

Cattlemán

THE MIDWEST

September 8, 2011 Volume 17 No. 8 GRASSLAND FARMING TODAY



Charolais
Page 14



175 ANGUS
BULLS

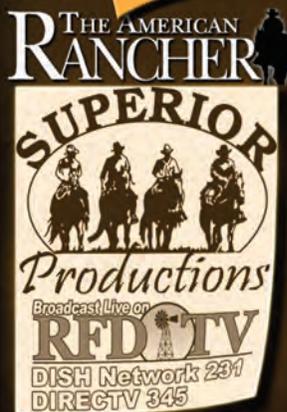
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CATTLEMAN

THE MIDWEST
GRASSLAND FARMING TODAY

September 8, 2011 Volume 17 No. 8

CATTLEFAX ANALYST SAYS TIGHT SUPPLIES, HIGHER CATTLE PRICES WILL CONTINUE

By Katie Micik, DTN Staff Reporter

Herd retention is no more likely this year than it was in 2010. In fact, all signs point to continuing tight supplies for 2012 and into 2013. CattleFax Market Analyst Lance Zimmerman told the 100 in attendance at the KLA/Kansas State University field day recently, on average, producers are keeping fewer replacement heifers than the previous two years. He said the major contributing factors in declining cattle numbers are the severe drought in the southern third of the country, increased alternative land use, record high input cost



Zimmerman

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RETURN OF LA NINA POSSIBLE; WOULD EXTEND TEXAS, SOUTHWEST DROUGHT

According to scientists and climatologists, the drought that has devastated Texas and the southwest may continue for another year. That's because there is a good chance the La Nina conditions in the Pacific Ocean will return this fall.

The U.S. Climate Prediction Center recently forecast in a monthly report that "the majority of models" indicated neutral conditions into the fall of this year. The CPC is an office under the National Oceanic Atmospheric Administration (NOAA). "Beyond the early fall, the forecasts are less certain with half of the models (showing) neutral conditions continuously through early 2012," the report said.

But the latest computer models from the government's Climate Forecast System (CFS) "predict La Nina to redevelop during the fall."

La Nina is a phenomenon of a cooling of the tropical Pacific Ocean and typically results in less rain for southern states. The strong La Nina of 2010-11 is believed to have caused this summer's devastating drought.

"I've started telling anyone who's interested that it's likely much of Texas will still be in severe drought this time next summer, with water supply implications even worse than those we are now experiencing," said John Nielson-Gammon, the Texas state climatologist and a Texas A&M University professor.



TEXAS AG DROUGHT LOSSES HIT RECORD \$5.2 BILLION

The historic Texas drought has led to a record \$5.2 billion in agricultural losses, making it the most costly drought on record, Texas AgriLife Extension Service economists reported recently. "This drought is ongoing," said Dr. David Anderson, AgriLife Extension livestock economist. "Further losses will continue if rainfall does not come soon to establish this year's winter wheat crop and wheat grazing."



The \$5.2 billion in losses exceeds the previous record of \$4.1 billion during the 2006 drought. The losses also represent 27.7 percent of the

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BEEF DEMAND ON THE RISE FOR SEVERAL REASONS

By Dillon Feuz, Utah State University

Fed steer prices in Nebraska through mid-August have averaged \$112 per hundredweight this year. Over the same time period last year they averaged \$92 per hundredweight. That is a price increase of 22 percent relative to last year. Is there one reason, or several reasons, for this price increase? As an economist, I am always going to look at supply and demand to try



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HIGH CATTLE PRICES HAVEN'T BROUGHT HERD EXPANSION

Cattle prices at all levels reached record highs during the first half of 2011, USDA reported in its latest Livestock Outlook Report. But despite these record prices which are expected to continue through 2012, a wide-spread drought, high feed and energy prices, economic uncertainty, and increased equity requirements for cattle loans have dampened enthusiasm for cow-herd expansion, the agency said.



During the first half of 2011, feedlot placements were 2 percent above placements for the first half of 2010 as drought has pushed cattle off pastures in many parts of the country, and most

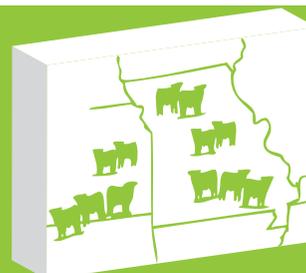
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GRECIAN TESTIFIES GIPSA RULE WOULD "SET THE BEEF INDUSTRY BACK"

An estimated 400 people with a stake in Kansas agriculture attended the recent U.S. Senate Ag Committee Farm Bill field hearing in Wichita. U.S. Sen. Pat Roberts, the ranking member on the committee, welcomed Chairwoman Debbie Stabenow (D-MI) to Kansas, where 15 individuals representing all aspects of agriculture presented testimony. KLA President Ken Grecian represented the livestock industry.

Grecian told the committee leadership KLA members are concerned about proposals that would expand the role of government, particularly in the area of livestock marketing. He reiterated KLA policy opposing attempts to narrow the business options or limit the individual freedom of livestock producers to innovate in the management and marketing of their production. The Palco cow-calf producer and farmer said KLA members continue to fight issues defeated during debate on the 2008 Farm Bill, but resurrected in the form of a proposal by the Grain Inspection, Packers and Stockyards Administration

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Growing up on a cattle operation or farm almost guarantees you're going to have a few wild stories to tell when you grow-up. Some of them come back to you in the form of dreams – some may be more like 'nightmares'. A young friend of mine was relating one of his 'stories' to me recently... and I realized that it was a 'carbon-copy' of one of my own. I got to thinking that the two of us are probably not alone.

It seems that his father too would come home every now and then with a sack of vet supplies in a 'little brown bag' that

meant it was time to 'work the cows'. Both of us, and no doubt many others, have gone to bed as kids at the end of a long day with images of what can only be described as a 'rodeo'... 'dancing in our heads'. Many of us still have visions of dirt and dust flying, with bawling and angry 'bovines' on the end of a rope refusing to be 'doctored'. His 'memory' included wrestling full-size cows 'by hand' and then watching them 'slobber back up' the worming boluses...that ended up on the ground.

Some kids learned early what it meant when that 'brown bag' of vet supplies came home. Some learned to really dread it. You can imagine how the cows felt about it.

We all know some 'cattle-work' can be pretty exciting (I don't mean that in a good way) -even traumatic to all involved. If it weren't, we would have never heard of Baxter Black. We all also know... it really doesn't have to be that way.

I remember the times growing up 'out west' when we used to get together with all the neighbors to 'brand' once a year. We'd make the rounds – going to one neighbor's place after another – gathering, sorting, branding. It was always 'fun' until the group came to 'your place' – I'm sure the feeling was universal. I have one childhood friend, who lived up on 'Whiskey Ridge', whose dad was 'literally' the nicest man you would ever want to meet. I remember asking her once – "Doesn't your Dad ever cuss?" She replied, "Only when we work cows."

The single thing that can 'reduce' stress on all parties when working cattle is planning. Plan safe and workable 'facilities'. An old, rusty head gate 'wired' to a hole in the barn wall does not qualify, although that would be an improvement in some operations. Plan with weather in mind to avoid heat stress. Plan to have plenty of help and time so you can work animals slowly

and quietly. The single biggest reason some cattle are hard to 'get in' is that they simply remember the last time. If you use a vet and he is always in a 'rush' – get a new vet.

Finally, PLAN to not stress yourself. PLAN to not stress those you love most in this world, and PLAN to not stress your animals – you still get paid by the pound in most cases. Unless you just like 'rodeos', animals that refuse to be 'worked' slowly and quietly need a dose of 'trailer-myocin'. A 'prayer' at the beginning also may not hurt.

If you cannot take your time and enjoy 'cattle work' without yelling, prodding, and stressing all involved, you may be in the wrong business. I, as well as others that are easily named, wish I had learned this a long time ago. You too? You can bet we are not alone.

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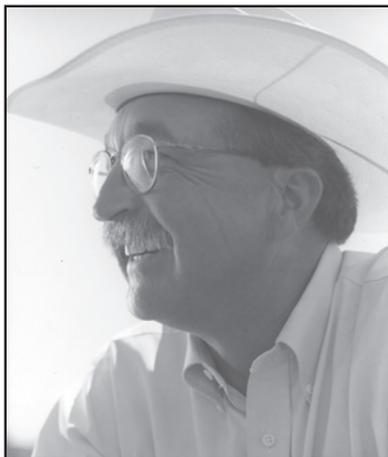


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Granted, I don't hear as well as I did in my younger days, but I swear it's getting more difficult for me to understand people who have thick accents in their speech. And by thick accents, I really mean people who were raised somewhere other than the Ozark hills.

I can remember traveling to Boston a few years ago to serve as best man for a good friend who had wandered off the reservation to wed a beautiful young lady from the New England area. Upon arrival to that fair city, I immediately became lost. Stopping at a convenience store to ask for directions, I was met with laughter, pointing, and ridicule by a native Bostonian who asked me where in the world I

was raised. At least I think that's what he asked me. After his laughter subsided he pulled out a city map and pointed to my present location and said very emphatically, "HEYA." Then he pointed to where he thought I had said I wanted to go and said, "THEYA."

Eventually, I made it to the wedding on time, only to be the center of attention (my apologies to the bride) during the reception as people kept coming over and asking me to talk just for their amusement. I haven't been back to Boston since.

I must admit that when I

travel south, I usually don't have as much trouble understanding people from Texas, Mississippi, or Alabama. They certainly have an accent, but it is spoken at a much more slower pace so that my feeble brain can usually decode their words by the time they complete a sentence. Y'all understand that, don't y'all?

Speaking in Wisconsin to a group of farmers this past spring was a delightful experience. I could detect a few giggles when I first started speaking, but as long as you keep talking up the Green Bay Packers and asking for more

cheese, butter, and real cream for your coffee, they seem to be a very forgiving people. I could understand them pretty well because most every sentence contained either the word "Packers" or "cheese" and I could simply nod my head yes and utter, "Yah."

