As we get equipment out for spring time farm activities, I believe we can all use a refresher of farm safety...specifically tractor safety. Remember to S.T.O.P. ....Stop....Think....Observe....Proceed!

DID YOU KNOW....

- Agricultural work is one of the most dangerous occupations in the U.S., with an average death rate of approximately 25 people per 100,000 workers in 2009, according to the Centers for Disease Control and Prevention.
- Most farm-related incidents are caused by machinery, with tractors being the leading cause of farm-related deaths.
- More than half of all farm-related deaths are caused by tractors. Of these fatalities, more than 505 are from tractor overturns.
- Farming is one of the few industries in which families (who often share the work and live on the premises) are also at risk for injuries, illness, or deaths.
- Stress and fatigue can lead to farm accidents as farmers can lose concentration and focus when operating machinery for long periods of time.

TRACTOR SAFETY....Farm tractors provide the primary source of power on many farms. Studies show that the farm tractor is involved in a high proportion of farm fatalities and severe injuries. To avoid them, follow safe management principles and implement a tractor safety program on your farm.

- Develop a “safety first” attitude. Follow safe work practices all the time and set a good example for others.
- Be physically and mentally fit when operating tractors. Fatigue, stress, medication, & alcohol can detract from safe operation.
- Equip tractor with Rollover Protective Structure (ROPS) and wear seat belt.
- Shut down equipment, turn off engine, and wait for moving parts to stop before dismounting equipment.

POWER-TAKE-OFF SAFETY....The power-take-off (PTO) allows a farmer to harness the power of the tractor engine to drive a variety of implements. It is just as important today as it was when it was first introduced. However, a healthy respect of the PTO driveline’s potential for causing injury and death is needed.

- Keep all PTO shielding (including the master shield) in place.
- STOP the PTO when dismounting from the tractor.
- Wear work clothing with no loose ends or strings to catch on or be caught by machinery.
- Keep long hair under a cap or tied back to prevent it from being caught by machinery.

FALLS FROM TRACTORS AND TRAILING EQUIPMENT....Run overs caused by falls from tractors and trailing equipment are one of the most common forms of unintentional injuries that happen on the farm or ranch. Many of these lead to serious injury and death. Falls from farm machinery are particularly common for the older farmer and children.

- Wear shoes and boots with slip-resistant soles and heels.
- Keep platforms, foot plates and steps clear of mud, manure or other debris.
- Before moving, check the tractor and trailing equipment to see that no one has climbed aboard without your knowledge.
- Don’t use working farm equipment as a place to baby-sit children.
- Never allow anyone to ride on the drawbar or towed machinery.
- Remove tools or other items that may cause a tripping hazard from the operator platform.
2015 Pasture and Warm-Season Forage Crop Variety Suggestions—Variety selection is an important decision producers must make when establishing forages in pastures. Many varieties of forage crops are marketed in Louisiana and scientists with the Louisiana State University Agricultural Center periodically conduct variety trials with warm-season forages. This information is used to make suggestions each year concerning warm-season forages for producers to consider utilizing. Suggested varieties listed are ones evaluated in Louisiana and found to perform satisfactorily. Suggested seeding rates are made assuming the use of good quality seed that meets the germination and purity seed standards as determined by the Louisiana Department of Agriculture and Forestry Seed Commission.

— Perennial Grasses
Warm-season perennial grasses grown in the Southern region are of tropical origin and grow mainly during the late spring, summer and early autumn. These grasses become dormant and remain unproductive during the winter months. The optimum planting date for these grasses is from March 1 to June 1, but they can also be planted anytime during the growing season when soil moisture is adequate.

Bermudagrass
• Bermudagrass can be grown throughout Louisiana, and is adapted to most soil types. Both seed-propagated and vegetatively propagated varieties are available. Seeded varieties should be planted at a rate of 3 to 5 pounds of hulled seed per acre. The hybrid varieties should be planted with enough plant material to give about 7,500 plants per acre.
  • Hybrids: Alicia, Brazos, Coastal, Grazer, Tifton 44, Tifton 85, Russell, Jiggs, Sumrall 007 and Little Phillip #1
  • Seeded: Common, Cheyenne II, Mohawk, Ranchero Frio, Sungrazier Plus

Bahiagrass
• Bahiagrass is widely grown throughout Louisiana, and is particularly adapted to well-drained sites and will persist on low fertility soils. It should be seeded at a rate of 15 pounds per acre.
  • Argentine, Pensacola and Tifton 9

Dallisgrass
• Dallisgrass is very productive on alluvial soils and more fertile upland soils in Louisiana. Dallisgrass is noted for having poor seed quality. Seed germinate slowly, often taking four weeks or longer for emergence. There are no varieties of dallisgrass; all seed is “common” and is imported from countries outside of the United States and seed availability is often limited. Dallisgrass should be seeded at a rate of 5 pounds per acre.

