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FEEDER INFORMATION HIGHLIGHTS

Volume XXVII Number 1

February 2019



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Jill Dunkel
 Editor
 feedlot@st-tel.net



Annita Lorimor
 General Manager
 feedlot@st-tel.net



Amy Spillman
 Digital/Circulation
 Manager
 circulation@feedlotmagazine.com



Greg Strong
 Publisher
 bigguy@st-tel.net



Robert A. Strong
 Editor Emeritus

FEATURES

For National Sales Contact: Bob Brunker, J.L. Farmakis, Inc., 24 East Ave., #1350, New Canaan, CT 06840 / Email: bob@jlfarmakis.com / Sales Office: 203-834-8832

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Cover photo courtesy Lane County Feeders, Dighton, KS

SILENCER

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RESOLUTIONS... I RESOLVE TO BE MORE AWESOME THAN LAST YEAR.

DUDE, BY THIS TIME NEXT YEAR YOU'LL BE AT A BBO.

BY JILL J. DUNKEL

PRODUCT INFORMATION

NADA #141-450, Approved by FDA

Banamine® Transdermal

(flunixin transdermal solution)

Pour-On for Beef and Dairy Cattle 50 mg/ml

BRIEF SUMMARY: (For full prescribing information, see package insert)

Non-Steroidal Anti-inflammatory Drug

Only for topical use in beef and dairy cattle. Not for use in beef bulls intended for breeding; dairy bulls; female dairy cattle 20 months of age or older, including dry dairy cows; and suckling beef calves, dairy calves, and veal calves.

CAUTION: Federal law restricts this drug to use by or on the order of a licensed veterinarian.

DESCRIPTION: Each milliliter of Banamine Transdermal pour-on contains 50 mg flunixin (equivalent to 83 mg flunixin meglumine), 150 mg pyrrolidone, 50 mg L-menthol, 500 mg propylene glycol dicaprylate/dicaprate NF, 0.20 mg FD&C Red No. 40, and glycerol monocaprylate NF qs.

INDICATIONS: Banamine Transdermal pour-on is indicated for the control of pyrexia associated with bovine respiratory disease and the control of pain associated with foot rot in steers, beef heifers, beef cows, beef bulls intended for slaughter, and replacement dairy heifers under 20 months of age.

CONTRAINDICATIONS: NSAIDs inhibit production of prostaglandins which are important in signaling the initiation of parturition. The use of flunixin can delay parturition and prolong labor which may increase the risk of stillbirth. Do not use Banamine Transdermal pour-on within 48 hours of expected parturition. Do not use in animals showing hypersensitivity to flunixin meglumine.

USER SAFETY WARNINGS: Not for use in humans. Keep out of reach of children. Flunixin transdermal solution is a potent non-steroidal anti-inflammatory drug (NSAID), and ingestion may cause gastrointestinal irritation and bleeding, kidney, and central nervous system effects.

This product has been shown to cause severe and potentially irreversible eye damage (conjunctivitis, iritis, and corneal opacity) and irritation to skin in laboratory animals. Users should wear suitable eye protection (face shields, safety glasses, or goggles) to prevent eye contact; and chemical-resistant gloves and appropriate clothing (such as long-sleeve shirt and pants) to prevent skin contact and/or drug absorption. Wash hands after use.

In case of accidental eye contact, flush eyes immediately with water and seek medical attention. If wearing contact lenses, flush eyes immediately with water before removing lenses. **In case of accidental skin contact and/or clothing contamination, wash skin thoroughly with soap and water and launder clothing with detergent.** **In case of ingestion do not induce vomiting and seek medical attention immediately.** Probable mucosal damage may contraindicate the use of gastric lavage. Provide product label and/or package insert to medical personnel.

RESIDUE WARNINGS: Cattle must not be slaughtered for human consumption within 8 days of the last treatment. Not for use in female dairy cattle 20 months of age or older, including dry dairy cows; use in these cattle may cause drug residues in milk and/or in calves born to these cows or heifers. Not for use in suckling beef calves, dairy calves, and veal calves. A withdrawal period has not been established for this product in pre-ruminating calves.

PRECAUTIONS: As a class, cyclo-oxygenase inhibitory NSAIDs may be associated with gastrointestinal, renal, and hepatic toxicity. Sensitivity to drug-associated adverse events varies with the individual patient. Patients at greatest risk for adverse events are those that are dehydrated, on concomitant diuretic therapy, or those with renal, cardiovascular, and/or hepatic dysfunction. Banamine transdermal should be used with caution in animals with suspected pre-existing gastric erosions or ulcerations. Concurrent administration of other NSAIDs, corticosteroids, or potentially nephrotoxic drugs should be avoided or used only with careful monitoring because of the potential increase of adverse events.

NSAIDs are known to have potential effects on both parturition (see Contraindications) and the estrous cycle. There may be a delay in the onset of estrus if flunixin is administered during the prostaglandin phase of the estrous cycle. NSAIDs are known to have the potential to delay parturition through a tocolytic effect. The use of NSAIDs in the immediate post-partum period may interfere with uterine involution and expulsion of fetal membranes. Cows should be monitored carefully for placental retention and metritis if Banamine Transdermal pour-on is used within 24 hours after parturition.

Not for use in dairy or beef bulls intended for breeding because reproductive safety has not been evaluated.

HOW SUPPLIED: Banamine Transdermal pour-on, is available in 100-mL (NDC 0061-4363-01), 250-mL (NDC 0061-4363-02), and 1-L (NDC 0061-4363-03) bottles.

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Here we are, a month in to 2019. If you're the type to make New Year resolutions, it's probably time to fish or cut bait. They say it takes three weeks of doing something to create a habit. Hopefully you are well on your way to making a definite change in your life. On the flip side, they say more than half of all resolutions fail. If you fall in that category, are there some adjustments in your life to make good changes easier?

Experts say start with the right resolution. Make sure the goal is doable and meaningful for you. Be specific on your goal and make sure it's measurable. Is the goal relevant for you? Make sure it's a goal that really matters and you're making it for the right reasons. Lastly, setting a timeline toward a big goal with baby steps along the way helps you to stay focused.

Most resolutions are personal, but now is a good time to set goals for your operation. An easy one is to increase profits, but that's not a fair goal. You must set smaller, attainable goals with a plan along the way. Maybe reduce feed waste. Buy higher quality cattle. Increase training for staff. Reduce work-site injuries. All of those goals will help increase profits.

Perhaps you have your eye on bettering your facility or ranch. Improve pasture forages or develop a renewable grazing strategy. Improve labor use on the ranch. Find better ways to increase and replace the natural resources on the farm. Increase opportunity

through recreational land use. The opportunities go on and on.

One resolution that may become a necessity is becoming Beef Quality Assurance (BQA) certified. In 2019, some beef buyers are requiring their purchases come from BQA certified operations. Perhaps you are already following BQA guidelines. Great, now take the time to make it official.

So what's my resolution? It's not to exercise more or eat healthier (they are supposed to be realistic, remember?). For me, it's ending my work day with a clean desk. That seems like something small, but when your office is in your home, it's easy to chunk anything somewhat work related on the desk in the office. Then the next morning when I'm pressed for time, I would scoot all that extra stuff to one side so I could get to the task at hand. It became a habit.

