

Cattlemán

THE MIDWEST

October 4, 2012 Volume 18 No. 9

GRASSLAND FARMING TODAY



Angus
Page 24



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verb

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2. increase of intensity

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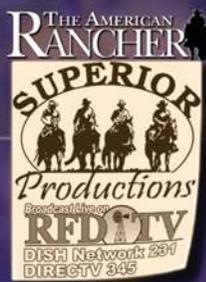
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THE MIDWEST
GRASSLAND FARMING TODAY

October 4, 2012 Volume 18 No. 9

LESS CALVES & FEWER IMPORTS MEANS AN EVEN TIGHTER FEEDER SUPPLY

The latest Cattle on Feed report indicated that the September 1 feedlot inventory was 99 percent of the same time last year. This represents only the second time in the last 28 months that feedlot inventories have dropped below year earlier levels on a month-to-month basis. The only other time was the brief May 1 drop below 100 percent of year earlier levels. This leads to two important questions: How have feedlots been able to hold inventories at such high levels? And will feedlots be able to maintain feedlot inventories in the coming months?



The September 1 feedlot inventory was 10.637 million head, down *continued on page 10*

U.S. BEEF EXPORTS TO RUSSIA ON THE RISE

Russia was one of the hottest markets for U.S. beef during the first half of this year. Coming off a record performance in 2011, beef and beef variety meat exports to Russia were up 17% in volume and 57% by value year-to-year through the first six months of 2012. During this period, the U.S. shipped 84.2 million pounds of beef worth \$162.2 million to Russia.

Prospects for continued growth are bolstered by Russia's entry into the World Trade Organization (WTO). The Russian Parliament recently passed legislation completing its accession into WTO. With this move come trade commitments, including one to increase the quota on U.S. beef imports. The quota was 47 million pounds in 2010 and 92 million pounds last year, but jumps to 132 million pounds in 2012.

While most U.S. beef exports to Russia are frozen, the U.S. Meat Export Federation indicates there are new opportunities to market chilled beef. Russia has established a new 24 million pound quota for chilled beef from suppliers outside the European Union. Checkoff dollars are helping the U.S. beef industry capitalize on the expanded Russian market through promotions targeting restaurant operators and consumers.

KLA



CANADIAN BEEF INDUSTRY AT A CROSSROADS

A new study from the Canadian Agri-Food Policy Institute (CAPI) says "the Canadian beef industry is at a profound tipping point and corrective action is needed." The report says the industry is falling behind and opportunities are being eroded by a failure to work together. CAPI President and CEO David McInness cites a lack of a comprehensive strategy to address challenges and take advantage of opportunities that the future offers.

Specifically the study finds declining beef production in Canada with no apparent strategy to rebuild, which could lead to Canada becoming a net beef importer. It notes that 85 percent of Canadian beef trade is with the United States and that the country, in effect is "backfilling" the U.S. market. In other words, the U.S. is expanding exports and building markets and using Canadian cattle and beef to help fill the demand. They also find Canada's share of their own beef market has declined from 87 percent to 75 percent since 2005.

McInness says the Canadian beef industry needs to make a decision; are they happy with the current system of selling to the U.S. or do they work to build their own foreign and domestic markets to get more value out of their beef. One challenge with that, the report says, is the Canadian beef industry has not been actively encouraging consumption. Per capita beef consumption in Canada has declined 10.7 percent over the last ten years.

Brownfieldagnews.com



FEEDLOT PLACEMENTS DIP BELOW ANALYST EXPECTATIONS

USDA issued on Friday, September 21 its latest update on the number of cattle on feed as of September 1, 2012. The report will likely be viewed as moderately bullish by futures markets as a reduction in feedlot placements was notably larger than pre-report estimates. Below is a brief recap of the report and implications:

- Total inventory of cattle on feed as of September 1, 2012 was 10.637 million head, 63,000 head or 0.6% lower than a year ago. Pre-report estimates were expecting the total inventory to be down about 0.1%.

- Feedlots placed 2.002 million head of cattle on feed in August, 244,000 head or 10.9% fewer than a year ago. Prior to the report analysts on average were expecting placements to be down 7.3%.

- The marketings number was somewhat disappointing but understandable given the tug of war between feedlots and packers, both feeling significant margin pressure. The survey pegged the total number of cattle marketed at 1.960 million head, 4.5% lower than a year ago

The latest USDA cold storage survey indicated that at the end of August total stocks of beef, pork and poultry were 2.221 billion pounds, 6.0% higher than a year ago and 3.1% higher than the five year average. Meat supplies in cold storage increased by about 1% from the previous month, compared to last year when freezer stocks declined 3%.

continued on page 10



MISSOURI STEER FEEDOUT ENTRY DEADLINE IS OCT. 10

The Missouri Steer Feedout helps producers learn what type of carcass and feedlot performance their calves have with a relatively low amount of risk.

A minimum of five steer calves, born in 2010, comprises an entry. There is no maximum number allowed but larger herd owners are encouraged to consign more steers to get



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I have a friend who is fond of saying "I'd rather be lucky than good." That was surely the case this spring when we opted to let the grass in nearly every pasture 'seed out' and fall to the ground. Sure there were a few 'open spots' back then... but we had no idea how many there would be by September. We didn't cut seed... we didn't 'clip' pastures... we just let it be. It sure was a 'lucky' call... if you believe in 'luck'.

After weeks of drought and blistering summer heat... we finally got a couple of slow showers that soaked the ground thoroughly. They weren't enough to help heal the ponds at all, but landscape went from an ugly brown to a beautiful green almost over-night.

My granddaughter Miyah is two... so she went with me as we walked from pasture to pasture and viewed the 'baby grass' in the open spots... where grass had died earlier. We witnessed

the first 'morning dew' in months. "Come on!" she said... gesturing... she had something to show me. Her mother had to 'interpret'... what did she say? "Grass growing." We knelt down and examined some seeds that she had helped me sow into an open spot in the yard. There were some seeds still visible that had not germinated. Some had a white seedling just sprouting and others were just barely 'hanging on' as the tiny... now green plant stretched for more light. Her eyes were wide with amazement as we looked on... you could see her learning. She said the word... only without the right 'consonant' sounds... "grass!" There's just something special about new life and it's even more special to see it through the eyes of a child... whether it's a baby calf... or just "baby grass".

We let cows graze each pasture lightly for just a day or two... but it became evident I had a decision to make. It was a decision that could not be made from a pickup seat, or even on a 4-wheeler... it had to be made 'on foot'. As I walked those pastures, the choice became clear. Even though we had fed hay for over fifteen weeks, starting in June... and were looking forward to being able to quit for a while... we were not done yet. It didn't take long to 'figure' out what it might cost to completely re-seed those pastures like some are having to do; and the last thing you would do to a newly re-seeded pasture with grass just getting started is turn a bunch of cows onto it.

We weaned calves early and fed hay this summer so the cows could survive and stay in better condition... now we were going to be feeding a few weeks more to do the same for the pastures. We're just very thankful we have the hay - some folks don't. Some might say we're 'lucky'... if you believe in 'luck'.

When I see the fall colors, the green pastures, and all kinds of new life everywhere... When I see my family healthy, safe and happy... when I think of this grand country where we have liberty that few others enjoy... one might say... "I sure am lucky!" But...I don't believe in 'luck'.

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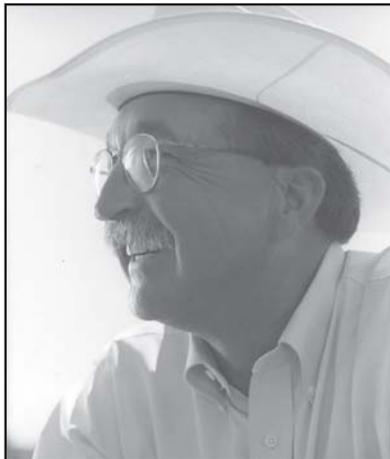
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I have some wonderful memories of coon huntin' when I was a youngster. There was nothing quite like a crisp, cool, late autumn night, joining up with a bunch of the neighbors to follow that melodic cadence of, "the best coon hound in the county." Of course it made no difference which neighbor I'd joined up with, because we were always following, "the best coon hound in the county."

As far as I was concerned, the worst coon hound in the county would still have howled out a tune that would have carried through the still night air like Gabriel's horn and, after all, it was as much or more about

the socialization of good friends as it was about the hunt, anyway. My job was to carry the light and try to keep up with the older kids and men who carried the guns, but the best part of the evening was always just sitting and listening to the dogs while the old men would interpret to us youngsters as to what was going on. Of course, there was always hot chocolate for the kids and some strange smelling clear liquid for the men—some-

thing that seemed to put more spring in their step and allowed them to hunt well into the wee hours of the morning.

Yes, all those old, stored-away memories hadn't been tapped for more than forty years—until last week—when I went coon huntin' once again.

My wife, with help from the old matriarch barn cat, had just weaned off the latest litter of mousers in our garage.

Since we don't have a dog anymore, Judy had confiscated the canine self-feeder and filled it with dry cat food. The kittens, their mother, the old tomcat, and most other cats within a two-mile radius had learned that the feeder was always full and the garage door was left up enough to allow them constant admission to the smorgasbord. But, the past few mornings had

continued on page 12

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FEWER CATTLE, MORE BEEF

By Ron Plain, Extension Economist, UMC



Calf slaughter and veal production are not included in USDA data for cattle slaughter and beef production. Since 1960, cattle slaughter has increased by 9.7 million head while calf slaughter has decreased by 7.4 million head. The veal industry is only a small fraction of what it once was. In 1960, the average American ate 5.3 pounds of veal. Last year, we ate an average of 0.4 pounds of veal per American.

Roughly a third of the increase in beef production since 1960 is due to heavier slaughter weights. In 1960, the average steer dressed weight was 656 pounds. Last year it was 846 pounds. Thus far in 2012, steer weights are averaging 16 pounds heavier than last year. Steer weights have been above year-earlier every week of 2012 except for the first. This movement to heavier weights is not unique to cattle. Slaughter weights for hogs and broilers have also increased over time.

The increase in market weight is driven by economics. The cost of slaughter is per head. It costs a beef packer the same amount to kill and cut up an 1100-pound steer as a 1400-pound steer. There is a lot more beef in a 1400-pound steer, so the slaughter cost per pound of beef is

lower for the larger animal.

In a similar manner, the cost of buying feeder animals makes up 60-70% of the cost of running a cattle feed yard. The heavier the slaughter weight, the more marketable pounds over which to spread that initial investment in feeder cattle.

Economics may be the motivation for the weight increase, but it is improvement in genetics and nutrition that have made heavier weights profitable. As animals near maturity their growth rate naturally slows and they tend to put on more fat than muscle. Slaughter weights have increased because breeders have selected for genetics that allow heavy weights without getting overly fat. Better feeding programs are also responsible for the heavier slaughter weights. Nutritionists have learned how to get feedlot cattle to continue to grow as if they are still young and small. The use of ionophores and ractopamine in feedlots enhance growth and the ultimate slaughter weight.

