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Profitable Cause-Effect Relationships

BY JILL J. DUNKEL

There is a cause and effect to everything. As science and technology improves, the livestock industry is developing a deeper understanding of cause and effects when it comes to cattle health and the meat produced. Many decades ago, cattlemen understood feeding a high corn diet to cattle resulted in a flavorful steak. That cause-effect relationship has been refined to the point of understanding how genetics play a role in potential marbling.

This issue of *Feed•Lot* has several cause and effect scenarios that aim to help your bottom line. In this issue, 11 different livestock nutritionists offer their profitability tips starting on page 8. A few of these tips include managing shrink on feed ingredients, attention to detail on starting cattle before they ever arrive and proper mixer maintenance. Each of these tips have the effect of improving performance and reducing inefficiencies in the feedyard.

Are you hesitant to sell on the grid because of geography? An interview with Paul Dykstra, Ph.D., says grid premiums can outweigh shipping costs to the packer—with

the right cattle. Read his thoughts on page 10. Those thoughts tie into why reputation cattle can make a difference in the feedyard, and how cow nutrition can impact a calf's ability to feed well. We have a story on page 18 examining that cause and effect.

Demand has been strong, especially for exports, and that has created a strong base in cattle prices. But Dr. Glynn Tonsor says this is something the industry will need to watch in 2019 and 2020. "We need to be cognizant of why beef prices have been strong the past few years: domestic and export demand," he says. And if the US economy slows or enters a recession, beef could get hit harder than any other protein. It's a cause-effect relationship that the industry needs to keep their eye on. Writer Laura Handke explores Dr. Tonsor's thoughts on page 12.

One amazing cause and effect story on page 26 looks at the Birdwell and Clark Ranch in Henrietta, Texas. Their high-intensity grazing program has literally changed the landscape of the ranch for

the better.

They run approximately 5,000 stockers in a single herd in grazing cells around the ranch. Managed with electric fence, their program has increased the productivity of their native pasture, transforming bare ground to lush forage.

And along the lines of forage, what if you could increase feed efficiency in your cow herd to the point of needing 8-10% less forage? It can happen with the addition of a common feed additive. Check out the story on page 22.

These are just a few highlights of what is to come on the following pages. Other topics include interviewing skills, trich testing and strategies to prevent grass tetany. I hope you enjoy reading how a few changes can make big improvements in an operation.

Here's to profitable cause-effect relationships in 2019... **FL**



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FEEDLOT PROFITABILITY TIPS

All feedlot managers know that when it comes to feeding cattle there are certain factors that cannot be controlled. Weather, cattle prices and feed prices are never a certainty. So, what are some things that can be done that directly impact feedlot profitability? The consultants at Great Plains Livestock Consulting have composed a list of their top feedlot profitability tips.

■ DR. KI FANNING

You lose 28% of your performance when mud is hock deep. Cattle need to be kept in pens allowing for dry hides whether that is in a building or in an open yard. In an open yard, pens should be shaped so that moisture will flow out the back of the pen. Box scrape regularly so the pen surface is smooth and will shed water efficiently. Snow should be removed from the surface as soon as possible to maintain a dry surface. In a bedded building, your gauge on the amount of bedding to use and when to clean out the bedding is your cattle's hide. Frequency of bedding will change according to outside humidity and temperature

(increased water intake in heat), size of the cattle and roughage level of the ration. Remember: water intake is directly correlated with feed intake so we want to maximize both to maximize performance and a windbreak in the summertime will reduce performance 0.26 lb/head/day. What does not affect the amount of bedding used is the wetness of the ration or the type of supplement fed.

■ DR. DAN LARSON

The collection and evaluation of data is a two-step process. There are many excellent options for collecting feedlot data including feeding, animal health and marketing. Collecting these data are however only half the equation. After you have the data, you must evaluate and be willing to make changes, even if those changes are painful. This is the only way to make meaningful and progressive changes.

■ LUKE MILLER, M.S.

