



# MISSISSIPPI

# BCIA

BEEF CATTLE IMPROVEMENT ASSOCIATION

- October 27—  
Cattlemen's College,  
Hattiesburg
- October 28 —  
Cattlemen's College,  
Batesville
- November 10— BCIA  
Bull and Heifer Sale,  
Raymond
- February 1-3—  
NCBA Convention,  
Nashville, TN
- March 1—BCIA  
Annual Meeting and  
Supper
- March 2— BCIA and  
Hinds Community  
College Bull Sale,  
Raymond
- March 16-18— MSU  
AI School, Starkville

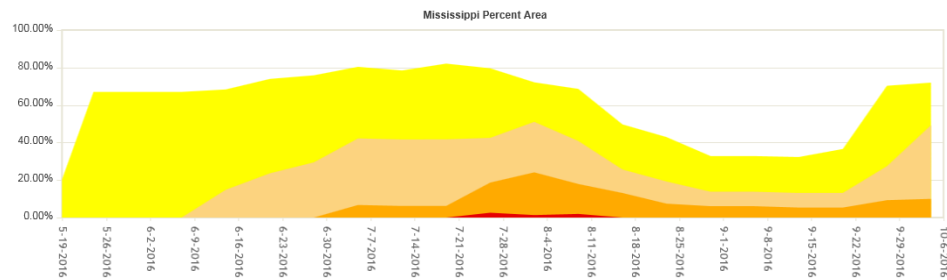
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## Dealing with Drought

**F**or many Mississippians the summer of 2016 has been synonymous with drought. According to the United States Drought Monitor, over 80% of the state has experienced some level of drought this summer. As we look at this weeks

nutrients to meet their needs. I always caution producers to know what they are feeding. It is always impossible to guess the quality of the stored hay. I once heard a forage specialist say, "unless you test, its all a guess". Consider the nutritional and production needs of the cattle and



statistics, nearly 10% qualifies for D3, 30% D2, and nearly 30% for D1 (see graphic above). The USDA has declared drought disaster areas in 29 North Mississippi counties. Farmers in these areas are eligible for low interest loans and aid. [The primary counties are Carroll, Grenada, Itawamba, Leflore, Lee, Monroe, Panola, Tallahatchie, Tishomingo, and Yalobusha.] Farmers in the 19 counties adjoining the ten previous listed counties also qualify for aid.

estimate the amount of protein and energy the cows require. If your hay cannot meet these needs, supplementation will be necessary.

## BCIA Sale Update

The 2016 Fall BCIA Bull Sale will be held on November 10, 2016 at the Hinds Community College Arena in Raymond. The catalog can be found on the MSU at [extension.msstate.edu/beef](http://extension.msstate.edu/beef). Make plans to attend!

*Oliver Rutherford*



**He sells as Lot 1 on 11/10/2016!**

One of the best resources for drought management for beef farmers is the Producer Guide to Coping with Drought Conditions ([goo.gl/N4pN58](http://goo.gl/N4pN58)). This manual discusses many options that beef cattle farmers have when faced with drought conditions. Monitoring body condition scores is the best way to make sure your cattle are receiving enough

## What Drives Profit?

### *Rex Ranch manager shares things a cow-calf producer learns from owning a feedyard, urges cattlemen to adopt an abundance mentality.*

by Troy Smith, field editor—Angus Media

MANHATTAN, Kan. (June 16, 2016) — Risk is inherent to the ranching business. According to Chip Ramsay, manager of the Whitman, Nebraska-based Rex Ranch, becoming further integrated in the beef business is a way to mitigate risk. By also owning a cattle-feeding enterprise, the parent company for Rex Ranch and several other cow-calf operations finds increased opportunity to add value and efficiency to the whole system, and to increase long-term profitability.

Ramsay explained the company's 2010 entry to cattle feeding to an audience gathered in Manhattan, Kan., for the 2016 Beef Improvement Federation Annual Meeting and Symposium hosted June 14-17. He talked about what a rancher can learn after shifting from selling calves, yearlings and some custom-fed cattle to marketing only cattle fed through a company-owned feedlot.

“We learned quite a bit from 1995 to 2010 custom-feeding our calves in multiple feedyards and harvesting the cattle at multiple packing plants. However, since feeding our cattle in one yard for the past six years and harvesting at only two plants, we feel we are learning at a much faster pace than before,” offered Ramsay.

The experience has shown that cattle from different parts of the country must be fed differently; and environment of origin, as well as genetics, should also influence choice of implanting strategy. It is clear to Ramsay that nutritional environment matters, from conception to carcass. Feedyard data also shows that animal disposition and how cattle are handled influence performance.

