

Merry Christmas &  
 Happy New Year



December 20, 2018

## Production and Management Tips for Beef Producers

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### SOILS & CROPS CONFERENCE

We begin the 2019 extension meeting season with the Lawrence County Soils & Crops Conference on January 3 at the University of Missouri Southwest Research Center, 14548 Hwy H, Mt. Vernon. This is the 95<sup>th</sup> year and we look forward to seeing many of you at 6 pm that evening. The first order of business is a meal featuring a ribeye steak sandwich prepared by the Southwest Missouri Cattlemen's Association.

The topics of discussion during the program include: Southwest Research Center Update on building addition and beef cow/forage work; feeding corn silage and stalks to stockers and cows; getting the most out of hay production.

We do need RSVPs and \$5 per person registration by December 31 to plan for the meal. Make checks payable to Lawrence County Extension Council. Mail to P.O. Box 388, Mt. Vernon, MO 65712.

### SHOW-ME-SELECT SALE REVIEW

The six Show-Me-Select bred heifer sales are now history. The last one was December 8 and ours at Carthage was November 16. The overall results are below.

<u>Date</u>	<u>Location</u>	<u>No. Head</u>	<u>Avg. Price</u>	<u>Avg. Weight/lbs.</u>
11/16	Kirksville	133	\$1715	1212
11/16	Carthage	311	\$1586	1034
11/24	Kingsville	237	\$1832	1135
12/1	Fruitland	64	\$2099	1188
12/7	Farmington	74	\$2334	1118
12/8	Palmyra	<u>239</u>	<u>\$1880</u>	<u>1192</u>
	Averages	1058	\$1807	1130

I don't recall there ever being the price spreads we saw between the sales. Of course, number of head sold accounts for part of it. The Carthage sale, I feel, experienced a weather situation with lots of folks still worried about their

hay supply and short pastures. We had also just had a snowfall that caused concern over the severity of the winter.

Certainly selling 311 head is always a bit of a negative compared to lesser numbers when you run averages. Another notable item on the table is the sale weight. Our Carthage (JRS) sale typically has lighter sale weights. Our range this sale went from 840 to 1245 lbs. I usually figure the weight of bred, 20-21 month old heifers to be about 85% of their mature weight. If that held true, our average heifers would mature around 1200-1250 lbs. In contrast, 1400-plus heifers would mature approaching 1700 lbs.

I realize getting heifers in condition for a sale requires they be fed better than normal development. As we strive for acceptable mature weights, in the 1200-1400 lb. range, less feeding may be better for longevity and cow size. This same philosophy applies for condition on bulls. Remember the Goldilocks story, some things were too big or too little, others too hard or too soft but some were JUST RIGHT!

### CALVING CLINIC

You might want to attend a 3-hour calving clinic in Springfield on January 22 at the Darr Ag Center on South Kansas. The sessions deal with determining mal-presentations, how to correct them and techniques to care for the calf after delivery. There will also be one on body condition scores (BCS), what they are and how to use them.

There is a morning session at 9 am and one at 2 pm. Register by January 15, the fee is \$30 per person. Register via the Greene County Extension Center, 417-881-8909.

### DADE FORAGE & CROPS CONFERENCE

The date is January 17, 4 pm at the United Methodist Life Center in Lockwood. Register by January 10 at 417-637-2112. Topics include: Grazing During Droughts; Calculating Cost of Production and Herbicide & Fertilizer Management in Pasture. Supper is Maggie Mae's, of Miller.

## **WHAT ORDER BUYERS LOOK FOR**

For years, cow-calf and stocker operators have asked, “what do buyers value the most when trying to fill orders for a client?” This year at our steer feedout weighin on November 6 I asked Andy McCorkill to record as many comments as possible from our evaluators as they commented on each of the 15 groups of steers. We did have a variety of breeds, flesh conditions, colors, frame size and uniformity.

After that night’s evaluation, Andy and I decided to save the buyers and graders quotes and put them together with the pictures and develop a power point presentation that you and others could view. Veteran cattle raisers may not learn much but those more in the beginning phases surely will read some statements that help you and your family critique the kind of cattle you raise. Different buyers do have different orders.

You can access this power point slide show at <http://extension.missouri.edu/lawrence> or go to Joplin Regional Stockyards Website on the Chalkboard or their Facebook.

Here’s a sampling of the comments from Matt Thompson, Crossroads Cattle Co., Columbia; Wes Spinks, Jerico Springs; Jackie Moore, Joplin Stockyards; Jodie Pitcock, USDA grader, St. Joe.

- Color variation hurts the value of these
- May finish a little light
- Only a few will make Choice or better
- Need more frame
- Great haircoat
- Maybe too fleshy for the sale barn
- A discount here for ear and leather
- I can’t sell eared cattle into northern or western markets
- Nebraska cattle – they look for yield
- Typical southwest Missouri cattle with a little bit of everything here
- Top of the market type of cattle
- They’re a little too full

## **REDBOOKS & 2019 IS G**

Yes, Redbooks are still available at several of the Extension Centers in this area. If you look on page 3 of your Redbook you’ll see 2019’s alphabetic year code is G for your individual animal identification.

## **QUESTION OF THE WEEK**

A local cattleman asked me what happened to cattle prices when Richard Nixon was going through impeachment and ultimately resigned. The closest I came was to determine that the year was 1974 and Janet found he left office in August. The comparison I found on prices was from April to October, 1974. At that time, the average price of a 450 pound steer in Kansas City in late March was \$54.20/cwt. In October the average price for Choice, 450 pound steers was \$31.10.

I don’t remember other circumstances surrounding that significant drop in prices but I’ll bet some of you do.

## **RANDOM REMINDERS**

After the rank fescue growth we had in the area after it started raining in August, your pastures could be in good shape to cause some sensitive cows to show rear hoof/leg lameness. The problem could be fescue foot and is accentuated when temperatures and wind chills combine to result in severe injury to some cattle. My advice is watch them closely, first thing in the morning as they move around. They’ll act ouchy on their rear legs. When you first notice it, move the affected ones to a dry lot. Feed something other than Kentucky 31 fescue hay to them. A commodity supplement or corn is recommended.

One of the best tips I can give when supplementing cows, weaned calves or yearlings is to include an ionophore daily with their supplement. Use a product labeled for your class of cattle. An ionophore in the mineral is probably not as effective as intake may be inconsistent.

If you’re getting ready to calve cows, or especially heifers starting in February, now’s a good time to switch and feed them late in the afternoon, as much as possible. Late day feeding results in more births in the daylight hours. May sound funny but it works. Daylight births are easier to watch, call the vet, assist and the temperature should be warmer.

A few of you put up big bales of lower quality hay under plastic this summer and added anhydrous ammonia to it. If you’ve never been around treated hay to see the benefits, I encourage you to visit a farm that treated hay and see how they like it. The Southwest Research Center has 3 stacks and we may have a little tour there to let you see how well it works and how they clean it up. You’re always welcome at the Center. Just call 417-466-2148 and ask for David Cope or Steve Stamate as they could give you a personal tour.