Take advantage of technologies that offer a consistent return on investment. Today's profit margins are extremely slim. The

added efficiencies that implants, ionophores, beta agonists, etc. offer could easily be the difference between staying in the black or going into the red. If cattle are being marketed through an All-Natural program, be sure the premiums outweigh the loss in performance that will be associated with it.

■ DR. JASON WARNER

Manage shrink on feed ingredients. Shrink is one of those underlying costs to an operation that is often overlooked and forgotten about since it is not a direct cash expense, but one that adds up quickly. Shrink needs to be measured (tons in vs. tons out) and managed for all operations and feeds, regardless if you custom feed someone else's cattle or feed your own cattle. Knowing what amount of shrink can have a significant impact on an operation's bottom line and helps prevent under or over-buying commodities.

■ DR. KARL HARBORTH

Pay attention to receiving cattle management. Morbidity can quickly take the profits out of a pen of cattle. The longer a calf takes to eat or drink after arrival the greater the



probability they are to get sick. Getting calves to consume a nutrient dense starter ration and water as fast as you can after arrival will give calves the best chance of starting in the right direction. In addition to providing a high-quality starter ration, work with your veterinarian to have the proper vaccination program and disease management plan in place to handle any problems you may encounter based on the season and the type of cattle you are feeding.

■ **CHRIS MUEGGE, M.S.**

Monitor proper mixer maintenance and feedstuff inclusion. We work very hard to harvest, store, and purchase quality feedstuffs. If our mixer is not doing an adequate job or we are mixing feedstuffs out of order, we will end up delivering a different ration throughout the bunk. Work with your nutritionist to ensure ingredients are mixed correctly and sample total mixed rations routinely.

■ **ADAM SCHROEDER, M.S.**

Fine tune proper bunk management. Delivering just the right amount of the correct ration at a consistent time each day can pay big dividends through improved feed conversion. Goals should be that feeding time varies no more than 15 minutes from day to day, and bunks should be slick to crumbles a few hours before feeding time each day.

■ **DR. MATT LUEBBE**

Starting cattle on feed requires attention to detail before the animals are received at the feedyard. Having the history of the cattle from the source is ideal to optimize the process but many times the source is unknown. When feeding high-risk calves additional thought needs to go into the receiving program. The first priority is to get the animals to consume feed and water. Many calves are not familiar with wet by-products or fermented feeds, providing long-stem hay may be required for the first few days to ensure they are familiar with the feed and locate the bunk.

■ **ROBERT JONES, M.S.**

Sound economical decisions are only made on what we can measure, therefore it is crucial that a feedyard keep complete and accurate records. When facing hard economic times and narrow profit margins a feedlot must step back and evaluate the whole operation and find where the inefficiencies lie. Cattle intakes, feed purchases, feed waste, health costs, etc. all play into the cost of gain and bottom line the breakeven for cattle in the feedlot. One factor that has the potential to bring in most of the profit for a feedlot comes from timely and wisely marketing cattle (buying/selling); knowing an accurate cost of gain and breakeven allows a feedlot to make sound decisions when doing so.

■ **JORDAN BURHOOP, M.S.**

Be open to new ideas and try not to get stuck in the rut of doing a task a certain way just because that is

how it has always been done in the past. Reasons for making a certain decision may no longer be relevant to the operation. New products coming to market and research being published force a producer to evaluate their current practices to ensure profit is being maximized.

■ **DR. JEREMY MARTIN**

Feeding cattle comes down to process management. There are numerous processes in the feedyard, such as mixing feed, putting feed in the bunk, pen maintenance and processing calves. In order to give cattle the consistency they crave, you need to identify those key processes and develop standard operating procedures to ensure your crew is producing repeatable results.

For more information on this or any nutrition-related topic, contact Great Plains Livestock Consulting at www.gplc-inc.com

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GRID vs. LIVE

Does Premium Potential Outweigh Shipping Costs?

Last November, Certified Angus Beef's Paul Dykstra wrote a column for the CAB Insider that is featured every two weeks in *FEED•LOT's eNews*. This column caught the attention of several, and we wanted to expand on Paul's thoughts. The topic – shipping matters.

