

September 4, 2014

COWCHIP

DATES TO REMEMBER:

September

- 19 Deadline to order bulk feed
21 Begin Ryegrass and Clover Seed pickup, G & H Seed/Thibodeaux's Town & Country

October

- 2 Acadiana Cattle Producers' Field Day, Cecil McCrory Exhibit Building, Abbeville, 5:30 p.m. (Flyer Attached)
11 Cattle Show at Cattle Festival, Cecil McCrory Exhibit Building, Abbeville
21 Last Day to pick up seed

WINTER PASTURE:

The use of winter annual grasses and cool season legumes should be considered to help provide high quality nutrition during the winter and spring for cows nursing calves and developing heifers. Even with the high cost of feed it may be more economical to use hay and supplement than growing ryegrass for dry cows.

LSU budgets estimate costs of ryegrass production at \$120.70 per acre for a prepared seedbed and \$110.52 per acre for sod seeding. (The budgets are enclosed and can be altered to fit your program. Adjustments to fuel and fertilizer costs may be needed.) If we get 80 days of actual grazing between December 1st and March 31st and we plant an acre per cow then it would cost \$1.38 per head per day for sod seeded grass and \$1.51 per head per day for prepared seedbed grass. Dry cows would require about 4 pounds of cubes per day to supplement average hay and would eat about 25 pounds of hay per day. If you are paying \$400 per ton of cubes and \$60 per ton or \$30 a bale for hay then per day cost for hay + supplement is \$1.55. Lactating cows would need almost twice the levels of supplement so ryegrass would be the cheaper alternative. Also, first calf heifers and weanling heifers you're keeping would need the extra nutrients supplied by ryegrass.

If you need help in making winter feeding decisions don't hesitate to call.

BULK FEED:

Due to continued high feed prices, we will again offer a group bulk feed purchasing program. We will use corn gluten pellets. Corn gluten contains 25% CP and 83% TDN. Price would be \$210.00 per ton delivered to Abbeville. We are taking orders for a delivery date of November 3rd. We will need at least a truckload of 22 tons to make the program work. This product would be an excellent supplement for poor quality hay and is often used in growing rations for calves. It would not be appropriate for use in a self-feeder due to its high fat and low fiber content.

Here is the outline of the program.

- Purchaser provides a super bag or portable container
- Delivery will be for the week of November 3rd. Pickup must take place by the end of that week
- Orders for feed are due by September 19th and must be in multiples of a ton
- A deposit of \$50/ton is required. Deposits are not refundable once the order is placed
- The group must order at least 22 tons and in multiples of 22 tons above the minimum. A truckload is about 22 tons. We will return your deposit if your order is part of an unfilled truck.

If you are interested in ordering bulk corn gluten pellets, fill out the enclosed order form and return it with proper deposit by September 19th.

LOW STRESS LIVESTOCK HANDLING:

Point of balance, flight zone, Temple Grandin and Bud Williams are things you need to understand and people you need to study if you want to take advantage of what low stress cattle handling will do for you and your cattle. Once you've studied a bit, the next step is to change your attitude. Bud Williams explains it this way: change from "I'm going to "make" that cow do what I want" to "I'm going to "let" that cow do what I want" and from "That stupid cow broke back" to "What did I do to cause that cow to react that way." If you can change your attitude you can learn most everything from your cattle.

I know I loved working cattle on horseback with five or six or more riders, chasing the ones that broke away, bull whip in hand. It is most likely why I got interested in cattle and why I do what I do. It was fun. Low stress cattle handling isn't as exciting, but it does have many advantages. While Temple Grandin and most who have adopted these techniques have claimed advantages for years, research studies are proving these advantages to be true. They include improved performance. Numerous studies have demonstrated improved weight gain, increased conception rates, better immune response to vaccines and better carcass quality. Other advantages also result including efficiency. There are feed lot numbers that prove that you can reduce labor while increasing cattle worked per day by adopting low stress handling practices.

