, these molecules must also be able to release the metal so it can be picked up at the intestinal wall and transported into the body.

As mentioned there are multiple suppliers for OTM's. The question that commonly is asked is "which is the best?" The answer to that is "nobody really knows." There are a couple of companies which, over the years, have generated a great deal of research to show how effective their product is. These comparisons are normally made against inorganic sources. Few, if any studies have been conducted which compares products to one another. This is not surprising since no one wants to fund a study where their product might

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To be successful this winter, producers must maintain adequate body condition scores (BCS) within their herds. Ted Perry, beef nutritionist with Purina Animal Nutrition, says healthy body condition through the cold hinges on quality nutrition.

"Winter months can be a challenging time to feed cattle as you never know how wet or cold the weather is going to be," says Perry. But one thing is certain: as the red line on the thermometer decreases, the energy needs of the cow herd will increase. If these extra energy needs aren't accounted for in the diet, cows will begin to lose weight and the herd could be susceptible to problems that

spread beyond the winter season and producers could see complications through spring calving and summer breeding.

"Some producers may be headed into winter with already under-conditioned cows," he says. "With the tight supply of forages, many producers have been limit-feeding cows to hold onto their feed. These

cows will need extra nutrients to move back to ideal body condition."

The winter is no time to scrimp on calories. "Cows need extra energy," notes Perry, who advises producers consider supplementing forages. "In addition to higher requirements for maintenance, the cows are supporting a growing calf. The calf requires significant nutrients in the second and third trimester."

Many choices for supplementation on the market can help the cow herd best utilize nutrients provided and remain in adequate body condition through all seasons. Supplement options include hand-feeding cubes, self-feeding rations and molasses-based tubs. Self-fed, intake-modifying feed technologies can be an excellent way to provide feed which, in turn, helps cows to manage forage utilization.

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DO HOMEWORK

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yearling bull is still growing, just like a yearling heifer.

During the breeding season, watch the bull. Make sure he is breeding cows in heat. Watch to see if those cows come back in heat 21 days later. If the majority of cows recycle, this may indicate a fertility problem. Body condition score should remain between a 5 and a 5.5 during the breeding season. Bulls in poor condition lack the energy to breed cows and may not produce adequate sperm.

It is never too late to assess your herd and determine what is needed in terms of bull selection. Take the time, make initial bull selections on paper using all the performance tools available. Make sure adequate time is allotted to visually inspect each bull thoroughly for signs of structural incorrectness. Only buy bulls from respected, reputable sources. Proper bull selection only adds value to the herd, just like any good investment.



MINERALS

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not come out the best and run the risk of those study results finding their way to the marketplace. Nutritional research is simply too variable. This and the fact that the actual absorption and utilization of these products is based on a fairly long list of factors which will be covered at another time.

Overall extensive, ongoing research has shown that OTM's should be included in a mineral program as probably 25 to 33 percent of the overall trace mineral supply. The improved availability of the TM's to the animal have shown positive effects especially in improved reproduction and health benefits. The exact source to use is debatable although some nutritionists are considering that there may be a benefit to adding a blend of OTM's to try to broaden the spectrum somewhat.

4) **Additives** - a variety of additives can be formulated into mineral supplements. This can include antibiotics such as CTC, ionophores like Rumensin® and Bovatec®, yeast products, bacterial cultures, enzyme preparations, fly control and so on. The

combinations are extensive but, in some cases, are regulated by the USDA or FDA.

Conclusions

From this you can see that the mineral supplement component of your feeding and supplement program can be somewhat complex but like anything else is dependent on your base forage program and the type of operation you have. Some research and pencil pushing and assistance from a qualified nutritionist can help you greatly at keeping your

costs down and building the best program possible for your operation.

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/reveille_livestock_concepts.

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1. An appropriate stocking rate is essential if efficiency and economy are expected of the supplementation program.

The purpose of supplementing grazing cattle is

to correct a nutrient deficiency of the diet. The quantity and quality of available forage have as much or more to do with the success or failure of a feeding program as the characteristics of the supplement.

2. Nutrient requirements of the cow must be matched with productivity of the environment.

Genotype x environment interaction is a critical management consideration with significant impact on the success of a supplementation program. Results of a Nebraska study indicated that with abundant feed and/or a stress-free environment, cows that were larger at maturity and were heavier

milkers were more efficient than moderate size cows. However, when feed supply was restricted and/or animals were otherwise stressed, moderate-size and moderate milking cows were more efficient producers. Cows with smaller nutrient demands have a greater chance of achieving their biological production potential in any given environment.

3. For the commercial cow/calf producer, the production period with the greatest nutrient demand (calving, lactation) should coincide with the period of greatest expected nutrient availability.

Normally, forage maturity and quality are inversely related, while maturity and quantity are directly related. Warm-season native range forages are of highest quality during the spring and early summer;

one of the reasons a large portion of the cows in the Southwest calve during that time of year. Management decisions that ignore this nutrient supply demand relationship may result in less efficient supplementation programs. Production and/or marketing objectives for summer, fall or early winter calving programs may compensate for this loss of efficiency.

4. Cows should be sorted by physiological condition to improve supplementation efficiency and reduce costs.

During the first 60-80 days post calving a cow's nutrient demand is the greatest it will be during the production year. During this period, cows are trying to recover from calving, reach and maintain peak lactation cycle and rebreed. They

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By Rick Machen, Texas A & M

Review the production expenses for commercial cow/calf operations and you'll find supplementation expense among the top five; feed costs often occupy the #1 position on the out-of-pocket (variable cost) expense list. Large expense categories are always examined during tough economic times like these. Following is a prioritized list of suggestions for getting a grasp on feed costs. The first three warrant consideration by all producers, regardless of the size of their operations. The last four suggestions may not be applicable to all producers.

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deserve more attention at this time. Heifers with their first calf at demand special consideration if high conception rates for second calves are a priority. Body condition adjustments are most efficiently made during the second and third trimesters of pregnancy.

Under today's production parameters (narrow profit margins), open cows are a liability. Therefore, if possible, sort cows by age and expected calving date. Implementing a 90-110 day breeding season greatly facilitates this sorting process.

5. Deciding when to begin and end the supplementation program is critical.

A frequently asked question is "When should I start feeding?" The theoretical answer is as soon as the cows begin to experience a nutrient deficiency. Maintaining body weight is tough enough -- attempting to replace lost weight/condition and subsequently improve condition is economically inefficient. In reality, if cows are in "better than necessary" condition, some weight loss is tolerable and will result in feed savings. Tardy initiation and/or an unwarranted continuation of supplementation increase costs.

Relatively new computer modeling technology developed at Texas

A&M University helps cattlemen estimate the nutritional status of grazing cattle. The program, called NUTBAL (Nutritional Balance Analyzer), uses fecal analysis to predict nutrient intake and compares this intake with calculated requirements to yield an estimate of the nutrient balance of the grazing animal.

6. Nutrient content of the supplement has a significant impact on the response observed.

Protein is often the most limiting nutrient for cattle grazing dormant forages or consuming poor quality hay. When compared to energy, protein is often the more expensive component of a supplement. Feed purchasing decisions should be based on the cost per pound of nutrient (usually protein), not simply on the cost per hundredweight or ton. Comparing two feeds of differing nutrient content strictly on the basis of price per unit weight is like comparing apples and oranges.