Not any more. I created a place for that "stuff" like mail that hasn't been opened or receipts that need filed. I made a colorful note on the white board in my office that says "Clean Desk" as a friendly reminder before I quit for the day. I'm on the verge of that three-weeks-becomes-a-habit mark. Now I enter the danger zone...endless travel. The Cattle Industry Convention kicks off a whirlwind of travel for me for the next several months, so we'll see if I can keep it up.

Good luck to you and your operation in 2019. Here's to achievable goals and the plan and willpower to make them happen!

FL

Banamine[®]
Transdermal
(flunixin transdermal solution)



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IMPORTANT SAFETY INFORMATION: NOT FOR HUMAN USE. KEEP OUT OF REACH OF CHILDREN. Only for topical use in beef and dairy cattle. Do not use Banamine Transdermal pour-on within 48 hours of expected parturition. Do not use in animals showing hypersensitivity to flunixin meglumine. Cattle must not be slaughtered for human consumption within 8 days of the last treatment. Not for use in female dairy cattle 20 months of age or older, including dry dairy cows; use in these cattle may cause drug residues in milk and/or in calves born to these cows or heifers. Not for use in suckling beef calves, dairy calves, and veal calves. A withdrawal period has not been established for this product in pre-ruminating calves. Not for use in dairy or beef bulls intended for breeding because reproductive safety has not been evaluated.

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Why We STRESS Feedlot Pen Maintenance

Depending on your location, you may have experienced a largely dry winter, or be struggling with a tougher winter. Therefore, you may have feedlot pens in the best condition possible or the worst. Regardless of which camp you are in, the fact remains most of us will receive some moisture over the next four months, which means pen conditions will be a challenge.

I know my clients get tired of me telling them to scrape aprons, haul manure, and clean snow out of pens – but the time you spend doing so this time of year is a good predictor of average daily gain (ADG) and feed conversions (FC) your closeouts will display over the next several months. We could still have a lot of cold weather left in the Midwest, and that amplifies the loss of performance with muddy pens.

Research from the University of Nebraska (Mader, 2011 Nebraska Beef Report, pp 82-83) summarized environmental and closeout data over five states in the West and Midwest, and Canada, to determine how temperature and mud affect cattle ADG, FC, and cost of gain (COG). Table 2 illustrates the expected change in maintenance

Table 1. Impact of mud scores on dressing percent. (ISU Feedlot Forum, 2010).

Mud Score ¹	Tri-County ² Dressing Percent	Armstrong ² Dressing Percent
1	62.02 ^a	62.00
2	62.19 ^{a,b}	62.02
3	61.91 ^b	61.96
4	61.19 ^{a,b,c}	62.59
5	61.13 ^{a,b,c}	59.50 ^a

1 Mud Scores are defined as:

1. No tag, clean hide
2. Small lumps of manure attached to the hide in limited areas of the legs and underbelly
3. Small and large lumps of manure attached to the hide covering larger areas of the legs, side and underbelly
4. Small and large lumps of manure attached to the hide in even larger areas along the hind quarter, stomach and front shoulder
5. Lumps of manure attached to the hide continuously on the underbelly and side of the animal from brisket to rear quarter

2 Column least square means with similar superscripts are significantly different ($P < .01$)

Table 2. Estimated mud depth, change in net energy for maintenance (NEm), and cost of gain for feedlot cattle under different simulations. (Mader, 2011).

Pen Space, ft ² /a Pen Space, ft ² /animal	250	150	150	150	150	250	250	250	250	350	350	350	350
120-day precipitation, inches	0	2	2	6	6	2	2	6	6	2	2	6	6
Mean temperature, °F	68	36	16	36	16	36	16	36	16	36	16	36	16
Mud depth, inches	0.00	1.96	3.47	3.95	8.48	0.40	2.52	2.38	7.52	0.02	2.51	1.72	7.52
NEm, % change ¹	—	25.6	48.7	37.1	91.3	17.8	41.9	27.9	82.2	16.1	41.9	24.3	82.2
DMI, lb/day	22.0	22.0	22.0	22.0	22.0	22.0	22.0	22.0	22.0	22.0	22.0	22.0	22.0
ADG, lb	3.71	3.23	2.78	3.01	1.94	3.37	2.91	3.18	2.12	3.41	2.91	3.25	2.12
F:G	5.93	6.82	7.91	7.32	11.32	6.52	7.55	6.91	10.36	6.46	7.55	6.77	10.36
Cost of gain/ lb, \$	0.61	0.70	0.82	0.76	1.17	0.67	0.78	0.71	1.07	0.67	0.78	0.70	1.07
% Change ²	—	15.1	33.5	23.5	91.1	10.0	27.5	16.6	74.8	8.9	27.4	14.2	74.8

1 Change (%) in NEm; at 26°F with no mud, NEm is approximately 20% greater than at 68°F.

2 Compared to ideal feeding conditions averaging 68°F (first numerical column).



Are you dealing with mud this winter? Check out the tips for shaping pens and aprons on page 12 of this issue of FEED•LOT.

energy requirements, ADG, FC, and COG associated with mud depth of 2 or 6 inches at either 36 or 16 degrees Fahrenheit and varying pen densities. Researchers found that cattle in the coldest and wettest conditions had the greatest COG. Additionally, cattle given more pen space per animal (250 -350 ft²) had a lower mud depth than cattle given 150 ft² of pen space per animal.

In addition to cattle performance, dressing percentage can be greatly influenced by muddy pen conditions. Data presented at the 2010 Iowa State University feedlot forum compared dressing percentage of cattle carrying increasing amounts of mud from two feedlots (Table 1). Results varied between the two feedlots, but even at the feedlot with less reduction in dressing percent, it decreased by nearly 1 percent.

It won't be long before we are talking about heat stress in feedlot cattle, but for now, keeping pens dry, hard-surfaced, and bedded in the worst of the winter will set you up for successful closeouts this spring.

For more information, contact Great Plains Livestock Consulting or visit www.gplc-inc.com



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2018 Year in Review

More demand for more of the **BEST**

The past year in beef cattle markets may be characterized best by two very important factors. Not surprisingly, those are supply and demand.

While the U.S. beef cow herd remains in expansion mode, the pace has greatly slowed as seen by the share of heifers in the fed cattle mix. That number moved up to average 35%, but still lower than the 36-37% rate that typifies a liquidation phase. Projections were for the beef cow herd to be at least 9% larger on January 1 this year than the drought-induced cycle low of 29.1 million head in January 2014.

Smaller inventories of fed cattle going back to the turn of the century spurred packers to begin reducing capacity a dozen years ago. That brought the industry to its current position of restricted processing capacity in the face of a now increasing fed-cattle supply.

One result was three years of

exceptional packer profitability, increasing in each of those years to record levels in 2018. Even so, those very profit margins enticed packers to maximize production, processing an additional 7,000 head per week to average 497,000 fed steers and heifers. Expectations are for 2019 to bring on another 1% increase in fed-cattle harvest counts.

Though a continuation of 2017 trends, the magnitude of increase in packer leverage underscored the 2018 market. The cattle feeders' share of wholesale beef values plunged to a record of just 50% last May, according to market reports from Urner Barry and CattleFax. That ratio of 2 to 1 beat the June 2017 peak ratio of 1.88 to 1.

Fed cattle prices traded in a smaller range in 2018, posting a lower average price for the third year in a row at \$116.69/cwt., live basis, compared to the prior year's \$121.10/cwt. The 2018 market top

came in February at \$129.75/cwt., leaving the much-anticipated 2nd quarter high a bit shy of expectations at \$124.81/cwt. during the first week of May. One highlight for cattle feeders was that the annual price low came in \$2/cwt. higher than the prior year at \$106.87/cwt. during the last week of June.