— Annual Grasses
These grasses should be planted between April 15 and August 1. They will be killed by frost in the autumn. Specific variety suggestions for these species cannot be made because of insufficient data.

Pearl Millet
• This species generally does best on well-drained, light, and upland soils. Pearl millet should be seeded at a rate of 25 pounds per acre if drilled and 30 pounds per acre if broadcast. This species does not cause prussic acid poisoning in livestock, but nitrate accumulation can cause toxicity under some circumstances.

Sorghum Sudangrass
• This species generally does best on heavier soil types, although it can also be successfully planted on well-drained soils. Sorghum sudangrass should be seeded at a rate of 30 pounds per acre if drilled and 35 pounds per acre if broadcast. Nitrate accumulation or prussic acid can cause toxicity under some circumstances.
2015 Pasture and Warm-Season Forage Crop Variety Suggestions (continued) —

— Warm Season Legumes

**Alyceclover**
- This species is best adapted to well-drained soil types. Seed are planted at a rate of 15 to 20 pounds per acre in May or June. Establishment is slow and weed competition may be a problem. There are no varieties of alyceclover available; only “common” seed is marketed.

**Perennial Peanut**
- This is a perennial legume that is adapted to well-drained soil types. It should not be planted on heavy soils that are prone to flooding or being water-logged for extended periods of time. Perennial peanuts would be better adapted in southern parts of Louisiana, but have been shown to survive for several years at locations just south of I-20 in north Louisiana.
- The two varieties that can be planted are Arbrook and Florigraze. They should be planted at a rate of 60 to 80 bushels of rhizomes per acre from January 1 to March 15. Planting material is scarce, and producers may have to obtain their material from Georgia or Florida.

— Warm Season Silage and Green Chop Crops

Specific variety suggestions for these species cannot be made because of insufficient data. Limited testing is being conducted at the Southeast Research Station near Franklinton.

**Forage Sorghum**
- This species should be planted from April 15 to June 15 in south Louisiana and from May 1 to June 15 in north Louisiana. It can be planted at a rate of 8-12 pounds per acre if drilled and 15-20 pounds per acre if broadcast. It can also be planted at a rate of 6-8 pounds per acre if planted in 40-inch rows.

**Corn for Silage**
- This species should be planted from March 1 to April 15. It should be planted at a rate of 12 to 20 pounds per acre planted in 30 to 40-inch rows.

For more information on forage production and management, contact your local Extension Office or Dr. Wink Alison, LSU AgCenter Forage Specialist, at walison@agcenter.lsu.edu or 318-435-2903.

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**Upcoming Events Calendar**

March 3 — Morehouse Parish Private Pesticide Applicator Recertification - Morehouse Extension Office, Bastrop
March 4 — Catahoula Parish Private Pesticide Applicator Recertification - Harrisonburg
March 7 — Acadia Parish Beef Producers Field Day - Iberia Research Station, Jeanerette
March 9 — Bienville Parish Private Pesticide Applicator Recertification - Bienville Extension Office, Arcadia
March 10 — Claiborne Parish Private Pesticide Applicator Recertification - Claiborne Extension Office, Homer
March 12 — Union Parish Private Pesticide Applicator Recertification - Union Extension Office, Farmerville
March 12 — Webster Parish Private Pesticide Applicator Recertification - Webster Extension Office, Minden
March 18 — Richland Parish Private Pesticide Applicator Recertification & Worker Protection Standard Handler Cards - Rayville Civic Center
March 19 — Caldwell Parish Private Pesticide Applicator Recertification - Caldwell Parish Library, Columbia
March 19 — Ouachita Parish Private Pesticide Applicator Recertification - Ouachita Extension Office, West Monroe
April 28 — LSU AgCenter Northwest Beef & Forage Field Day - Red River Research Station, Shreveport
Old rules of thumb can be misleading—It’s a new world of cattle prices and some of the old rules of thumb that have been used for years need to be modified. I still hear folks talking about a $10/cwt slide for calf prices...the idea that calf prices should decrease by $10/cwt. or 10 cents per pound as weight increases. This evolved from historical prices. For example, from 2000-2006, the average price difference between 4-500 pound steers and 5-600 pound steers in Oklahoma auctions was $10.66/cwt, i.e., the $10 price slide. However, the price slide is not a constant absolute dollar amount as much as it is a constant percentage. The price slide for calves is typically in the range of 8-10 percent of the calf price. The price slide for the period 2000-2006 was 8.9 percent.