When it comes to selling fed cattle, there are many considerations on how cattle will be sold. Over the last two decades, selling cattle on the grid has become the choice of many as a way to get paid for the carcass quality they produce. However, feeders who are a longer distance to the packing house have another factor to consider – shipping cost.

Cattle sold on a live basis are weighed at the feedyard and become the packer's responsibility when they go across the scales. Thus the packer pays to ship the cattle to their end destination. But when

sold on a grid, the feedyard typically stands the freight cost with payment for the cattle determined on a delivered carcass weight basis. With nearby deliveries, the shipping cost to the packer is minimal and a “cost of doing business” to sell on the grid. Half of the fed cattle are mathematically better than average, so the carcass premium potential is worth more than the freight cost in many cases.

But what if it's 200 miles to the packer? Dykstra says don't discount the opportunity.

“Analysis using 2018 fiscal USDA grading data and year-to-date average grid premiums and discounts suggest delivering a load of industry average steers for quality and yield grades can negate most of the shipping cost up to at least 200 miles,” he said. Dykstra's calculations do not account for Yield Grade thresholds (allowances) which are offered on some grids.

Using the 2018 Choice/Select spread of \$11.20/cwt, Dykstra said the average grid premium is nearly \$26/head given the annual fed cattle grade averages. Even considerations like 5% of overweight carcasses (above 1,050 lbs) still pencils, with a premium at approximately \$20/cwt.

“Compare that to a freight bill on a standard twin-axle trailer is about \$800 for a 200-mile trip where the shipping cost comes to around \$23/head,” he said. “The net negative \$3/head, on just average cattle, can be overcome by sorting pens into optimum marketing groups with multiple harvest dates, thereby

decreasing Yield Grade 4s and perhaps almost eliminating the 5% of overweight discounts.”

It is a risk, but looking at the opportunity, it's something for feedyards to consider.

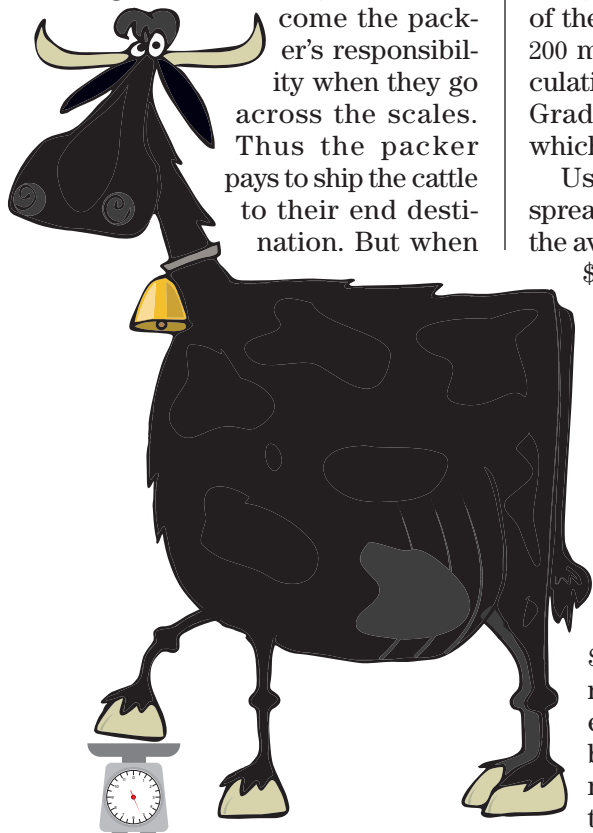
“Some feeders opt to transfer both opportunity and risk to the packer, saving freight and settling for a flat cash bid,” he said, “and there are often good reasons to do that”. However, if the cattle grade well, the feeder is leaving a lot of premium on the table.

The obvious alternative is to reserve grid marketing for cattle that are likely to achieve higher quality grades and CAB acceptance, Dykstra said. Average percent Prime across the industry is 8%, but if you bump that to 15% prime and move CAB carcasses from the 2018 average of 33% up to 55%, and the Choice share from 72% to 80%, that increases the premium to \$45/head more than the “average” of \$23/head.