High protein supplements (more than 30 percent crude protein), fed at 0.1 to 0.3 percent of body weight per day stimulate forage intake. Research indicates the intake improvement can be as large as 60 percent. Increases in forage intake provide a large boost in energy and demonstrate why correcting a pro-

tein deficiency is usually the first priority in supplementation programs.

Generally, as percent crude protein (CP) in a feed increases, the cost per unit of protein decreases. Comparing extremes on a cost per unit of protein basis, the difference between whole shelled corn (10 percent CP, \$180 per ton) and cottonseed meal (44 percent CP, \$300 per ton) can be as large as 260 percent (the cost per pound of CP in corn can be as much as 2.6 times higher than for cottonseed meal).

In contrast, starchy, high-energy supplements (e.g. cereal grains) tend to reduce forage intake and digestibility, a phenomenon referred to as negative associative effect. The net effect can be a reduction in performance. Energy supplements (10 to 18 percent crude protein), when fed at 0.7 to 1.0 percent of body weight daily, can be used to extend a limited forage supply without reducing performance. In between the high protein and energy supplements are the "general purpose" feeds, of which the 20 percent crude protein formulation is perhaps the most popular. Feeds of this type are an excellent choice when attempting to maintain forage intake and improve performance (body condition).

Recommended feeding rates are 0.3 to 0.5 percent of body weight per day.

7. Good decisions about purchasing and providing supplements also can reduce costs.

Forward contracting -Traditionally, feed prices are the lowest in mid to late summer and highest in the winter. Contracting feed in late summer for use the following winter can result in substantial savings. A review of feed prices during a typical feeding season would indicate increases of \$40 to \$50 per ton from late summer to the following spring. Forward contracts usually are available only for large volumes of feed and may not be appropriate for smaller operations. In addition, cash flow restrictions may prohibit some cattlemen from forward contracting.

Bulk feed -Handling feed in bulk reduces labor and may reduce costs \$5 to \$20 per ton over sacked prices. Again, bulk handling may not be applicable to smaller operations and does require some up-front investment in storage and feeding equipment.

Reduce feeding frequency -Research from several universities indicate little or no difference in per-

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PREG CHECK continued from page 16

stuffs for the time when their cows' nutrient requirements are the lowest. Alternatively, producers can save their best quality feedstuffs for the post-calving period when a cow's nutrient requirements are the highest. Thus, obtaining the pregnancy status of your cowherd will allow a producer to adjust the supplementation in a timelier manner.

Finally, if the herd needs to be culled and pregnant cows need to be sold due to drought and lack of pasture, knowing the pregnancy status of the cows will be appealing to potential buyers. Buyers will be looking to purchase cows that will calve closely in line with the cows already in their own herds.

Pregnancy diagnosis is a quick and simple procedure. Three practical methods for pregnancy diagnosis can be used in beef cattle: 1) rectal palpation 2) transrectal ultrasonography and 3) blood sampling. Rectal palpation is most common and is an accurate form of pregnancy diagnosis that can be performed after day 45 of pregnancy. Many veterinarians are proficient at rectal palpation, and this procedure requires little time in the squeeze chute. Transrectal ultrasonography, commonly referred to as ultrasound, can be used to detect pregnancy as early as 28 days with a high degree of accu-

racy. This method can be employed just as quickly as rectal palpation when done by a skilled technician and may provide additional information that cannot be determined by rectal palpation. Using transrectal ultrasonography, the technician is actually "looking" at the fetus and can determine the viability of the fetus and the incidence of twins. It is also possible to determine the sex of the fetus between days 60 and 90 of pregnancy.

The blood test method to determine pregnancy is simple and accurate. First, a blood sampling kit needs to be ordered from the company. The easiest method is to go to goldstandardlabs.lbu.com or biotracking.com and look for their products. Usually, the cost is about \$1.50-1.60 per cow for the kit. All the tubes should be labeled according to the instructions in the kit. The most difficult part of this process for most producers will be obtaining the blood sample. Cows must be at least 30 days pregnant and 90 days from calving for the test to work. Also, producer's who have no experience taking a blood sample will need to schedule this test with their local veterinarian. Once the sample is obtained, the samples are packaged and sent to a laboratory for analysis. The cost for the test is \$2.50-3.00 per cow. So the total cost per cow will be the cost of the kit, plus the test cost, plus the cost of mailing and any costs associated

with obtaining the sample if you cannot do it yourself. Likely the cost per cow will be about \$5 for most producers.

The results are normally obtained with 2-3 weeks and the accuracy of the test is very high. If the test calls the cow open, then the producer is 99+% sure the cow is open. When the test determines a cow pregnant, you can be 93-95% sure they are pregnant. This test will not determine stage of pregnancy (i.e. 90 days versus 120 days).

A final piece of information to keep in mind is to sell cull cows

early. The market for cows is usually good through September, and then the price goes south at a fairly rapid pace until it bottoms out in November. So, pull the bulls at the end of the breeding season, schedule to pregnancy check your cows about 45 days later, and get rid of the open cows and other culls before cow prices take a nose dive.

So PLEASE have pregnancy diagnosed in your cows. It will save you money.

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Shorthorn Gold in the Oil Fields at Panther Creek Stock Farm



By Brenda Black

On November 16, 1907, Oklahoma became the 46th state, in part due to a discovery which made Oklahoma the “place to go to strike it rich” -- oil. People came from all parts of the world to seek their fortunes in Oklahoma’s teeming oil fields. Odell Herring grew up in the western part of the state, but moved to Lindsay, OK, in 1947, to tap into the heart of Oklahoma oil’s booming business.

Oil formed his beginnings in the Sooner state, but Shorthorn cattle proved to be Herring’s good fortune.

“I’m an oil field hand really,” says Herring, now 90 years young. “But I’ve been in the cattle business for over 50 years. I was born on a farm and raised around Shorthorn.”

In 1960 he made Shorthorn his own breed of choice when Herring established Panther Creek

Stock Farm with the purchase of the last twenty Shorthorn cows owned by the Frye family of Chickasha, OK. Over the next 52 years, the Herrings rigorously “drilled” for only the best genetics. Today the herd averages around 40 mature females and another dozen bred heifers that consist largely of descendants of M Barr 9133 RC, a son of the International Champion Red Cloud and Stout Gladiator 332, one of the last sons of the popular Pa Do Suds of the Don and Pat Stout

herd in Kremlin, OK.

Their current herd bull is Stout Gold Bullion 502, by Byland Velvet Gold Spear and out of Stout Treasure Girl by Pa Do Suds. In oil drilling “spudding” means the very start of drilling on a new well with hopes of striking it rich. Herring thinks Stout Gold Bullion 502 could be a beef cattle spud and the beginning of Shorthorn prosperity for commercial cattlemen.

“He ultrasound measured 5.4

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PUT A PLAN

continued from page 19

Research from the University of Nebraska shows long-term benefits to supplementing the diet. In one study conducted during the late fall, cows that were supplemented with protein were compared to cows that received no supplement. The supplemented cows fared much better. Cows that had no supplement lost 64 pounds and dropped an average of 0.6 BCS points with an average body condition score of 4.6 on a 9-point scale. Animals that received the protein supplement maintained body weight and condition and had an average BCS of 5.2.