The range in fed cattle price was also much narrower in 2018 with a top-to-bottom spread of \$22.88/cwt. That's in contrast to the much wider range of \$39.94/cwt. the prior year, dominated by a market-shocking void of finished cattle during the high-demand period of early May.

Adjustments to camera-assisted USDA quality grade lines in late 2017, immediately followed by adoption of dentition-based carcass maturity calls, had feeders and packers eyeing year-on-year grading trends in 2018. The close proximity in time of those two changes likely obscures the ►

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Zinc 60 mg/mL
Manganese 10 mg/mL
Selenium 5 mg/mL
Copper 15 mg/mL

OTHER SUBSTANCES:

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DOSAGE RECOMMENDATIONS:

CALVES: Up to 1 year 1 mL/per 100 lbs. bodyweight
CATTLE: From 1-2 years 1 mL/per 150 lbs. bodyweight
CATTLE: Over 2 years 1 mL/per 200 lbs. bodyweight

PRECAUTION:

Selenium and copper are toxic if administered in excess.

Always follow recommended label dose.

Do not overdose.

It is recommended that accurate body weight is determined prior to treatment.

Do not use concurrently with other injectable selenium and copper products.

Do not use concurrently with selenium or copper boluses.

Do not use in emaciated cattle with a BCS of 1 in dairy or 1-3 in beef.

Consult your veterinarian.

CAUTION:

Slight local reaction may occur for about 30 seconds after injection. A slight swelling may be observed at injection site for a few days after administration. Use standard aseptic procedures during administration of injections to reduce the risk of injection site abscesses or lesions.

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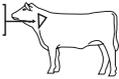
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CALVES	at birth at 3 months and/or weaning
HEIFERS	every 3 months - especially 4 weeks before breeding

(program gives planned dates that can be varied to suit management programs)

DOSAGE TABLE

ANIMAL WEIGHT (lbs)	CALVES UP TO 1 YEAR 1 ml/100 lb BW	CATTLE 1 - 2 YEARS 1 ml/150 lb BW	CATTLE > 2 YEARS 1 ml/200 lb BW
50	0.5 ml	-	-
100	1 ml	-	-
150	1.5 ml	-	-
200	2 ml	-	-
300	3 ml	-	-
400	4 ml	-	-
500	5 ml	-	-
600	6 ml	-	-
700	7 ml	-	-
800	-	5.3 ml	-
900	-	6 ml	-
1000	-	6.6 ml	5 ml
1100	-	-	5.5 ml
1200	-	-	6 ml
1300	-	-	6.5 ml
1400	-	-	7 ml

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2018: Year in Review... from previous page opportunity for those outside of the packing industry to clearly link causes and effects. Even so, the culmination of several factors that affect marbling scores certainly shifted quality grade shares.

Prime Presence

Continuing the trend since 2006, U.S. averages for quality grade improved. The proportion of Choice carcasses had climbed from that 2006 low of 51% of all fed-cattle carcasses to a 2017 high of 72%. The consistently larger Choice category finally relented in 2018, but just half a percentage point (0.5 ppt). And that baby step backward was part of the ongoing historic move toward higher quality carcasses, as a significant rise in Prime carcass production stole the show.

From 2000 through 2013, there was little variation in the proportion of Prime carcasses in the mix, ranging from 2% to 3.5%. Prime was so scarce, not many gave a thought to the richly marbled grade outside of high-end restaurants and a scant few retailers. Cattle feeders certainly didn't consider Prime grid premiums as a significant component of normal production. Until

the last few years, Holstein steers made up as much as 50% of Prime, so the remainder from native beef sources was rightly considered incidental in the big picture.

Just five years ago the proportion of Prime carcasses began to grow, inching up to 4% in 2014, adding another point in 2015 and resting at 6% for each of the next two years. Quietly doubling the Prime grade category in a short handful of years was progress, for sure, but few noticed the significance until 2018 when that exalted grade reached 7.8% of fed-cattle production. Rising 1.8% may still seem small to some, but that's a 35% tonnage increase in 12 months.

This rapid advance in Prime beef availability left its premium above Choice boxed beef unshaken through 2017. In fact, that year saw one retailer's huge spring buy of Prime beef in a forward-purchase arrangement sparked a supply problem for other end users, pushing the annual Prime cutout premium to \$31.26/cwt., compared to a \$25/cwt. average for the previous two years.

However, 2018 featured no market-moving purchase while the Prime category grew by 35%, bringing the annual Prime-Choice price spread to just \$13.96/cwt. on the cutout. Similarly, the spread between USDA Prime and all USDA branded beef products narrowed



to \$9.05/cwt., down from the prior year's \$25.84/cwt.

Branded Boost

The caveat for the 2018 price comparison is that "USDA branded" included a larger proportion of Prime-graded beef last year as well. The Certified Angus Beef® (CAB®) brand enjoyed a 31% sales volume increase in its extension CAB brand Prime category, while total sales for the company were up 8% in Fiscal 2018. Some weeks, Prime could have accounted for 10% of total sales—but only a quarter of it sold as Prime because demand for that level of marbling in end meats and grinds still lags.

Premium Choice branded products were also more prominent in

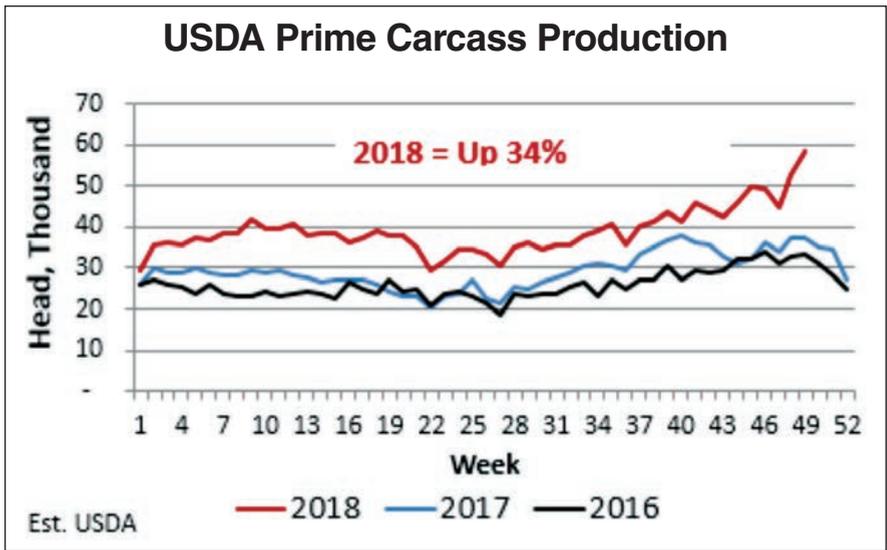


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2018 with the share of Choice production captured by these brands up to 31.5% by early December, 2 ppt. higher than in 2017. That was another function of stronger marbling trends pushing more carcasses over the important line from “Small” to “Modest” marbling, the entry point to Premium Choice.

The narrower Prime cutout premium saw average packer grid premiums for Prime carcasses decline. Although the year began with a 1st quarter average above \$16/cwt., by the typically high-quality 3rd quarter’s larger supplies eroded the Prime premium to \$11.80/cwt. versus \$18.14 for the same period

in 2017. The trend continued with the 4th quarter Prime premium of \$10.23/cwt. down \$5 in a year. CAB brand grid premiums, however, pulled slightly ahead in the second half of 2018, the \$4.11/cwt. average up 13 cents on the same period in 2017.