Although getting more meat through heavier slaughter weights has a strong economic advantage, there are associated problems for the beef industry. Fewer cattle being slaughtered means that the industry has a chronic problem with surplus capacity in cattle feeding and in beef packing. Surplus capacity reduces

profits and slows innovation. Heavier carcasses mean larger cuts of beef. A large rib eye means either a big steak or a thin steak. Big steaks are expensive and thin steaks are a challenge to grill.

Will slaughter weights continue to increase? Economics and genetics say "yes." I'm not as sure about advances in nutrition. Will new products be developed which allow for continued improvement in growth rates and feed conversion? Let's hope so. The U.S. population grows nearly 1% per year. The world is expected to add a couple of billion people over the next 40 years. If all these extra people are going to be fed, farmers must have access to better technology.

Government regulations have a lot to do with how many new animal health and nutrition products are developed. The more careful the regulators are, the longer and more costly the approval process and the fewer products which receive final approval. A long and uncertain approval process means companies will limit their investments in research. Without a lot of upfront research dollars, new products will become increasingly rare.



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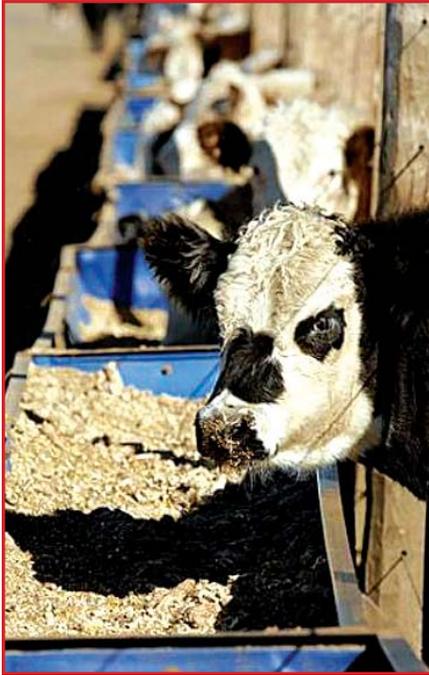
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MAKING THE MOST OF NUTRITION DOLLARS IS NOT SIMPLE



By Stephen B. Blezinger, PhD, PAS

Part 2

In the previous installment of this series we discussed the fact that feed and grain costs continue to climb and are reaching unprecedented levels. While there MAY be some hope in easing of these prices IF the current crop

proves better than crop reports over the last few weeks there is still a great deal of uncertainty in what feed and grain prices will be over the coming fall and winter.

Also in the last installment we began a discussion of steps the producer needs to take to make the most of his feeding and nutrition costs for the cow herd.

To reiterate, the producer has

to know his forage base. What growing forages are still in place and what hay or other forage supply (silage, haylage) does he/she have? Forage testing was once again emphasized so the producer knows what he is starting with. Secondly, we discussed comparing supplements. We will continue that discussion here.

Methods of Supplementation

We discussed the various methods of supplementation and

the fact that what supplements an operation uses or can use is variable depending on facilities, equipment, labor and so on. While some means of supplementation are less expensive than others, it is often related to how it has to be handled or what is needed to handle it.

For example, the cow-calf producer could feed a simple blend *continued on page 17*

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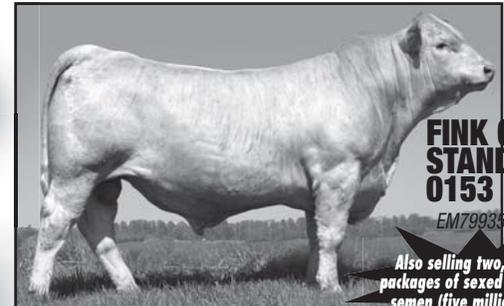
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0	6.5	-0.4	36	70	15	0.3	33	1.1	0	30	0.42	0.004	0.11	77	719	
0	BK	BK	BK	BK	BK	BK	2	PE	0	PE	PE	PE	PE		1	
0	25	30	9	4	6	90		4	0	4	15	65	25		100	

- Selling one/eighth ownership with two hundred straws of semen. This entitles the new owner, unlimited in herd semen use plus potential revenue from semen sales. You will be partners with Fink Beef Genetics, Sheppard Family Charolais, Myers' Circle Farm, Orr Charolais and Aschermann Charolais.
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**PC
MISSOURI
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M801740

Hrds Prog DIF	CE Acc %	BW Acc %	WW Acc %	YW Acc %	Milk Acc %	MCE Acc %	TM Acc %	SC Acc %	CPrg Acc %	CWT Acc %	REA Acc %	Fat Acc %	Marb Acc %	BW Rank Ratio	ADJ Rank Ratio	ADJ YW Rank Ratio
0	5.9	-1.5	33	66	17	7.0	33	0.8	0	8	0.21	-0.001	0.09	77	883	
0	BK	BK	BK	BK	BK	BK	2	PE	0	PE	PE	PE	PE		1	
0	25	15	20	6	4	20		25	0	80	50	50	30		107	

- Selling Fall possession with the option of doubling the bid price and taking Spring possession also. Aschermann Charolais will keep a one-third semen interest in this exciting young herd sire. He has plenty of growth, soundness and testicle development plus genetics for a potential calving ease and or milk trait leader. Missouri Bob's sire is the number two Spring and Fall multi trait leader, 9003. We hope that we can keep a possession in this bull.



**ACE MR
DOC EASY
7113PLD**

M766628

Hrds Prog DIF	CE Acc %	BW Acc %	WW Acc %	YW Acc %	Milk Acc %	MCE Acc %	TM Acc %	SC Acc %	CPrg Acc %	CWT Acc %	REA Acc %	Fat Acc %	Marb Acc %	BW Rank Ratio	ADJ Rank Ratio	ADJ YW Rank Ratio
1	14.3	-4.8	34	64	9	7.9	26	0.3	0	16	-0.09	0.031	0.29	70	857	1324
11	0.33	0.49	0.40	0.32	0.20	0.18	25	PE	0	PE	PE	PE	PE		2	120
0	1	2	20	15	40	15		80	0	35	90	100	2		1	117

- Selling choice of possession fall or spring, next we can sell the remaining possession. We own the fall possession and Roster Charolais in South Dakota owns the Spring. Doc Easy has been used on over one thousand virgin heifers. Mike and I have both used him on pure bred heifers plus lots of Angus and Black Baldy heifers in South Dakota.
- Doc Easy has the pedigree and the numbers for calving ease, growth and marbling. We have daughters in production and the udders are truly outstanding. His sire, Doc Silver, and his maternal grandsire, Easy Pro, have both stopped semen production with a very limited supply. This proven herd sire is of AI stud quality and is truly extraordinary.

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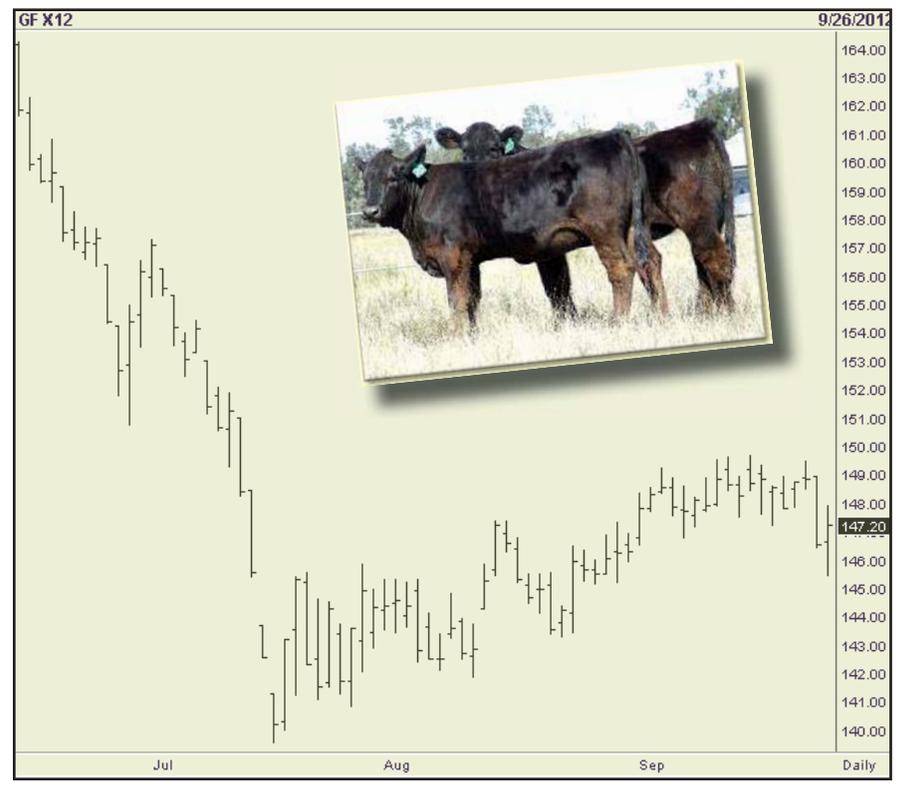
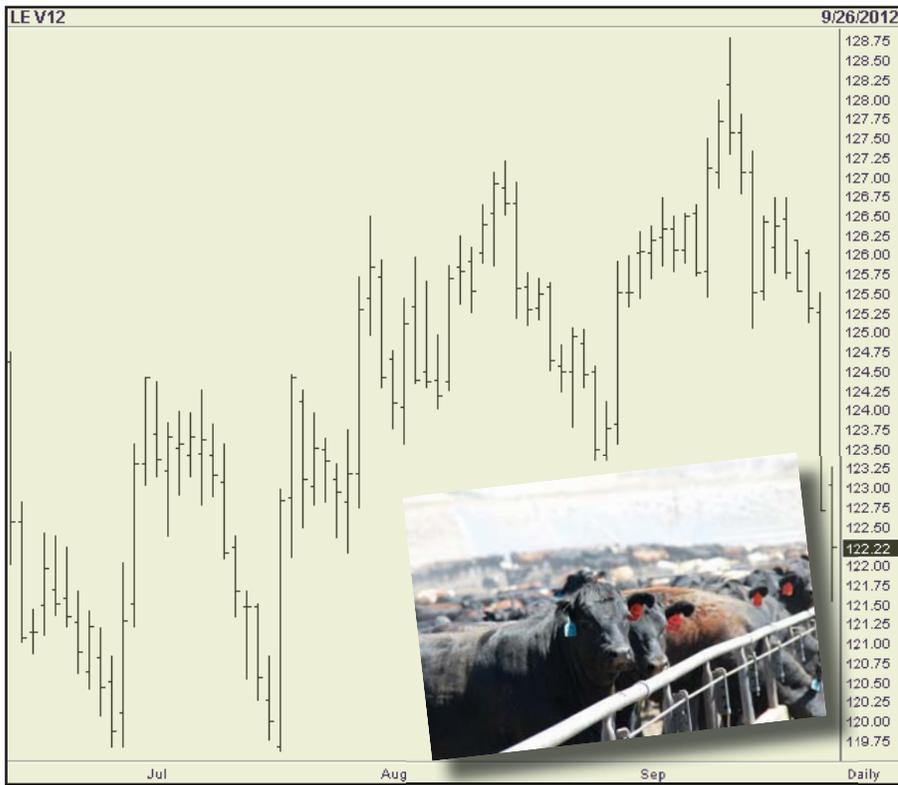
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Live Cattle:

Gosh, this market is making me sleepy. ‘Just can’t get going in either direction. In the futures trade we call this type of action “directionless”. This market for the interim doesn’t look like it’s going anywhere. In the short term, we’re a little “oversold” after this recent correction to the downside. This however is the “correction” I’d been looking for as I alluded to in the past issue. With a “gun to my head” I’d probably be willing to buy this market. The most recent Cold Storage Report, which came out last Friday, held good news. We have gone from an oversupply situation earlier this year to now being in a “draw down” situation. That’s what we want and need to prop up this market. Sure, we’ve still got some short-term problems...like the packers cutting the kills to regain some lost margin, but overall in the big picture, I’m seeing a lot more positive than negative.