The average price slide for 4-500 pound steers from 2012-2014 was $20.07/cwt...about double the old $10/cwt. rule of thumb. In percent, the price slide for this period was 9.3 percent. In 2014, the average price slide for 4-500 pound steers was $26.35/cwt. with a slightly higher percentage, at 9.7 percent. The old rule of thumb needs to be modified from “$10/cwt” to a percentage level, say 9 percent of the calf price. Thus, at a 450 pound calf price of $325/cwt, the price slide would be roughly $29.25/cwt. The same idea applies to heavier feeder cattle with the price slide for 5-600 to 6-700 pound steers averaging 6-8 percent and steers above 650 pounds averaging 4-6 percent. This would suggest, for example, that a 550 pound steer price of $280/cwt would have a price slide of approximately $19.60/cwt and a 650 pound steer priced at $250/cwt. would have a price slide of roughly $12.50/cwt.

There are factors that change price slides for feeder cattle. The most important factor affecting feeder cattle price slides is the feedlot cost of gain, i.e., grain price, relative to cattle prices. All else being equal, higher feedlot cost of gain will reduce the price slides for feeder cattle by weight. For example, in the period 2007-2011, feed cost increased dramatically relative to cattle prices and the 4-500 to 5-600 pound steer price slide for this period averaged 7 percent. It is the relative relationship between feed cost and feeder cattle price that matters. In fact, an increase in feed cost with constant feeder prices or a decrease in feeder prices with constant feed prices will both have the effect of reducing the feeder cattle price slide. The overall average price slide for calves from 2000-2014 was 8.4 percent, including the extraordinarily high feed prices (i.e. reduced price slides) in 2007-2011. A general average of 9 percent is probably more typical for calves.

The price slides discussed above, which are adjustments in feeder prices at specific weights, add up to the total price rollback between purchase and sales prices that stocker producers commonly evaluate to determine the feasibility of a stocker enterprise. Sometimes these are also expressed in absolute dollars, as in, “the price rollback must be less than $50/cwt. (or $40/cwt. or $30/cwt., etc.) for a stocker enterprise to work”. In reality the value of gain for stockers is a function of both the price rollback and the feeder price level. Consider the example of a $300/cwt purchase price for a 500 pound beginning weight and $250/cwt sales price for a 750 pound final weight. The value of gain in this example is ($1875-$1500)/250 or $1.50/pound of gain. As an example from a time of lower prices, assume a purchase price of $150/cwt. for 500 pound beginning weight and $100/cwt. selling price for a 750 pound ending weight. The value of gain in this example is ($750-$750)/250 or $0. In both cases, the price rollback between purchase price and sales prices is $50/cwt. but the value of gain is very different. The first example has an implied average price slide in $/cwt. (over 250 total pounds of gain) of 6.7 percent of the purchase price, consistent with the price slides discussed above. In the low price example, a 6.7 percent price slide would result in a $25/cwt. rollback over the 250 pounds of gain and would produce only half the value of gain of the high price example. It would actually require that both the purchase and selling price be at $150/cwt (i.e. no rollback) to generate the same value of gain, ($1125-$750)/250 at the low prices, compared to the high price scenario with a $50/cwt. rollback. It is important to not judge price rollbacks in absolute dollar terms but to evaluate carefully at various price levels. A rule of thumb based on a dollar value of the rollback can be very misleading.