A smaller Prime premium creates momentary demand concern for some producers, especially if they have taken steps to ramp up supply. However, even at a \$9 or \$10/cwt. premium on a carcass basis, those Prime carcasses are still worth \$75 to \$85 per head more than a Choice carcass at 860 pounds (lb.) carcass weights. Moreover, as end users become more accustomed to the affordable availability, there will likely be more uptake and commitment at their level to feature Prime grade beef in meat cases and on menus.

This can only help our industry firm up its place at the head of the table in protein competition. With U.S. pork and poultry in record supply and not likely to decline, we’re seeing a record-wide price margin favoring beef above the two. CattleFax data says demand for Choice and higher grading beef has increased even as supplies rebuilt from the deficit of 2014, led most significantly by increases

in Choice and Prime availability. The message is clarified when we note the decline in both production and demand for Select and lower grade beef, more easily replaced by cheaper pork and poultry.

We need not fear a market more saturated with high-quality beef. Rather, we should embrace this shift, the fruit of a logical market response that will guarantee beef remains the preferred protein. **FL**

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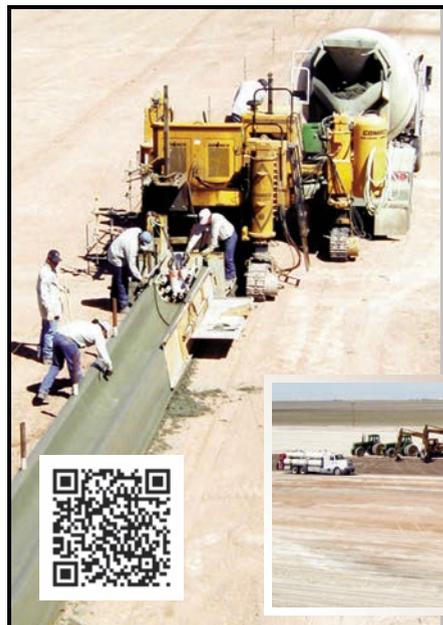
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CAUTION: Federal (USA) law restricts this drug to use by or on the order of a licensed veterinarian.

BRIEF SUMMARY: for full prescribing information use package insert.

INDICATIONS: Zuprevo® 18% is indicated for the treatment of bovine respiratory disease (BRD) associated with *Mannheimia haemolytica*, *Pasteurella multocida*, and *Histophilus somni* in beef and non-lactating dairy cattle, and for the control of respiratory disease in beef and non-lactating dairy cattle at high risk of developing BRD associated with *M. haemolytica*, *P. multocida*, and *H. somni*.

WARNINGS: FOR USE IN ANIMALS ONLY. NOT FOR HUMAN USE. KEEP OUT OF REACH OF CHILDREN. TO AVOID ACCIDENTAL INJECTION, DO NOT USE IN AUTOMATICALLY POWERED SYRINGES WHICH HAVE NO ADDITIONAL PROTECTION SYSTEM. IN CASE OF HUMAN INJECTION, SEEK MEDICAL ADVICE IMMEDIATELY AND SHOW THE PACKAGE INSERT OR LABEL TO THE PHYSICIAN.

Avoid direct contact with skin and eyes. If accidental eye exposure occurs, rinse eyes with clean water. If accidental skin exposure occurs, wash the skin immediately with soap and water. Tildipirosin may cause sensitization by skin contact.

For technical assistance or to report a suspected adverse reaction, call: 1-800-219-9286.

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7 TIPS TO MINIMIZE WINTER MUD

As you can see from the article on page 6 by Jeremy Martin, Ph.D., Nutritionist with Great Plains Livestock Consulting, Inc., mud is one of the costliest weather hazards. Performance wrecks can quickly develop with long strings of wet weather patterns. The rain-snow-freeze-thaw-repeat winter weather can turn pens into a muddy mess, and the lack of warm days to help dry pens can make mud linger for weeks or even months, depending on your location.

According to the University of Wisconsin Extension, cattle make fewer trips to the feedbunk during muddy conditions which results in lower feed intake. Cattle utilize more energy slogging through the mud to reach the feedbunk. Muddy conditions can increase energy requirements by 10 percent. Wet cattle in cold weather need to metabolize more energy to stay warm, also resulting in reduced growth and production.

There are various ways to help runoff and minimize mud. First and foremost, keeping pens clean of manure and old feed helps reduce winter slop in pens. Dr. Terry Mader, Emeriti Beef Specialist, University of Nebraska, explained that undigested material has a large water holding capacity, significantly contributing to the mud, not allowing surfaces to dry as fast as they could.

He offered these tips when using mounds to give cattle a place to rest out of the mud.

1 In smaller pens, incorporate most of the lot in the mounds and valleys.

2 Ideally a 3 to 5% slope (away from feed bunks) should be maintained in the pen, with the mound on the center-line of the pen, perpendicular to the high side of the pen and parallel to the direction of slope.

3 Mounds should have valleys on both sides, with the valley running between the fence and the mound.

4 Fence lines, which are parallel to the mounds, should also be elevated to allow all water to drain to the valleys and to the back of the pen.

5 In old lots, mounds can be built from a mixture of manure and dirt.

6 Locate the debris basins for collecting run-off outside the pen.

7 Keep the back of the pen clean and open to allow pen drainage to discharge directly into debris basins.

Most pen surfaces, including mounds, will need reshaping and soil added each year.

Mader encouraged concrete pads to be 8 to 16 feet wide so that the entire animal can stand on the pad. His observations said concrete pads of sufficient size will eliminate much of the competition associated with feeding areas when mud becomes a problem and good feeding spaces are scarce.

“Mud tends to accumulate around feeding and watering places due to the soil being worked away while cattle are in these areas, leaving low spots,” he said. “Urine and fecal deposits also tend to be concentrated in these areas adding to the mud and moisture problems.”





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2/18 BV-ZUP-FEED-56199-TEXT



Limit Feeding: Back in Vogue?

From labor to health, limit feeding in the growing phase has benefits

Starting cattle on feed, the idea is to get them eating as quickly as possible. For some, that means having feed available throughout the day so when the “mood strikes,” feed is available.

But Dr. Dale Blasi, extension beef specialist with Kansas State University says it might be time to take a page from the history books and look at limit feeding in the growing phase. Consider feed efficiency, the cost of manure removal, the benefits of health detection and other logistics – like reducing the number of days to ramp up calves to full feed – there are definite benefits to limit feeding.

Limit feeding by definition is increasing net energy in order to meet the feed required for maintenance and a specific rate of gain. Blasi compares the concept to a Las Vegas buffet or a Camp Pendleton “boot camp” diet. One is all you can eat, and it’s available whenever you want it. Or at Camp Pendleton they send you to the mess hall and you eat all you can for 15 minutes.

The objectives of limit feeding include a restricted diet, yet at the same time being able to predict animal performance, minimize the fleshiness on calves, and decrease the total cost and production, Blasi says. “For us in the stocker unit (at Kansas State) it decreases feed waste, uses less labor and is easier on equipment.”

Increased dietary energy diets typically include more digestible ingredients like by-products, cereal grains, etc. The economic basis behind limit feeding high net energy rations to light weight cattle is grain or by-products are cheaper per unit of energy than

roughage, he says.

“This is a really good concept in a drought situation when you have to purchase roughage at elevated prices,” Blasi says.