“That easily covers the freight differential, adding to the bottom line on those long-haul finished cattle.”

Dykstra admits not all grids are created equal, and neither are all pens of cattle. However, after putting a pencil to it, feeders with a long haul to the packer shouldn't immediately discount the opportunity to sell on the grid. “Being aware of the seasonal price spreads and how grid values are adjusting compared to the live bid is a solid approach. There doesn't have to be a “one size fits all” mentality,” he notes.

“Running the ‘what if’ scenarios is a worthwhile endeavor for feeders with shipping distance to cover.” **FL**



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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
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Dr. L.D. Barker and sons Dr. Matt Barker and Dr. Mark Barker

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Demand is The Driver

At the 2019 KOMA (Kansas, Oklahoma, Missouri and Arkansas) Beef Conference, Kansas State University Agricultural Economist, Glynn Tonsor provided production and price insight for 2019.

“It is very important to clarify that we continue to expand the industry,” says Tonsor. “Four years ago we were in a situation of tight supplies and were talking about pulling the trigger on herd expansion. Since that time, we have seen year over year increases.”

In 2016, the herd size was six percent greater than 2015, with 2019 and 2020 projected to see an additional two and one percent of increase. The expansion is slowing, but that doesn’t mean that beef production is slowing, producers can still add more pounds of beef, as other presenters at the conference concurred.

“On the supply side,” Tonsor says, “there isn’t much to talk about. We pulled the trigger, expansion has

increased and is nearly finished. We are within half a million cows of being done expanding.”

Clarifications from the 2018 markets

How did we see higher feeder cattle prices in 2018 when supplies were higher? Tonsor says that there are two ways producers will see higher feeder cattle prices: when feed costs go down or beef demand goes up.

The latter has been the driver for the 2018 higher prices and Tonsor projects, that despite trade concerns, demand will continue to grow through 2019.

“The second [demand] is what we need to be honing in on and talking about. Beef demand was really good both domestically and globally in 2018. We exported a lot more beef than we originally thought we would and the US economy has been good to support domestic demand. Millennials also

like high protein diets—a lot of stars aligned to allow for good 2018 prices despite the fact we were still expanding,” he says.

Tonsor cites the yearling and calf prices in the southern plains, both up in 2018, despite seeing an increase of two and a half percent through that system, saying, “That only happens if you have good demand or cheap corn, which wasn’t the case.”

Exports in 2018 were also higher than originally projected, however, Tonsor warns that those markets should not be taken for granted due to looming trade uncertainty.