Researchers further examined the impact the protein supplementation had on the offspring of these animals. Heifers from protein-supplemented dams had higher pre-breeding body weights and higher body weights at pregnancy diagnosis than heifers from non-supplemented dams. When it came time to calve, heifers from protein-supplemented dams continued to outperform their counterparts. In the initial 21 days of

the calving season, 77 percent of the heifers from protein-supplemented dams calved in comparison to 49 percent for heifers born to non-supplemented cows.

"The data from Nebraska provides the impetus for producers to seriously look at forage supplements this year if they haven't already," says Perry.

To maintain body condition scores this winter, Perry recommends putting a feeding plan in place. "Examine the resources available and figure out what to supplement to make the feed last all winter," he says. "The last thing you want to do is short your cows' nutrition."

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WHERE'S YOUR AD?

Great State Feedout Still Profitable

By Jake Alden, ASA Field Services

The third annual Great State Feedout (GSF) once again showcased the value of Shorthorn genetics in a feedlot setting and showed that Shorthorn breeders should consider retained ownership. High feeder calf prices once again limited participation, but 8 breeders from Indiana, Iowa, North Dakota, Missouri, Colorado and Illinois consigned 111 head of steers and heifers.

Once again the most important trait observed in this year's GSF was profit! Producers were able to earn on average over \$100 profit per head over and above feeder calf value, feed, yardage and all other costs. Breeders who enrolled their calves in the Shorthorn Verified program received an additional \$12 per head for age and source verification.

In the feedyard, the cattle

gained 3.51 lbs per day with an average feed to gain of 6.28 lbs. The cattle exited the yard averaging 1,222 pounds. The average cost of gain for all of the calves was \$97.11.



On the rail the cattle were harvested with .41 inches of backfat with an average carcass weight of 754 pounds. 77% of the cattle were stamped Yield Grade (YG) 1's and 2's by the USDA grader and overall the group averaged 2.1. The average ribeye area was 12.9 sq. inches with an average ribeye

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SHORTHORN OPTIMISM

Webster's dictionary defines 'optimism' as a tendency to expect the best possible outcome or dwell on the most hopeful aspects of a situation; a state of mind in which one always hopes or expects that something good will happen. At times we perhaps do not think just how much the state of optimism influences our lives. We generally live our lives in anticipation, but generally in optimistic anticipation.

People in agriculture are some of the most optimistic people on earth and are most frequently looking for positive outcomes. Why do so many people in agriculture have optimistic attitudes? Perhaps it is because they are so closely in touch with living things, whether they are wheat plants or baby calves. They have seen many successes. They have contact with so many positive outcomes.

Throughout much of the country very few conversations do not include some mention of the drought conditions that have exerted a big impact. Depleted pastures, expensive and short feed supplies, questionable harvest yields and high input costs always seem to gener-

ate comments. Still most conversations end on a positive note talking of good cattle prices. In most cases that optimistic agricultural attitude still prevails. There is frequent talk of removing worn out or below par producing cows and seeking replacements for them.

Shorthorn breeders have many reasons to be very optimistic. Events occurring in the beef industry dictate that many of the positive efficiency assets of Shorthorn cattle are seriously needed. Most people involved with the breed know firsthand about these assets. Information on these assets however needs to be passed on to potential customers in whatever mechanisms there are to spread the word. The Shorthorn website www.shorthorn.org provides much useful information about the breed. The Sire Summary posted there provides the most up to date genetic information available. There is also much other useful information there about other programs for the breed. The Shorthorn Junior Program gives enormous visibility and provides great activity for the breed. All avenues

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SHORTHORN

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for marbling before he went on feed," he says. "The Gold breeding on the massively muscled, Suds daughters created some interesting traits and genetics. Bullion crosses could have a major impact on the grass fed beef business. A 5.4 marbling score is so very high and we've found most Shorthorns marble easily too. His balanced EPD's assure us he will be a sire of easy calving, high performing females as well."

Herring's daughter, Rita, will someday take over her father's Shorthorn business. She attests to Dad's emphasis on good bull choices. "The greatest lesson he's taught me is that the bull is more than half your herd," she says. "You have to have a good bull to put on your fantastic cows. Dad says, 'Always buy the best bull you can afford.'"

Though Rita currently works full time as a pharmacist in a town about 20 miles from the 300 acre farm, she spends nearly every weekend working side-by-side with her dad. This fall, she is spending a week off building fence and checking new calves.

Together they are sizing up the prospects. Herring says he looks

for a good body with a good rib cage. He likes for them to have ample muscle in the hindquarters. "Shorthorn have always been a little short on that end," Herring admits, "but we got ahold of some bulls with good rear ends and we're seeing the difference."

With just the two of them handling the stock, the Herring father and daughter team place cow attitude toward the top of the keep or cull list of desirable characteristics.

"I like gentle natured cattle," says Herring. "You want the kind you can handle."

Both Herrings agree there is much to like about their reds and roans. "The calves are fast gainers and the mothers give plenty of milk and raise good calves and help them gain

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SHORTHORN

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Rita contends, "Shorthorn are just an excellent breed all the way around. There's nothing I can see as a negative."

What she and her dad also see is the tremendous advantage for Shorthorn on commercial cows. "The Shorthorn/Angus cross is as good a cross as you can make," says Herring. "Shorthorn bulls on Angus cows – you can't beat 'em for growth, ease of calving and milk. They calve good, but they also convert feed to beef about as good as anything you can find. We've had several steers gain 4 pounds a day. And they grade choice 80 to 90% of the time. They are good for anybody. I never have tried to sell as much to purebred people as much as commercial. But I've sure sold lots of bulls to commercial people and they've had good luck."

Herring sees no reason to give up on a good thing.

Like the Panther Creek that is still winding its way throughout their ranch, trickling in spite of the ongoing drought, the oil field hand turned cattleman plans to keep on pumping out top Shorthorn cattle as long as he lives in Oklahoma.

The drilling campaign that came to Lindsay, OK, in 1945, became known as the Golden Trend of Lindsay Oil. Just north of Lindsay, Panther Creek Stock Farm has its own boom going. "There's always somebody wanting breeding age heifers," says Herring. "I can sell more than I can raise."

Rita plans on it staying that way. "Dad always tells me to depend on God and to pray about things and keep a good head on



my shoulders and make firm decisions." That's how she plans to carry on the Herring Shorthorn rig.



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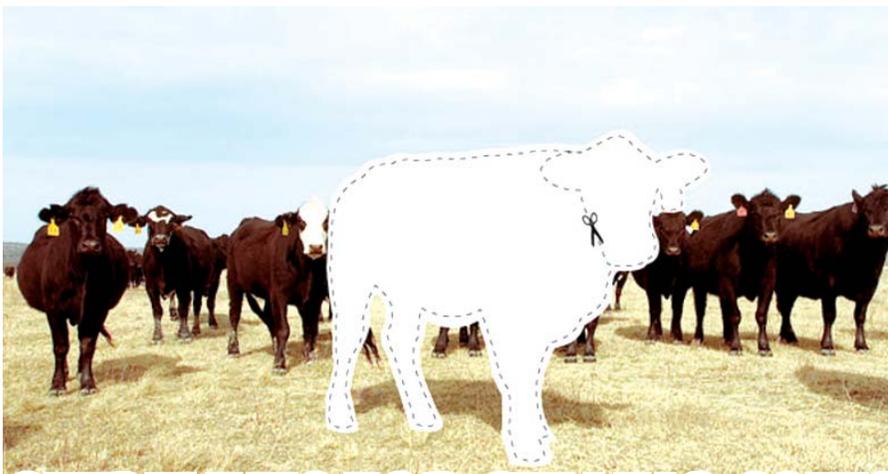
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GUIDELINES FOR CULLING COWS

By Deke Alkire

For most cattle producers, culling cows is not an easy task. However, some culling needs to be done each year to maintain optimal productivity. Records on each cow's yearly production would be beneficial when making culling decisions, but collecting some information when the cows are processed can give you a good place to start.