The idea is not without risk, and it has to be properly managed. Increased dietary energy often increases performance but can also result in slight increases of morbidity. However in the right situation, Blasi says the benefits are clear.

Cattle eat less, and gain the same

Studies show going from an “All-you-can-eat Vegas buffet” to a “Camp Pendleton diet” didn’t significantly impact average daily gain, but improved feed efficiency by 27%.

Less input equals less output

When cattle consume less, waste decreases, too. A 45% reduction in fecal output, from 8.28 lb. per animal to 4.59 lb., equates to saving a nickel each day for manure removal. “Over 100 days, that’s \$5 per animal savings at the stocker unit,” he said. He suggests producers figure that cost for their own operation.

Denser rations equals less feed

Early research points to shaving off truckloads in feed delivery because of higher density rations, Blasi says. “You save your truck driver, you save your equipment wear and tear... you have to take that type of stuff into consideration.”

Better health detection

Perhaps one of the best reasons to limit feed include better

health detection on newly arrived cattle. “From a health detection perspective, that driver can do an incredible service looking for the cattle that are not very interested in wanting to eat. On a restricted diet, all calves should be hungry. It allows us to do a better job detecting calves that don’t want to eat because of some issue we are not seeing directly.” There is no way to put a dollar value on that, but it’s an important benefit, he says.

Increasing energy in the form of starchy ingredients, such as grain, “gives us some caution” said Blasi, noting increased health challenges and death losses as concerns. That’s where limiting the amount comes in.

At K-State’s stocker unit, cattle are offered long-stem grass hay on arrival. The next day they receive a total mixed ration of 40% byproducts (wet distillers grain or wet corn gluten feed) and 38% corn fed at 1% of bodyweight. It’s stepped up by .25% of bodyweight until day five. That cuts the time to full ration (2.25% of bodyweight) by more than half the normal warm up period.

But Blasi cautions limit feeding is not something just anyone can step out and do with success. “You have to be dedicated to the process, and you have to have adequate bunk space,” he says. At the stocker unit, they allow between 18 to 20 inches of bunk space per head. Reduced bunk space of 9 to 12 inches per head will not work in this situation.

“Our bunks can be slick within four hours, and they are clean for the next 20 hours. So adequate bunk space for all cattle to have the opportunity to eat when they

are fed is important.”

Another key factor is having a good idea of what the calves weigh.

“You need to know exactly what you’ve got,” Blasi said, especially since most producers won’t weigh cattle every two weeks like they do in research studies. “As long as you have a good, accurate starting weight, and a uniform set of calves, you can calculate gains as you bump your ration amounts up.”

He also suggests staying on top of the head count of what is in each pen. “Your outs, your hospital pens, you’ve got to account for those not being in the home pen.”

Done right, limit feeding stocker cattle can have a significant economic impact. For 100 head during a three-month growing phase, better efficiency translates to a \$1,600 feed savings. There’s another \$500 savings in manure removal reduction. All of that adds up to \$21 per head.

Other benefits that are hard to

quantify include health detection, fewer machine hours and reduced days to a finishing stage.

“If I were to hire a student feeding once per day as opposed to two times per day, that adds another \$2,700 over that 90-day turn,” Blasi said.

In past studies, “there’s no indication of limit feeding [in the growing phase] having a negative impact on the finish feeding performance.”

His team is following the cattle all the way through harvest to study impact on carcass quality, and Blasi reiterates limit feeding is for the growing phase only.

“I don’t want to confuse anybody. I’m not talking about limit feeding during a finish phase. There are a lot of reasons that is not being actively pursued today,” Blasi says. But for the growing phase, something that was once popular decades ago is something to reconsider.

“It’s kind of like something that’s

been in vogue for so long, loses its coolness, and then along the way you say, why haven’t we been staying with that?”

FL

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Correcting a Malpresentation:

Tips for Pushing a Calf Back into the Uterus

Calving problems can be a challenge. In some situations the calf is not entering the birth canal properly and cannot be born. The legs may be coming but the head is turned back, or perhaps one leg back, or the calf is breech (rump first) with no legs entering the birth canal. The calf must be repositioned.

To have enough room to manipulate a calf, you must push him back into the uterus. When you put your hand into the cow, however, this stimulates her to strain and push against you—and she is stronger than you are. If you push hardest when she's not straining (and just try to hold ground as she strains) it will be easier.

The simplest way to push him back into the uterus is to continually lean your weight against the calf, rather than pushing with brute strength and wearing yourself out. Put your hand on his head, breastbone, or rump (whatever is being presented) and lean steadily. Each time the cow quits straining for a moment, you'll gain a few inches.

If you have a helper to hold the cow's tail straight up over her back and push it forward at the base, this can reduce her ability to strain, says Nick Thomas, a rancher near Baker, Idaho. If enough pressure is put on the tail in that position it tends to inhibit her ability



to push against you.

It's easier to manipulate a calf if the cow is standing up rather than lying down—with the weight of her abdomen pressing against the uterus. There is more room to work at shifting the calf if the cow stays on her feet. If she goes down and won't get up, pull her hind legs straight out behind her.

"This forces her to lie on her belly, stifles and brisket," says Thomas. "You need a helper to straddle her back (facing to the rear) to hold her tail straight up over her back. This not only keeps the cow in this position (so she can't get up), but pulling her tail straight up reduces her ability to strain."

With hind legs out behind her,

resting on her stifles, it puts her hindquarters a little higher than her front end (with gravity in your favor instead of against you). This makes it easier to push the calf back into the uterus where there is more room to maneuver and bring his head or legs into proper position.

After you have pushed/leaned on the calf enough to get him back into the uterus, you can move his head or limbs around, immediately after one of the cow's contractions and hopefully before she can strain again. "Once you have the calf's legs and head coming properly, reposition the cow onto her right side instead of on her belly. You want her on her side, so she can strain more effectively and help you deliver the calf," says Thomas.

When it's a tough challenge to manipulate the calf because the cow is straining hard, some veterinarians use an epidural block (anesthetic injected into the spinal column) to keep her from straining. Its better if a person doesn't have to resort to this, however, because

When it's a tough challenge to manipulate the calf because the cow is straining hard, some veterinarians use an epidural block (an anesthetic injected into the spinal column) to keep her from straining.

then she won't be able to strain when you need her to.

"With an epidural you don't have to fight her contractions—which are frustrating when you are just about to get a leg or head turned and she gives a big push and you lose it again. But I'd rather deal with that frustration, and then have the help from her straining after I get the calf straightened out," says Thomas.

Another trick that works, especially if you are by yourself and don't have any help and you can't get the cow to stop pushing, involves using a nasogastric tube. Shelia Laffin, DVM, former Professor of Agricultural Practices at Kansas State University until she went back to her family ranch in 2015, says that if you know how to use the tube (putting it into the nostril, to the back of the throat, where the animal swallows it, then pushing it on down into the stomach), you can pass the tube—just like you were going to administer fluids—only this time allow it to start into the trachea instead of the esophagus.

The simplest way to push a calf back into the uterus is to continually lean your weight against the calf, rather than pushing with brute strength and wearing yourself out.



"If you leave it there, a little ways into the trachea (tying it to the cow's halter so it stays in place) while you are trying to correct the calf's position, the cow cannot push against you," says Laffin.