“We learned that you can make improvement for specific genetic traits, within a genetic interval, using EPDs (expected progeny differences) and it will translate into added feedyard performance and profitability,” added Ramsay, explaining how lost carcass quality and calving ease were regained.

Ramsay said owning a feedyard has narrowed focus and

simplified marketing at the ranch level. He credited the selling of fed cattle only, on a carcass basis, for simplifying the revenue equation. Owning the feedlot also has removed the challenges associated with some traditional antagonisms or mistrust between industry segments. Ramsay offered changes related to weighing cattle as examples.

If it doesn't make logistical sense to run calves across a set of scales when shipping from ranch to feedyard, the historical shrink can be added to the off-truck weight at delivery. Ramsay called this method sufficient for the ranch's data.

In preparation for shipment in extreme weather, cattle are gathered after they have had time to eat and water, thus lessening stress during transport. Feedyard processing protocols have been streamlined to avoid unnecessary repeat vaccinations. Since the cattle are marketed on a carcass-weight basis, finished cattle are not weighed prior to transport from feedyard to the packing plant. Forgoing taking weights prior to shipment has decreased stress, labor and dark-cutting carcasses.

Ramsay said so-called misfit cattle — animals that might otherwise be sorted from a group due to off-color or other lack of uniformity — are not treated differently. They are shipped and fed with other cattle of their same weight class.

“We're trying to do what's best for the cattle, instead of worrying about whether the buyer or seller gets an advantage,” stated Ramsay.

It's part of an “abundance mentality” whose adoption, in Ramsay's opinion, would benefit the beef industry. Creating added value is about making the pie bigger, he said, instead of trying to claim a bigger piece of the same pie.

*This article is reprinted with permission from [www.BIFconference.com](http://www.BIFconference.com), the Angus Media's online coverage site of the 2016 Beef Improvement Federation Research Symposium and Annual Meeting.*



## Cattlemen's College

By **Mr. Cobie Rutherford**  
**MSU Extension Service**  
**Extension Instructor**

Starkville, Miss. -- Beef cattle producers from Mississippi have two upcoming opportunities to attend a Cattlemen's College—on October 27th in Hattiesburg and the following day in Batesville.

Each day, participants will hear a cattle market outlook, see a hands-on cattle grading session from James Ward with the USDA –Agricultural Marketing Service, and hear Dr. James Rogers from the Noble Foundation discuss a 365-day grazing program.

At Hattiesburg, Jennifer Houston, the NCBA Policy Division Chair, will provide a NCBA update and Jeffery Hall with Silvus will discuss crop insurance opportunities.

In Batesville, Dr. Jane Parish will update producers with her findings from the highly anticipated "Stockyard Study". Later in the afternoon, there will be a producer panel on marketing feeder calves and a hands-on demonstration from Dr. Carla Huston.

At each location a trade show will be set up for agricultural vendors to promote their products and services. Several of these vendors have provided door prizes that will be awarded throughout the college.

Major sponsors for the event include: Zoetis, National Grazing Lands Coalition, Mississippi Cattlemen's Association, National Resources Conservation Services, National Cattlemen's Beef Association, and the Mississippi State University Extension Service.

Lunch will be provided.

For more information or to RSVP please contact the Mississippi Cattlemen's Association at 601-354-8951 or visit [www.ms cattlemen.org](http://www.ms cattlemen.org).

Released: October 12, 2016

Contacts: Dr. Brandi Karisch, Mr. Cobie Rutherford

## Cattlemen's College 2016

**October 27, 2016**

Southeast Mississippi Livestock Barn

Hwy. 49 N • Hattiesburg, MS

Program begins at 8:00 a.m.



### Speakers

Dr. Brian Williams – Mississippi State University  
*"Cattle Market Outlook"*

Dr. James Rogers – Noble Foundation  
*"Forage 365"*

James Ward - USDA-AMS  
*"Hands-on Cattle Grading Demonstration"*

Jennifer Houston, NCBA Policy Division Chairman  
*"NCBA Updates & Policy Issues"*

Jeffery Hall, Silvus, Silveous Insurance  
*"Crop Insurance"*

Lunch will be provided

There will be door prizes from vendors!