Cattlemen should make it a point to evaluate all breeding females at least once a year.



Weaning is likely the most convenient time to do this evaluation. In addition to their vaccinations, cows should also be pregnancy-tested, evaluated for structural soundness and aged based on the condition of their teeth. This information will take a little extra time to collect, but will be valuable when determining a culling order. In addition, this culling order will be useful during a drought as it is usually more profitable to cull unproductive cows as a drought is beginning than to try to hold on until the drought is over.

Usually, the best cows to cull

are the ones that have the least chance of being productive in the long term or are the farthest away from being productive. Use the following list as a guideline for establishing your culling order. Cull cows in this order until you reach the desired herd size.

1. Disposition: Some producers can tolerate more disposition problems than others. Disposition should be evaluated both in the pasture and in the pen because some cattle will react differently once corralled. Make a note of those animals that make

it difficult to gather the herd or rotate pastures. Any animal that is aggressive should make the list.

2. Open females: All open females should be culled. According to the Cattle-Fax Cow/Calf and Stocker Survey, the average annual cash cost to carry a cow in 2006 was \$366. It will be very difficult for an open cow to make up for a year of lost production. In addition, if a heifer does not settle in the same period as her contemporaries, she is telling

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improve in late winter and early spring - especially when additional N is applied.

Small grains winter pasture

Small grains winter pasture is usually produced from the planting of wheat, cereal rye, oat, triticale or barley in early fall for late fall, winter and spring grazing. Plantings for grazing purposes may include a mixture or blend of multiple grains, ryegrass and, occasionally, interseeded legumes or turnips. Winter pasture forages are very high quality when grazed during their growing season, which occurs from early fall to late spring. With good growing conditions in the early fall and 70 pounds of N per acre (assuming adequate pH, phosphorus and potassium), 2,000 pounds per acre of dry matter production is possible in the fall. Spring production can exceed 3,000 pounds of dry matter per acre with an additional application of 70 pounds of N per acre. Crude protein can exceed 25 percent most of the growing season and remain above 10 percent as plants begin to produce

grain/seed in the spring. Winter pasture is usually reserved for growing cattle or stockers, but can be used effectively as a supplement for mature cattle when limit-grazed. It is also a great source of nutrition to flush lactating cows immediately prior to and during a spring breeding season.

Ryegrass and spring annual pasture

Ryegrass and spring annual pasture include volunteer or established ryegrass, annual brome grasses, clovers and legumes that are either planted or volunteer. The management of these forages often occurs simultaneously when grazing residual pastures or stockpiled introduced pastures in the fall. By managing for a desired residual height earlier in the fall and maintaining adequate phosphorus and potassium levels (and pH for legumes), seeded ryegrass and legumes or volunteer cool-season annual grasses and legumes can germinate over the winter and produce early spring production with quality suitable for all classes of cattle. These an-

nual forages can provide early grazing 30 to 60 days ahead of spring production of introduced summer perennial pastures. However, annuals use the spring moisture and subsequently delay spring production of the introduced summer perennials. The quantity of acres targeted for ryegrass or spring annual production should be planned to meet livestock demand for the spring season and fully grazed or hayed off by early May to minimize the impact on the introduced perennial pasture.

Hay

Hay is the usual means by which producers bridge the forage production gap between seasons of grown and growing forages. Although most often used during the winter, hay is also used during drought to meet unexpected interruptions in forage production. Quantity is determined by livestock demand for the anticipated duration that forages will not be available to graze. Quality needs to be known for each batch of produced or purchased hay. The

lower the hay quality, the more supplement will be needed to meet the requirements for livestock production. Young and lactating cattle require a higher quality diet than mature, non-lactating cattle. As a rule of thumb, 8 to 10 percent CP hay is most suited for dry cows, 10 to 12 percent CP hay is suitable for lactating cows, 12 to 15 percent CP hay is ideal for weaned and yearling calves, and over 16 percent might be best used as a supplement. Notice that less than 8 percent CP is not ideal for any class of livestock. Hay that is less than 8 percent CP will require additional supplement for all classes of livestock, with the exception of mature bulls which do well on a 6 to 8 percent CP hay.

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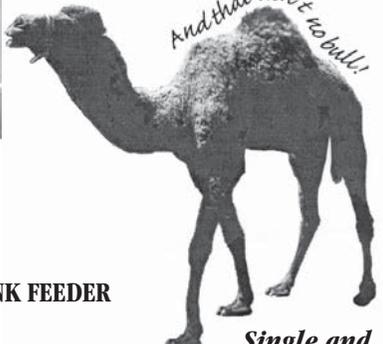
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formance of cows supplemented two or three times per week compared to those fed daily. Recent studies indicate that feeding even once a week may have the same results as feeding more frequently. Feeding less frequently saves labor, fuel and equipment wear.

High protein supplements (more than 30 percent CP) perform well when offered infrequently. However, high-energy supplements (10 to 18 percent CP) perform best when offered frequently and in small amounts. Infrequent feeding of large amounts of grain or other high-energy feeds can cause serious illness.

Reproductive performance (percent calf crop weaned) is the key to survival during tough times. The profit margin (if any) per cow is small; therefore, it takes the production of several cows to pay the expenses associated with nonproductive cows. A cow can generate income in one of two ways: wean a marketable calf or go to market as a cull cow.

As previously mentioned, large expense categories often draw the most attention when it comes time to tighten the belt. However, those expenses that directly influence productivity must be evaluated with care. Cost effective supplementation, when combined with a sound herd health program, is a requirement for achieving performance goals and surviving economically.

Calculating \$/lb of crude protein:

1. % crude protein x volume of feed (cwt., ton) = lb. crude protein
 2. Feed cost \$/volume of feed/lb. crude protein = \$/lb. crude protein
- Ex: .What is the \$/lb CP of a 20% CP feed costing \$200/ton.
1. 20% x 2000lb. = 400lb. crude protein
 2. \$200/400 = \$0.50 lb. crude protein



SHORTHORN

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of activity and assets must be promoted, publicized and are reasons for optimism.

The Midwest has long been and continues to be an important stronghold of Shorthorn activity. Shorthorns earned their reputations for their maternal traits and adaptability to the lives of the people and resources of the area. The Shorthorn crossbred cow is a reservoir of maternal heterosis and has found favor with commercial cattlemen seeking advantages when used in programs with other breeds. They also contribute a docile disposition which is much appreciated by aging producers and young people as well. Good dispositions carry a valuable price tag providing comfort and freedom from distress

If a breeder is in a purchasing mode there is always an optimistic feeling that the "just right" herd bull prospect may be in the catalog of the next upcoming consignment or production sale. Likewise there may be optimism that a foundation replacement female, a winning show heifer or a solid herd addition will become available and be within the range of the balance in your checkbook. Whenever these options are presented, we must always be aware of the resources available to assist us. There is anticipation that these Shorthorn cattle will physically live up to the pre-sale homework of pictures, pedigree and performance information.