In addition, we need to be increasingly concerned about public perception. Which do you think a third generation lawyer from New Orleans would prefer to buy beef from: a cow that was chased around the pasture, popped several times with a bull whip, hollered at, ran into a fence, hot shotted into a trailer or one that trotted into a barn yard, walked into the cow pen, followed others into the chute and then into the trailer. And if you don't think that a city slicker lawyer makes much of a difference to you, McDonald's is developing standards and desires to source their beef from farms that meet those standards. The way the cattle are raised, treated, transported and slaughtered will be part of those standards. McDonald's is the largest beef using entity in the world.

If you decide to adopt low stress handling techniques you will probably hear some snickers from ranchers you work your cows with and may run some of your help off, but you and your cows will be happier

and healthier. You will put more money in your pocket and the beef industry will be better off if you let your cows tell you if you're handling them correctly.

TO WORM OR NOT TO WORM – THAT IS A GOOD QUESTION?

Since the introduction of phenothiazine more than 60 years ago it has been common practice to worm all of our cattle regularly. And with the introduction of levamisole, clorsulon (curatrem), the benzimidazoles (valbazen safeguard) and the Avermectins (Ivomec, Dectomax) and their broad spectrum effectiveness, it was smart to take advantage with consistent, planned wormings of every class of cattle.

However, things are changing. Reports of cattle parasite resistance to the Avermectins have been documented, this most likely due to its over use because of the ease of using pour ons. We have seen the loss of most every de-wormer's effectiveness against sheep and goat parasites and it may be time to reevaluate our worming practices.

Resistance develops because even the most effective wormers do not kill 100% of the parasites. The ones that survive are the ones that are more resistant and their offspring tend to be more resistant. Over time and with repeated wormings with the same product or class of products (avermectins), we select for only the parasites that are most resistant. Rotating classes of wormers is a logical strategy, but failed to work with sheep and goats. And although we have never wormed as often as sheep and goat producers, we should learn from their struggle with this issue. The new strategy that seems to have helped is to worm only those animals that are most affected by parasites. Leaving some cattle out of the worming protocol will allow some of the susceptible parasites to breed with the resistant population, allowing for the whole population of parasites to remain susceptible to the wormers.

This strategy can be easily followed in the case of cattle. Most aged cows become somewhat resistant to the brown stomach worm, ostertagia, the major internal parasite of cattle. So we could skip wormings on cows over five years of age, allowing for them to be the source of a susceptible population of parasites. And we could continue to worm the younger cattle and bulls using a rotation of drugs.

The drawback to such a plan is the liver fluke. Curatrem is no longer available for fluke control as a stand-alone drug. It is in Ivomec plus. So we can't selectively treat for flukes. Ivomec plus and valbazen are proven for fluke control. The fall is the most logical time to control flukes in our cows. It makes sense to use valbazen on our older cows when worming the younger cattle with an avermectin and then the next year use Ivomec plus when worming the younger cattle with valbazen.

We need to reevaluate our strategy for internal parasite control so that we can maintain the effectiveness of our deworming drugs. Worming everything multiple times a year has been proven to cause resistance in parasites. We need to find ways to allow for some susceptible parasites to survive. This will allow for our dewormers to remain an effective tool for years to come.

LOUISIANA CATTLE MARKET UPDATE:

By Ross Pruitt

Who Wants it the Most?

Paying high prices for things you like is about as enjoyable as visits to the dentist, but high prices do reveal how much you like that item. High prices cause an individual to order their preferences for various goods because each person only has so much money. If price increases don't result in decreased purchases of the good,

then one's demand for that good is fairly inelastic, to use the economic term for changes in price that have small impacts on quantity demanded.

A market is simply the sum of individuals and their respective ability and willingness to pay for certain products. So far this year, the demand for beef has been very strong even beef prices set multiple records. Part of the explanation for this reflects inelastic nature of beef demand. Consumers may very well be shifting some of their total budget to maintain current beef consumption levels due to their preferences. Even with a downturn in U.S. economic activity in the first quarter of 2014, the Livestock Marketing Information Center's retail all fresh beef demand index was even in the first quarter of this year compared to the same quarter in 2013. This index showed an improvement in the second quarter relative to the same period a year ago even though beef prices marched higher.