Feeder Cattle:

Do you guys actually ever look at the charts we have printed at the top of this article? Believe it or not, the publishers of this magazine want those charts there to provide information...not to just eat up space. There is a wealth of information there if you’ll just take the time to look at it...and think about what you are seeing. This is each day’s action within that particular market and it tells you the “direction” the market is taking. By looking at the above feeder chart, you can see we’re in somewhat of an “uptrend”...but gaining slowly. In fact, in the past 30 days or so the “average settlement” price has probably been around \$147.82 for the November feeder contract. As of this writing (Sept 27, 2012) November feeders are trading at \$147.22. Now THAT... is going nowhere fast. My opinion on a “slow non-moving market” is that this shows “stability” within the industry. Everyone is pretty happy at these levels and the boat isn’t rocking too far one way or another. If you don’t like “change”, then you ought to like this. For you guys with the disdain for change.....sorry, your party is about over. Stay tuned.

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What Does this Report Mean to Me?

Q: When will fat cattle prices rally?

A: The recent weakness in fat cattle prices has been due to a larger than expected supply hitting the market during September. Keep in mind this has nothing to do with the actual number of cattle to be marketed in the January to April 2013 timeframe. The supplies and the demand pictures will change dramatically then. Your answer is January through April of next year. And you can take that to the bank.

Q: What do you mean when you say a market is “overbought or oversold”?

A: An “overbought” market is like going to a cow auction where they have 10 cows for sale and only 8 buyers each wanting only one cow. When all eight buyers have purchased their one cow, there are no more buyers. This is “overbought”. Mind you, there are still more cows for sale, but you reached the saturation point of your buyers. When this happens, “usually” the price of the remaining cows starts to come down so as to entice more buyers.

An “oversold” market is the opposite. You have 8 cows to sell and there are 10 buyers. When all eight cows are sold and you don’t have anyone else willing to sell at that price, then the market is “oversold”. “Usually”, this is when the market starts to rebound. The futures market is nothing

Midwest Beef Alliance

Fall Bull SALE (also Females)

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Gain Ratio: 88
EPD's:
BW: -0.2 WW: 37 YW: 63 MILK: 26

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Gain Ratio: -
EPD's:
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LESS CALVES

continued from page 3

less than one percent from last year but still 4.5 percent above the same period in 2010. In fact, except for the slight decrease from last year, this September 1 inventory is the largest since 2006. This is remarkable given that the total calf crop has decreased every year since 2006. (The last annual increase in the calf crop was in 1995.) The 2012 calf crop is projected at 34.5 million head, down 6.8 percent from 2006 and down 2.3 percent from last year.

Increased imports of feeder cattle from Mexico and Canada partially offset decreased U.S. calf production. The increase in feeder cattle imports from 2010 through the year to date in 2012 equals roughly 40 percent of the decrease in calf crop over the period. So far in 2012, imports of feeder cattle are up about 287,344 head, a 35 percent increase and nearly all due to increased imports from Mexico. At the current pace, Mexico could contribute an additional 220,000 head by the end of the year. However, Mexican cattle imports are expected to slow in the coming months. It appears that much of the increase in Mexican cattle numbers since 2010 is the result of drought impacts. In 2011, 34 percent of the year over year increase in Mexican cattle imports was heifers, representing 14.7 percent of total cattle imports and the largest imported heifer total going at least back to 2001.

For the January to July period in 2012, the number of imported

heifers was over 268,000 head, more than in all of 2011, and representing 27 percent of the year to date import total compared to last year. The increase in heifers represents 67 percent of the year over year increase in imports and suggests herd liquidation in Mexico. Imports of cattle originating in several drought-stricken Mexican states are up sharply this year. The other 33 percent of increased Mexican cattle imports in 2012 is steers less than 200 pounds. Nearly 84,000 head of these peewee steers have already been imported in 2012 compared to a scant 232 head for the entire year in 2011. These ultra-lightweight steers would have been imported over the next several months but are already part of the increased total so far this year. There has been no increase in 2012 of imports of the typical Mexican feeder steers over 200 pounds. Although changes in the health status of Chihuahua, the largest source of Mexican cattle imports, has no doubt temporarily limited imports from that state, the overall picture is that Mexican cattle imports have been augmented by drought impacts in the short run and will be followed by sharply reduced imports on the back side of the drought.

Oklahoma State University



MISSOURI STEER

continued from page 3

a clearer picture of their herd's genetics.

The steers will be fed in southwest Iowa as part of the Tri-County Steer Carcass Futurity. They will be delivered on Nov. 2 and should be weaned by mid-September. The pickup location in southwest Missouri will be Joplin Regional Stockyards. Paris Vet Clinic, Paris, Mo., will be the northeast pickup site and there will be one at Savannah, Mo., in northwest Missouri.

Consignors retain ownership on their steers until harvest next April and May. Feed, health expenses and other lot charges are taken out of the proceeds from the sale of the steers.

The finished steers will be sold on a grid basis with premiums and discounts given based on quality and yield grade. Age and source premiums are available as well.

"The feedout results give participants an idea what niche or marketing alliance their cattle need to be directed toward," said Cole. "If you've bred for post-weaning performance, it behooves you to seek a

market that rewards quality. Typically this comes from ownership retention to harvest but some alliances do seek feeders to purchase."

Cole says feeder cattle producers should be taking a more active part in the marketing of their calves, especially if they have a sizable herd.

"The first step in being an active marketer is to know what your calf has to offer. The feedout program provides that information," said Cole.

The Missouri Feedout cattle averaged \$80.51 profit this past year. The most profitable groups cleared over \$150 per head after feeding expenses and initial value of the calf were calculated. Prospects for profit look promising for the 2010-11 feedout.

"We do not guarantee a profit in the feedouts, but we can guarantee you'll learn a lot about how your cattle do after they leave your farm," said Cole.

Here are several points to consider that can be answered by obtaining individual performance data in the feedlot and on-the-rail.

- Why won't order buyers bid a couple more times when my calves sell?

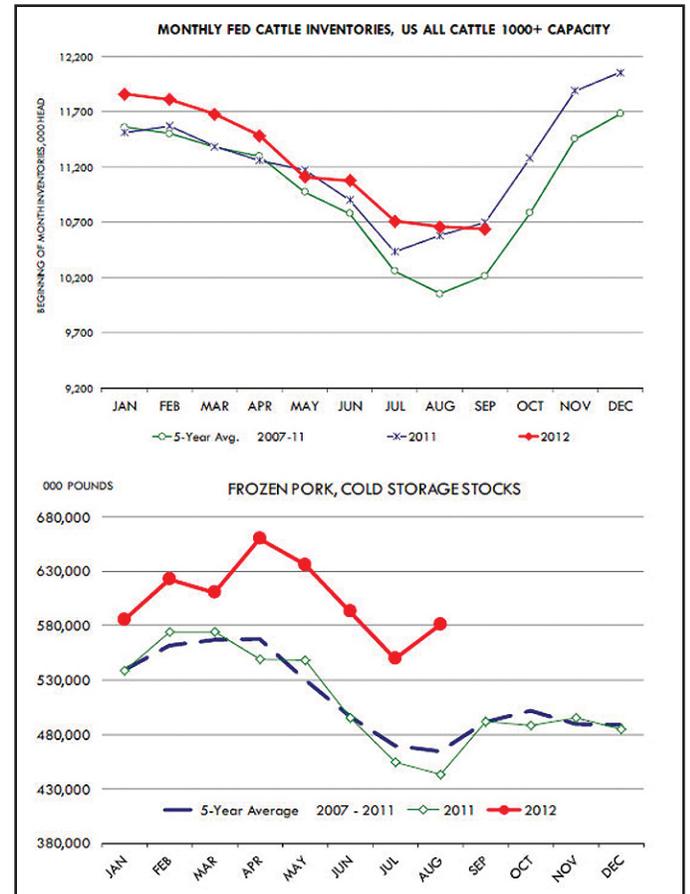
FEEDLOT PLACEMENTS

continued from page 3

Pork: The report will likely be viewed as bearish for pork prices in the near term. Almost the entire increase in meat cold storage supplies was due to more pork going into freezers. The total pork inventory was reported to be 580.8 million pounds, 31.1% more than a year ago. Inventories of a number of items remain particularly heavy. Inventories of pork loins were 32.6 million pounds, 44% higher than a year ago. The sharp increase in hog slaughter and seasonally slower demand for pork loins at the end of August likely combined to push more product into freezers, which will tend to weigh on prices at least into the end of the year. Ham inventories were reported to be 195.0 million pounds, 30.2% higher than a year ago and 32.7% higher than the five-year average. Ham stocks normally increase by 6-10% from July. This year, they increased by 24% from the previous month and

will likely be even higher at the end of September given two slaughter weeks that are in the top five largest ever.

Total beef in cold storage was 429.8 million pounds, 0.3% more than a year ago. Boneless beef stocks were 368.0 million pounds, 1.4% higher than a year ago while beef cut inventories were 61.7 million pounds, 6.2% lower than a year ago. Total broiler supplies in freezers were 655.3 million pounds, 5.6% lower than a year ago.



- Will my calves grade Choice or higher?
- Which cow or cows in my herd consistently make money?
- Do some of my steers get too fat and produce Yield Grade 4 carcasses?
- Are my steer's carcasses too small or too large and receive discounts?
- Will my cattle qualify for the new Quality Beef – by the numbers program?

For more information and entry forms visit <http://extension.missouri.edu/LAWRENCE> or contact any of the MU Extension livestock specialists in southwest Missouri: Eldon Cole in Mt. Vernon, 417-466-3102 or Dona Goede in Cedar County, 417-276-3313. The entry deadline is Oct. 10.



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FEEDING COWS HAY NOW ALLOWS GRASS TO RECOVER AFTER LONG DROUGHT

Feed hay in the fall and save the new green grass for winter. That plan can result in more feed for drought-stressed Missouri cow herds.

University of Missouri Extension specialists urge continued feeding of hay to allow pastures to rebuild root reserves to prepare grass for strong growth next spring.

"It's tempting to turn cows onto new fall growth when rains return after a drought," says Rob Kallenbach, MU forage specialist.

There's another reason to hold off, says Justin Sexten, MU beef nutritionist. Cows will need high-quality grass when winter brings wet and cold weather. The grass growing this fall can be stockpiled in pastures for winter grazing.