The Shorthorn Associations in the Midwestern states have groups of enthusiastic breeders who are dedicated to the entire beef industry. They are the leading states in registration of Shorthorn cattle and have progressive programs designed to address industry needs. Fortunately the beef industry is also blessed

with scientists, economists and analysts that can assist in providing real facts we can trust to help make decisions. Real world information is available at our fingertips to assist in producing the kind of cattle that are available and profitable to all segments of the industry. It is still, however, up to these breeders and the stockmen and stockwomen to take this information and with vigor and enthusiasm, apply it in real world settings.

As we move into fall and winter many plans are being formulated. Productive plans are created out of optimistic attitudes. Exchange of ideas can always create feelings of optimism as sale consignments and calf crops from current matings are discussed. Shorthorn cattle and Shorthorn people have much to offer the beef industry. Shorthorn optimism is very real!!



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GUIDELINES

continued from page 29

you that she does not fit your management environment.

3. Structural soundness: Evaluate the structural soundness of each cow based on her ability to raise a calf. Anything that limits her ability should be noted. Look for bad feet or toes, a history of prolapse, eye problems and poor udder conformation, including bad quarters and big teats.

4. Age: Typically, a cow is most productive between the ages of 4 and 9. The condition of a cow's teeth is indicative of her age. A cow with broken or missing teeth should probably be culled. Those with badly worn or separated teeth would be next on the list.

At this point, it becomes increasingly difficult to make culling decisions because you will have to cull productive animals.

5. Bred cows over 9 years of age: These cows will likely be culled in the near future and are close to the end of their most productive years. Within this group, cull the thin cows first.

6. Replacement heifers:

First, cull yearling heifers that have not been exposed to a bull. These animals have very good value as feeder heifers. Bred heifers would be next in the culling order.

7. Phenotype: Use this as an opportunity to make your herd more uniform. Any cow that does not fit due to breed, size or low productivity should be culled next.

8. Bred cows 3 to 9 years of age: These are your most productive cows. If you must cull out of this group, 3-year-olds and those cows that are 8 to 9 years old would go first.

The decision about which animals to cull can be difficult. Each operation will have different goals and, therefore, may need to adjust accordingly. Use this list as a guideline for developing a culling order for your herd.



GREAT STATE

continued from page 26

area/cwt of 1.72. The average marbling score was a small 10 with 50% of the cattle grading low choice or better. Most major discounts were avoided yet again this year as there were only 2 YG 4's and one standard calf harvested.

All of the cattle were fed through the Tri-County Steer Carcass Futurity in Lewis, Iowa, which allowed them to be disposition scored each time they entered the processing facility. The entire group averaged a 1.7 disposition score with only 4 calves averaging over a 3. Tri-County research shows an average loss of \$62/head for cattle scoring a 3 or higher.

The GSF was successful yet again allowing producers to make money while obtaining real world data in a commercial setting to assist in their breeding decisions. A special congratulation goes to Jungels Shorthorn Farm and Peak View Ranch; both of these

breeders had the number one steer in their respective pens for retail value days on feed! An impressive feat for two purebred steers to beat out a bunch of crossbred calves. All of the carcass and performance data collected has been included in the most recent EPD run.

A big thank you, once again to all the consignors for sending another great set of calves and making this year's feed-out a success! The ASA website has the upcoming delivery dates, guidelines and health protocols for sending calves. If the delivery dates don't fit your schedule please call me to arrange another time as the Iowa lots are receiving cattle throughout the fall.



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Superintendent, MU
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Research Center,
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Features talks on the drought and a long-term weather forecast, feed costs, cattle price outlook and soil health and cover crops.



FRIDAY NIGHT KEYNOTE SPEAKER

*Livestock Exports and the
Effect on U. S. Agriculture*

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Clayton Agri-marketing,
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PRODUCERS MUST PROTECT

CATTLE AND PROPERTY

By Robert Wells and Clay Wright

Cattle rustling can conjure up different thoughts depending on who you are. Some imagine a scene from an old western where bandana-wearing cowboys gather up a herd of cows and drive them to a distant and secret location. Others might think this is something from the past and doesn't happen now. Unfortunately, cattle rustling is still a serious issue.

Recently, there have been increasing reports of cattle rustling across the country. It seems that when the economy gets tough, crime rates increase. Unfortunately, ranchers are not immune to crime. In many cases, those who live in the country are targeted because criminals know there are fewer people to watch for suspicious activity.

As a farm or ranch owner, you

must be observant to protect your property from those who would steal it from you. Here are a few tips to reduce the potential of becoming a victim of theft.

- Permanently identify your cows. A cow that has some form of brand is not attractive to a potential thief. Make sure your brand is registered in the state or county your ranch is in and make sure that local law en-

forcement authorities know your brand.

- Don't feed at the gate or in your pens. Don't get your cows used to being fed near the pasture gate or in the working pens. This only trains the cows to come to a place where it is easier for a criminal to catch them.

- Lock your gates. Criminals are inherently lazy. If they have

continued on page 34

SCHEDULE OF EVENTS FOR FRIDAY, DECEMBER 7

4 p.m. - Trade Show Doors Open		6 p.m. - FREE co-sponsored Beef Dinner	
7:00 p.m.	Welcome - Andy Jackson, Missouri Livestock Symposium Committee and Mr. Pat Williams, Superintendent, Kirksville R-III School District		
7:05 p.m.	Patriotic Tribute - Audra Jackson, LaPlata, MO		
7:10 p.m.	Special Guest Welcomes		
7:35 p.m.	Recognition of Important Guests and Sponsors		
7:40 p.m.	Classic Tractor Contest Winners Announced		
7:55 p.m.	Agriculture Educators Lifetime Achievement Awards - Representative Tom Shively, Shelbyville, MO		
8:00 p.m.	Presentation of Northeast MO Livestock Person of the Year - Mr. Harold Trump, Luray, MO		
8:15 p.m.	Keynote Speaker - Livestock Exports and the Effect on US Agriculture, Tony Clayton		



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SCHEDULE OF EVENTS FOR SATURDAY, DECEMBER 8