Combined with the strong domestic demand for beef, export shipments of U.S. beef have also been up this year. Through June, U.S. beef exports are 4.7% higher for the year and 16% higher than the five year average. Given the price increases seen domestically, the expectation was that foreign consumers would find other sources to fill their demand for beef, but that's not necessarily been the case. U.S. exports of pork and poultry are also higher this year and reducing domestic availability of these meats. Although pork and poultry production has increased this year, the increases are less than initially forecast. The less than expected production for those species has been somewhat supportive of beef prices as the market tried to ration all available protein sources in the near term.

Expectations can also alter what consumers are willing to pay for goods. During the recession from a few years ago, consumers adjusted their purchasing patterns to what they likely perceived to be a short-run situation. Beef demand declined during that time period but has improved to pre-recession levels or higher. For the past few years, media stories have prepared consumers for the current high prices of meat. Improved economic security among consumers may be contributing to their willingness to pay more as well as a general unwillingness to alter their existing preferences for beef and other meats. Information from the Food Demand Survey (FoodS) from Oklahoma State University seems to suggest this may be the case as consumers' willingness to pay for hamburger, steak, chicken breasts, and pork chops have experienced year-over-year increases over the past three months.

More about what happened with current levels of beef demand will be answered in the future due to the difficulty of measuring demand in real time. With beef prices showing little sign of a significant pullback, the question of who wants beef the most is relevant. Some consumers have likely reduced consumption levels already. Other consumers have more inelastic demand for beef. For those consumers with more inelastic demand, higher prices haven't caused a change in their buying preferences and may not do so. As long as that's the case, beef prices may continue to move higher. If that happens, it just underscores the cliché of higher prices being the cure for higher prices.

IMPROVED PASTURE CONDITIONS COULD ALLOW FOR HERD EXPANSION:

The bulk of summer is past and forage conditions are improved for cattle production in many parts of the country. The latest pasture and range conditions indicate that overall range and pasture conditions in the U.S. are 20 percent poor and very poor compared to 31 percent last year and an average of 33.6 percent for this date from 2008 to 2012. Despite the difficulty of relieving drought in the summer, pasture and range conditions improved somewhat through the heat of summer; aided in part by a cooler than average summer. In the latest Drought Monitor, the percent of the U.S. that has no drought is 52 percent, the same as it was the week of May 2 percent compared to 28.3 in May. Marginal drought conditions remain in many regions but generally less severe compared to May. The exception to this general assessment is the far west including California, Nevada 0, 2014. However, the percent of the U.S. with D2-D4 (severe to exceptional) drought conditions was 21.6

and parts of Oregon and Idaho where drought conditions continue very extreme. In fact, significant reduction in D3 and D4 drought conditions in much of the central and southern Plains was offset by increases in those categories in California and Nevada, thereby masking the improvement in the middle of the country in the Drought Monitor percentages.

Range and pasture conditions are improved with lower percentages of poor and very poor conditions in most all regions compared to this time last year. Despite the deteriorating conditions in the far west, the percent of pasture and range in poor and very poor condition in the 8 western states is 35.9 percent currently compared to 56.5 percent last year. The Great Plains region (including Colorado, Kansas, Montana, Nebraska, North and South Dakota, and Wyoming) has 15.1 percent poor and very poor compared to 28.6 percent one year ago. The Southern Plains (Oklahoma and Texas) currently have 25.5 percent of pastures and ranges in poor or very poor condition compared to 33.5 percent last year. The eight states in the Corn Belt region have 13.4 percent poor and very poor condition, down from 26.3 percent from one year ago. Only the southeast region has worse conditions compared to last year with 13.1 percent of pastures rated poor or very poor compared to 3.3 percent last year.

Sincerely,

Andrew Granger
County Agent
Vermilion Parish

It is the policy of the Louisiana Cooperative Extension Service that no person shall be subjected to discrimination on the grounds of race, color, national origin, gender, religion, age, or disability.

**PLEASE RETURN BY FRIDAY, SEPTEMBER 19TH TO ANDREW GRANGER, 1105 W. PORT ST.,
ABBEVILLE, LA 70510**

NAME _____

ADDRESS _____ CITY _____ ZIP _____

PHONE _____ CELL _____

Tons of Bulk Feed _____ x \$50/Ton

Amount of Deposit _____

Table 23.A Estimated Costs per Acre, Sodseeded Winter Pastures, Louisiana, 2014.