"Also, feeding hay in fall is easier than in winter," Sexten adds. "This winter, cows will harvest

the stockpiled grass pasture. You don't have to start your tractor."

The save-the-grass message is one of many tips offered at MU field days and farmer meetings. The theme is: "Life after drought."

At meetings, Sexten demonstrates adding hydrated lime to cornstalks to break down tough cellulose to release



nutrients stored in the corn stover.

Also, poor-quality baled hay can be sealed under a plastic tarp and treated with anhydrous-ammonia gas to boost protein content and improve digestibility.

Cows turned into pastures now will nip off grass as it grows, Kallenbach says. That harms pastures stunted by summer-long drought. "Let

continued on page 15

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LIFE IS SIMPLE

continued from page 5

found our garage in total disarray with everything turned upside down and knocked around. It could only be raccoons.

Judy vowed to catch the little bandits in the act and did just that at 3:00 A.M. the first morning of her coon hunt. She awoke me from a deep sleep at that early hour to inform me that she had trapped the varmint in our garage by lowering the door before he could escape.

"Well what do you want me to do?" I asked in a half-awake fog.

"Get your gun and shoot him!" she shrieked. "I'm tired of buying cat food every other day."

I tried my best to clear my head before explaining that a shotgun blast inside the garage would most certainly do more damage than a bag of cat food would cost. Agreeing, she opened the door and watched the masked criminal escape.

The next night, Judy had a better plan. She would once again trap the critter in the garage, but this time, I would strap on my coon huntin' headlight and stand outside the garage

door with my shotgun and execute him as he ran out.

The coon was an early visitor that night with my wife waking me at midnight. I grabbed the light and shotgun and went out the front door wearing nothing but my underwear and house shoes. Unfortunately, between the time I had gone to bed and the coon hunt, the wind had shifted to the north and a cold rain had begun to fall. Ice-cold precipitation dripped off me as I waited for the garage door to raise. When it did, a half-grown coon scurried out and sidled along the edge of the house. Trying to avoid blasting a hole in the side of the house, I pulled the gun to the right and missed, causing the terrified coon to run up the nearest oak tree in the yard.

"There he is! There he is!" my wife began howling, as she hurried to the base of the tree. Once there, the sash of her robe was caught by the wind and began wagging back and forth, behind her, just like "the best coon hound in the county."



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MINIMIZE STRESSFUL CONDITIONS DURING WEANING

By Ted G. Dyer,
University of Georgia

When using the recommended 60-day or less breeding season, all calves in the herd should be weaned at the same time. Under this management, weaning, or removal of the calf from the cow and terminating lactation, should occur when the calf is approximately seven to eight months of age. With extended calving seasons, longer than three months, or split calving seasons in spring and fall, the process may require weaning in at least two groups. Special circumstances may require early weaning between two months and eight months of age. When grass gets short and milk production goes down, it may be advantageous to wean the calves early.

Weaning can be a very stressful time in the life of a calf due to the significant change in the animal's physiological processes. Prolonged stress can impair the body's immune system, causing a reduced resistance to disease. Stressful conditions in animals should be minimized within economic constraints.

Below are some suggestions for reducing stress at weaning:

- Early preparation comes several months before the cows and calves are actually separated. Calves should be processed (vaccinated, wormed, castrated, dehorned, identified, etc.) prior to weaning.

- On weaning day, move cows and calves into sorting alley, corral or small lot. Sort cows from calves. Do not try to sort calves from cows. Place cows near calves during weaning so they can see and hear calves -- usually just a fence line apart. Placing them farther apart will often cause problems such as going through and over fences to get together. Shortly after weaning, all calves



should be weighed and recorded so that accurate production records can be kept.

- Place calves in a small lot or pasture equipped with sturdy fences and gates, a feed bunk, water trough, hay in a hayrack and shade area. Place feed bunks and water along the fence-line where the calves will be walking. This will help the nervous calves locate the

continued on page 16

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Selecting effective replacement heifers Q&A

Q. How many replacement heifers should be kept?

A. Cow/calf producers in SD culled at a 14% rate in 2011. Typically it is advised that 150% of the heifers needed are kept for development. This will allow for some leeway to cull heifers that do not perform well and/or do not become pregnant. For example: If you have a mature cow herd of 100 and cull at an annual rate of 14% + 50% additional heifers would need to be kept, for a total of 21 heifers to enter the replacement heifer development program.

Q. How important are genetics to the success of a replacement heifer?

A. Genetics play a major role in the successful entry of a replacement heifer into the cow herd. Puberty is the major limiting factor in replacement heifer development and is moderately heritable (age at puberty $r^2 = 0.20-0.60$). In addition, it is highly correlated to overall fertility. Therefore by keeping good production records and utilizing them to select your replacements, you can capitalize on the productive genetics within your cow herd. The genetics of the bull should also be taken into consideration. One of the best predictors of the bull's daughter's reproductive performance is their yearling scrotal circumference. This is a moderately heritable trait that is a good predictor of age at puberty and lifetime pregnancy rates.

Q. Should the larger heifers be culled from the herd?

A. It is important to have a mature cow that fits her environment. In some areas a 1400-pound cow can be very productive, but in some areas a 950-pound mature cow is more effective. With that in mind, one should take into account frame size and body condition of heifers at selection, and the mature size of cows that are most efficient in their environment. However, the age of the heifer should be considered. Typically the larger, heavier heifers are older calves, from a mother who had higher milk yields. Therefore, the selection of the larger and older heifers should not be ruled out as you may be selecting the heifers from the most productive dams within your herd.

Q. How does age of the heifers contribute to reproductive success?

A. Cows that calve earlier in the calving season tend to continue to do so in subsequent years, remaining in the annual production cycle, and producing greater total pounds of calf over their lifetime. This trait can be passed on to their daughters. There-

fore, by selecting the older heifers, you are selecting heifers from dams that calved earlier in the calving season, which would typically be the most productive group of females in your herd. In addition, age is a factor that limits the attainment of puberty. If heifers are old at the beginning of the development phase, this will help ensure puberty is attained prior to the breeding phase.

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FEEDING COWS

continued from page 11

the grass grow as long as there is sunshine, heat and available water.”

It seems counterintuitive, now that grass growth has returned, Kallenbach admits. But weak stands of grass need fall growth to rebuild reserves for next spring.

During this recovery phase, fall growth can be stockpiled and grazed later.

Sexten adds that fall stockpile grass contains more nutrition than the hay. “Cows will need that higher-quality grass when the weather turns cold.”

Delaying grazing is a win-win, he said. The growth will aid pasture recovery. And more stockpile will accumulate than if the grass is grazed as it emerges this fall.

Pastures that didn't grow for months during drought will be in weak condition. Many pastures may need renovation in addition to recovery time, Kallenbach says. “Likely there are bare spots and more weeds. That adds to reduced productivity on pastures recovering from drought.”

The MU specialists urge cau-

tion in interseeding another grass variety into a weakened stand. Vigorous new growth shades and further weakens surviving grass.

Kallenbach recommends complete renovation if grass covers less than 75 percent of the ground. That may require a yearlong process if converting from toxic endophyte-infected Kentucky 31 to new novel-endophyte fescues that don't contain toxins.

Renovation must assure none

of the old fescue survives in the newly seeded pastures. That requires the proven spray-smother-spray recipe developed at MU. The old surviving fescue is sprayed with glyphosate herbicide to start eradication. Then a winter annual grass, such as wheat or cereal rye, is drilled into the surviving fescue sprigs. This growth smothers most remaining fescue.

Next spring, after grazing or baling the cereal-grain forage, any surviving toxic fescue is

sprayed again. Only then should the field be replanted to new grass.

“Toxic fescue is tough to kill,” Kallenbach says. “Those 50-year-old stands have survived more than one drought. If you renovate fescue sod, do it right the first time.”

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MINIMIZE

continued from page 13

feed and water as rapidly as possible.

- Offer calves hay immediately after they are weaned. Free-choice access to good-quality hay is important the first several days during weaning. Avoid using spoiled or moldy hay. Start feeding a mixed ration such as medicated starter ration -- usually grain or commodity-based -- in the feed bunk. Do not over-feed: Start at one to two pounds per head twice a day and gradually increase the amount of the ration over the next 10 to 14 days until the calves are eating around 1.5 percent of their body weight in feed. It is recommended to pre-condition the calves for a minimum of 45 days; however, 60 to 90 days would be best if you are planning to retain ownership of the calves after shipping them to a feedlot.

- Weaning period. Usually this period should only be

three to seven days. Bawling will begin to subside after the first day and animals will be back to normal in two to five days. Additional booster vaccinations can be given at the end of the weaning period prior to turning calves out into a larger pasture.

- Observe cows and calves after weaning. Cows may show some udder swelling the week after weaning. This is normal. Beef cows generally do not milk very heavily after a lactation period of seven to eight months and they will dry up in seven to 14 days. Calves should be observed closely during and after weaning, three to six times a day. Check for droopy ears, runny noses and coughing. The stress of weaning often precipitates a respiratory infection. Part of this is caused by throat and lung irritation during the bawling period. If there are any signs of sickness, sort the sick calves out of the group and take their

temperatures. Body temperature is taken rectally. Normal temperature for cattle is 101.5 degrees Fahrenheit. The animal's temperature is a measure of how sick it is. Consult your veterinarian for treatment and medication needed. Evaluating the animals' vital signs and visually observing their appearance can identify health problems in their early stages. This will allow for early

treatment, which usually prevents further serious issues.

Minimizing stress at or near weaning can pay big dividends; however, you must stay in contact with these animals during this critical time. Remember to stay prepared and be ready to respond to stress issues during the weaning period.



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of Soy Hull Pellets and Corn Gluten Feed (~16 percent protein, fed at 6 lbs per head per day to provide 1 lb. of crude protein) at a cost of around \$350 per ton or \$1.05/head per day. But to get this done he will have to have a way to store bulk commodities (doubtful this can be purchased in bags) as well as a way to feed. Feeding may be accomplished with a tractor and front end loader, a trip hopper mounted in the pickup or on a trailer, feed troughs which allow space for all cattle, etc. Other options may be as simple as using five gallon buckets. This sounds cheap but is labor intensive. To feed 100 cows in this manner would require 600 lbs of feed per day. At about 25 lbs. per bucket this would require 24 buckets. This method also exposes the producer or his labor force to having to dump buckets in the middle of a group of aggressive cows and risk being knocked down and stepped on.

The point to this discussion is that there are numerous considerations that have to be taken aside from the cost of the supplement, which can vary greatly. In many cases, supplements that appear too expensive may ultimately be the best value. Conversely, commodities, such as whole cottonseed may appear relatively inexpensive. However, since you often have to buy a full truckload (22-24 tons) all at one time you are tying up a significant amount of money for a potentially extended period of time. Right now, in much of the south, whole cottonseed is costing around \$360 per ton. For a 22-ton (44,000 lbs) load this would total \$7,920. For 100 head, if feeding 4 lbs. per head per day, this would last 110 days. So the decision becomes, can you tie up almost \$8,000 for this period of time or do you need to spread this expenditure out over this period of time? Economists refer to this as the "opportunity" cost or what else could this money be used for if not tied up for almost four months. Again, this requires very individual analysis. Other considerations include storage, can you store this volume of product effectively keeping it dry as well as insect and critter-free for this period of time. These are all questions that have to be answered if you are to make an informed, accurate decision.