Trade Show Open 8 a.m. - 5 p.m.		Coffee and Donuts provided by FCS Financial				Trade Show Open 8 a.m. - 5 p.m.		
	BEEF CATTLE	FORAGES	HORSE	SHEEP	MEAT GOATS	STOCK DOGS	AROUND THE HOME & FARM	MORE FARM & HOME
9 a.m.	MU Quality Beef Program, Dr. Dave Patterson, Dr. Scott Brown or Mike Kasten, University of Missouri	Livestock and Forage Panel, Dr. Pat Guinan (climate); Dr. David Davis (forages); Dr. Justin Sexten (feeds); and Dr. Ron Plain (economics), all University of Missouri		Nutrients Effecting Baby Lamb Survival, Dr. Dan Morrill, Iowa State University	Raising Meat Goats: A Producer's Perspective, John Kirchoff, Moberly, MO	Stock Dog Training: Getting the Right Start, Bob Johnson, BJ Border Collies, Tingley, IA	What's Killing My Trees? Kyle Monroe, MDC	Farm Continuation and Farm Estate Strategies, Travis Harris, Farm Financial Strategies, Bloomfield, IA
10 a.m.	Genetic Factors Influencing Pinkeye Susceptibility, Dr. Gary Snowden, University of Nevada		Topic TBD, Van Hargis, Victoria, Texas	Why Hair Sheep Are Becoming Popular, Dr. Brian Faris, Kansas State University	Feeding Meat Goats, Dr. Dan Morrill, Iowa State University	Basics of Training, Bob Johnson, BJ Border Collies, Tingley, IA	Opportunities and Obstacles in Livestock Exporting, Tony Clayton	
11 a.m.	Pinkeye Vaccines, Dr. Bruce Addison, Addison Laboratories, Fayette, MO	Forages: Getting Set for Growth, David Otte, Green Valley Seed, Kahoka, MO	Horse Nutrition Simplified, Dr. Ron Gill, Texas A & M	The Sheep Economy, Stan Potratz, Washington, IA	Profit Potential Through Crossbreeding, Dr. Brian Faris, Kansas State University	Advanced Training, Bob Johnson, BJ Border Collies, Tingley, IA	Long Term Weather Outlook, Dr. Pat Guinan, University of Missouri	Ten Reasons to Eat Red Meat, Dr. Carol Lorenzen, University of Missouri
Visit the Trade Show		12 - 2 p.m. - Free Governor's Style Luncheon Hosted by Missouri's finest commodity groups and co-sponsored by your Missouri Department of Agriculture					Visit the Trade Show	
2 p.m.	Cattle Behavior and Handling, Dr. Ron Gill, Texas A & M	Cover Crop Findings at the Greenley Research Center, Dr. Kelly Nelson	Topics TBD, Van Hargis, Victoria, Texas	Can Selection Reduce Disease, Dr. Gary Snowden, Reno, NV	Thin Goats: Why and How to Diagnose, Dr. John Middleton, MU School of Veterinary Medicine	Farm Continuation and Farm Estate Strategies, Travis Harris, Farm Financial Strategies, Bloomfield, IA	Conventional and Flexible Cash Rent and Farm Leases, Dr. Ron Plain, University of Missouri	CWD in Deer Herd OR Wildlife Food Plots
3 p.m.	Pour-ons and Bull Infertility; Bluetongue Update, Dr. Craig Payne, University of Missouri	A Practical Look at Cover Crops and Soil Health Panel, J. R. Flores, State Conservationist, moderator; Kelly Nelson, David Otte, Harry Cope, producer, and Doug Peterson, NRCS	Horse Color Genetics, Emily Costello, Truman State University	Selecting Ewes That Reduce Labor Requirements, Dr. Brian Faris, Kansas State University	Urinary Calculi, Dr. Brian VanderLey, MU School of Veterinary Medicine		New Information and Reasons Behind a Successful Small Poultry Operation, Jess Lyons, University of Missouri	Flower Arranging, Jennifer Schutter, University of Missouri Extension Horticulture Specialist
4 p.m.	Pinkeye Panel, Dr. Gary Snowden, Dr. Bruce Addison and Dr. Craig Payne			Thinking Outside the Flock, Dr. Dan Morrill, Iowa State University				

to work very hard, they'll move on to an easier target. Additionally a locked gate will slow down a thief; they want to be able to move quickly into and out of an area. Don't give out combinations or keys to your locks.

- Don't locate working pens near pasture entrances. I call these "thieving pens." If your cows are accustomed to coming to a horn or siren and being fed in the working pens, you have made a thief's job much easier.

- Feed or check cows at different times of the day. Don't get into a set pattern that will make it easy for a crook to know when you will be around. Make sure you have an accurate head count

each time you go out.

- Be vigilant. If you see a suspicious vehicle on your county road that you have not seen before, take time to write down their license plate number. Or, better yet, stop and chat with the driver. A thief is less likely to steal cattle in the area if he knows people can describe him. Cattle are not the only things that can be stolen. Other popular items are tractors, trailers, saddles, horses and farm equipment. Here are a few tips to reduce the potential for theft of these items.

- Park trailers and equipment out of view from the road and take your keys.

- Lock saddle compartments on trailers and tack/equipment rooms.

- Photograph and brand your horses. A photo can help investigators locate your horse more quickly. Horses that are branded are easily identifiable and less likely to be stolen.

- Put identifying marks such as a registered brand or driver's license number on valuable equipment and saddles. Photograph those items and the markings.

- Record serial and model numbers, as well as other distinguishing characteristics of equipment. This will not prevent theft, but can make recovery easier.

- Put padlocks on and lower the

tongue of a trailer so that it has to be raised before connecting to it. This will slow down a thief and make it less attractive.

In general, most thieves are opportunists. If we do a few things to slow them down, make it harder on them or readily identify items of interest, they will move on down the road. You work hard for your assets; don't let them become someone else's.

Noble Foundation



Is there clover in there?
Getting the most out of your soil tests

If you've sent a pasture or hay soil test through your University of Missouri Extension Center, you've been asked what kind of forage you have. Next time, before you answer, think about whether you have a legume in there and how much of it there is, or if you want to add a legume, suggests a MU Extension agronomy specialist.

"These things make quite a difference in the fertilizer and lime recommendation," said Pat Miller.

Legumes like clover and lespedeza add quality to the forage and provide most of the nitrogen that the field needs. They also dilute the effect of the fescue endophyte fungus. Unless you're going for a fescue seed crop—yet a different soil test code and recommendation—or you are in the process of cleaning up your fields with some broadleaf herbicides, you probably want legumes in your field, Miller says.

"If your pH and fertility are in good shape, the legume should provide the needed nitrogen," she said. "Lespedeza can handle a lower pH than red or white clover. So if your pH is below 5.0, lespedeza may be a better choice than clover until your lime application has time to work."

If you want a legume, don't apply more than 20 to 30 pounds of nitrogen, or the grass may crowd out the legumes. It is also best to

have it closely clipped or grazed so the legume seedlings have enough sunlight.

"If you get a soil test recommendation for a legume/grass mix, it assumes that you have at least a 25 percent legume stand," Miller said.

If you have less, your nitrogen recommendation may not be enough for good grass growth, she continued. If you are going from straight grass to legume/grass mix, you will have to cut your nitrogen application and sacrifice some grass yield that first year to get your legume established. In this case, use the overseeding recommendation on your test. This will recommend a little nitrogen and not recommend a potash amount that would hurt the seedlings.

"If someone tells me they have trouble getting legumes to grow, my first two thoughts are that the soil pH and fertility are inadequate or they are applying too much nitrogen and the grass is crowding out the legume," Miller said. "A good soil test with the correct soil test codes should lead them in the right direction to correct the problem."

UMC



STRATEGIC REPLACEMENT-FEMALE SELECTION

Bob Weaver, Ph.D., KSU

The continued drought conditions that persist across much of Kansas may require that many cow-calf producers forego retention of replacement females this year in order to conserve remaining forage resources for mature cows' winter supplementation. However, producers retaining heifers this fall should consider several key strategies to select the best replacement candidates from their weaning pens.

The first step in any selection decision is knowing what it is that you desire. In animal breeding terms, that's your breeding objective. In the case of replacement heifers, your breeding objective should include a listing of the traits and attributes that you believe make a heifer a good candidate for selection as a replacement female for your herd.

