Selling and purchasing hay tips...

Season’s come and season’s go, if the rainy weather would end producers, could get into the fields and start putting up hay. For some producers there might be an interest to sell hay that is not needed for extra income and for other producers there will be interest in purchasing hay if not enough is on hand at their farm. A pretty standard practice is pricing hay by the bale; however, purchasing and selling hay by the ton instead of by the bale is a much more equitable method because buyers and sellers alike know precisely how much hay they are getting for their money, as long as the hay is cured properly and accurately. North Carolina State Extension has great information about converting the price per bale from ton prices and vice versa.

To convert price per bale to price per ton: 1) producers need to know the average weight per bale, that is probably the most important step. 2) divide 2,000 by the average weight per bale to get the number of bales per ton. 3) multiply the number of bales/ton by the price/bale to get the price per ton. An example is how a producer is considering purchasing hay for $4.00 per bale, what would the producer pay/ton, if the average weight of the bale is 45 lbs.? 2,000 lbs./ton divided by 45 lbs/bale multiplied (*) by $4/bale = $177.79/ton. To convert the price/ton to price/bale, the same method is employed 1) determine average weight of bales in pounds 2) divide the price per ton by 2,000 and multiply the results by the average weight to determine the price/bale. Example: $160/ton hay, the average weight is 50 pounds, so what is price/bale? $160/ton divided by 2,000 lbs./ton multiplied (*) by 50 lbs./bale = $4.00 per bale. North Carolina State Extension has got a guide sheet that producers can download at:
http://robeson.ces.ncsu.edu/tips-on-selling-and-purchasing-hay/ for up to date hay market info go to: http://www.ams.usda.gov/mnreports/jc_gr310.txt

Pink eye season is here.

Although the weather has felt more like October or March, pink-eye season is here. Pinkeye can lead to a loss of 50 pounds of weaning weight from a calf, so it is worth the time and money for producers to remain diligent on pink-eye prevention. There are some things producers can do to try and prevent pink-eye this summer including vaccinating, according to Eldon Cole, MU Extension Livestock Specialist in SW MO. There are many, many strains of the disease, making a consistent vaccination program almost impossible. Howard County is lucky in the fact that Addison Laboratories are in the county and can help develop vaccinations from individuals herds. Although they don’t totally eliminate the problem in some herds they give better protection then not vaccinating . Read labels closely as some of these vaccinations can’t be given to calves that are newborn, they need to be at least 3 to 6 weeks of age. The pink-eye season varies year to year and some labels recommend vaccinating as much as 6 weeks before pinkeye season starts. Prices range from $1.00/head to $3.00/head; a small investment considering that weaning weights could be decreased 50 pounds.

Pink-eye implants are available to producers, which are inserted SQ into the base of the ear or neck in cattle 3 months or older can also be utilized to help prevent pink-eye issues. The implant has an immediate release and a second one that is activated later, serves as a booster. There are a few pharmaceutical companies that have this product available, the main one being Zoetis Animal Health. Dosage cost is about $3.00/head for this type of pink-eye prevention.

Other prevention steps include of course controlling flies, reducing irritation from weeds, stems, seed-heads and dust, just to name a few. According to North Carolina Extension, if a herd is 10% to 20% affected with pinkeye, mass treating with antibiotics might be necessary. Below is a weblink with information about treating pink-eye in beef cattle:
http://mcdowell.ces.ncsu.edu/treatment-of-pinkeye-in-cattle/