Knowing about my personal language challenges might help you better understand what I've gone through this past week.

My wife thought I needed to upgrade my cell phone and purchased one of those new-fangled smart

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What to Expect From Feeder Cattle Markets This Fall

By Derrell S. Peel, Oklahoma State University



August feeder cattle prices are usually near the seasonal peak with prices dropping through the remainder of the year. At least, that is how feeder prices have averaged over the last 10 years. In Oklahoma, 525 pound Medium/Large Number 1 steers are currently about \$140.00/cwt. The ten-year average price index would suggest a November low about \$10-\$12/cwt lower than current prices, Heavier feeder steers (727 pounds) are currently averaging \$137.00/cwt. and would drop seasonally by \$4-5/cwt. into November.

Can we expect typical seasonal price patterns this fall? There are several factors that may modify this seasonal price pattern. First is that seasonal price patterns may be

changing. Over the past 10-15 years, feeder price patterns have changed from spring peaks to summer peaks in seasonal prices. The seasonal peaks in calf prices this year were in the spring, although heavy feeders have peaked in price this summer. Over time, one of the impacts of high feed prices is likely to shift the industry back to spring price peaks.

The next factor is corn prices. Feedlot ration costs are very close to a level where feeder cattle have to trade at even money to fed cattle in order to have a feedlot breakeven. This won't necessarily happen immediately, but over time, continued high prices of corn will limit feeder prices, especially at heavier weights. A spike in corn prices this fall could push feeder prices lower, not for normal seasonal reasons but lower nevertheless.

The third factor is the drought. The southern drought has changed both supply and demand prospects for the fall. The dry conditions at the current time limit any prospects for wheat pasture this fall and winter. Normally, this lack of demand is bearish to stocker prices. However, the drought has also caused significant early marketing of calves in the Southern Plains. There will like-

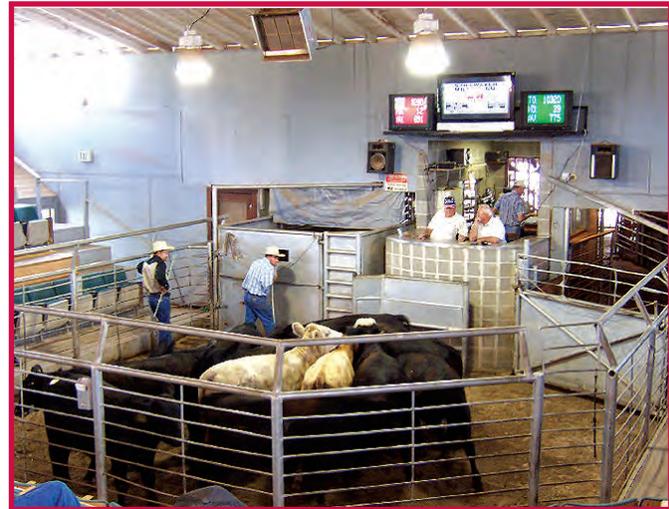
ly be a significantly smaller fall run of calves, which may offset the lack of wheat pasture demand. Thus, it is not clear whether the net impact on prices will be positive or negative. My expectation at this time is for little or no seasonal price pressure on calves and stockers this fall beyond the pressure already noted on stocker prices in this region.

The final factor is some significant region differences due to variable weather across the country. Calf prices in Oklahoma are currently about 10 percent lower than

in Nebraska, which is a larger than normal spread between the two regions. This no doubt reflects the additional pressure from the drought in the south compared to the excellent forage conditions in the northern half of the country. The difference in heavy feeders is more typical, about 3-4 percent higher in Nebraska compared to Oklahoma. With regionally larger supplies in the north, one might expect more of a seasonal tendency in prices this fall but abundant forage supplies and the continuing incentive for for-

age based gains may increase stocker demand in the north that offsets the lack of stocker demand in the south. The bottom line is that seasonal price pressure should be less than normal this fall, especially for calves.

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NEED FOR EFFICIENCY IS CRUCIAL

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By Stephen B. Blezinger,
Ph.D., PAS

Part 2

Efficiency. It's a word we are hearing with greater frequency in our everyday lives as virtually every cost we encounter is increasing. Efficiency can be defined as the amount of a given resource we have needed to accomplish a given goal. If a program is developed and managed correctly it shows much greater efficiency. While we can break this down into many different component parts (i.e. the feed efficiency of a growing calf on the cow or the amount of fertilizer required to produce a given amount of hay per acre), the bottom line is, overall, the cost to achieve a given level of performance or income level.

In Part 1 of this series we looked at taking a look at the basic resources of the cattle operation – soil nutrients and plant nutrients. These are the foundations upon which virtually every cow-calf operation is based. The more extensively a producer can optimize what can be produced on the operation – assuming it is done cost effectively – the fewer outside inputs (primarily feed or supplements) must be purchased. This part of the series

will focus on some of these factors

Matching Needs to Resources

Before going into this discussion I need to qualify a couple of things. As most producers are aware, a great deal of the Southern US is in the midst of a severe drought. As such, some of the most basic resources are in very short

supply, i.e. forages. Currently many producers are having to sell off significant numbers from their cow herd to compensate for very low pasture grass availability as well as the



increasingly short supply of hay. The hay that is available is increasing in cost daily partly from the demand and partly because the closer supplies are less available and producers are having to go farther away to buy the hay they need thus incurring greater transportation cost.

Given these circumstances the need for efficiency is critical. Knowing what supplies are needed for the foreseeable future and beyond is critical and taking steps NOW to procure these needs essential. Many producers put off buying hay supplies earlier thinking that rainfall was coming

continued on page 16

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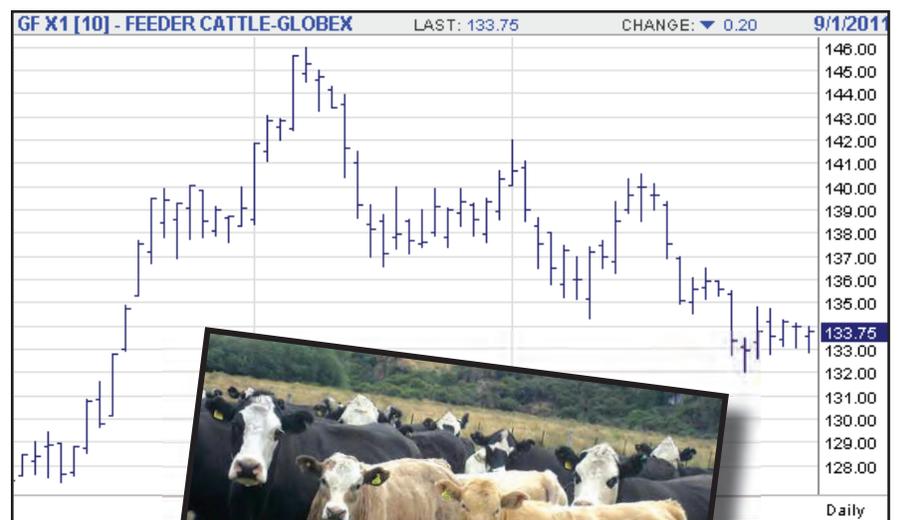
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Live Cattle:

Our last cattle on feed report gave us some bearish news for the short term. Lots of extra cattle put on feed, all due to the ongoing drought in the Plains. Like my grandpa always said, “There just ain’t nothin’ you can do about the weather.” So, our supply situation is bigger for the short term, but the demand situation is still lagging as well. If you compare the demand for beef to the GDP and the job growth stats, you’ll see some interesting contrasts. When the GDP was going down, so was beef demand as well as job growth. Now the GDP is showing signs of recovery but beef demand is not going up as fast due to slow employment. This causes me concern. Pure and simple, we’re going to have to “eat” our way out of this big supply and perhaps the only way to accomplish this is to “lower” the price. Another possibility is that exports will bloom and the product will mysteriously disappear.

Feeder Cattle: Golly, how would you like to own a feedlot now and be trying to figure out what to pay for feeders? Based upon the recent cattle on feed numbers, you’d have to say that all the feedlots are full and shouldn’t have to worry about feeder prices for a while. I talked to several feedlot owners and they told me a month ago they were full. The market has been having a tough time determining what the price should be as well. If you look at the above chart, you’ll see this thing has been “coiling” all this week. It’s like taking a compression spring and pushing it down as tight as you can get it. When you let go of that thing, you really don’t have a clue as to which way it’s going to go, you just know it’s gonna either go up or down and “with vigor” (as President Kennedy used to say). The window that I use to view this feeder market gets pretty small sometimes and I don’t always get the “big picture”, but I’m saying that by the time you read this, this market will “spring up”.

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What Does this Report Mean to Me?

Q: Since beef demand is lagging, where do you see prices for fats?

A: I still see fats trading in the \$112.00 range through this month of September. Oct.-Dec. prices will be in the \$117.00 area, First Qtr 2012 @ \$124.00. The Second Qtr 2012 gets interesting....\$132.00.

Q: Why have feeder prices continued to go up since the corn market has gone ballistic?

A: “Reason” would say feeders would go down because the feed (corn) cost has gone so high. Just throw “reason” out the window. The market mentality says that feeders (and fats) HAVE to go up since the input costs are so high. Let’s hope it works.

IMPROVING COWHERD PRODUCTIVITY,

TRICHOMONIASIS HIGHLIGHT FIELD DAY AGENDA

Kansas State University Cow-Calf Specialist Bob Weaber told the 105 cattle producers attending a recent KLA/K-State field day near Washington, a structured crossbreeding system can help increase production efficiencies by 25% through improved productivity and reduced production costs.

He said crossbred cows have shown improvements in calving rate of nearly 4% and an increase in longevity of more than one year. In addition, Weaber indicated crossbreeding can result in one more calf and an extra 600 pounds of calf weaning weight over the lifetime of the cow. "The added longevity and productivity of the cowherd can also improve a ranch's bottom line by reducing replacement heifer costs, as fewer may need to be retained in the cowherd," he said.