These types of questions have to be answered for each type of seeding or supplementation method.

Basic Comparisons

One of the best ways to start is to do a very simple comparison of the cost of the basic nutrient you need to provide. In general the most basic nutrient we are concerned with for a cow-calf operation is protein. To start off with let's consider some basics. Here are some givens based on background work the producer has done:

1) He has a herd of 100 head of crossbred cows averaging 1,200

lbs. These cows are all pregnant and the calves were weaned on September 1. Average calving date is February 1.

2) He has been very fortunate and baled a lot of hay this summer so he has more than adequate forage availability. Currently pastures are in so-so condition but he is still getting some grazing. Depending on fall moisture conditions he plans to start feeding hay on November 1. He may need to

start supplementing prior to that however.

3) He has had his forages analyzed and has found that his hay tests 88 percent dry matter and 6.5 percent protein on a dry matter basis, so just a little short of what his cattle will require daily. For his cattle in the late second and third trimester their daily dry matter intake and protein needs are about 24.0 lbs and 1.85 lbs respectively.

continued on page 18

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4) So based on this when he gets ready to feed hay, to meet the dry matter intake requirements (24 lbs) he will need to feed 27 lbs of hay per day (24 lbs / 88% = 27 lbs). With an average of 6.5 percent protein this provides 1.56 lbs of protein from the hay. This creates a difference of .29 lbs of protein (1.85 - 1.29 = .29 lbs of crude protein). Since crude protein is not 100 percent digestible it is suggested to increase this by 33 percent so the amount to feed becomes .38 lbs (.29 * 1.33 = .38 lbs).

5) To make this easy and to give his cattle a little more "fudge room" he is going to up the protein feeding rate to an even .4 lb. of protein.

6) Also, he has lots of storage as well as a tractor and front-end loader. He also has plenty of troughs. He does not have an overabundance of time since he also has a job in town. Thus con-

venience is a definite plus.

To work out the amount of actual supplement he needs to feed he sets up a table to calculate what his supplement feeding rate needs to be in order to deliver the ½ lb. of protein. **This table would look like the following:**

Feeding Rate (lbs)	Protein Content (%)
1.0	40
2.0	20
3.0	13.3

Based on what is available from local feed providers he can purchase the following:

- a) 20 percent All-natural range cubes \$475 per ton (2 lbs per head per day, hand fed, producer pick up).
- b) 32 percent protein liquid feed @ \$380 per ton (2 lbs per head per day, self fed, store delivered).
- c) 24 percent protein tubs @ \$550 per ton (1.5 lbs per head per day,

Product	Protein content	cost/ton(\$)	Amt fed	\$/hd/day	Protein	
					lbs	Cost (\$)
Range Cubes	20.0	475.00	2.0	.475	.40	1.18
Liquid Feed	32.0	380.00	2.0	.38	.64	.59
Tubs	24.0	550.00	1.5	.41	.36	1.14

self fed, producer pick up)

Basic cost analysis for each of these supplements:

From this comparison he can see several things:

- 1) Of the three supplement types the liquid feed is the least expensive per head per day. This is true in terms of cost per ton, cost per head per day and cost per lb. of protein (about ½ the cost).
- 2) Not only is the liquid feed the least expensive it is also less demanding of his time since the dealership will deliver the feed for

him.

3) The downside is that the liquid feed will require that he purchase feeders, the number depending on how many pastures he has. These feeders can run \$200 to \$250 each. If he has to purchase two (\$500) this will create a cost of \$5 per head. These feeders are normally pretty durable so should last him several years.

4) One difference between these supplement types is the moisture content. Cubes are about 90 per-

continued on page 19

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“Yea, we all have a choice who we do business with but when the need arises, I don't buy anything without checking with GoBob first.”

SEVENTH ANNUAL FEEDING QUALITY FORUM HELD

By Miranda Reiman

From drought and high feed prices to the shrinking cowherd and beef demand, there's been a lot weighing on cattle feeders' minds lately.

Producers gathered recently for a Feeding Quality Forum in both Grand Island, Neb., and Amarillo, Texas, to discuss these topics and get ideas for dealing with the ongoing industry challenges.

The seventh annual meetings were co-sponsored by Pfizer Animal Health, Purina Land O' Lakes, Certified Angus Beef LLC (CAB) and Feedlot Magazine.



Dan Basse, President, AgResource Company

Market analyst Dan Basse, of AgResource Company, started with a dose of reality.

"When I look at profitability, our biggest problem is the cost of feed going forward," he said, calling USDA's corn yield estimates high. "If we lose another billion bushels of corn, which I think is more and more likely. Somebody will have to go without."

Yet, cattle feeders may have a slight advantage due to the poor quality of much of the crop, both in terms of low test weights and Aflatoxin problems. Cattle can use that more readily than other species and feeders may get some relief in terms of discounts.

"We are not in the camp that this corn crop is getting better," Basse said. "The only good news we have for all of you is that this is really bad quality corn."

Data from Professional Cattle Consultants continues to show that higher feed costs may be recouped, in part, by feeding cattle longer and selling on a carcass weight rather than a live price. Analyst Shawn Wal-

ter predicts those economics will drive carcass weights even higher, reinforcing a trend that's been on the upswing since the 1960s.

"As we think about increased carcass weight, we assume once it gets past the feedlot that it's all negative," he said, but the packers and distributors feel the effects of smaller cow numbers, too. More pounds overall is a positive,



Shawn Walter, Chief Analyst, Professional Cattle Consultants

and "as carcass weight increases, you see quality grade increases as well."

It's the really big outliers that create the "nightmares," Walter said. "They slow the chain speed...and if they stop the chain, it can take a whole day's profit out of a factory."

Phil Bass, CAB meat scientist, demonstrated how those end-users are dealing with larger primals by fabricating a beef rib into cuts. Knife in hand, he walked the crowd through creative cuts like a rib filet and



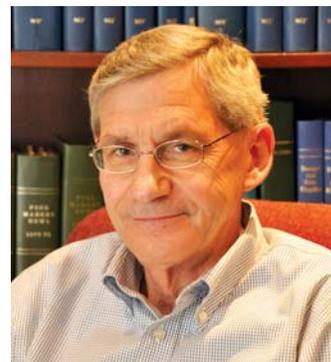
Dr. Phil Bass, Certified Angus Beef® meat scientist

cucina steak that have helped mitigate the challenges of portion cutting in heavier carcasses.

"It takes a little more craftiness, it takes a little more experience, a little more time, but the value is there," he said. "It's a big Titanic we're going to have to turn if we're going to make this catch on."

CAB works with its partners on education and marketing with these new cutting styles.

"We're using what you folks are producing and try to make



Mike Sands, Informa Economics, Inc

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MAKING THE MOST *continued from page 18*

cent dry matter, Liquids 65 percent and tubs can vary, ranging from 75 to 90 percent. Cubes and Tubs are typically the higher of the three in terms of energy (Total Digestible Nutrients or TDN, Net Energy, others, however you prefer to compare) on an as-fed basis. In herds where the animal's body condition is not the best going into the winter, where hay is of a particularly poor quality or a combination of the two it may be advisable to feed one of the other forms or possibly a combination. However, for this example we assumed no additional energy supplementation was necessary.

Other Nutrient Considerations

Per the discussion on energy just above, other nutrients beside protein have to be considered even though protein is normally the most expensive single nutrient to provide. Minerals are always required by a breeding herd. One thing that many producers fail to recognize is that most manufactured supplements carry a mineral and vitamin component which should be considered when building the complete program. It is important, given today's costs to consider all mineral sources in the animal's diet including forages, protein supplements and in many cases even water. In the next part of this series we will discuss a mineral audit and building the mineral part of the program.

Conclusions

As mentioned in Part 1, making the most of your feed and nutrition dollars is not a simple task and to be done correctly requires study and analysis. There are many considerations that need to be made and done correctly.

In the final part of the series, also as mentioned, we will look at building the mineral program. Many producers use the same product year after year even though their forages may change and supplementation methods may also change. Next time we'll look at the process of filling the mineral "gaps."

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.

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that connection and that balancing act, because if they don't eat it you're out of business," Bass said. "Carcasses aren't getting any smaller."

High final weights will be a main factor keeping beef tonnage up. Mike Sands, with Informa Economics, said, "The total size of the cattle industry has been shrinking and shrinking rather abruptly for the last couple of years."

January 2012 numbers stood at 90.8 million cattle.

"And that's not the bottom," he said. "If we started today, the earliest I see this inventory turning around is 2015."

For cattle feeders, that means there will be fewer of them, calves will cost more and managing risk is a must.

"The margin operator is going to have to run a pretty sharp pencil," Sands said.

There is no room for waste at any level of the food business, and that includes the packing plant forward.

Brad Morgan, Pfizer meat scientist, said in the U.S. annually

we throw away 242 pounds of food per person, or about 1,400 calories per person per day.

Looking to feed nine billion people by 2050, he said, "We're going to have to come up with technology to double this food production," he said. "But we've also got to become less wasteful."

More information will be available in the weeks ahead at www.CABpartners.com.



Brad Morgan,
Pfizer Animal Health

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BRIARWOOD FARMS AND THE MISSOURI ANGUS ASSOCIATION PRESENTS 2012 MISSOURI STATE FAIR ANGUS STEER AWARDS

The Missouri Angus Association and Dr. Curtis Long, of Butler, MO, awarded show halters and cash awards to top Angus exhibitors during the 2012 Missouri State Fair. This is the 14th consecutive year for youth contestants to receive additional incentives as a result of the generosity of Briarwood Angus Farms and Dr. Curtis and Ann Long.

On Aug. 13, 14 junior contestants, exhibited 15 registered Angus steers in the MSF On Foot Carcass Show in front of Travis Tarr of Newton, ILL. Ashton Brockman from Brookfield garnered \$200 for winning the Hotel-Restaurant division with her 1295- pound son of SAV Brilliance 8077.

The next morning, judge Jeff Sargent of Denison, TX, named Ashton's steer Grand Champion in the 4-H Angus Steer show. For that second title, she received an additional \$300.

Nicholas Rhodes, also from Brookfield, took the Reserve Championship with his 1325-pound steer and received \$200 in reward.

In the FFA Division, Tyler Jenkins of Marshall earned the Grand Champion spot with his 1300-pound son of Duff Amigo 815 and received \$300. Stepping into the Reserve slot and also from the second class of FFA steers was Sadie Kinne of Eagleville with her steer earning her \$200 from Dr. Long.

The 2012 Missouri State Fair Angus classes culminated on Saturday, Aug. 18, when Melinda Foreman of Lowry City was named Grand Champion Angus Carcass with her 1345-pound son of GAR-EGL Protégé. She earned \$500.00 in winnings. Melinda's steer had a 12.6 square inch rib eye, a yield grade of 3.59 and a low prime quality grade.