The cow is focused on the object in her throat/trachea and won't strain. "This works nicely when you don't have an epidural or any way to stop her straining. If the calf has

a head back, or a leg back, or some other problem you have to correct, this allows you to get it done quicker and easier. Once you get the calf in position, just pull the tube out of her trachea and she can then push and help you again," explains Laffin.

If you are not comfortable with either of these techniques, experts suggest calling your veterinarian for help. **FL**



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1 Production Best Practices (PBP) to Aid in the Control of Foodborne Pathogens in Groups of Cattle. Beef Industry Food Safety Council Subcommittee on Pre-Harvest, Spring 2015. Accessed March 19, 2015.
2 Tabe ES, Oloya J, Doekott DK, Bauer ML, Gibbs PS, Khaitsa ML. Comparative effect of direct-fed microbials on fecal shedding of *Escherichia coli* O157:H7 and *Salmonella* in naturally infected feedlot cattle. J. Food Prot. May 2008; 3(71): 539-544.
3 Lallemand Animal Nutrition. Unpublished. United States. 1996.
4 Hutcheson D and Lallemand Animal Nutrition. Unpublished. United States. 1986.

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ROAD ARE YOU READY?

“How many of you back up to your trailer, hook on and take off?”

That was the question of Dr. Ron Gill, professor and extension livestock specialist with Texas A&M asked a group of cattlemen gathered for a cattle handling seminar. Most have to admit, that’s a common practice, especially if you’re in a hurry or you don’t plan on going too far.

“Somewhere along the trip you wonder if the tail lights work? You tap the brakes to see if you notice the glow behind you,” he says. “We should have the same mindset as a DOT inspection on a truck. It should not leave until everything works.” Considering the value of livestock on board and the liability if something went wrong, making sure everything is working correctly is important. Here are several items for your truck and trailer check list.

- Lights are in important safety item not only for you, but also for drivers around you. Make sure they all work, including the ones that flash off and on when you are turning. (Gill says this includes a reminder to the pilot to use those blinking lights).
- Rust is the enemy of trailers. Most are stored outside. Couple that with endless exposure to manure and urine, rust is a real enemy. A common location for rust is along the bottom edge of the sides of the trailer. If you can see rust on the outside, imagine what it looks like on the inside where organic matter collects, and that’s where your floor sits, cautions Gill. Some trailer floors have a board running down the side that covers up where the

rust is. Take that board out and check things periodically because sometimes you can’t see the damage.

- Check the trailer flooring throughout, but especially along the edges of the trailer where the floor attaches. The boards in the middle might look fine, but the ends of the boards actually holding up the floor could be deteriorating.
- Check for rust and broken welds on the hitch. If you’ve ever had a hitch break, you will put this in your routine!
- Look along the nose for rust. The nose and tongue support a great deal of weight and are common rust areas.
- Replace the wheel bearings every year, even if you don’t use the trailer that often, Gill cautions. He also says to check the spindle and axels while replacing the bearings.
- When you pack the wheel bearings, check the brake shoes. All can be replaced easily if need be. This is also a good time to check the wiring harness on the trailer and make sure the brakes work.
- Are the shackle bolts in good shape? All the weight in a trailer ultimately rests on the shackle bolts. Waiting until they break isn’t the best time to replace them, Gill jokes. However it is a part that is often overlooked. If you hear metal rattling as the trailer goes by, it could be the shackle bolts. Worn out bolts wear holes in the shackles, making the entire structure lose and more likely to vibrate and break.
- Check the axle ratings. Gill says trailer axles are usually rated less than what will actually fit in a trailer. Each tire has a weight rating as well. There’s a high probability that many stock trailers going down the road are

traveling on overloaded tires, he says.

- Check the quality and age of tires. Just because the tread looks okay doesn’t mean the tires are in good shape. The age-old practice of moving old pickup tires to the trailer sets a rancher up for trailer problems. The tires are already a few years old, and now will be used with a heavy load. How much life does that used tire actually have?
- Are latches in good shape? Do they all open/close easily? Also check the welds on latches to make sure they aren’t likely to break.
- In an old trailer, are the cut gates tall enough? Are the rear gates sliding gates? Make sure you have a safety latch or tie the sliding gates shut. They can vibrate open going down the road.

If you’ve checked off all of these items and you’re road ready, Gill says don’t mess up now by overloading the trailer. He encourages the use of cut gates to keep cattle evenly spaced throughout the trailer for a more even load.

“Don’t mix weights and classes of the cattle in the same compartment,” he cautions. “The risk of one getting knocked down and stepped on greatly increases with different sizes of livestock.”

Gill also suggests loading one less than the trailer will hold. The idea is to transport cattle from one destination to another in a safe manner. Cramming cattle on board increases the likelihood of one getting down.

His last tip? Match the weight of the load to the truck you are pulling it with. “Don’t overload a 3/4-ton truck,” he says. The stopping power, axle, transmission and other truck parts can be compromised with too heavy of a load.



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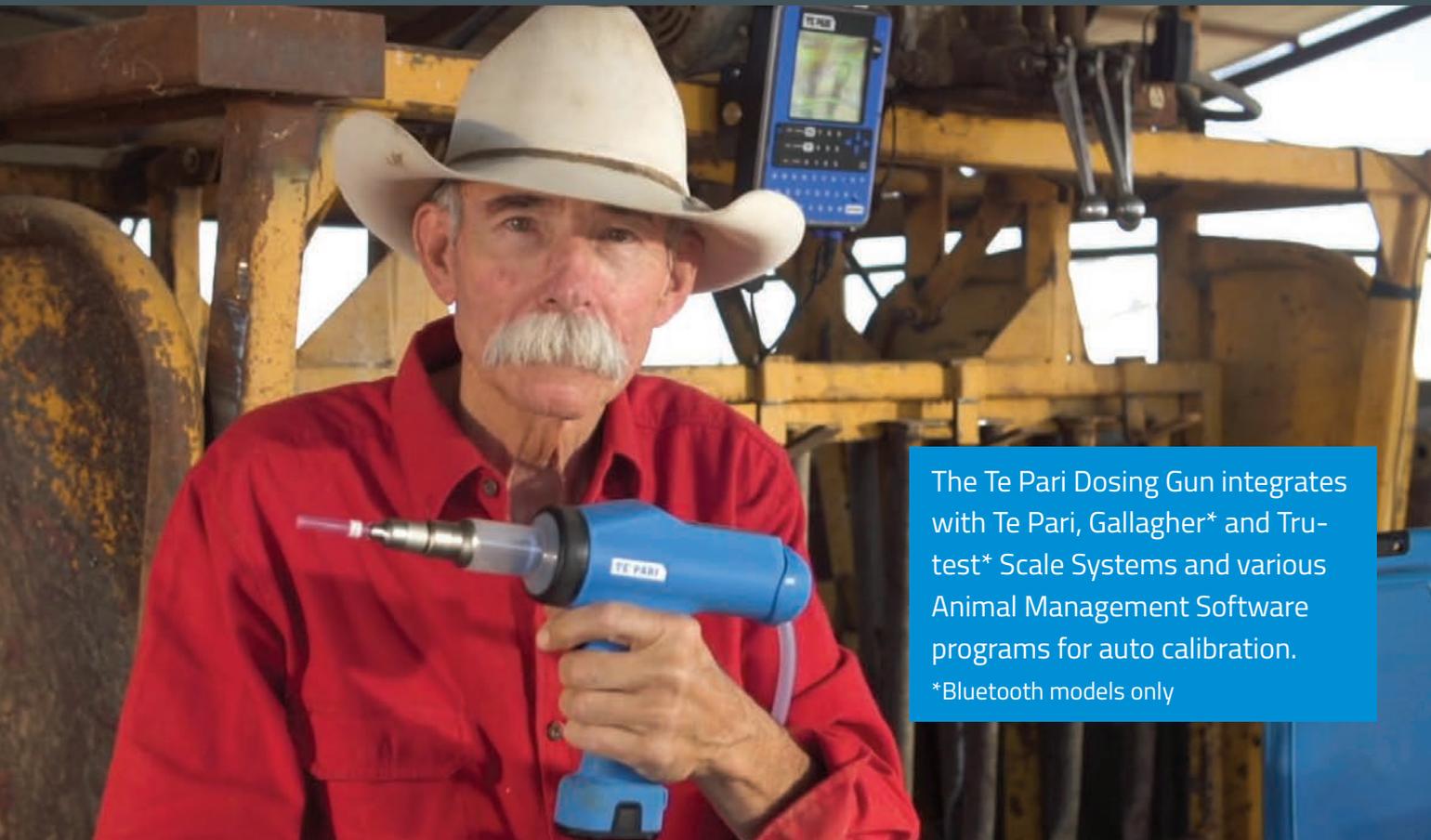
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ORGANIZATIONAL VS. ACCOUNTABILITY CHARTS