ITEM	UNIT	PRICE DOLLARS	QUANTITY	AMOUNT DOLLARS	YOUR FARM
DIRECT EXPENSES					
FERTILIZER					
Nitrogen	lbs.	0.50	101.0000	50.50	_____
Phosphate	lbs.	0.50	29.0000	14.50	_____
Potash	lbs.	0.37	35.0000	12.95	_____
SEED					
Ryegrass seed	lbs.	0.45	40.0000	18.00	_____
OPERATOR LABOR					
Tractors	hour	9.60	0.1200	1.15	_____
DIESEL FUEL					
Tractors	gal	3.30	0.3088	1.01	_____
REPAIR & MAINTENANCE					
Tractors	acre	0.07	1.0000	0.07	_____
INTEREST ON OP. CAP.	acre	1.92	1.0000	<u>1.92</u>	_____
TOTAL DIRECT EXPENSES				100.10	_____
FIXED EXPENSES					
Implements	acre	0.00	1.0000	0.00	_____
Tractors	acre	0.42	1.0000	<u>0.42</u>	_____
TOTAL FIXED EXPENSES				<u>0.42</u>	_____
TOTAL SPECIFIED EXPENSES				100.52	_____

Table 24.A Estimated Costs per Acre, Temporary Winter Pastures, Prepared Seedbed, Louisiana, 2014.

ITEM	UNIT	PRICE DOLLARS	QUANTITY	AMOUNT DOLLARS	YOUR FARM
DIRECT EXPENSES					
FERTILIZER					
Nitrogen	lbs.	0.50	101.0000	50.50	_____
Phosphate	lbs.	0.50	29.0000	14.50	_____
Potash	lbs.	0.37	35.0000	12.95	_____
SEED					
Ryegrass seed	lbs.	0.45	35.0000	15.75	_____
OPERATOR LABOR					
Tractors	hour	9.60	0.6006	5.76	_____
DIESEL FUEL					
Tractors	gal	3.30	2.3186	7.65	_____
REPAIR & MAINTENANCE					
Implements	acre	1.89	1.0000	1.89	_____
Tractors	acre	0.81	1.0000	0.81	_____
INTEREST ON OP. CAP.	acre	2.46	1.0000	<u>2.46</u>	_____
TOTAL DIRECT EXPENSES				112.27	_____
FIXED EXPENSES					
Implements	acre	3.70	1.0000	3.70	_____
Tractors	acre	4.73	1.0000	<u>4.73</u>	_____
TOTAL FIXED EXPENSES				<u>8.43</u>	_____
TOTAL SPECIFIED EXPENSES				120.70	_____

Acadiana Cattle Producers' Fall Field Day

Cecil McCrory Exhibit Building, Abbeville

Thursday, October 2, 2014

5:30 p.m.—9:00 p.m.



Program Topics:

● **Weed Control Tour**

- Broomsedge Management—Dr. Ed Twidwell
- Broadleaf Weed Control—Dr. Ed Twidwell
- Early Season and Pre-emergent Grassy Weed Control—Andrew Granger

● **Growing the Herd in This Market**

- Alternative Strategies—Drs. Karl Harborth and Ross Pruitt
 - A Management and Economic Comparison
- Growing the Weanling Heifer—Nutritional Considerations—Dr. Guillermo Scaglia
- Heifer Selection Criteria—Stan Dutile

● **A MEAL WILL BE SERVED — DOOR PRIZES WILL BE AWARDED**

CONTACT S: LCA District VIII Vice President—James Leleux (337-893-8334); LCA Board-Member-at-Large—Joe Hidalgo (337-945-2640); Iberia—Blair Hebert (337-369-4441); Iberia Research Station—Guillermo Scaglia (337-276-5527); Lafayette, West St. Mary, and St. Martin—Stan Dutile (337-291-7090); St. Mary—Jimmy Flanagan (337-828-4100 ext.300); and Vermilion and Acadia—Andrew Granger (337-898-4335); Louisiana Forage and Grassland Council—Ed Twidwell (225-578-4564)