Nicholas Rhodes followed in the Reserve Overall



carcass spot with his Reserve Grand Champion 4-H steer and received another \$300.00. Nicholas's steer had a 14.1 square inch rib eye, 3.12 yield grade and a quality grade of high choice. The steers were processed at Greater Omaha Packing and judged by Dr. Wiegand from the University

continued on page 22

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BRIARWOOD FARMS

continued from page 21

of Missouri-Columbia.

The following junior exhibitors received \$100.00 participation award each for showing a registered Angus steer in the On Foot Contest, the 4-H or FFA Steer show, and entering their steers in the carcass contest to see how they yielded and graded: Natalie Allen, Kellie Alexander, Ashton Brockman, Reba Colin, Melinda Foreman, Ashley Grimes, Tyler Jenkins, Hannah Moyer, Kendra Pryor, Nicholas Rhodes, Glen Van Bummel, David Warfield Jr, and Shannon Yokley, with two steers.

The winners will receive their cash prizes during an awards ceremony at the Missouri Angus Association Annual Banquet Feb. 23, in Columbia. For more information about the annual State Fair Contest, visit <http://www.mostatefair.com> or <http://briarwoodangusfarms.com> or contact Briarwood Farms at 660-679-3459. And to learn more about the Missouri Junior Angus program, go to <http://missouriangus.org/juniors.html>.

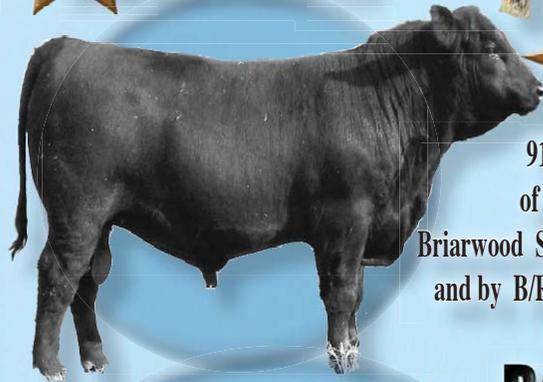


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WE'VE COME SO FAR

By Miranda Reiman

In this day and age, would you buy a sedan that only got 13 miles per gallon? Seems a little absurd now, but that was average in the 1970s. It really shows how far the auto industry has come in improving fuel economy.

That same decade, a farmer would be pleased with a corn crop that binned 80 or 90 bushels per acre. Today, that's a disaster in most places.

But if you think those gains are impressive, take a moment to think of what you, America's beef producers, have accomplished.

Cattlemen used to brag about their cattle reaching "more than 60% Choice." In the last couple of years, USDA harvest reports show the national average was hovering near 65% Choice or better.

Nobody brags about just being average, especially not if they sell on a grid. In the upper Midwest, you're held to a fairly high standard if you want to beat



plant averages and find yourself in the premiums.

Hitting 60% Choice won't cut it. When premium Choice branded programs emerged, it was really something to get 15% or 20% that reached those marbling levels in commercial cattle. That's when it was incidental production, or luck of the draw that landed those cattle in branded programs.

Today, some cattlemen have made these upper-end markets their goal. They've built

continued on page 25



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Sire: Summitcrest Complete 1P55

MGS: Bon View New Design 208

D.O.B. 2/15/2011

IMF: 6.00 • RE: 17.5

Baker's Progress 1028



CED	+10
BW	+9
WW	+59
YW	+106
Milk	+31
Marb	+86
RE	+54
SW	+41.76
SB	+59.52

Sire: GAR Progress

MGS: SS Objective T510 OT26

D.O.B. 2/23/2011

IMF: 5.83 • RE: 15.7

Baker's Aberdeen 1025



CED	+12
BW	+5
WW	+46
YW	+86
Milk	+38
Marb	+60
RE	+86
SW	+32.79
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Sire: TC Aberdeen 759

MGS: ALC Big Eye D09N

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IMF: 5.45 • RE: 16.5

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CED	+8
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Sire: B/R New Day 454

MGS: ALC Big Eye D09N

D.O.B. 2/20/2011

IMF: 5.83 • RE: 17.3

Baker's Highlight 1030



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BW	+4
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Sire: WHS Limelight 64V

MGS: Dr J Analyst M250

D.O.B. 2/28/2011

IMF: 5.66 • RE: 17.6

Baker's Complete 1058



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Just What the Doctor Ordered

By Brenda Black

Curtis W. Long is a physician. He's been in practice since 1963. "Doc" is also an Angus breeder. He's been at that since 1964. Just outside of Butler, MO, Doc and Ann built Briarwood Angus Farms as newlyweds at the same time Dr. Long was setting up shop in Bates County. Nearly five decades later their long-standing commitment to community and cattle continues to impact the progress of both medicine and meat, as well as the next generation of Angus breeders.

In medical circles, Dr. Long is known today for distinguishing himself as a physician who provides an array of services to rural patients. He developed a new procedure for a tonsillectomy, was named 2010 Missouri's Physician of the Year and is also recognized by MU's School of Medicine for developing a resident's training program that teaches new physicians skills necessary

for bringing comprehensive care to rural areas.

Doc is equally invested and recognized for high-quality Angus cattle. Today the Longs run a herd of 220 registered females and Briarwood Angus Farms encompasses over 1,900 acres. Their goal remains the development of highly selected, functional, good milking cows that calve easily, without forsaking growth and quality.

This contemporary picture of blended success began quite humbly. A country boy from Festus, MO, he hitch-hiked nearly 150 miles in 1952, to Columbia to enroll at the University. "I waited tables at Stephen's College, then worked at a filling station changing tires in my first two jobs so I could pay my way," Long recalls.

After graduating with a degree in Agricultural Biochemistry, Long returned home to work as a cattle buyer for his father's meatpacking house. Though two years later Doc was consumed with the pursuit of a medical degree, he believes his under-

standing of the beef industry was already deeply rooted for a later time when cattle would re-enter the picture.

"I gained a lot of knowledge of the cattle and packing business and what makes a quality product," he says. "Those three years

continued on page 25

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business plans that count on it. Some scoff at a number like 50%, thinking if 100% fit a premium program, just imagine the financial reward.

Beyond that, there's a tier of producers who look to the highest level.

Take Missouri cattleman John Osborn, who routinely sends in loads that reach more than 50% Prime, and he's still looking to improve. The industry average is 3%. What was once thought of as a happy accident, one or two in a pen, is now a logical target with premiums of \$200 or more per head.

As students return to class each fall, many are assessed on what they remember from last year or on what they already know. It's an evaluation to find their benchmark level going into the school year.

The beef industry has a similar measure that you've surely heard about this summer: The National Beef Quality Audit. The Checkoff-funded report tells us how far we've come and how far we have to go on consumer acceptance and meeting beef demand.

Done every five years since 1991, the 2011 results tell us we need more quality. Consumers called for 5% Prime and 30% premium Choice. Actual production levels for all beef in those categories during 2011 were 2% and 20%, 14 points short of expectations.

To some, that's inspiring. It's an objective to reach toward. To others, it's a little bit depressing. We've been working for 20 years and we still aren't quite where we want to be?

But the hard data tells the positive story: The 1996 audit revealed the lowest carcass quality of all reports at 49% Choice and Prime, but it's been an upward trend since then. Making stops at 51% in 2001 and 55% in 2006, before settling at 61% in 2011. That's some improvement, and unlike the auto business, no government mandate said you had to make it. The consumers asked for it and you responded.

That's an accomplishment worth basking in, and celebrating – with a T-bone, perhaps?
CAB



purchasing cattle at a St. Louis stockyard also influenced me to go into the Angus business, because I knew they had a quality product."

So what would the Ag-grad-turned-doctor prescribe to Angus breeders as the best medicine for staying in the beef business as long as the Longs? The good doctor answers: "Try to raise a quality product that will satisfy the customer."

Doc contends that a satisfying dining experience makes all the difference when it comes to beef. "What I enjoy most about being in the Angus business is turning green grass into CAB," he says. "There is a definite difference!"

"The most forward thinking change in the Angus breed over the years has been the advent of recognizing the importance of the end product. That product sold to the consumer to eat and the retail trade directly in-

creases the quality of the Angus breed. CAB helped not only the Angus breed, but every breed. If you pay the price you do for beef today, you want a good product. And the way to do that is to get a good certified brand like CAB."

While Certified Angus Beef® may have been Briarwood Angus Farms' motivation, capturing added value was Doc Long's goal. As a result, he became one of the founding members of U.S.

continued on page 26

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continued from page 25

Premium Beef®.

"I think it was 1992, if I remember right," Long recalls. "Several of us Angus breeders, Mark Gardiner, myself and several others, met at the Denver Stock Show. We decided we were selling our cattle at commodity prices and missing out on the profit for having choice and prime. We weren't getting reimbursed for the quality product we were producing."

Long goes on to explain that the group agreed to send Gar-

diner down to try to buy a third interest in the National Beef packing plant at Dodge City, KS. "We didn't have enough capital to swing it so we got 276 guys like me to kick in \$10,000 each to make the down payment to start U.S. Premium Beef. With that investment came the right to market a 100 head per year. And part of the agreement included a premium return for a quality product and the carcass kill data so you knew how your cattle performed."

The long-term benefits rendered significant genetic im-

provements in the Briarwood herd, based on that carcass data, says Long. "Consistently," Long reports, "Briarwood genetics produce cattle that grade over 90% choice, with more than 50% qualifying for CAB."

A thriving medical practice and a productive herd of Angus cattle provided the Longs with their favorite venture – the opportunity to generously invest in the future of the next generation of Angus breeders. For 14 years, they've sponsored the Missouri State Fair Angus Carcass Show

through incentive awards. The Longs continue to fund scholarships within the Missouri Angus Association and heartily contribute to the American Angus Foundation, having created a generous endowment to supply awards for the National Junior Angus Carcass Contest for years to come. Junior members benefit, but Long contends the Angus industry benefits as well, knowing young, progressive producers are taking Angus the right direction.

continued on page 31



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DNA TECHNOLOGY COULD CHANGE BEEF PRODUCTION

By Miranda Reiman

Right now, it's hard to imagine how future tools will change the beef cowherd.

Today, heifer development costs are high and getting higher as ranch profit goals demand efficiency while consumers want quality.

DNA technology is one of the emerging solutions for beef production, in line with the role it has played in agronomy.

"It takes so much time to develop a herd of cattle—a lifetime, honestly—that's designed to be feed-efficient or have high reproduction," says Cody Jorgensen, of Jorgensen Land and Cattle, Ideal, S.D. "The more knowledge you have about DNA to help you make the right decision, the better."

His family has DNA-tested standout Angus bulls and donor cows for years, but he plans to step it up a notch this fall.

"It's going to be a tremendous tool to add, along with the quantitative genetic research that we do," Jorgensen says. And although the registered cattle world will be quicker to use the tool, he says the new lower-density, lower-cost tests "could impact commercial cattle heavily."

"Data is a power," he says. "You get a lot of cost and time and energy stuck into a bred female, and every day that it may be in the wrong group, it's very expensive. If a guy knew early in a calf's life if it had the abilities we want, it would definitely improve the costs of raising replacement heifers."

Larry Kuehn, geneticist at the USDA, Agricultural Research Service, Meat Animal Research Center in Clay Center, Neb., says DNA is the best forecasting tool available right now for young calves.