A final example is the steer to heifer price differential. It is common to think of heifer calves being priced $10-$15/cwt. back of the steer price. Indeed, in the period 2000-2006, 450 pound heifer calf prices averaged $10.95/cwt. lower than comparable steers. This was a price discount of 11.3 percent from the steer price over that period. In 2014, the average difference between 450 pound steers and heifers was $29.99/cwt., which was an 11 percent discount to the steer price. Over the entire period from 2000-2014, the average heifer calf discount was 12 percent. For feeder weights above 650 pounds, heifers tend to be priced at 7-7.5 percent below steers on average. As with price slides, the heifer discount to steers is much more constant in percentage terms than in absolute dollar levels.

I had a professor in graduate school who admonished us to remember that the abbreviation for “rule of thumb” is ROT...as in rotten; meaning that they can be misleading. As a practical matter, rules of thumb are very useful for managers to facilitate decision making, especially for frequent and repeated decisions. However, the discussion above reminds us that it is important to understand the basis for those rules of thumb in order to be sure they are applied correctly in dynamic situations. Feeder cattle price relationships expressed as percentages are much more robust than rules of thumb stated in absolute dollar values.

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**COW/CALF CORNER**

The Newsletter From the Oklahoma Cooperative Extension Service, February 9, 2015; Derrell S. Peel, Oklahoma State University Extension Livestock Marketing Specialist
Beef Herd Rebuilding Starts in Earnest— Any doubts that U.S. beef cow herd rebuilding had started were laid to rest, with the USDA-NASS release of the much anticipated CATTLE report on Friday, Jan. 30, 2015. According to the report, on Jan. 1, 2015, the number of beef cows that calved at 29,693,100 head was up almost 2.1 percent from the 29,085,400 head on Jan. 1, 2014. The number of beef replacement heifers at 5,777.4 thousand head increased over 4% from 2014. Furthermore, the number of beef replacement heifers expected to calve in 2015 at 3,546 thousand head was up over 7% from the 3,305 thousand in 2014.

As expected, several top beef cow states in the Southern Plains that were forced to liquidate beef herds due to several years of drought, expanded cow numbers with the improving pasture and range conditions in the last year or so. Texas, Oklahoma, Missouri, Kansas, and Colorado accounted for 534,000 of the total 607,700 head increase in U.S. beef cows. Texas, the top beef cow state in the U.S. with 4.18 million cows, saw an increase of 270,000 head. Second place Oklahoma at 1.9 million cows recorded a 105,000 head increase. From 2009 to 2014, the beef cow herd in Texas declined from 5.17 million head to 3.91 million. Those same 5 states combined for a 165,000 head increase in beef cow replacement heifers out of the total 226,100 increase in the U.S. Beef replacements increased 80,000 head in Oklahoma followed by 50,000 head in Texas.

Interestingly, in spite of record drought in parts of California in 2014, beef cow numbers were unchanged at 600,000 head and milk cow numbers also stayed the same at 1.78 million head. Beef replacements even increased 10,000 head to 120,000 and dairy replacements were unchanged at 750,000.

NASS also revised upward the number of beef replacement heifers on July 1, 2014. The July CATTLE report showed 4.1 million beef replacements, but that was revised to 4.3 million. So instead of being down about 2.4% from the 4.2 million in July 2012, heifers were up about 2.4%. The 2013 July CATTLE report was not issued due to sequestration, so comparisons with 2013 were not possible.

The 2014 calf crop at 33.9 million head was up slightly from the 33.73 million in 2013. A combination of 1.8% more beef and milk cows, and 4.3% more beef and dairy replacement heifers expected to calve should lead to a larger calf crop again in 2015.

The total number of calves and feeder cattle outside of feedlots at 25.2 million head was up about 0.5% from the 25.1 million last year. Those cattle that were grazing small grain pastures at 1.93 million were up 320,000 head from 2014.

Cattle on Feed Analysis— February brought the long Cattle on Feed report with its annual summaries and additional inventory breakdowns. The total inventory on February 1 was up slightly from a year earlier after very low marketings in January. With the monthly breakdowns repeated in one report, it is easy to look for strong seasonal patterns in placements, marketings, weights, etc. In South Dakota, for example, there is a consistent sharp spike in placements in October.

NASS has adjusted the report to focus solely on steers and heifers on feed instead of including cows and bulls. This adjusts the numbers slightly at the national level. Regionally, South Dakota and Nebraska have a relatively large number of cows and bull on feed. Each of those two states is showing about a 25,000 head adjustment lower in the on-feed numbers to account for cows and bulls. The report has a state-level breakdown of all cattle on feed for all feedlots that can be compared to the January Cattle inventory report.