Many businesses have organizational charts that provide a clear structural map of all the employees in the business. They start at the top with the leadership, work their way down through middle management, and the lower levels or the chart are the production employees under each supervisor.

We use organizational charts to help everyone in the business see where they fit in the big picture. Names and titles are listed and typically organized in a vertical and horizontal structure to show the

hierarchy of the business. Employees know who they report to and the “go-to” person for each area of the business.

In recent years feedlots and other agricultural production businesses have been required to add many essential tasks. Today’s employees may need to report lagoon levels, ingredient inventories, pharmaceutical usage, employee documentation and other crucial information that may be needed to meet compliance regulations. Even if there is no compliance element to the

tasks, the level of detail needed to ensure maximum production and the ramifications of not following proven protocols can mean the difference between profit and loss.

Organizational charts are not detailed enough to ensure the level of accountability needed for these activities and responsibilities. For this reason, we’ve been working on adding accountability charts to our overall business structure. Where organizational charts typically have a person’s name in only one place, an accountability chart

ABC Feedlot Accountability Chart

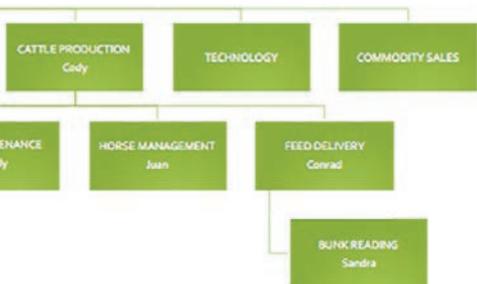


may have an individual's name in multiple locations due to the different duties they are ultimately accountable to complete.

Accountability Chart Structure

At first glance, an accountability chart may look very similar to an organizational chart with boxes for each area and a similar horizontal/vertical arrangement. Zooming in on the accountability chart reveals that there are many more boxes, and the boxes contain specific tasks and responsibilities along with the name of the accountable individual. For instance, where the organizational chart may have upper level categories of "Manager," "Supervisor," and "Department Head," the accountability chart will have "Production," "Animal Health," "Finances," "Maintenance," "Administrative," "Environmental Compliance" and other key duties.

Zooming in even further shows that the boxes below each area are very specific. For instance, the Animal Health duty may include categories such as, "Drug Inventory Reconciliation," "Vaccine Orders,"



"Mortality Records and Analysis," "Vet Communications," etc. Under Environmental Compliance there may be tasks such as, "Monthly Lagoon Records," "EPA Compliance Updates," "Neighbor Relations," "Manure Application Records," etc.

These charts must be this granular to ensure that if there is a crucial activity in the operation, there is a specific person ultimately accountable to ensure it is completed within expectations. Everyone knows which employee bears each responsibility.

Where Do I Start?

The best approach is to list the key areas of the business and the individual responsible for each area. From there, have those key people develop their list of essential duties for their area, and any other duties that they feel are essential to the operation that may be overlooked, or fall between areas. Key people can solicit the help of their employees by asking them what their duties are and summarizing that list in their area of the accountability chart.

To finalize the chart, leadership can meet to review each area, clarify any uncertainties, and create the posted version of the chart.

Benefits

Here are the benefits realized by developing and implementing accountability charts:

- Developing the accountability chart reveals every crucial duty in the business and enhances every person's understanding of their essential activities.
- The accountability chart ensures that everyone knows who is responsible for each area, increasing the overall level of accountability in the operation.
- In businesses with family members that are employees, everyone in the family knows who must do certain tasks, and whether or not they have been completed. This relieves the family leaders of being the "sheriff" in situations when a brother, son, nephew, daughter, niece, uncle, etc. have not met the agreed-upon expectations. Consequences are much easier to deliver and the entire operation benefits from the detailed activity list.

Don Tyler is founder of Tyler & Associates Management Coaching. For additional assistance in your employee management and family business challenges, Don can be reached at don@dontyler.com, by calling 765-490-0353, or through his website at www.dontyler.com



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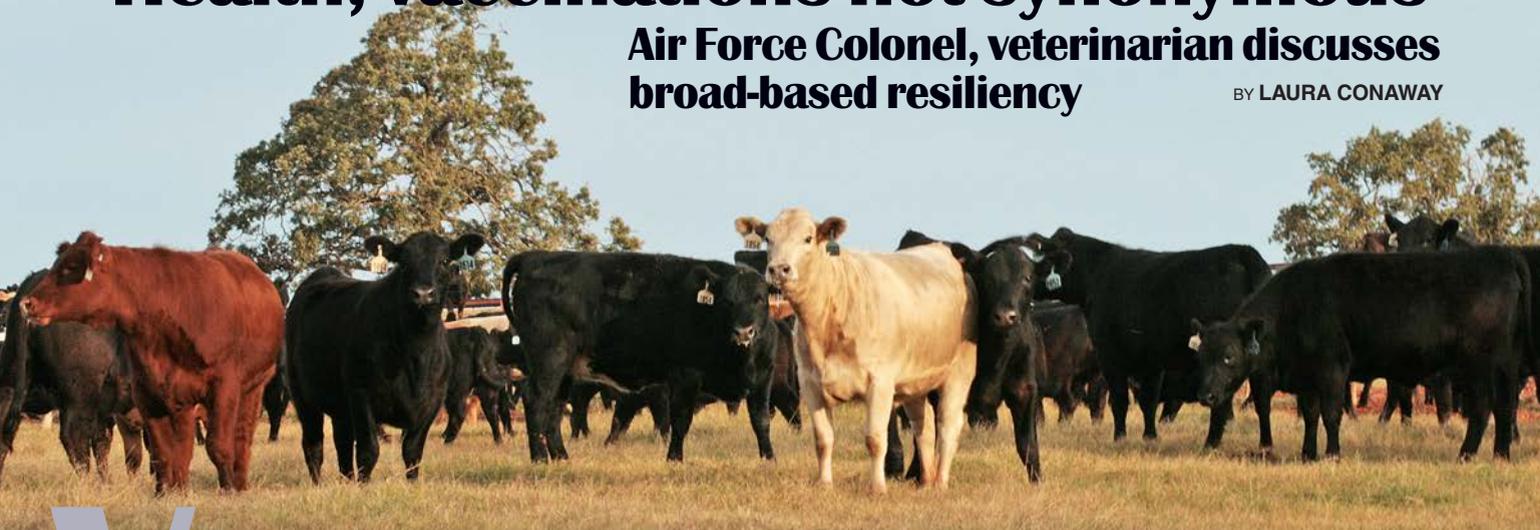