Weaber

Weaber did highlight a few challenges to be aware of if considering implementation of a crossbreeding program, including herd size and the need for more breeding pastures. He said herd size of more than 50 cows provides a better opportunity to implement a wider variety of systems. More breeding pastures may be required depending on the number of breeds of bulls used in the program.

Field day attendees also heard from Kansas Animal Health Commissioner Bill Brown regarding trichomoniasis regulations in the state. Currently, non-virgin bulls, bulls 19 months of age and older, and bulls of unknown status must be certified negative for trichomoniasis through testing prior to entering the state. In addition, virgin bulls 18 months

or younger must be certified by the owner that the animals have not been sexually exposed to breeding-age females. Brown said additional regulations may be implemented in the future if necessary, including bulls being tested prior to change of ownership or before being processed.

Other topics covered at the field day included stocking rates, alternatives for reducing winter feed costs and the benefits of participating in the state's walk-in fishing and hunting programs.

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John P. Harrison
573-386-5150

David Bell
660-327-5633

CATTLEFAX

continued from page 3

and an aging producer population.

Despite the decreasing numbers, beef production levels have held up over the past few years due to large cow and heifer slaughter levels and the continuation of the long-term trend of heavier weights. Zimmerman said the biggest factor in net beef supplies has been the trend of increasing exports, which are up substantially over the past few years, and declining imports. Supplies have been on the decline since 2006 and are projected in 2012 and 2013

BEEF DEMAND

continued from page 3

and answer this question.

Let's begin with supply. Even though the U.S. cattle inventory has been declining for the past few years, this year the number of fed cattle marketed on a monthly basis has exceeded the prior year in four of the first seven months of the year. In two months, fed cattle marketing numbers have been about equal with last year and in only one month has the number of head marketed been lower. Through the first seven months, the total number of fed cattle slaughtered has been greater this year than last year. If everything else had remained unchanged from last year (it obviously hasn't) then I would have expected fed cattle price to be lower rather than higher than last year's prices.

Total beef production has also been greater this year than last year. Fed cattle weights have been greater than a year ago and that has added more total pounds of beef to the market place. Again, I would expect price to be lower rather than higher based on these supply numbers.

Let's consider beef trade and the impact it might be having on prices. Total beef and veal imports into the U.S. are down about 13 percent relative to last year. That tends to reduce the overall supply of beef that the U.S. consumer sees at the market place. Beef and veal imports are actually down 35 percent relative to the previous five-year average. Total U.S. beef and veal exports are up almost 30 percent over last year through July. Again, if we are exporting more beef out of the country, then that tends to reduce the domestic supply available to U.S. consumers. Beef trade has been very positive in the last few years.

Our exports are up over 200 percent over the prior five year-average and we are now back near pre-BSE trade ban export levels.

So, as we consider the actual supply of beef available to U.S. con-

to be at the tightest levels since the mid-1990s.

"This will be the catalyst for continued high cattle prices moving forward," he said.

Zimmerman said 550 lb. steer prices could range from \$155.00/cwt. to \$165.00/cwt. during the fall run. Producers can look for feeder cattle values to range between \$135.00/cwt. and \$145.00/cwt. throughout the rest of 2011. Fed prices are expected to range from \$106.00/cwt. to \$123.00/cwt. the remainder of the year.

KLA



sumers, accounting for domestic production, imports and exports, rather than having a supply increase this year over last year, there has been a slight decrease in supply. This would be supportive of slightly higher beef prices and be supportive of slightly higher fed cattle prices. However, I don't think it would be supportive of 22 percent higher fed steer prices.

What about beef demand? How has beef demand held up in what seems to be a struggling national economy? It turns out that beef demand has increased this year over last year. Economists estimate that beef demand was up 4 percent in the first quarter of this year and up another 1.5 percent in the second quarter. I won't try to explain all the details that economists use to come up with these estimates, but I will point out the two main components – which are the price of beef and the supply of beef. Retail beef prices have been up about 10 percent over last year's prices. So, why do we not say that beef demand is up 10 percent? From the prior paragraph, I documented that the total beef supply available to U.S. consumers was actually lower this year when trade is considered. A lower supply would lead to higher prices, if everything else was unchanged. Therefore, in the current situation some of the 10 percent increase in beef prices is attributable to a decrease in supply, and the remainder is attributable to an increase in domestic beef demand.

What does an increase in beef demand really mean? It essentially means that at least some U.S. consumers are willing to pay more for the same amount of beef they consumed last year, or perhaps some are actually consuming more beef and at higher prices. That is a simplified description, but hopefully you get the point.

I don't know how it is in your neighborhood, but in many locations the steak restaurant chains are struggling a little in this economy. If that is the case, how is beef

HIGH CATTLE

continued from page 3

of these feeder cattle have gone into feedlots. With more cattle in feedlots of 1,000 head or more capacity, marketings will remain above 2010 through the third quarter. However, as marketings begin to decline in the fourth quarter, beef production will begin to decline, USDA said.

While the direction prices will take over the next few months is uncertain due to heavy marketings of fed cattle,

retail beef prices are likely to increase over the next several years as beef cow inventories are rebuilt and more heifers are kept for herd building and not placed in feedlots. How high retail prices go, the agency said, will depend on the economic recovery, retail prices of pork and poultry, how rapidly exports increase and how rapidly beef cow inventories are replenished.

USDA



TEXAS AG

continued from page 3

average value of agricultural production over the last four years, Anderson said.

"Livestock losses include the increased cost of feeding due to lack of pastures and ranges and market losses," Anderson said. "Market losses include the impact of fewer pounds sold per calf and the impact of lower market prices due to the large number of cattle sold in a very short time period."

The following are losses by selected commodities:

- Livestock: \$2.06 billion (includes \$1.2 billion previously reported in May);
- Lost hay production value: \$750 million;
- Cotton: \$1.8 billion;
- Corn: \$327 million;
- Wheat: \$243 million;
- Sorghum: \$63 million.

LMA



GRECIAN

continued from page 3

tion (GIPSA) that effectively would eliminate marketing arrangements adding value to cattle.

"Our members believe the proposed rule would set the beef industry back to a time when all cattle received the same average price and beef demand was in a downward spiral," Grecian testified.

Grecian also suggested there is no need for a livestock title in the new Farm Bill. He said a livestock title "only provides a home for misguided initiatives" like the GIPSA rule and mandatory country-of-origin labeling.

Roberts said GIPSA clearly acted outside the intent of Congress when it proposed the rule. He recently sent President Barack Obama a list of regulations proposed by the current administration, including the GIPSA rule, that he feels should be reconsidered.

KLA



Ken Grecian

demand stronger? It turns out that except for a few people who buy locker beef, most U.S. consumers don't have a demand for beef, but they have a demand for various beef products: steaks, ribs, roasts, ground beef, etc. Is the demand for each of these beef products the same? The short answer to that question is no. If you consider that we really have not changed how we cut up a beef in the last year, then the relative proportions of cuts should be about equal from last year to this year. However, prices for different beef cuts have been significantly different from year to year.

If we use the price for ribeye to represent the high value cuts from beef, we can see that prices this year for ribeye have been about equal to last year and about 5 percent lower than the previous five-year average. That does not sound like an increase in demand for beef steaks. However, looking at the prices for chuck, round and boneless trim; those prices have been up almost 20 percent over the prior year. That sounds like an increase in demand for lower value beef cuts.

So, what it appears that consumers are doing in this struggling economy is rather than buying a cheaper protein source, such as chicken, to substitute for steak, they are buying cheaper value cuts of beef and more ground beef.

This is really a good sign for the beef industry. It appears that consumers are remaining loyal to their beef purchases.

Now going back to the original question – why are fed steer prices 22 percent higher this year than last year? I would say the two main reasons are a very positive beef trade (more exports, fewer imports) and a strong U.S. beef demand. That beef demand is particularly strong for lower-valued beef cuts, which actually make up the largest share of the beef carcass.



Feed Hay in Summer? You Bet!



getting into what should be prime time to follow through with this. Most seed, if planted into bone-dry soil, will generally wait until adequate moisture

is available to germinate and grow. Do a good job of controlling competition prior to planting, don't seed too deep (generally one third of the seed could be on the surface), fertilize and lime as needed and utilize quality, tested, improved varieties from reputable companies.

This is also the time of year I start thinking about starting to stockpile any tall fescue I can for winter grazing. Yes, some

areas are too dry to think about this yet, but it will hold true clear up to mid September, you just won't get as much growth starting late or under drier conditions. Graze, mow, or perhaps hay the field to even out the stand and start new vegetative growth. I prefer to graze because of the benefits it contributes. Apply 30-60 pounds of nitrogen by early September depending on the clover stand (I prefer Urea), and only if needed. Stockpile at least

continued on page 25

By Victor Shelton,
NRCS Grazing Specialist

Although there are a few places around that have been rewarded with some recent rainfall, many parts of the state would like to have one of those extra rains... right now.

I will always recommend that you maintain some cover on the pastures and hay ground too. Maintaining at least 3 to 4 inches of live growth means the plant is maintaining roots, keeping the ground covered and cooler, conserving what moisture is left and collecting what moisture it can from dew. If you find yourself in the situation where everything is to this stage, then you might want to consider feeding some hay.

Feed hay in summer? You bet. Overgraze the forage under dry conditions and it could be done for the year . . . or longer. Maintain this forage base and when it does decide to rain, it can pay you back in dividends that will keep you grazing longer into the year (fall/winter) and perhaps make up the difference for the hay fed in summer. You have to consider "potential" growth when making this decision. Your tall cool season grasses like orchardgrass and tall fescue can certainly bounce back quite well in the fall with sufficient rain given the opportunity.

Of course, if available, summer annuals such as brassicas (turnips, etc), millets, sorghum-sudangrass, teff or even grazing type corn might buy you the same amount of time. Warm-season grasses such as switchgrass, indiagrass or big bluestem would also work during this time period.