The traits included in this list should be focused on maternal traits that will aid a cow in being reproductively successful for a long period of

time under your management. Traits often included include fertility, longevity, calving ease, milk, docility, mature weight, growth to weaning or yearling endpoints. Other attributes may include coat color, polledness, breed or breed combinations to generate maternal heterosis. Recognize that many commercial heifers won't have EPDs for any of these traits, so they will largely be influenced by the sire selection that occurs in a herd over time.

In many cases, limiting environmental conditions will dictate that moderate or optimal levels of growth and milk or lactation potential be selected for rather than maximization of these traits. American Angus Association provides an effective tool for evaluating nutrient availability and selecting optimal ranges of Milk

continued on page 38



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- Grind Stalks or Straw for Bagging
Wet Distillers or Brewers Grain
- Bean Stubble
- Corn Stalks
- Blending (Hay and Corn Stalks)
- Grind Ear Corn
- Add Dry Hay To Your Reel Mixer
- Grind High Moisture or Dry Corn

**Eliminate Sorting, Keep Hours Off Your Tractor,
Reduce Fuel Consumption, Extend The Life of
Your Feed Mixer, Cut Feeding Time in Half!**

Salers

Rockin R Ranch Seedstock for Sale

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Igenity Profiling
all sale cattle



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Web: www.iowasalers.com

Rockin R Ranch page

**Your Ad
Could Be Here!**

COMING SALES

Nov 2 * American Royal Simmental Sale, Kansas City, MO 816-392-8771

Nov 2-3 * Genetrust Bull & Female Sale, Concord, AR 877-GENETRS

Nov 3-11 * Eblen & Sons Simmental Private Treaty Sale, Bridgewater, IA 641-745-5574

Nov 3 Four State Shorthorn Sale, Diamond, MO

Nov 3 * Braunvieh Herd Builder Sale, Marshall Jct, MO 417-253-4693

Nov 3 Irvine Ranch Annual Production Sale, Manhattan, KS

Nov 3 * Professional Beef Genetics, Montrose, MO 1-888-PBG-BULL

Nov 3 The Fall Gatherin' A Bar Ranch, Carthage, MO

Nov 4 * Baker Angus Farm, Butler, MO 660-679-4403

Nov 10 * Midwest Beef Alliance Bull & Female Sale, Marshall Jct, MO 660-895-5008

Nov 10 Missouri Charolais Breeders Fall Female & Bull Sale, Bois D'Arc, MO

Nov 10 Moser Ranch 21st Bull Sale, Wheaton, KS

Nov 10 Ratcliff Ranch, Vinita, OK

Nov 11 Arkansas Angus Sale, Fort Smith, AR

Nov 11 * Eblen & Sons Simmental, Bridgewater, IA 641-369-4741

Nov 15 Terry Little Retirement Dispersion, Monticello, MO

Nov 16 * Southwest MO Show-Me-Select Heifer Sale, Joplin, MO 417-466-3102

Nov 17 Dalebanks Angus Bull Sale, Eureka, KS

Nov 17 Hudspeth Farms & Guests The Gathering Sale, Harrison, AR

Nov 17 * NE Arkansas Angus Assoc. Sale, Charlotte, AR 662-837-4904

Nov 17 * Show-Me Polled Hereford Classic, Windsor, MO 660-527-3507

Nov 17 * Sydenstricker Genetics, Mexico, MO 573-581-1225

Nov 19 * Green Springs Bull Test, Butler, MO 417-448-7416

Nov 24 13th Annual KGA Pick of the Herd Sale, Salina, KS

Nov 24 Butch Meier Angus, Jackson, MO

Nov 24 * West Central Show-Me-Select Heifer Sale, Kingsville, MO 816-380-8460

Dec 1 * Southeast MO Show-Me-Select Heifer Sale, Fruitland, MO 573-243-3581

Dec 1 Wright Charolais 2nd Annual Female Sale, Chillicothe, MO

Dec 7 Missouri Angus Advantage +Plus, Marshall, MO

Dec 8 Ridder Farms 2nd Annual The Showgirls Sale, Hermann, MO

Feb 9 * J & N Ranch Black Herefords, Leavenworth, KS 913-727-6446

LOOK FOR OUR AD IN THE MIDWEST CATTLEMAN
THIS IS A FREE SERVICE-FAX YOUR SALE INFORMATION TODAY!
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STRATEGIC

continued from page 34

EPDs for sires of replacement heifers. Cows with high growth and mature weights and lactation potential may outstrip nutrient availability on native range and require substantial supplementation. Use of selection indexes that heavily weight terminal traits are strongly discouraged for use as selection tools for sires of replacement heifers.

Below are some additional factors that help identify replacement females that have a leg up:

Crossbred – Heifers that represent optimal combinations of breeds known for superior maternal performance generally are a better alternative to straightbred heifers of equal quality. Maternal heterosis, or the heterosis the heifer will exhibit as a cow, has been shown in numerous studies to be very beneficial to commercial cow-calf production. About two-thirds of the economic benefit

of crossbreeding comes from having crossbred cows; one-third from having crossbred calves. A bulk of the maternal heterosis benefit is driven by the improved maternal calving ease, fertility and longevity of crossbred females. First cross (F1) crossbred cows typically last about 1.5 years longer in herd and have a 23-30% improvement in weaning weight per cow exposed thus improving production efficiency dramatically.

Produced by proven sire – Replacement female selection should start with selection of sires. Sires should be selected to produce heifers that meet the replacement female breeding objective outlined above. Use of fixed time AI to proven sires with high accuracy EPDs for maternal traits makes for an effective breeding/selection system. Select sires that optimize traits of cows so they fit your production environment.

Calved by a proven dam – Replacement heifers that are born to cows that have been reproductively successful under your management for a long period of time are natural candidates as replacements. It's like these cows are among the more fertile cows in your herd and are of appropriate mature size and lactation potential for your environment.

Born early in calving season – Heifers born early in the calving season will be older at the initiation of their first breeding season that calves born later. They have a better chance of having reached puberty by start of breeding season and have a higher likelihood of breeding early in the season. These heifers are also likely from dams that conceived early in the breeding season and 'fit' in your management system and environment.

From middle group of Adjusted 205-day weaning

weights – If your cows are bigger than you would like to fit your environment, consider selecting replacement heifers from the middle part of the weaning weight distribution. Keeping the biggest, fleshiest heifers from your herd over time contributes to increases in mature cow weights and increased nutrient demand as cows. You should use age-of-dam adjusted 205 d. weaning weights to classify your heifers' potential for growth. The adjustment procedures remove bias due to age of calf and age of dam at weaning. Heifers of similar genetic potential born at opposite ends of a 90 calving season can have a difference in weaning weights of more than 200 lb so correcting for age is very important.



SHOW-ME-SELECT™

REPLACEMENT HEIFER SALE

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

Video preview and sale may be viewed at www.joplinstockyards.com on-line bidding may be arranged in advance.

Breeds & crosses include: Angus, Hereford, Gelbvieh, Limousin, Red Angus, Simmental, Salers.

A few heifers will carry 1/8 Brahman. About 80% are black or black whiteface.

Many are synchronized and AI bred. Several Tier Two heifers in the offering.

Program Requirements:

- Heifers have met minimum standards for reproductive soundness, pelvic size, body condition and weight and are free of blemishes.
- Heifers have been bred to bulls meeting strict calving ease/birth weight EPD requirements.
- A strict immunization program has been followed including official Brucellosis calffood vaccination. Heifers have been tested and found negative for PI BVD.
- Heifers will calve from mid January to April 30 and were preg checked within 30 days of the sale.