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Health, vaccinations not synonymous

Air Force Colonel, veterinarian discusses broad-based resiliency

BY LAURA CONAWAY

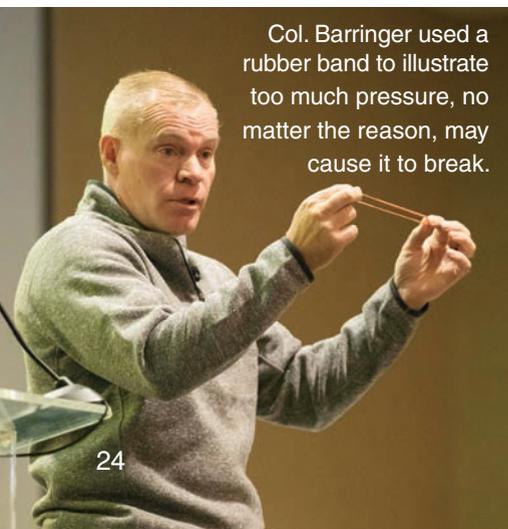


Victory in war starts long before the battle. The same is true in combat against cattle diseases.

“My job as a military commander is to take a soldier and make him resilient,” Col. Sam Barringer said at the Feeding Quality Forum in Sioux City, Iowa this summer. The veterinarian and technical specialist for Diamond V illustrated the point by stretching a rubber band: too much pressure, no matter the reason, may cause it to break.

Calves arriving at a feedyard are naturally deployed with a degree of stress, Barringer said. Vaccinating at that time stretches their rubber band of immunity. If the targeted disease shows up, the vaccine may help; if not, that band still stretches.

“We’ve got this idea that if you vaccinate, that equates to health,” he said. “That is not the case. Health and vaccinations are not synonymous.”



Col. Barringer used a rubber band to illustrate too much pressure, no matter the reason, may cause it to break.

Cattle encounter “bugs” representing hundreds of different diseases over time. On average, the industry vaccinates calves for nine of them—and even then, it doesn’t mean they won’t get sick.

Barringer returned to the comparison of training soldiers: “There are things they’re going to see that I could have never predicted.” Cattlemen must anticipate the same unknown challenges, so the band can stretch but not snap.

The ability to handle whatever may come determines survival and performance in the yard. However, the cattle industry can’t function well by assuming the next person in the supply chain will make up for what’s lacking. Proactive measures need to start at the cow-calf level and continue with communication down the line.

“We pick genetics and we try to get the absolute best gains and carcass characteristics, but how many of you thought about picking cattle that can bounce back after stress?” Barringer asked.

Beyond genetics and vaccines, he urged a higher view, beyond routine.

“What can we do to cattle to give them broad-based resiliency? No matter how good the genetic makeup of a calf, a sick one will lose money every time,” he said.

Routine responses get in the way of progress, Barringer said, citing examples where “we think we’re doing the right thing and it’s wrong – we just don’t know because it’s become normalized – ask why you do what you do.

“Make sure you understand it and the people around you understand it, because it can be dang hard to achieve excellence if you don’t know why you’re doing something,” he said.

Trying to protect against every known cattle pathogen today could mean 32 vaccines.

“What do you think 32 vaccines would do to your cattle on arrival at a feedyard?” he asked. “Every vaccine we give takes energy out of the system,” so the solution must include other protection.

“The immune system is designed to detect very, very small differences that your human eye can’t pick up. But we’re not initiating that immune system,” he said. “In large part, we’re not implementing what it can do.”

Citing data that supports a nutrient additive approach to decreased illness on feed, Barringer said, “ruminant resiliency is huge.” Returning to the soldier comparison, he added, “I build guys that can go out there and not fall apart on me.”

FL

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Taxing Pass-Through Income After Tax Reform in 2018

Confusion is the name of the game as a result of lawmakers' attempts to level the playing field between the new 21-percent tax rate for incorporated feedlots and the tax bills of owners of pass-through businesses, creating a new 20-percent income deduction for pass-through income as part of the Tax Cut and Jobs Act (TCJA).

Despite that 20-percent deduction, the owners of feedlots and

other businesses operating as pass-through entities such as partnerships, limited liability companies (LLCs), S corporations and sole proprietorships, might find themselves facing personal tax rates as high as 29.6-percent—far above the new 21-percent corporate tax rate.

Pass-through business entities, those that don't pay taxes but, instead, pass income (and losses) onto the personal income tax

returns of their owners, have long been extremely popular. Now, thanks to the TCJA, owners of pass-through entities, even those that pay no wages, can deduct 20-percent of their income below \$315,000 (half that amount for single taxpayers). For income above that level, the 20-percent deduction remains—but only for "business profits." In other words, that 20-percent deduction from pass-through income applies only to business income that has been reduced by the amount of "reasonable compensation" paid the owner.

An unintended consequence of the lowered tax rate for regular corporations is that a majority of businesses currently operating as pass-through business entities find themselves paying more in taxes by remaining as a pass-through

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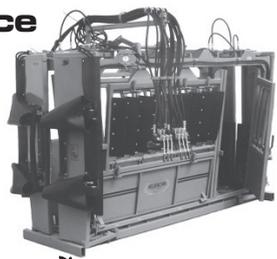




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than they would by revoking the S corporation election or switching from pass-through to regular corporate form.

The TCJA contains a more complicated and convoluted way to calculate the tax on pass-through

income, placing limits on who can qualify for the pass-through deduction, with strong safeguards to ensure that so-called “wage income” does not receive the lower marginal tax rates for business income. For pass-through income above the

threshold, the new law also provides a deduction for up to 20-percent—but only for “business profits.”

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Taxing pass-through... from previous page
 operate a cattle operation as an S corporation or other pass-through entity. With the taxes on regular, 'C' corporations reduced to 21-percent, many operators have begun taking a closer look at pass-through entities and questioning whether they remain a good entity for operating a business.

However, converting from a pass-through entity to a regular 'C' corporation can be a complicated process requiring quite a few adjustments.

With a regular 'C' Corporation, writing off a medical reimbursement plan, educational expenses that do not exceed \$5,150, having a company car and many other fringe

benefits are feasible and often aren't classified as dividends and can avoid the dreaded double tax.

Because S corporations and other pass-through entities attempting to convert to regular, 'C' corporation face new rules under the TCJA, professional guidance is obviously needed, especially when attempting to decide which type of business entity is right for the feedlot operation—and which will produce the lowest possible tax bill under the Tax Cuts and Jobs Act. **FL**

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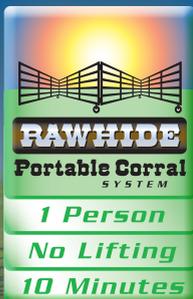
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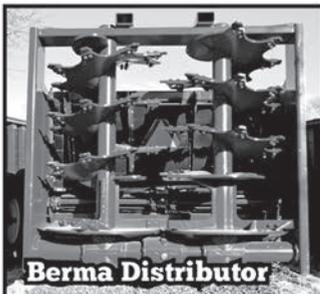


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