"It basically helps you skip time," he says. "You're trying to increase your accuracy earlier. It's potentially cheaper to pay for a test to increase accuracy when a bull is born, for example, versus waiting for it to be ultrasounded itself, and

especially waiting for it to be progeny-tested."

The technology has gotten better and cheaper in the last five years, says Bill Bowman, American Angus Association COO and president of Angus Genetics Inc. "With some of the very early DNA tests, we were using individual genes or individual markers and in many cases they didn't ac-

count for very much of the genetic variations."

Researchers streamlined the process when they began looking at changes in the DNA sequence—or "snips" (from single-nucleotide polymorphisms, SNPs)—and how they impact specific traits. That's when the 50K tests were born, looking at 50,000 of these snips.

Scientists hope that even higher-density tests and genome sequencing will allow them to find "functional mutations," the specific points of differentiation from one animal to another. That will be important in trying to apply DNA tests across breeds, Kuehn says.

The accuracy of the high-density tests improves confidence

continued on page 28



34TH ANNUAL PRODUCTION SALE SATURDAY, NOVEMBER 17, 2012 10:00 A.M. AT THE FARM



Here's a sampling of the fall yearling bulls that will be offered in this year's event. Pictured in mid-August, they were weaned in May, developed on Purina Impact Grower in 10 acre paddocks, and had yearling weights taken, ultrasounded, and converted over to silage and hay at the end of August. They came off test with an ADG of 3.89 lbs./day through the toughest heat stress we've ever experienced, giving them an average adj. YW of 1,331 lbs. along with an average adj. SC of 37.1 cm and average frame score of 6.0.

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in more basic, less-expensive ones that draw on a reduced number of snips. An example is GeneMax®, from Certified Angus Beef LLC, that evaluates gain and grade potential in commercial Angus cattle.

Today, DNA works especially well in predicting carcass traits.

“The genetic correlations derived at AGI suggest that 30 percent to 40 percent of the variation within a given carcass EPD is explained by available genomic tests,” Kuehn says, adding that there are other profit-related traits of interest as well. Reproduction, longevity and animal health top the wish list.

“Just a few percentage changes in fertility would have a much higher impact in whole-system profitability than most of these carcass measures we’re talking about,” he says.

The Angus breed is working on measuring longevity and survivability currently.

“Once you get data and ways to measure traits like that, then a DNA test is soon to follow,” Bowman says.

Jorgensen dreams of a system similar to what has shaped the crop side of their business.

“If we could genetically select for all the things that challenge us—if that’s the fescue grass or the elevation—if we could understand DNA that could handle that type of environment or that was resistant to respiratory disease—just imagine that. It would be a game changer.”

E. coli resistance. Fertility. Ability to handle “hot” rations. Tests for these traits are all on the horizon.

“Any place we can increase efficiency by selling one more calf, because we have one more fertile female,” Kuehn says, “or have one more calf sold for slaughter because he made it through the feedlot without respiratory disease, or fewer food-borne pathogens are advantageous—those sorts of

changes are a boon for the industry in terms of perception and environmental footprint.” Jorgensen has been pulling DNA samples for their files, “just in case” they want to analyze them.

“It’s not like the poultry or swine business where they can do 2.4 turns per year,” he says. “You just can’t make that much progress in a year’s time. It’s critical to know whether those cattle will do it or not.”

It matters to individual ranchers and to those further down the beef production chain.

“Meat demand is not going down, especially worldwide, Kuehn says. “It’ll take focus if we’re going to keep beef competitive to other protein sources.”

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By Dr. Scott P. Greiner,
VA Tech

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- Pregnancy check cows
- Body condition score cows at weaning and separate thin cows
- Put open, old and very thin cows on cull list
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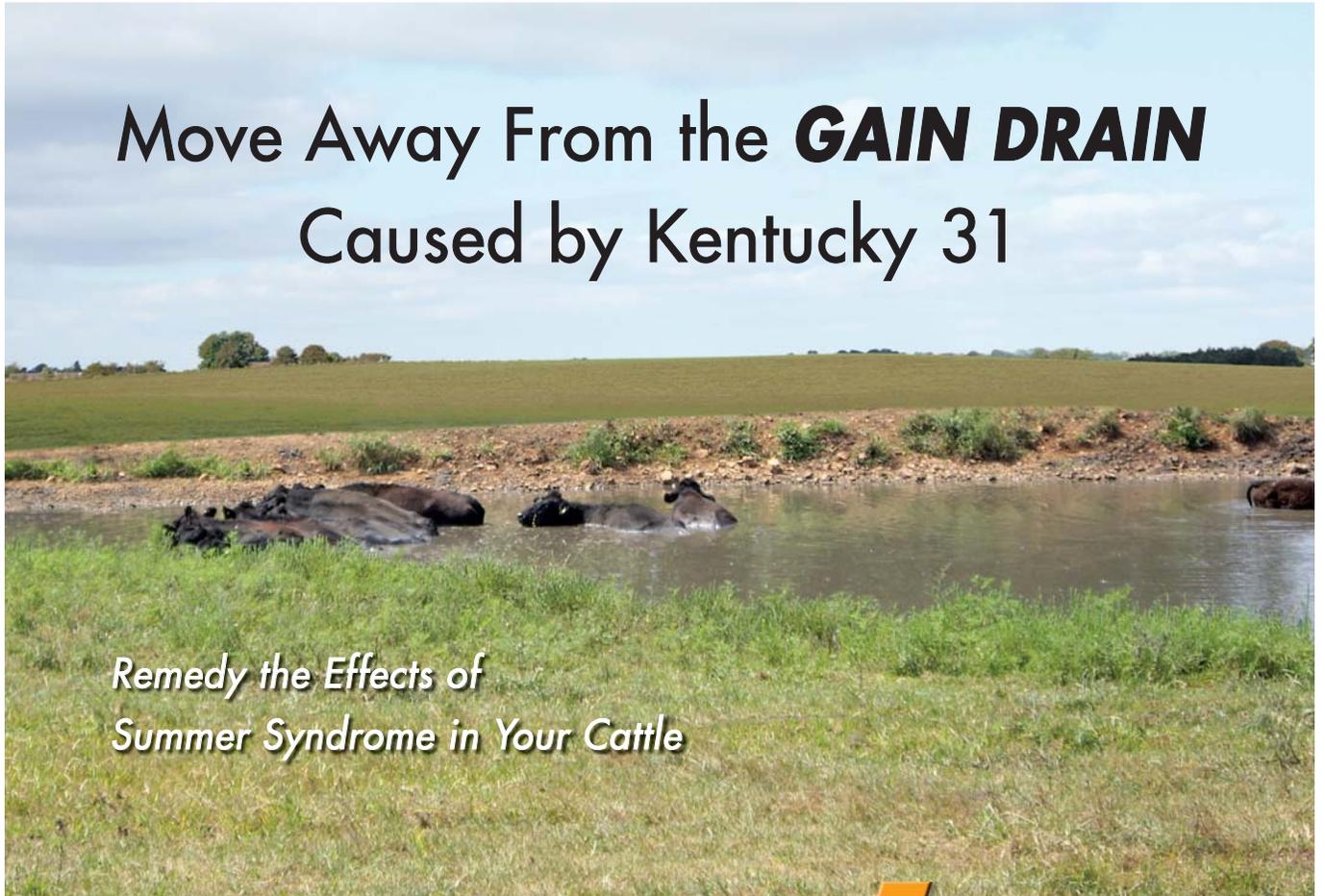


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- Keep calving area clean and well drained;

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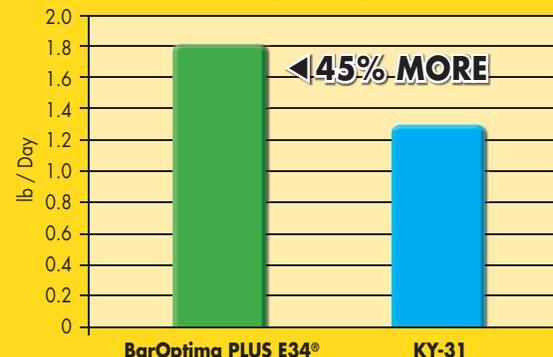
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FALL BEEF

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“The Angus Foundation is an unusually good foundation,” he says. “It has a multifocal purpose that focuses on youth through their National Jr. Heifer show, education, and numerous scholarships. And it finances research on marbling and genetics that directly affect the Angus business. The programs for the youth give them something constructive to do that will improve them as individuals and make them exceptional citizens. The research improves Angus beef for a domestic and global market.”

Still, Dr. Long believes personal determination of young agriculturalists is the greatest component for their future success. He encourages junior Angus breeders “to work hard, be honest, and keep integrity up, because these are really the only things you have to offer.” He adds, “With good work and excellent knowledge, eventually you will be successful.”

Long's hearty enthusiasm is matched only by his unending energy. On-call hours at both the hospital and the farm demand stamina and Doc says good, old fashion, hard work keeps him strong. “I was a poor boy and I had to work for everything I got. I was highly in debt the majority of my life and had to work to stay ahead. I'm naturally active and abound with energy and I'm not a guy who likes to sit around.”

While he's walking on the treadmill each morning, Doc may be processing a challenging medical case. “I enjoy those; it takes extra work and extra thought, but I enjoy getting people well.”

Quite likely, during his work-out, the doctor is also pondering the latest carcass data on a pen of feeders or planning a meeting with farm manager David Warfield to discuss the results and how they'll factor in sire selection this fall or next spring. He might be thinking about his production sale in March or preparing his speech for a 2013 bid for the American Angus Association Board of Directors.

The prognosis is clear: Doc Long is passionate about and completely sold on the Angus breed.

“I am very excited about the cattle business and for the young people getting in the Angus business,” he says. “With the improved genetics thanks to carcass feedback; the availability

of timed insemination and DNA profiles, the next generation of Angus breeders will be able to advance and improve their cattle faster than I ever could.”

If one were to ask this go-getter if he has any plans of retiring any time soon, he'd reply adamantly: “NO!” And if they were to ask him if he'd make any changes at Briarwood Angus Farms, the answer would be: “If I'm alive in 10 years, it will be just like it is today. I do with my

Angus program what I think is right and best to produce quality and an excellent end product. I have no intentions of quitting or changing a good thing.”



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MAKE EVERY DOLLAR COUNT PREPARING FOR WINTER FEEDING

By Darrell Rankins, Ph.D

I am confident that each and every person that reads this article is well aware of the fact that feed prices are at extremely high levels this fall. One can certainly anticipate that by this winter, feed prices will be even more expensive. I certainly do not see any bargains on the horizon. Thus, it is of utmost importance to make every dollar count. The following are a few topics to give attention to prior to the arrival of winter.

Culling. Any cow that needs to be culled should be taken to market right now, do not delay. With current feed prices and cull cow prices, it makes absolutely no sense to keep a cull cow through the winter months. All candidates should be culled: open cows, cows with a poor disposition, or any defects (teeth, feet, eyes, udders).