Don't miss the trade show

### Sponsored by:

Zoetis • National Grazing Lands Coalition  
 Mississippi Cattlemen's Association • Natural Resources Conservation Service • National Cattlemen's Beef Association • Mississippi State University Extension Service

Please RSVP to Mississippi Cattlemen's Association  
[www.ms cattlemen.org](http://www.ms cattlemen.org) or (601) 354-8951 to plan for meals

## North Mississippi Beef Expo & MCA Cattlemen's College 2016

**October 28, 2016**

Batesville Civic Center

290 Civic Center Drive • Batesville, MS

Program begins at 8:00 a.m.

### Speakers

Dr. Derrell Peel – Oklahoma State University  
*"Cattle Market Outlook"*

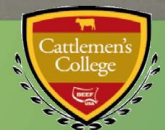
Dr. Jane Parrish – Mississippi State University  
*"Premiums and Discounts from Mississippi Auctions"*

James Ward, USDA-AMS  
*"Hands-on Cattle Grading Demonstration"*

Cattle Producer Panel  
*"The Pros and Cons of Cattle Marketing Methods"*

Dr. James Rogers – Noble Foundation  
*"Forage 365"*

Dr. Carla Huston, Mississippi State University  
*"Cattle Veterenarian Practices Demonstration"*



Lunch will be provided

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# October 2016 – Management Calendar

## GENERAL

Summer pasture quality rapidly declines from now til frost. Graze permanent summer pastures closely, and plant winter forages where appropriate. Watch nutrition closely when grazing stalks and stubble and be prepared to supplement. Do not feed urea on soybean stubble. Remove cattle from sorghum crops after the first frost because of the risk of prussic acid poisoning. Keep proper free-choice minerals and clean water available for cattle at all times. Continue monitoring supplemental feed prices. Corn and by-product feeds such as cottonseed are often less expensive in the fall. Test the quality of stored forages if not already done. Watch body condition, and group the herd into winter-feeding groups such as mature cows with average condition, thin mature cows, and first-calf heifers. Match forage and feeding programs to the nutritional needs of each group. Keep up with lime and fertilizer needs. Maintain a complete herd health program in consultation with a veterinarian including internal and external parasite control and vaccinations. Remove any remaining fly tags.

## SPRING CALVING—January, February, March

Pregnancy check herd females identifying and culling less productive or problem cattle. Finish weaning late calves using weaning strategies that minimize calf stress. Imple-

ment calf preconditioning, marketing, or retained ownership plans as appropriate considering seasonal price risks and breakevens on calves. Weigh calves and calculate adjusted weaning weights and ratios. Seedstock producers should send weaning records to breed associations for processing. Assess weaning percentage (calves weaned/cows exposed to breeding) and cow efficiency (calf weight/cow weight). Identify and cull bulls that have sired calf groups that are well below the herd average for growth performance and carcass traits. Implement a nutritional program to get thin cows in proper body condition before next calving. Use weaning weights to put a heifer selection and development program in action to reach target breeding weights (65% of expected mature weight) by the start of the next breeding season. Heifers will likely need to grow at a rate of 1 to 1.5 lbs. per day.

## FALL CALVING—October, November, December

Keep calving supplies on hand, including calf identification tags and obstetric equipment. Move fall-calving heifers and cows close to handling facilities and observe cattle frequently. After calving, plan to move cow-calf pairs to clean pasture. Tag, castrate, dehorn, and implant calves as appropriate. Consult with a veterinarian for scheduling pre-breeding vaccination needs. Plan for herd sire needs by evaluating bulls and arranging breeding soundness exams.


## Contact Information:

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## Find us on Social Media:

 [www.twitter.com @MSUBeefCattle](http://www.twitter.com/@MSUBeefCattle)

 [www.youtube.com/user/MSUBeefCattle](http://www.youtube.com/user/MSUBeefCattle)

 [www.facebook.com/MSStateExtBeef](http://www.facebook.com/MSStateExtBeef)



**MISSISSIPPI STATE UNIVERSITY™  
 EXTENSION**

We are an equal opportunity employer, and all qualified applicants will receive consideration for employment without regard to race, color, religion, sex, national origin, disability status, protected veteran status, or any other characteristic protected by law.

## Membership Application

Name: \_\_\_\_\_

Address: \_\_\_\_\_

City: \_\_\_\_\_

County: \_\_\_\_\_ State: \_\_\_\_\_ Zip: \_\_\_\_\_

Phone: \_\_\_\_\_ Email: \_\_\_\_\_

(Check one) Seedstock:  Commercial:

Cattle breed(s): \_\_\_\_\_

*Completed applications and \$5 annual dues or \$100 lifetime dues payable to Mississippi BCIA should be mailed to:*

*Mississippi Beef Cattle Improvement Association  
 Box 9815, Mississippi State, MS 39762*