If the hay supply is short and there is nothing else to graze without overgrazing, then you can ask yourself if there is some stock that could/should have some wheels put under them. Culling is usually a good thing. If you remove the lower five or ten percent of the herd each year, the herd should consistently get better. Most producers, that know their animals at all, know which ones fall into this category.

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Big July Feedlot Placements Changes Cattle Markets:

By Derrell S. Peel,
Oklahoma State University

Or Does It?



The most recent USDA Cattle on Feed report confirmed that the drought in the Southern Plains is having significant impacts on the producers directly affected and also on cattle markets broadly. Feedlot placements in July were 122 percent of last year, well above the average analyst expectations, though not above some estimates. The result is to push the cattle on feed inventory up to 108 percent of year ago levels. Large placements in Texas and Oklahoma confirm that much of the increase was the result of drought forced movement of cattle.

If taken at face value, this report would appear to be quite bearish but face value is very misleading in this case. The impact of this report

must be viewed in terms of both the number of placements and the weight breakdown. 53 percent of the increased placements were cattle that were less than 600 pounds. Though is hard to be sure, some of these cattle were likely significantly below 600 pounds in weight. These cattle will be on feed longer than if they were placed later in the fall but they will also finish at somewhat lighter weights. The net effect is that the some of these lightweight cattle will finish in the first quarter rather than the second quarter of 2012. The large July placements also included a slight increase in heavy feeders. This is indicative of a rather good summer grazing period for the Osage and Flint Hills regions. These cattle will slightly

increase fourth quarter marketings.

What is the net impact on fed cattle markets? Probably relatively little. The anticipated decrease in fourth quarter beef production may only be a 5 percent decrease compared to something bigger. First and second quarter decreases in beef production will also be slightly smaller with slightly larger decreases

es in the second half of 2012. All in all, the impacts are relatively minor. The nearly one for one tradeoff in placements now versus placements later combined with the fact that lighter placements means less total beef production ultimately.



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Thin Fescue and Tight Hay Supplies

The dry weather this summer has put a strain on many fescue pastures in southwest Missouri according to Tim Schnakenberg, agronomy specialist with University of Missouri Extension.

“Many fields are recovering with recent rains, though some may come back with a thinner stand,” said Schnakenberg. “Related to this problem is the fact that hay supplies are tight and livestock producers are wondering if they will have enough feed to get them through the winter.”

In fields that have a good stand of fescue, Schnakenberg recommends applying 40 to 50 pounds of nitrogen per acre in August.

“After topdressing pastures, then closing gates until November or December, producers will extend their grazing season and save considerably on hay costs. This practice really pays off in years of a short hay supply, particularly if they ration the forage in a managed grazing system,” said Schnakenberg.

Adding a cereal crop to this scenario may increase tonnage slightly but the competition to these two species in the same field defeats the purpose, particularly if the landowner still has a strong fescue stand.

However, if the fescue stand is not up to par, it could merit no-tilling wheat, triticale or rye to increase tonnage. Schnakenberg recommends cereal rye for quick fall forage, though he concedes that the quality drops more quickly.

“Wheat is best for spring forage and the quality is generally higher. Triticale ranks between the two in quality and tonnage. There are many good forage-type varieties of these on the market,” said Schnakenberg.

Another option that may give more long-term benefit to pastures is adding no-till annual ryegrass to make a better long-term supplement for fescue.

“It will complement the fescue and will last later into next summer than the cereal grains and drop seed for subsequent years. It dilutes the endophyte down and improves overall pasture quality,” said Schnakenberg.

Ryegrass can be no-tilled by itself into a fescue stand or some producers may want to mix it 50/50 with fescue seed to thicken the stand. If a producer wants the ryegrass to come back in later years, it should only be used in a grazing scenario. “Rye will likely not persist in a hay field that is normally harvested before the seed is viable,” said Schnakenberg.

One other option is to plant turnips or a combination of turnips and a cereal grain into a poor stand of fescue pasture. Turnips are relatively inexpensive, providing quick high quality grazing in the fall.

“Turnips do best if planted in August, though some will sow a cereal grain with it which will be challenging this early,” said Schnakenberg. “Turnips are a short-term feed source so a plan should be in place for longer-term forage development in the pasture.”

If farmers plan to make these stand

improvements, Schnakenberg says they should prepare immediately to no-till them into the stand.

For forages such as fescue, annual ryegrass and orchardgrass, seeding could occur late August through mid-September, depending on weather conditions. An annual cereal crop such as wheat, triticale

and rye should be established after Sept. 15.

“Many Soil and Water Conservation Districts rent no-till drills to the public. Be sure to soil test to insure adequate fertility for establishment,” said Schnakenberg.

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Jeannine Doughty

Going the **Extra Mile** for Charolais

By Brenda Black

By day she's a young, determined defense lawyer. By night an agile softball team member. And on the weekends, Jeannine Doughty is a woman on an Ag mission. She drives 3.5 hours from an apartment in Tulsa, OK to her farm in Harrisonville, MO, to tend her small but elite herd of Charolais cattle at Big Creek Charolais. The commute is just part of her Charolais journey.

Grandpa Martin Moran and mom Carol Doughty helped blaze Jeannine's Charolais trail. Moran, a breeder in the mid-1960s, out of Lee's Summit, MO, purchased cows from Charolais pioneer Howard Johnson that included foundation French genetics like Apollon, Buffalo and Excalibur. Moran's daughter, Carol, and grandchildren Jeannine and younger brother, Martin, carried on the white cow tradition. To the genetic pool, the Doughtys added the influence of Queen Punkin in 1981, the seventh Charolais Diamond Dam of Distinction, who became the maternal base of Big Creek's herd for nearly 30 years.

With the addition of the Angel and Addi cow families and strategic AI and embryo work, the Doughtys developed a small but high quality herd. By the time Jeannine was 23 years old, she and Mom managed the beef operation together and their cooperative and contested genetic decisions helped them breed the 34th National Champion Charolais Female. The trip to the winner's circle launched a plethora of future titles and head turns.

Then near the end of 2004, a sudden and unexpected heart attack took Carol's life while Jeannine was in the middle of law school and studying for the bar. She lost not only her

mother, but her business partner, and became the lone owner of a herd of Charolais cattle back home.

"When she passed away it seemed to be right after we had hit our stride," remembers Doughty. "I felt this profound pressure to keep going-- like everyone was going to be looking at me saying, 'Is she going to fold up her tent and go home?' or 'Was this really all her mom or was it both of them?' I felt a lot of pressure, but most importantly, I wanted to keep the Charolais herd going. I was just unsure how to do it and do it well by myself."

Whether the pressure was self-induced or outwardly applied, Doughty can't be sure, but she recalls a lot of people coming up to her and saying they thought she would sell out. "They told me they couldn't have done it," she says. "Believe me, it wasn't easy then. It isn't easy now."

It certainly hasn't been painless or trouble-free for a young, single woman to lose her best friend, mentor and mother. Then again, neither was law school a walk in the park nor playing basketball at the collegiate level. But Doughty did it. And she carries on her mother's love for the livestock, in part, to keep Mom close in heart and perpetuate their Charolais legacy. (*See sidebar story "The Doughty Ladies' Charolais Legacy")

Doughty is the first to admit she has lots of family and friends willing to help. Her dad and brother are eyes and hands when she's far from home, and neighbors Chris & Ginny Charnesky cover for her if needed. But it is the friends she's made through the cattle that truly help bear the load.

"I think I was really touched by how much

the Charolais community, and especially the Missouri Charolais breeders showed so much support," Doughty says. "I never imagined how much they would help me out."

Doughty says it isn't easy asking for such help.

"I think that's one of the other things, among many, that have been really hard to get used to," she explains. "Mom raised us to be independent and able to do things on our own and not always have to rely on someone to do things for us. She emphasized learning how to breed our own cattle, care for them, learn how to show them, take ourselves to the shows, market the cattle, make breeding decisions, make herd building decisions for the future, and just learn how to do most things

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The Doughty Ladies' Charolais Legacy

By Brenda Black

Jeannine Doughty, owner of Big Creek Charolais, will tell you she learned all about cattle from her mother, Carol, who passed from this life when Jeannine was just 23 years of age. The mother-daughter team worked side by side to develop highly fertile, functional and top performing Charolais cattle. Their shared goal was to produce structurally sound, functional animals with outstanding EPDs. And they wanted them to not just perform in the pasture, but be easy on the eyes. Few breeders find the balance between show ring and practical soundness, but the Doughty ladies accomplished just that and have earned respect from both show ring judges and fellow cattlemen and women throughout the beef industry for their success.

Miss Doughty will tell you frankly the one thing she most misses about her mother is: "Everything! Talking, talking, talking - about cows and just everything. She was the kind of person you just wanted to be around. The hardest thing was that it was so unexpected. And second - we were best friends and

continued on page 21

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LIFE IS SIMPLE

continued from page 5

phones, even though I was just beginning to master the one she made me buy four years ago. Having some major issues with the new gadget, I made the mistake of calling the toll-free hotline number prominently displayed on the box from which it came. The female voice (I think) on the other end began saying something in what resembled English, but was interpreted by my brain to be, "Blah blah blah, blah blah!"

"Pardon me, Ma'am, could you repeat that please?" I asked in an ever-so-polite way.

"Ah sed, blah blah blah, blah blah!" She (I think) replied.

Having dealt with foreign employees of an out-sourced call center before, I apologized for not being able to understand her and blamed my difficulty on an obviously bad overseas connection. Very politely, I requested to be able to speak to someone from America. The woman (I was certain of her gender by this point) very slowly, and very loudly stated,

"A H... A M... A N... A M U R A - C A N... A H... W U S... B E R N... A N... R E Z Z E D... E N... B R O O K L Y N... N U... Y A W K! D O... Y U... H A V E... A... P R A B L U M... W I D... D A T?"

"No, Ma'am," I replied quickly, "and I don't seem to have a prob-

lem with my phone anymore, either. Thank you for your help."