Hay feeding. First and foremost, in order to provide adequate nutrition to the cow herd in terms of both energy and protein, it is important to have information regarding the quality of the hay being used. If hay quality is underestimated, then extra money will be spent on supplementation; whereas, if hay quality is overestimated then the cows will be short-changed and end up with decreased conception rates. Get your hay tested! The other major point is that too much hay is wasted. Knowing what your bales weigh and subsequently feeding about the right amount to the cows will reduce waste

along with the prudent use of hay rings. Winter grazing. Many beef cattle producers utilize winter annuals to complement their forage program. The question is -- are they utilized in the most optimal way? Instead of unrestricted access to the forage, what about limited access such that the high-quality forage becomes a supplement to the hay that you are feeding? Most producers base their winter feeding program on free-choice hay with the use of some supplements after calving.

Winter annuals typically contain 70 to 75 percent TDN (total digestible nutrients) and in excess of 20 percent crude protein. This makes an excellent supplement to hay because the energy in the winter annuals is in the form of very digestible fiber, which does not reduce hay digestion. In addition, the protein fraction is highly digestible. For much of the hay that is produced in Alabama, providing cows with five to seven pounds of supplemental dry matter from these winter annuals would provide adequate nutrition for a lactating cow.

The most efficient manner in which to provide this amount of dry matter per day is by limit grazing. Once six to eight inches of standing forage has accumulated we are ready to start utilizing it. Experience indicates that a period of about 1.5 to 2 hours per day is sufficient time for the cows to meet their needs. A good rule of thumb would be to remove the cows from the grazing as soon as the first cow starts looking for a place to lie

down. Furthermore, this does not have to be a daily routine, similar results can be achieved with every other day access to the grazing. The time period may need to be slightly extended with this option.

In the beginning, it will take some time to get the cows on and off of the winter annuals but in just a few days it will become a very routine procedure and the cows will meet you at the gate both coming and going. Establishing winter annuals can be costly and is quite weather dependent; however, the nutrition is excellent and the require-

ment for mechanized daily feeding is all but eliminated. The key to success is using limit grazing rather than allowing the cows continual access to the winter annuals. Keeping winter annuals grazed down to the ground is not conducive to maximum production. Obviously, if ideal growing conditions exist and forage production is exceeding animal demands, then by all means utilize more of the forage.

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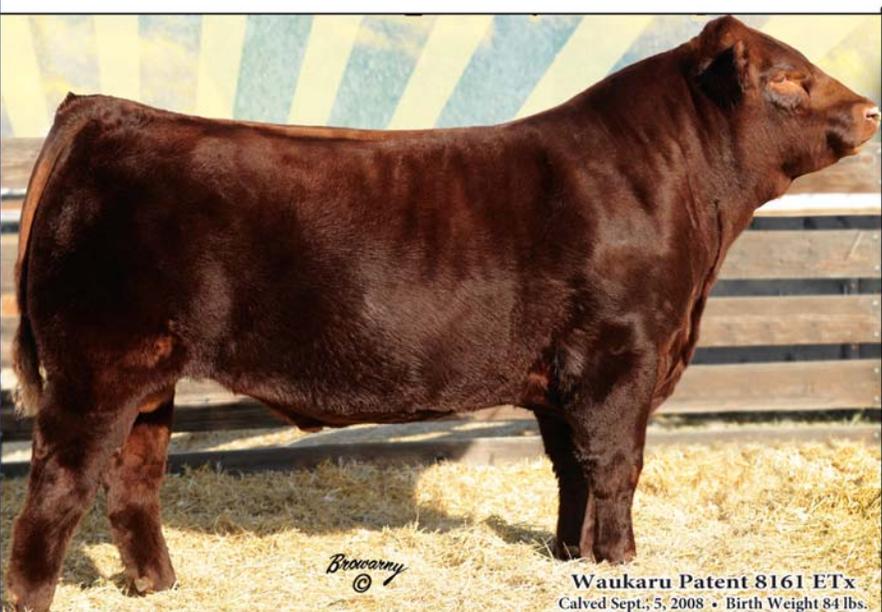
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0		2.4	1.8	48	76	3	27	0.7	N/A	12	0.08	-0.02	0.00	7.76/75		
73		0.35	0.64	0.55	0.43	0.27	0.36	0.27		0.51	0.36	0.30	0.43	59.10/1		
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Q&A: Drought's impact on Arkansas' beef cattle industry

The following questions and answers are with Dr. Michael Popp, professor of agricultural economics and agribusiness; and Nathan Kemper, trade adjustment assistance program coordinator for the Southern Risk Management Education Center, both of the University of Arkansas System Division of Agriculture.

Popp and Kemper are two of the co-authors of a drought-impact study on the state's cow-calf sector.

Q: What is a cow-calf operation and why does the study focus on that segment?

A (Popp): Cow-calf operations are in the business of breeding cows and selling calves, typically at about seven to eight months of age. They do this by grazing pasture and feeding hay and supplements when there is insufficient forage on pastures. For an average herd consisting of 35 cows, you typically expect about 27 calves sold per year.

Q: What is the total loss to cattle producers in Arkansas?

A (Popp): The direct effect is \$128 million, or \$141 per bred cow. Factors included in that calculation are:

Increase in cost of hay

Reduced hay sales

Decreased revenue in calf sales due to lighter weight calves being sold

Q: Of those factors, what is the biggest component of losses to ranches?

A (Popp): About half was in spending

for extra feed and half was that ranchers received less money at sale time for fewer calves sold at lighter weight because less forage was available on pastures and hay meadows.

As you would expect with the drought, there was less forage production. A lot of producers had to feed more hay than they would in a typical year. We found that most operations had to buy another \$65 of hay per cow. At the same time, because there was less to feed cattle, ranchers had to sell calves earlier and at lower weight, so ranchers received less for their calves.

Q: How much is the beef cow-calf industry worth in Arkansas?

A (Popp): According to the Economic Contribution of Arkansas Agriculture 2012, the production of cattle and calves in Arkansas was valued at \$485 million in gross sales in 2011. If you take off \$128 million, that's a big chunk. The loss of \$141 dollars per head is a big impact.

Q: Is there a historical precedent for this kind of loss in Arkansas?

A: The last severe drought was in 1988, and according to the Weather Channel, was not as severe as this one. The longer report available at www.uaex.edu details the rainfall deficit over the last 12 months starting in August 2011. For the months when grass grows, there have been nothing but deficits for the last 12 months across five locations.

Q: How long will it take for the industry to recover?

A (Popp): That depends on a variety of factors. A big factor will be the availability of hay and pasture over the coming months and years and what ranchers will do in terms of rebuilding their herds. If we get a lot of rain this fall and pastures recover quickly, we could see less cow slaughter than what producers predicted in early August. However, once a mature cow goes to slaughter (and they may just be moved to another state where more feed is available) it takes a few years before that productive capacity is rebuilt in the state. It takes 15 months before a female calf can be

bred plus nine months gestation plus seven months before the calf is ready to go to the feedlot and then another 6 to 8 months before that animal reaches the marketplace in terms of added pounds of beef marketed. If that calf is a heifer and also retained to rebuild the herd it takes even longer. If you can buy cows or replacement heifers affordably from another state, it may be sooner.

Q: Did the drought's impact on corn in the Midwest affect Arkansas' cattle industry?

A (Popp): Most producers in Arkansas

continued on page 34

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Q&A: DROUGHT

continued from page 33

feed relatively little corn as a supplement. So this effect is small. Further, Arkansas cow-calf producers usually buy cheaper protein available in by-product feeds like distiller dried grains, wheat middlings, which are a byproduct of flour milling; corn gluten, etc. However, some of the corn affected by drought was chopped and made into silage for cattle feed. It is possible that cows and calves sold because of forage shortages in Arkansas would have been shipped to locations where silage was harvested. It is likely that those cows and steers would go to slaughter after being fed to heavier weight. Heifer calves may either go to slaughter or bought back for herd replacements. Shipping costs and prices will weigh in on that decision.

Q: Taking into account the \$128 million in direct effects, what is the total impact of the drought on the state's economy?

A (Kemper): We estimate that an additional \$4.4 million has been lost due to decreased spending on personal goods and services by cow-calf farmers and their families and employees. Unlike a row crop farm where in a drought year you can abandon the acreage and forgo some of the production costs, with livestock, if you have cattle on-farm, even in a drought year you have to buy hay, supplemental feed and all of the other supplies it takes to run the farm. So much of the spending on inputs has occurred as in a typical year. However, with a larger portion of income going

to keeping the farm "alive" this means there is less for the family to spend in local stores purchasing groceries, clothes, and services like dental and medical care. This is where we see the negative impact of the drought in the short term. Combined with the direct losses in the cow-calf sector, the total income losses are \$132.4 million.

Q: What are induced impacts?

A (Kemper): There are two kinds of impacts estimated in this impact analysis; direct and induced impacts. The direct effects are those experienced by the cow-calf farms, the income lost by those farms due to increased hay prices and lower cattle weights and lower prices. The induced effects are the losses to the local community due to cow-calf farmers, family and workers having less personal income to spend on goods and services like groceries, clothes, eating out, doctor visits or going to a movie. In communities where the cow-calf sector makes up an important part of the local economy, the drought-reduced incomes on these farms can have a real negative impact on the "Main Street" economy.

Q: What are examples of induced impacts in the five industries listed in the study?

A (Kemper): Because IMPLAN, the software used for the impact analysis, has 440 sectors, we used an aggregation scheme to summarize results. Examples of the kinds of reduced spending in these sectors would include 1) real estate and rental – fewer land leasing and rentals of equipment, 2) health and so-

cial services – fewer visits to the dentist and doctor, 3) retail trade – less money spent on eating out, no new smart-phone, and putting off that new truck purchase, 4) finance and insurance – putting less money into a retirement or college fund and 5) wholesale trade – with fewer purchases of clothes at the retail location, there are fewer orders placed by retail stores for the wholesalers to fill.

Q: What is "value added?"

A (Kemper): Value added is a broader measure of wealth than income as it represents the sum of wage and proprietor income and corporate profit generated, or lost, by an economic sector. Value added is comparable to GDP,

which is the monetary value of all the finished goods and services produced and includes all private and public consumption, government outlays, investments and exports. Value added is generally considered the best measure of economic impact.

The studies are available online at: www.uaex.edu/depts/ag_economics/publications/Ark_Drought_Report_Comm_Beef_September2012.pdf
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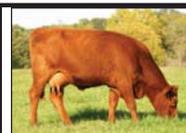
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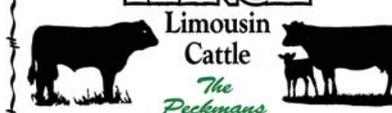
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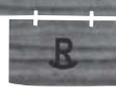


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Breed Avg. EPDs for 2010 Born Calves Click for Percentiles										
EPD	0.3	9	13	2	6	0.2	0.04	0.0	0.00	0.01

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



ADD Pounds
Insect Resistance
Disease Resistance
Heat Tolerance
And keep 'em black!

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Vaughn Family Farms

Semen for Sale

\$10/Straw * Certificates \$25 each



Mojo

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



FALL BULL SALE



At the Farm,
Lowry City, MO
(See website for map
and directions to new
location)

Saturday, October 27th



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