There are still 72,000 feedlots in the U.S. with less than 1,000 head capacity. In 2014 those feedlots marketed 3 million head. The 70 feedlots in the U.S. with capacity of 50,000 head and over marketed about 8 million head. Turns (the ratio of marketings to inventory) are about 2.0 for large lots and only 1.25 for the smallest lots. One-time capacity of all large lots in the U.S. was revised up over 17 million head for most recent years. In 2015 the U.S. capacity is listed at 16.9 million head.

Local patterns and trends can make a difference when assessing the scope of changes in feeding patterns. For example, the number on feed in small lots (those with less than 1,000 head) in South Dakota has rebounded. In the 2007 Census of Agriculture the turns for small lots in South Dakota was about 1.5. In the 2012 Census of Agriculture the turns were closer to 2.0, but on a very small beginning inventory. Regardless, the increase in total cattle on feed in 2015 suggests the potential for much larger marketings than if one assumed the low level of turns typical at the national level by the smallest feedlots.

To put the South Dakota feeding inventory in perspective, it is instructive to compare it to Meat Animals - PDI data such as calf crops, inshipments, and marketings. The South Dakota calf crop in recent years has been stable at 1.7 million head. Inshipments have typically been 600,000 head. Thus, the pool of cattle to draw from to feed or to use for replacements is 2.3 million head. Of those, typically about 400,000 are marketed out of the state as calves. About 300,000 head are needed to maintain the cow herd. Death loss is typically less than 200,000 head. Given the 2015 beginning on feed total, 700,000 head marketed as fed cattle would leave 700,000 head to be marketed as heavier feeders to other states.
March - April Beef Cattle Management Tips:

Below are some all-purpose management tips in an abbreviated format that cattle producers should consider for the months indicated. “General” management tips are intended to fit all situations while the “spring calving - January, February, March” and “fall calving - October, November, December” tips are for those specific calving programs. Some producers are likely aware of each tip and have incorporated many into their management programs. Other producers may find these tips to be suggestions to consider in their future management. Regardless, every producer will have to consider how a specific tip might be adapted to fit their individual situation, and some modification of the times provided will be expected. Severe environmental conditions will also dictate some modification of the tips depending on the severity in each location. A more detailed description of management opportunities can be found in numerous AgCenter publications available in the local parish extension office or on the web. Additional scheduling and management details in a worksheet format are available on-line from the LSU AgCenter in the Monthly Beef Cattle Management Calendar & Workbook at:


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<thead>
<tr>
<th>Month</th>
<th>Management</th>
<th>Tip</th>
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<tbody>
<tr>
<td>March</td>
<td>general</td>
<td>1. Continue feeding high magnesium supplement to cows on winter grazing</td>
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<td>2. Monitor winter pasture stubble height; keep about 4”</td>
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<td>spring calving</td>
<td>1. For a January 10 - March 30 calving season, bulls need to go in April 1 - June 20. Make sure bulls are in good condition and conduct breeding soundness exams</td>
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<td></td>
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<td>2. Cows need to be in moderate to good condition to rebreed early. You may need to start feeding your best hay and put them on your best grazing now. Supplement as needed according to forage test</td>
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<td>3. Start breeding heifers about a month before the cow herd</td>
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<td>fall calving</td>
<td>1. Remove bulls March 23rd to end calving season about December 31st</td>
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<td>2. Keep bulls in small pastures with strong fences. Feed bulls enough to keep them in good condition for next year’s breeding season</td>
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<td>3. Spot check cows to see if most are bred. By now, there should be little activity</td>
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<td>4. Vaccinate for clostridial disease, castrate and dehorn late calves or those missed in early working</td>
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<tr>
<td>April</td>
<td>general</td>
<td>1. Keep a close watch on pasture conditions. Continue supplemental feeding until grass is plentiful</td>
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<td>2. Fertilize permanent pastures according to soil test</td>
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<td>3. Start watching for flies. Order fly control products to be ready when treatment warrants. Consider the type tags or sprays used last year. Change from organophosphate to pyrethroid or vise versa</td>
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<td>4. Use all outside stores of hay; clean out hay storage areas for new hay</td>
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<tr>
<td></td>
<td>spring calving</td>
<td>1. For calving to begin around January 10th, bulls need to be put in with cows on April 1st</td>
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<td>2. Check condition of bulls during the breeding season. Provide supplemental feed if needed</td>
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<td>3. Prepare to remove bulls from cow herd after a 45-60 day breeding season. Spot check for breeding activity</td>
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<td>4. Cows need to be in moderate to good condition to rebreed. Provide supplemental feed if spring pastures are slow to emerge from dormancy</td>
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<tr>
<td></td>
<td>fall calving</td>
<td>1. To precondition for marketing, calves should be vaccinated for respiratory diseases 45 days prior to shipment. Consult with your local veterinarian now for product recommendations so these vaccines can be ordered</td>
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<td></td>
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<td>2. Pregnancy check 45-60 days after the end of breeding season</td>
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<td>3. Brand or otherwise establish permanent ID’s for bred heifers</td>
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U.S. Corn Plantings to Shrink In 2015 — Driven by lower corn prices, U.S. farmers are expected to plant fewer acres of corn this year. Several factors will influence amount of corn acres planted, including: 1) relative prices of corn versus soybeans; 2) spring planting conditions; and 3) crop rotation considerations. All three of those factors suggest a bit of a reduction in corn plantings, but how much is unclear this early in the year.