The good news is that I've since found out that my new smart phone has a language translator app that is supposed to take any language and convert it into English. The bad news is that it doesn't take English and translate it into hillbilly.



IMPROVING

continued from page 9

The field day was hosted by Pannbacker Farm, Inc., which involves Helen Pannbacker, her son and daughter-in-law, Bill and Chris, and her grandchildren, Jake and Molly. Bayer Animal Health and the Farm Credit Associations of Kansas sponsored the event.

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NEED FOR EFFICIENCY

continued from page 7

or that the supplies or production out there was greater than it is. My advice to all producers who are affected by these conditions is to take the necessary steps NOW.

As discussed in the first part of this series, a producer has to initially evaluate his resources, i.e. soil and plant nutrient levels. These resources have to be weighed against requirements. In order to do this the first question that must be asked is what type of operation do you have? Cow/calf, stocker cattle, etc. Let's start with a stocker cattle operation since it is simpler. If you are buying cattle to grow out on grass the requirements will be somewhat simpler in that you have one type or class of animal (growing cattle). Typically the producer is looking for the least expensive means of putting weight on these cattle in a given amount of time. What is ultimately achieved is commonly dictated by how the cattle are being marketed or if sales contracts are in place (i.e. contract specifies a given type of animal to be sold at a predetermined weight or weight range at a given price). This often being the case the producer knows that if he buys a certain calf (weight, type), and he knows when that calf must be marketed (days in the program) he then can calculate how much weight the calf must gain to meet the contract. In this case, the producer has to evaluate several things:

- 1) Type, size/weight and condition of calf he starts off with
- 2) Genetic potential of the calf
- 3) Initial stress level of the incoming calf
- 4) Health of the calf
- 5) Desired daily weight gain

Depending on these variables, it can be determined how the existing forage situation meets the needs of these cattle. The status of many of these factors will affect how well the forage base will meet the animal's nutritional needs in order to grow at the needed rate of gain and if any added inputs will be required to meet those needs. At the same time, other factors such as the initial stress and health of the calf can have long term effects on performance (gains) while in the program. An animal that does not get sick at the beginning or during the program will produce better and more efficient gains than one that does. Additionally, sick cattle incur more medicine and treatment expense and suffer more death loss than cattle that do not get sick. This has been shown repeatedly by the Texas Ranch to Rail Program and other similar programs in different states.

The size of the starting cattle has an effect on nutrient requirements as well. Smaller cattle have a requirement for a higher level of most nutrients than larger cattle. This is especially true of protein. A smaller, lighter calf that has more structural growth to achieve needs more protein in its diet than a larger animal. Energy requirements dictate rate of gains so a higher level of energy available will drive a higher rate of gain. Again, this must be matched to the forage base. The levels found in the forages (pastures, hays, silages) have to be compared to what is required.

Another factor that has to be considered is time of year, growth pattern of the forage and environmental effects. To best discuss this let's set up a scenario:

Take as an example a stocker cattle producer in Northern Mississippi. On April 1 he purchases 100 head of 400 lb (avg weights) crossbred heifers. He intends to sell these cattle on or about October 1 (183 days). He has a contract to sell these cattle on or about that date at 800 lbs. This means that over this period of time these cattle must gain 400 lbs or an average of 2.18 lbs per head per day. His pastures are made up of ryegrass and coastal bermuda and he has fertilized them for average production based on his soil test. Initially he has a good stand of the ryegrass and the Bermuda is coming on and should do well as the warmer months are approaching. Over the next couple of months the ryegrass will go dormant and the Bermuda will take its place.

One thing the producer has to understand here is that over the course of this production period (April – October) the level of nutrients provided by the forage will change. Initially he will have a fairly high protein content in the ryegrass, adequate energy and good digestibility. The mineral content of the forage will depend on soil types, fertilization and previous management. In the early stage of this program he should have little or no problem meeting the protein and energy needs for the cattle he has purchased. He will probably need to supplement minerals and vitamins since few areas are completely adequate. He should provide minerals and vitamins according to his forage analysis. This will insure he provides what the cattle require but prevent over-feeding other minerals which can create antagonisms to absorption of related minerals plus prove quite expensive. The mineral content of forages in a given pasture is typically fairly stable over a short period of time but forage digestibility changes. More about this in a bit.

Over the course of the next couple of months two main things are occurring, the nutrient content of the forage base is changing and the cattle are growing and as such their nutrient needs are changing. Early in the production period, with lush, rapidly growing forages, meeting the nutrient needs (especially protein and energy) of these cattle is not a problem and the gains achieved should be acceptable or better. As time goes on and moves into the hotter summer months forage quality typically deteriorates. This is largely true due to increasing plant maturity. Protein and energy levels drop, largely related to increased concentrations of less-digestible fiber components in the plant. So the forage base sees a reduction in concentrations of required nutrients as well as a reduction in digestibility of these forages. This results in a significant reduction in the supply of the nutrients necessary to support the needed gains.

At the same time the animal is growing so its protein requirements (in daily dry matter intake) are dropping but not as rapidly as the protein supply in the forage. At the same time, as the calf grows, the amount of energy re-

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BarOptima PLUS E34

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SUSTAINABLE

There are many endophyte-free tall fescues on the market which are not harmful to cattle, but under extreme growing conditions such as drought and heat, they generally do not persist under grazing. There may be endophyte-free varieties that survive, but they will require a cost prohibitive level of management to achieve the desired level of production. BarOptima PLUS E34 will persist and provide premium feed in these drought prone and hot environments. Kentucky 31 is persistent in extreme conditions, but its harmful alkaloids can cause low reproductive rates and inhibit milk production in beef cows, thus reducing the weaning weights of calves. Supplemental feed can be required to counteract these effects, but can substantially increase input costs. BarOptima PLUS E34 will persist in extreme conditions, improve reproductive rates, increase the weaning weights of nursing calves and reduce supplemental feed costs.

PROFITABLE

Cattle feeding on BarOptima PLUS E34 pastures are healthier due to its beneficial endophyte, thus reducing health related costs. They graze longer and have more intake than cattle on Kentucky 31 pastures. The soft leaves of BarOptima PLUS E34 improve the palatability and grazing preference of the pasture. Higher energy due to better fiber digestibility of forage makes BarOptima PLUS E34 the ultimate choice for pastures on progressive cattle ranches. All of these positive characteristics result in greater average daily gains (45%) for cattle grazing on BarOptima PLUS E34 pastures. Total body weight gain per acre on BarOptima PLUS E34 is 1.6 times more than on Kentucky 31 pastures.

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Fenceline Low Stress Weaning

By- Dr. Rick Rasby,
University of Nebraska



pounds (1.57 lb/day), compared to 84 pounds (1.20 lb/day) for Separate calves.

There was no report of any differences in sickness, but calves that eat more during the first days after weaning should stay healthier. In fact, an-

other study conducted at Ohio State University indicated that Fenceline calves had a lower incidence of respiratory diseases. Producers that have tried Fenceline weaning will remind us that it takes good, well maintained fences and adequate water supplies for both sides of the fence. Remember, a large number of cattle are going to be congregated in a small area for several

days. Therefore water availability for both cows and calves is critical.

To wean and background, even for short periods, Fenceline weaning should be considered. More information about value-added calf programs including nutritional recommendations can be found at the Oklahoma Quality Beef Network website: <http://www.oqbn.okstate.edu/>.



Spring calving herds across the Midwest and Southwest will soon be planning to wean the calves. Some producers may wean the calves from young or thin cows during late September in order to regain some body condition before winter adds to the nutrient requirements. However, many herds will wean at the more traditional times of late October to early November.

Calves that are enrolled in Value-added programs must be weaned at least 45 days prior to sale date. During those 45 days the calves must grow and gain efficiently. Therefore it is critical that these calves go through the weaning process with a minimum of stress and start to gain immediately. Methods to reduce stress on the calves have become of great interest to producers. Therefore, weaning strategies have been studied in recent years. California researchers weaned calves with only a fence (Fenceline) separating them from their dams. These were compared to calves weaned totally separate (Separate) from dams. The Separate Calves could not see or hear their dams. Calf behaviors were monitored for five days following weaning.

Fenceline calves and cows spent approximately 60% and 40% of their time, respectively within 10 feet of the fence during the first two days. During the first three days, Fenceline calves bawled and walked less, and ate and rested more, but these differences disappeared by the fourth day. All calves were managed together starting 7 days after weaning.

After two weeks, Fenceline calves had gained 23 pounds more than Separate calves. This difference persisted since, after 10 weeks, Fenceline calves had gained 110

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JEANNINE DOUGHTY

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in life so that you aren't always having to depend on someone else. Well, now that I'm by myself most of the time, there are just things you need help doing and I am one of those people who has trouble asking for help. I'd rather push through it or figure it out or make it take three times as long, rather than feeling like I've inconvenienced someone else with my projects or problems. While it doesn't get any easier to ask for help, it is nice to know that you have those people who will help you when you need it, and not feel like they expect something in return. That's really hard to find."

Jason Hankins and Matt Crutcher, both of Springfield, MO, are two friends in particular, that not only come alongside Doughty to help, but think enough of her cow sense to partner with her on a few Charolais projects. Last year Hankins and Doughty teamed up on the Addison cow, Big Creek Addison 911 P, that won her division nearly every show. This year, she and her calf, Big Creek Pistol Annie won the Cow/Calf division at both Ozark Empire and Missouri State Fairs.

Doughty and Crutcher are currently on a roll with another heifer calf, Big Creek CCC Mable 301Y. She is the 2011 Grand Champion of the OEF and Calf Champion of the MSF. But it's more than cows that make their partnerships victorious. The three amigos seem to share mutual admiration that spans a couple of decades.

"We met showing cattle together or against each other," says Hankins. "And what I remember is the quality of her cattle - she was

always tough competition. That and the fact that she always won or lost with grace. Jeannine is always happy and I've never seen her in a bad mood."