**200 CROSSBRED
& PUREBRED HEIFERS**

**November 16, 2012
7 PM**

Consignors Include:

John & Janet Massey, Aurora	Quinton Bauer, Verona
Ladd Ranches, Sparta	Ken Folsom, Grovespring
John Wheeler, Marionville	Dale Kunkel, Neosho
Sampson Farms, Hartville	Bart Renkoski, Purdy
Mast Farms, Lamar	J. W. Henson, Conway
Jerry Carnes, Diamond	Wyss & Kruse Farms, Russellville

For information contact:

Eldon Cole (417) 466-3102 or 466-3386
colee@missouri.edu www.swmobcia.com

Sponsored by: Missouri "Show-Me-Select" Replacement Heifers, Inc.,
 Division of Animal Sciences, Southwest Missouri Beef Cattle Improvement
 Association in cooperation with University of Missouri Extension,
 Commercial Agriculture Program, College of Veterinary Medicine, Missouri Cattlemen's Association
 and Missouri Department of Agriculture.

- 97% Black and BWF – Some Registered Angus, mostly Angus cross with some Angus Simmental.
- 57% A.I. bred with 17 Tier 2.
- Will calve between January 1 and April 25, 2013.
- Sorted into uniform lots of breed, color, size and calving date.
- Consignors include the best and high selling producers from the SEMO area.

A.I. sires include: Angus - SAV Bismarck 5682, AAR TenX 7008, SAF Connection, GAR Progress, Hoover Dam, Shipwheel Chinook, TC Aberdeen 759, Connealy Forward and Sydgen Trust.



Southeast Missouri Spring Calving
SHOW-ME-SELECT HEIFER SALE
Approximately 136 Bred Heifers

December 1, 2012 - 1:00 p.m.

Inspection after 8:00 a.m. Sale Day

Fruitland Livestock Auction -Fruitland, MO

Exit 105 off Interstate 55 - 3 miles north on Hwy. 61

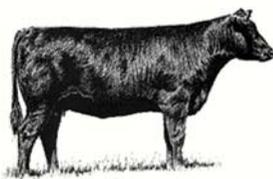
For information and catalog: Roger Eakins 573-243-3581

www.semobeef.com

Sponsored by: Show-Me-Select Heifer Board with University of Missouri Extension,
 Commercial Agriculture Program, College of Veterinary Medicine, and Missouri Department of Agriculture

WEST CENTRAL MISSOURI SHOW-ME-SELECT BRED HEIFER SALE

Following
**Show-Me-Select Heifer Sale:
 Special Bred Cow Sale**
 Consignments from
Reputable Cattle Programs



**November 24th, 2012, 11:00 am
 Kingsville Livestock Auction**

**275 Head of Bred
 Heifers Sell:**

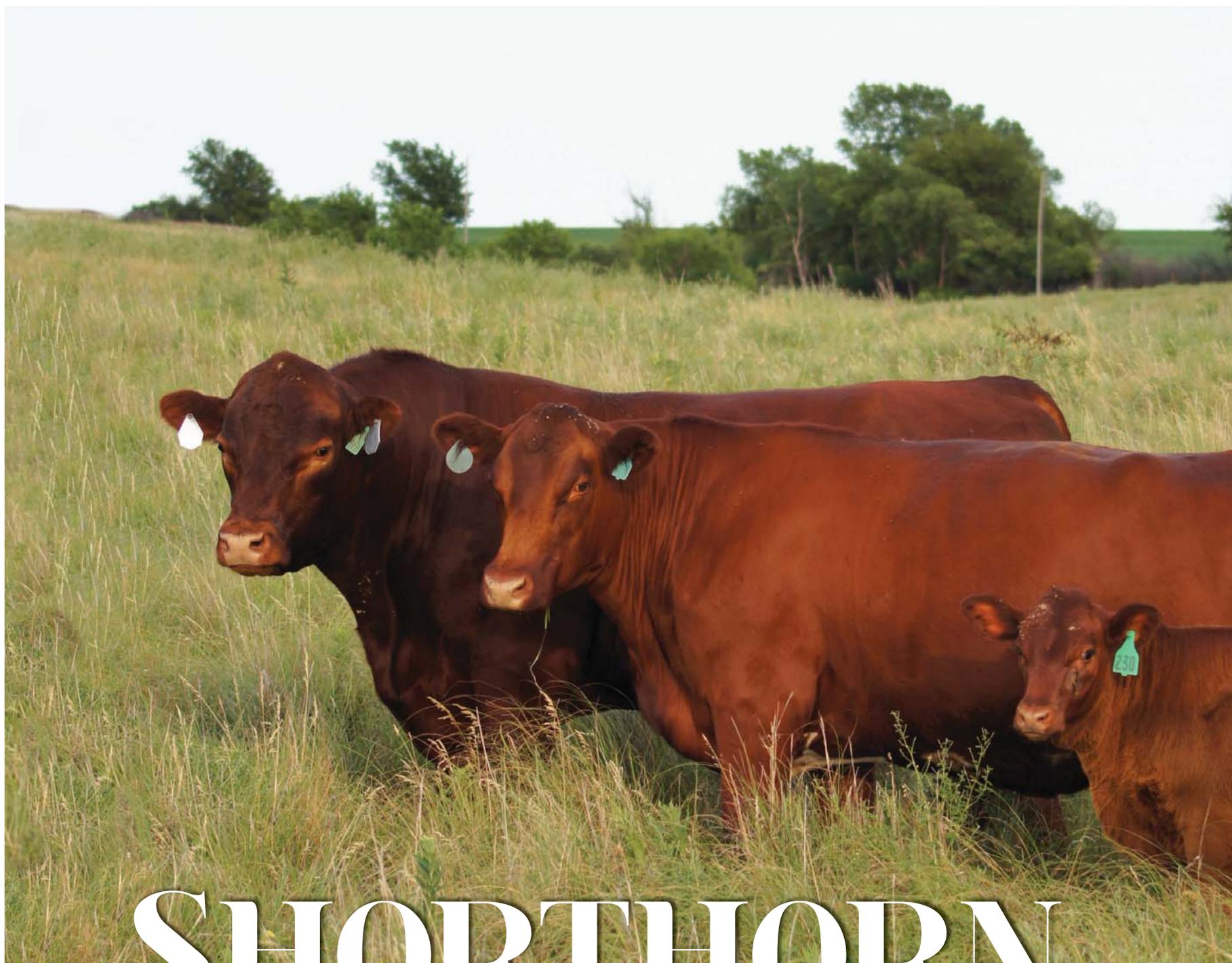
**-Angus/Angus Cross -Polled Hereford Cross
 -Red Angus -Simmental Cross**

**Guaranteed Bred to Calving-Ease
 Sires With Expected Calving Dates
 Jan. 1-Apr. 30, 2013**

Strict vaccination program with Brucellosis vaccination and negative tested prior to sale, along with scour vaccination.

Strict standards for reproductive soundness, pelvic size, body condition and weight. All heifers treated for internal and external parasites.

**For information or catalog contact:
 David Hoffman 816-380-8460 or Rick Anstine 816-597-3331
 For More Info, Visit the website: www.extension.missouri.edu/cass**



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