USDA’s Acting Chief Economist gave the government’s first assessment of crop plantings on February 18th. That report put corn plantings at 89.0 million acres (down 1.8% from 2014’s) and not quite as much switching to soybeans as many analysts initially thought USDA would report. If realized, the 2015 acreage would be the smallest since 2010. The next major sign-post occurs when USDA-NASS publishes the results from their farmer acreage intentions survey (Prospective Plantings report) on March 31st.

At the end of this U.S. corn crop-marketing year (September 2015), projections are for about 1.8 billion bushels of corn in storage, the largest carryover as a percentage of use since 2009. Building stocks have lowered corn prices; for this crop-marketing year the average corn price received by the farmer is expected to be in the $3.60 to $3.70 per bushel range, the lowest since 2009/10 which averaged $3.55.

USDA's recent plantings and a number of other assumptions (i.e. rather normal national average yield per acre and a corn demand environment similar to this year’s), suggest some modest tightening of corn stocks after the 2015 crop is harvested. That means livestock producers should not be planning for much further adjustment in corn cost during the 2015/16 crop year. Of course, actual plantings change between now and spring as can the proportion of planted acres that are actually harvested for grain. - Livestock Monitor; March 3, 2015

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<tr>
<td><strong>5-Area Fed Steer</strong></td>
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<tr>
<td>all grades, live weight, $/cwt</td>
<td>$159.43</td>
<td>$161.78</td>
<td>$145.54</td>
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<td>all grades, dressed weight, $/cwt</td>
<td>$254.37</td>
<td>$256.75</td>
<td>$230.55</td>
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<td><strong>Boxed Beef</strong></td>
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<tr>
<td>Choice Price, 600-900 lb., $/cwt</td>
<td>$245.28</td>
<td>$239.47</td>
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<td>Choice-Select Spread, $/cwt</td>
<td>$1.80</td>
<td>$4.15</td>
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<td><strong>500-600 lb. Feeder Steer Price</strong></td>
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<td>Mississippi statewide market average, M&amp;L #1-2, $/cwt</td>
<td>$255.00</td>
<td>$250.00</td>
<td>$185.00</td>
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<td>Missouri statewide market average, M&amp;L #1, $/cwt</td>
<td>$267.56</td>
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<td>Oklahoma City market average, M&amp;L #1, $/cwt</td>
<td>$267.49</td>
<td>$271.10</td>
<td>$202.25</td>
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<td><strong>Feed Grains</strong></td>
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<tr>
<td>Corn, Kansas City, $/bu</td>
<td>$3.79</td>
<td>$3.83</td>
<td>$4.58</td>
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<td>Corn, Pine Bluff, AR, $/bu</td>
<td>$3.89</td>
<td>$3.97</td>
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<td>DDGS, Eastern Corn Belt, $/ton</td>
<td>$184.00</td>
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<td>Soybean Meal, Rail, Central IL, $/ton</td>
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<td>Cottonseed Meal, Memphis, $/ton</td>
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<td>$397.50</td>
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<tr>
<td>Whole Cottonseed, Memphis, $/ton</td>
<td>$273.00</td>
<td>$268.00</td>
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Mar. - Apr., 2015
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