"What I admire about Jeannine is her dedication to the industry and that she really tries to concentrate on improving genetics," adds Crutcher, "Even as a little girl, she and her mother would get together and plan their bull and cow matings. Jeannine puts in a lot of time, work and effort to do it right."

Of her Charolais brothers, Jeannine commends Hankins' and Crutcher's patience. "Part of my struggle is to make decisions and feel good about them," she says. "One of the positives of having Jason and Matt a phone call away is I get to bounce ideas off of them and get some reassurance and encouragement and I don't feel like I'm going at this all alone. I'm not sure what I would do without them!"

To her own credit, Doughty contributes much to marketing and Big Creek's national recognition. She virtually grew up in the American-International Junior Charolais Association. In addition to national titles, Doughty sponsors scholarships for upcoming Charolais youth in her mother's memory. Crutcher admits she's taught him a lot on matings, genetics and networking with people. "It works out real nice," he says. "We can travel together, stall together and work together and it broadens our market base, cuts down on our costs and we each contribute our best skills."

Crutcher has a family and small Charolais herd of his own about 20 miles from Hankins who ranches full time with his father,

Don. The Hankins run 30 head of Charolais and 170 head of commercial cows on Charolais bulls on their farm sandwiched about half way between Doughty's two residences. And on numerous occasions, the Hankins have offered assistance to Jeannine. During a rough 2011 winter, they stepped up to relocate some of Doughty's heifers on their farm for careful observation and this fall they are switching out her spring and fall calvers. Their partnerships may be limited to only a few head, but the friendships cover the whole herd.

Hankins is the first to admit that it is their friendship first that makes the business partnership work so well. "Anymore, she is part of our family," he says. "Jeannine pretty well does everything with us. My kids absolutely love her. She's like a sister to me and aunt to

them. Having her influence on me and the family and kids is an added bonus."

Crutcher weighs in with "She's just a super good gal!"

This two-way street of strengths helps improve not only Big Creek Charolais. Hankins also benefits from Doughty's good eye when it comes to bull selection. "Dad and I use proven bulls and Jeannine will push us to try newer sires. She can see potential in one that I might not see and she'll get me to go ahead and feed him. Honestly, she just tends to do everything pretty well."

That includes treating customers like family. Big Creek Charolais has a wide variety of customers like those looking for show heifers and replacement females to commercial

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Managing Feed Costs

By Dan Childs



Purchased feed represents the greatest portion of variable costs for cow-calf producers according to the Kansas Farm Management Association (KFMA). During the five-year period between 2004 and 2008, the KFMA monitored 104 herds with an average of 121 cows. Calves from all herds were sold directly off of the cow. During this five-year period, purchased feed accounted for 65 percent of the total variable costs for the enterprise. How a producer manages this one input will have significant impact on the profitability of their beef cow herd.

From the middle of June 2010 to the middle of June 2011, the price of corn more than doubled. During the same period, soybean prices increased nearly 50 percent. The result of these price changes has influenced the cost of cow feed in a similar magnitude. When the impacts of drought and reduced hay supplies are also considered, it paints a bleak picture for cow-calf producers. Therefore, it is necessary that cattlemen in all sectors of the industry pay close attention to how they manage purchased feed expense.

If a producer is fortunate enough to only need to consider protein supplement for the cow herd, then calculating their alternatives based on protein cost is appropriate. A list of potential feeds might include: cotton seed cake, whole cotton seed, range cubes, dried distillers grains, corn gluten feed, alfalfa hay and maybe others. Some of these products will require special storage or handling, making them logistically un-

usable for some producers. Each producer will need to develop a list based on their individual constraints.

How should a producer evaluate the options? Many will consider the price per ton of the product and go with the lowest price, which is typically not the most economical choice. Since most natural source proteins are equally usable by cows, then price per pound of protein is a good method to determine the best buy. This assumption is not appropriate for feeds that contain non-protein nitrogen or lower digestibility natural proteins. To compare the price per pound of protein between products requires two numbers – the percent protein of the product and its price per ton. The total pounds of protein per ton are calculated by multiplying the percent protein of the product by the 2,000 pounds in a ton. If alfalfa is 20 percent crude protein (CP), then there are $0.20 \times 2,000 = 400$ pounds of CP in a ton of alfalfa. If alfalfa hay is priced at \$180 per ton, the cost per pound of protein would be 45 cents ($180 \div 400$). If 38 percent cotton seed cake was priced at \$320 per ton, then which is most economical? The protein in cotton seed cake would cost 42 cents per pound making it the best buy ($320 \div (0.38 \times 2000)$). These calculations work well for comparing feedstuffs that are simi-

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Show-Me-Select Information Meeting Sept. 15

Beef cattle producers interested in learning more about the Show-Me-Select Beef Heifer Development Program are invited to an informational meeting at 7 p.m., Sept. 15 at the University of Missouri Extension Center inside the Lawrence County courthouse on the square in Mt. Vernon, MO.

The agenda will include reviewing the May, 2011 sale and making plans for the next bred heifer sale on Nov. 18 at Joplin Regional

Stockyards. Consignments will also be taken at the meeting according to Eldon Cole, livestock specialist with MU Extension.

More information on the program can be found at <http://agebb.missouri.edu/select/>.

For more information, one of the MU Extension livestock specialists in southwest Missouri: Eldon Cole in Mt. Vernon, (417) 466-3102



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VITAMIN A CAN BE DEFICIENT IN A DROUGHT

By Glenn Selk,
Oklahoma State University

Vitamin A is rarely a concern in range cattle nutritional programs because it is readily synthesized from carotene that is common in green growing plants.

However, in drought situations where plants become dead or dormant, the carotene content becomes practically devoid and may lead to a deficiency of the precursor to vitamin A. Carotene is very low in mature, weathered forages, grains and many crop residues. Carotene will be lost in stored hay crops over extended periods of time. Therefore if hay that was stored throughout all of last fall and winter is to be fed in the upcoming winter, the vitamin A content will be considerably less than when that forage was originally harvested. In addition some scientists have suggested that high nitrate forages common in drought years can exaggerate vitamin A deficiencies. Deficiencies of Vitamin A usually show up first as weak, blind or stillborn calves. Other signs are scours, respiratory problems, poor gains and poor reproduction.

Fortunately, the liver of cattle is capable of storing vitamin A for long periods and frequent supplementation is not necessary. A singular injection of one million International Units (IU) of vitamin A provides sufficient vitamin for 2 to 4 months in growing and breeding cattle. A word of caution: Vitamin A and A,D, and E injections have been found to on rare occasions cause a severe reaction to the vaccine. Please consult your veterinarian about the use of these products.

Because the daily requirements of beef cows range from 30,000 to 50,000 IU, depending on size, stage of production, and level of milk production, supplements can be fortified with vitamin A to supply the minimum daily requirement. Depending on the quantity of range supplement being provided, vitamin A can be added to supplements at the rate of 5000 to 10,000 IU per pound of feed.



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supported each other. We had done this cattle thing since I was born. I was losing more than a mom."

"My mom used to tease me that I was born in December so that by the spring I'd be ready to go to the sales and fairs," Doughty adds. "She wheeled me around in a wagon and people always used to ask her 'What are you going to do if she doesn't like cattle?' That was never a problem."

Today, at 30 years of age, Doughty carries on her mother's legacy and a wagon full of memories with one thought in mind, "My job is to not let her down."

Evidence of their combined efforts of herdsmanhip and Jeannine's ongoing eye for quality and a keen ability to select the right combination of genetics

is provided in a long list of accolades.
 2001 - Missouri State Fair Reserve Champion - Big Creek Addi P
 2002 - Missouri State Fair Champion Female - Big Creek Angel P 131
 2002 - 34th National Champion Female - Big Creek Angel P 131
 2003 - MSF and OEF Champion Female - Big Creek Dixie Chick P
 2003 - Royal Breeders Classic Champion - Big Creek Hell's Angel P
 2004 - Champion Breeders Herd - American Royal - Jerry Litton Memorial Trophy
 2006 - OEF Reserve Champion - Lakeview's Angel R46
 2009 - Royal Breeders Classic Champion - Big Creek Indian Outlaw
 2010 - Tulsa State Fair Reserve Champion - Big Creek Addison P - with Hankins Farms

2011 - OEF Champion and MSF calf champion - Big Creek CCC Mable 301Y - with Matt Crutcher
 2011 - OEF and MSF Champion Cow/Calf - Big Creek Addison P and her calf, Big Creek Pistol Annie with Hankins Farms

More proof of Doughty's beef genetic prowess is heard when she says, "This might be only

important to me, but here's how all those are related! Addison is out of Addi. Hell's Angel is a full brother to Angel P 131. Lakeview's Angel is a full sister to Angel P 131. Indian Outlaw is out of Angel P 131. Pistol Annie is out of Addison and Indian Outlaw. Dixie Chick is related to them all as well, but it's another generation or two back in the pedigree."

Big Creek Charolais is known for sound, easy fleshing cattle with good



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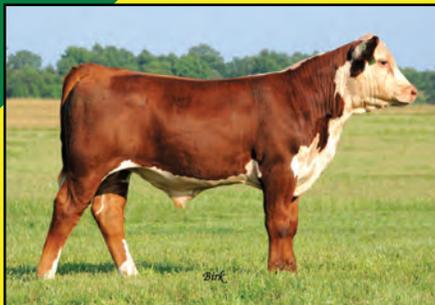
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Excessive summer heat may cause fall calves to be born earlier

Oklahoma cattle producers with fall-calving herds need to be aware that calves may be born earlier than normal this year because of the extremely hot summer experienced by the southern Great Plains states.

"It's a good idea for producers to begin their routine heifer and cow checks at least a week to 10 days prior to the normally expected first-calving date," said Glenn Selk, Oklahoma State University Cooperative Extension emeritus cattle specialist.

OSU animal science research studying early fall (August) and late fall (October) calving cows indicates that calves may start coming several days ahead of "textbook gestation table" dates.

Data from two successive

years were combined for 50 Angus X Hereford crossbred cows. The "early" and "late" fall calving cows had been artificially inseminated in early November and early January, respectively. Semen from the same sire was used for all cows. All cows were exposed to a single cleanup bull for 35 days at four days after the AI season.

The weather prior to calving was significantly different for late pregnancy in the two groups. The average maximum temperature the week before calving was 93 degrees Fahrenheit for the "early" fall group. The average maximum temperature the week before parturition in the "late" calving group was 66 degrees Fahrenheit.

"There was a 100 percent

survival rate for calves in both groups and both groups of cows had excellent re-breeding rates of 93 percent and 96 percent, respectively," Selk said.

The average gestation length for the "early" cows was six days shorter (279 days) as

compared to the "late" cows (285 days) in year one. The average gestation length for the "early" cows was four days shorter (278 days) as compared to the "late" cows (282 days) in year two.

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Dry weather can lead to a lethal lunch

Most people don't think of grass as poison, but dry weather and drought can turn a pasture dangerous.

Nitrates and prussic acid built to lethal levels in the stems and leaves of some plants as the hot days of July and August slowed forage growth to a halt. To protect your herd, University of Missouri Extension experts recommend a simple test to ensure cows aren't chewing their way to disaster.

"Be aware of warm-season annual grasses, especially when fertilized with 50-60 pounds of nitrogen and coming out of very dry weather," said Craig Roberts, an MU Extension forage crops state specialist. "Each of those factors causes the risk to go way up, and if all are present never send cattle in or feed without testing."

Symptoms in livestock and horses can range from heavy breathing, gasping and slobbering to trouble walking, trembling, rapid pulse and death. These symptoms are similar for both nitrate and prussic acid poisoning.

"When there's a drought, warm-season annuals quit growing but still take up nitrogen from the soil and accumulate nitrates and prus-

sic acid," Roberts said. "Once the drought ends those plants start to grow again and look green and lush, but they'll be full of toxins."

When cows eat tainted forages, nitrates convert to nitrites, which absorb into the bloodstream and stop the blood's ability to carry oxygen. Chewing cud creates prussic acid when molecules containing sugar and cyanide in the leaf react with a plant enzyme, freeing up highly poisonous cyanide. Nitrate levels tend to be higher in stems, stalks and young leaves, and prussic acid accumulates more in leaves than stems.

Any plant with the ability to grow quickly can develop buildup, but some forages present a bigger threat than others. The sorghum family - including sorghum-sudan hybrids, forage sorghum, sudan-grass and Johnsongrass - can develop the most buildup of nitrates and prussic acid. Other small grains, millet, bermudagrass and tall fescue can also potentially develop harmful nitrate levels in their tissue.

"It's folks who plant warm-season annuals later in the season, such as the summer, that have the biggest problem," Roberts said.

While prussic acid will break down and eliminate itself as a problem in harvested forages, nitrates stay in baled hay and silage. If still standing in the pasture or field, harmful nitrate levels will lessen after a week if rain causes their growth to start again.

Roberts said that if there is any doubt, wait for a test before turning cattle out to graze. Obtain testing kits from your local Extension office. Those kits use sulfuric acid and an indicator dye to detect the

presence of nitrates. A prussic acid indicator test is available from commercial laboratories.

"To test for nitrates we typically take the plant, cut its stalk open with a pocketknife, put a few drops of solution on it and if it turns a dark purple color it indicates high nitrate levels," Roberts said. "If that happens you should send a sample to a lab for a quantitative test."

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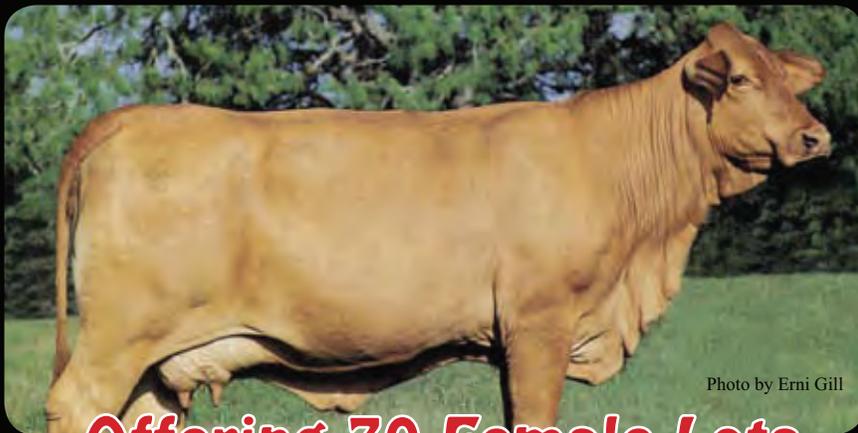


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NEED FOR EFFICIENCY

continued from page 16

quired to maintain a given rate of gain (in this case a need of about 2.2 lbs of gain per day). So during this period:

1) Forage nutrient levels and digestibility are decreasing fairly rapidly.

2) Calf protein requirements are dropping but not as rapidly.

3) Calf energy requirements are increasing.

This creates a situation where over this period gain performance will drop. In some situations, if the circumstances are right, gains may halt altogether and a weight loss can actually develop. This is certainly very inefficient since this weight loss will have to be made up at some point in order to reach the necessary contract end-weight. Anytime during the course of this program that the calf is not gaining weight is counterproductive and expensive.

This situation is amplified by certain contributory events. These can include:

a) Periods of low rainfall. Reduced moisture availability reduces plant growth and can accelerate the maturation process. This is obviously a problem this year.

b) Summer months bring on heat and heat stress to both plants and animals. Again, another significant problem this year.

c) Effects of heat stress on the animal include reduced dry matter intake – the animal does not want to get out into the heat to graze and will stay under or near shaded areas during the heat of the day.

d) Heat stress increases the energy required for the animal to cool itself. Energy taken in during these periods is directed to reduction of body temperatures and away from tissue gains.

e) In many cases, if rainfall is reduced at this period, water availability from stock ponds is diminished. This can create an increase in the concentration of sediment or suspended organic and mineral material in the water the animals consume. This can create a variety of health and nutritional complications.

All this said, it becomes obvious that in order to maintain the desired rates of gain during this period some degree of supplementation must occur. The producer is already keeping out a free-choice mineral supplement but now must add protein and energy supplementation as well in the most cost effective means possible. Since feed and grain markets are as high as they are, it becomes important to know what the nutrient levels of the forage base are so he knows what levels of what nutrient to supplement with.

As mentioned in the first part of this series, given the current economic conditions, and in an effort to maintain animal performance while keeping costs down, additional forage testing is more important than ever. The use of periodic forage analysis to determine plant nutrient levels will prove to be an excellent investment. This information will help the producer maintain his performance level by insuring the correct levels to feed and at the same

time hopefully keep him from feeding excessive amounts of a given supplement or the wrong feed or supplement altogether.

As time goes on and we get into early September it is not uncommon to see rainfall resume and the forage quality bounce back to a stage where it will support the rates of gain needed for these cattle. An important point to note is that by this point not a lot of time exists for gains to be re-established if they have not been supported during periods when forage quality has not been at the levels necessary. Plus the fact that changes of this nature do not occur overnight. As with so many other things forage quality drops con-

siderably faster in the early summer than it returns in the fall. All this said, a case can be made for summer supplementation and for careful evaluation and planning to keep this program as finely tuned as necessary.

Conclusions

Maintaining efficiency and performance will be a challenge but not one that is insurmountable. Time, effort and dollars will need to be spent in areas different than in the past and more, specific information is needed to insure good decisions are made.



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FEED HAY

continued from page 11

1 acre of fescue per 1000-pound live weight (1.2 acres for a 1200 pound cow). Let it grow and rotate through the rest of the paddocks or other areas as long as possible. Strip-graze stockpiled forage by allocating 2-3 days worth of forage at a time.

Stockpiled tall fescue supposedly loses some of its potential endophyte problems over time via aging. This is still being researched, but certainly agrees with what is seen on some farms. If in question, ergovaline (the tall fescue ergot alkaloid) levels can be tested by some labs.

As always, I encourage you to utilize the forages you have as efficiently as possible with good management and progressive thinking in some cases. The more the animal can harvest themselves and continue doing so without detriment to the forage plant, the lower the inputs into the operation and hopefully the more profitable and sustainable the operation will be.

I have been asked numerous times lately about shade. Shade a good portion of the year is a luxury and somewhat of a pocket

book robber. When animals ruminate in the shade, they are most likely to leave valuable nutrients at the same location creating "hot spots". These areas, because of the shade and often over use, grow little usable forage with these nutrients that would have been better off in the open field where they could be better utilized. It is good to have shade, if possible, on at least part of the paddocks and utilize them more during hot humid periods, especially when there is less than 20 degree difference between day and night. When applicable and time allows, move them to areas with shade during the heat of the day and to open areas when slightly cooler. Portable shade is also possible. Moving it moves the "hot spots" and gives you something in the paddock. Make sure they have fresh, cool water available at all times. I have always been impressed with the positive effect of cool water strategically placed.

As always, keep on grazing!

OSU



MANAGING FEED

continued from page 19

lar in dry matter content. An additional step is required to compare high moisture products such as liquid feeds and tubs. Each producer will need to research these numbers for the products that are available to them.

Hay purchases should also be based on a cost per pound of nutrient. However, in addition to the cost of protein, total digestible nutrients (TDN) should be considered. Protein and TDN content can be determined from an analysis completed on a forage sample.

When purchasing hay, it is very important to know the analysis and weight of the bales to make prudent purchasing decisions.

Knowing this information about your protein source and hay source will be very beneficial in managing your feed costs.

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JEANNINE DOUGHTY

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bull buyers. Many are repeat buyers due to Doughty's "extra-mile" service.

"I get a lot of calls wanting older bulls, but I tend to sell them at a younger age," Doughty says. "But even if I don't have something, I try to find one or give them a number of a fellow Charolais breeder. At least they are getting help tracking one down and maybe I can help them in the future. Maybe that's the product of being a smaller breeder. I just try to take better care of my customers and I want to make sure they're happy."

Jeannine Doughty has faced challenges most large scale breeders won't negotiate like long distance herd heat synchronization and thousands of miles of driving just to feed and breed a herd of about 15 adult females. She's endured what most youth don't have to handle - the loss of a parent just as you are facing adulthood. Through it all, Doughty has matured and managed well. And the proof is in the heart of the woman and on the hoof in Harrisonville, MO.

"I'm pretty confident she'll be in the Charolais business her entire lifetime," says Hankins proudly. "She has great quality cattle now, but I think she'll continue to improve."

Crutcher sees her expanding the herd with improved genetics, and adds that he really thinks "she'll be a person a lot of people look to nationally for the type of cattle that breeders want both phenotypically and genotypically."

Possibly, the attorney will be able to fulfill those prophecies closer to the cattle and back in Missouri. "When I hit my five years this fall practicing law, I can file for my reciproc-

ity," she says. "It's quite a long process, but I'm going to pursue it so that I can have options."

Like the many tough Charolais breeding decisions she's made, it's more likely that Jeannine Doughty of Big Creek Charolais will settle such personal dilemmas under a shade tree surrounded by bred and owned cattle than in a courtroom in Oklahoma. And no doubt, she'll know that her mother is watching.



DOUGHTY LADIES

continued from page 21

dispositions and females that milk well. The cows are expected to raise calves that match or outperform their parents. "We ask them to do that both in the show ring and the pasture," says Doughty. "We can't breed strictly for show cattle because no one will buy anything from you for anything else if you focus just on that. I guess the bottom line is to have a combination."

As Doughty anticipates the 2011 fall calf crop, one thought will be at the front of her mind. "I hope that my Mom would be proud of me for try-

ing to keep going what we worked so hard to build up," she says affectionately. "That has been my goal -- to not let her down and to keep building and improving what was started. Plus it's in my blood!"



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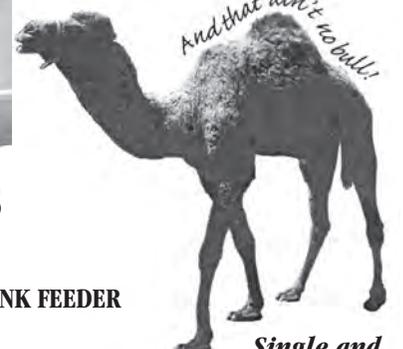
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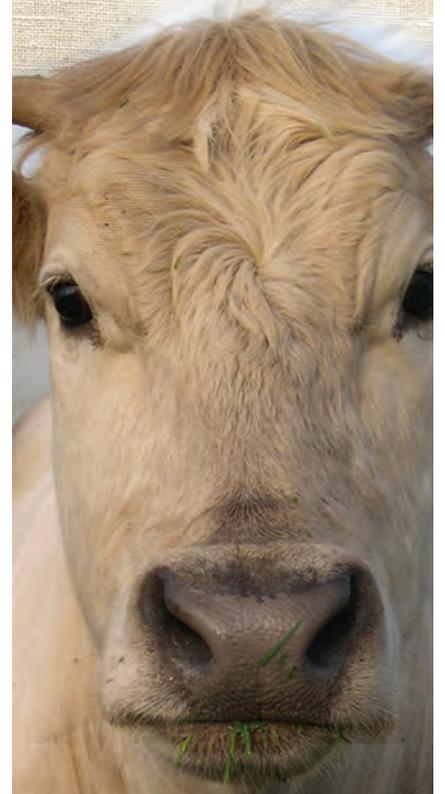
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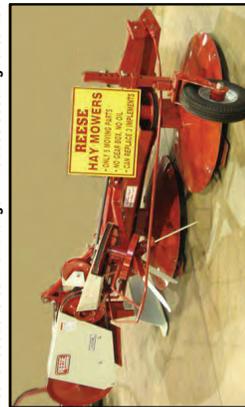
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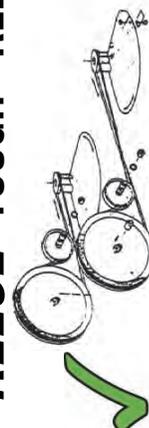
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COMING SALES

- Sept 17 * Waukaru Share the Harvest XXXII Sale, Rensselaer, IN
 Sept 17 Ratcliff Ranch, Vinita, OK
 Sept 17 KCS Angus Ranch, Novinger, MO
 Sept 23 Eby Ranch & Guests, Emporia, KS
 Sept 23-24 Quest for Excellence Fleckvieh Simmental Sale, Russellville, AR
 Sept 24 Black & White Cow Sale, Fair Grove, MO
 Sept 24 Head of the Class Simmental Sale, Louisburg, KS
 Sept 24 High Prairie Farms Charolais Sale, Fair Grove, MO
 Sept 24 Red Legends & Black Diamonds, Marietta, OK
 Sept 24 Kirkes Black Angus Ranch, Talihina, OK
 Sept 24 Seedstock Plus Showcase Sale VI, Lathrop, MO
 Sept 25 * Focused on the Fundamentals, Nevada, MO 417-684-0881
 Sept 25 Grindstone Creek Farms "Genetics by Design" Sale, Sturgeon, MO
 Sept 25 Heart of Oklahoma Limousin Annual Fall Sale, Seminole, OK
 Sept 25 On The Mark Limousin Female Sale, Nevada, MO
 Sept 26 Gardiner Angus Ranch 7th Annual Bull Sale, Ashland, KS
 Oct 1 JAC's Ranch Sale, Bentonville, AR
 Oct 1 J Bar M Gelbvieh & Hartland Farm 7th Annual Ozark Pride Sale, Stella, MO
 Oct 2 Clearwater Angus Farm, Springfield, MO
 Oct 3 Express Ranches Bull Sale, Yukon, OK
 Oct 8 Buford Ranches Bull Sale, Welch, OK
 Oct 8 Circle S Ranch Open House, Canton, KS
 Oct 8 * Halfmann "Red Investment" Production Sale, Miles, TX 325-468-5391
 Oct 8 * J Bar M and Ozark Pride Gelbvieh Production Sale, Stella, MO 334-695-1371
 Oct 8 * Journagan Genetically Yours, Springfield, MO 417-838-1482
 Oct 7 * OHOA Beefmaster Fall Roundup, Tulsa, OK 918-456-1199
 Oct 8 Wallace Cattle Co & Guests, Stotts City, MO
 Oct 8 Wies Limousin Ranch Sale, Columbia, MO
 Oct 8 * Judd Ranch 21st Annual Cow Power Sale, Pomona, KS 785-566-8371
 Oct 9 McCurry Bros. Angus, Sedgwick, KS
 Oct 12 * RA Brown 37th Annual Bull Sale, Throckmorton, TX 940-849-0611
 Oct 15 Blackjack Angus Farm Dispersion, Seminole, OK
 Oct 15 * Circle A Angus Ranch Bull Sale, Iberia, MO 1-800-CIRCLE A
 Oct 15 Heart of the Ozarks Angus Assoc. Sale, West Plains, MO
 Oct 15 * Meadow Lane Farms Tools of the Trade, Mayview, MO 660-237-4988
 Oct 15 NEMO Angus Assoc., Edina, MO
 Oct 15 Sankey's 6N Ranch / R&L Angus, Council Grove, KS
 Oct 15 Seedstock Plus Fall Bull & Female Sale, Carthage, MO
 Oct 16 * Weiker Angus Ranch, Fayette, MO 660-248-3765
 Oct 20 OBI Inc., Stillwater, OK
 Oct 21 SE MO Tested Bull Sale, Farmington, MO
 Oct 22 * East Central MO Angus Assoc. Sale, Cuba, MO 417-860-1624
 Oct 22 Mead Angus Farm Fall Production Sale, Versailles, MO
 Oct 23 Gerloff Bull Fest, Bland, MO
 Oct 23 Magness Land & Cattle Fall Production Sale, Miami, OK
 Oct 26 Fink Beef Genetics Annual Bull Sale, Randolph, KS
 Oct 28 * American Royal "Ten Grand Sale," Kansas City, MO 816-616-8838
 Oct 29 * Flying H 8th Grown On Grass Bull Sale, Carthage, MO 417-309-0062
 Oct 29 * HAGA Gelbvieh Female Sale, Springfield, MO 641-473-2489
 Oct 29 Arkansas State Angus Sale, Ozark, AR
 Oct 29 Shorthorn 500 Production Sale, Marietta, OK
 Oct 29 OK Red Angus Red Dirt Roundup & Chain Ranch Prod Sale, Canton, OK
 Nov 4-5 * GENETRUST at Chimney Rock Cattle Co, Concord, AR 620-583-3706
 Nov 5 * 9th Annual Braunvieh Herd Builder Sale, Marshall Jct., MO 620-583-5226
 Nov 5 * Professional Beef Genetics, Montrose, MO 888-PBG-BULL
 Nov 5 * The Andras Kind Red Angus Female Sale, Manchester, IL 217-473-2355
 Nov 5 XL Angus Mature Cowherd Dispersal, Springfield, MO
 Nov 6 Baker Angus Farm, Butler, MO
 Nov 6 Heritage in the Homeland Limousin Sale, Seminole, OK
 Nov 19 Brandywine Farms Mature Female Dispersal Sale, Kingsville, MO
 Nov 19 Braunvieh Sale, Hiawatha, KS
 Nov 19 Dalebanks Bull Sale, Eureka, KS
 Nov 19 * Sydenstricker Genetics, Mexico, MO 573-581-1225
 Nov 26 Butch Meier Angus, Jackson, MO
 Nov 26 West Central Show-Me-Select Heifer Sale, Kingsville, MO
 Dec 2 Missouri Angus Advantage Plus, Marshall, MO
 Dec 3 Southeast MO Show-Me-Select Heifer Sale, Fruitland, MO

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