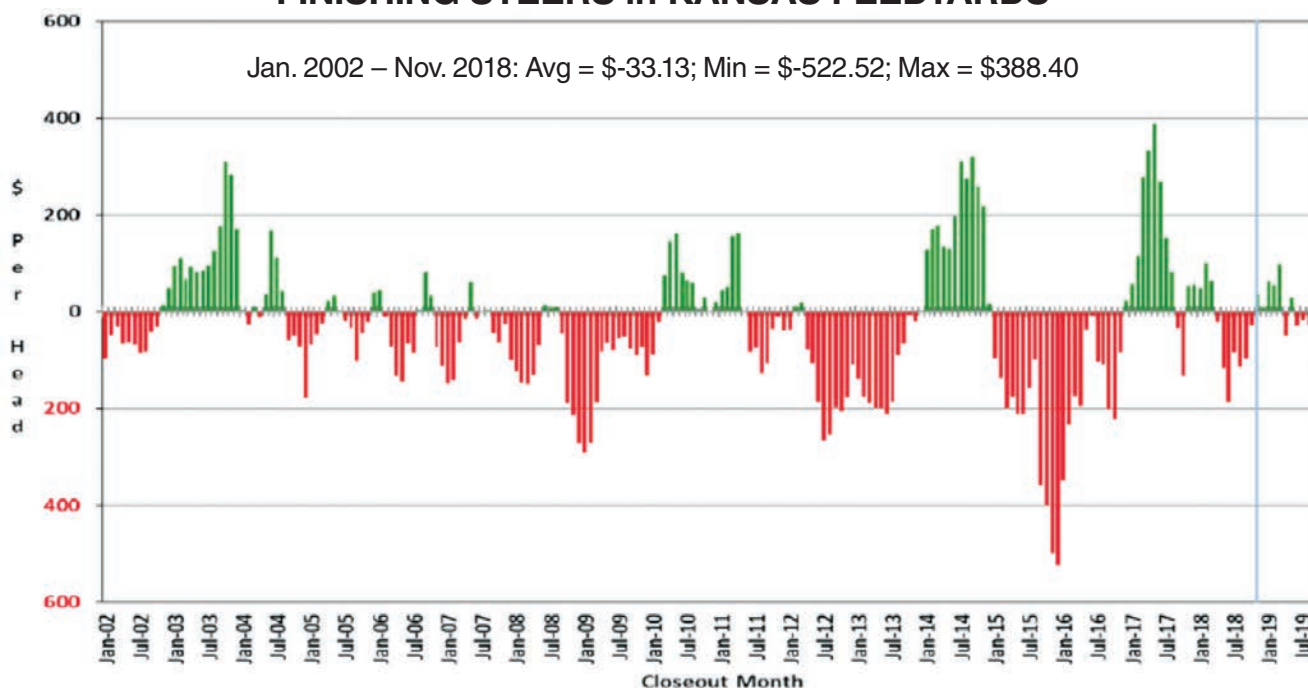
“It is important to remember that demand is not consumption,” Tonsor tells producers. Per capita beef consumption is domestic availability:

$$\frac{\text{US production} + \text{Imports} - \text{Exports}}{\text{Number of people}}$$

“What consumers think about the pounds of beef in that breakdown

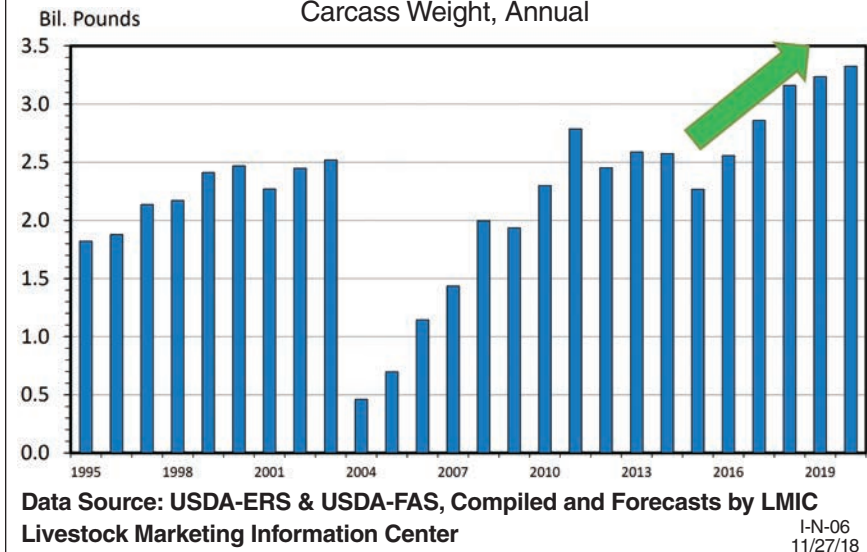
HISTORICAL and PROJECTED AVERAGE NET RETURNS FOR FINISHING STEERS in KANSAS FEEDYARDS

Jan. 2002 – Nov. 2018: Avg = \$-33.13; Min = \$-522.52; Max = \$388.40



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defines demand, and that's where we start talking about prices paid and value. You can't look at consumption going up and conclude that demand is going up and vice versa," he says. "For example, in 2014, per capita consumption went down because we pulled heifers out of the system to expand the herd, not because people wanted less beef. This is an important concept."

Trade and economy drive 2019 beef prices

The first quarter of 2019 projects 120-128 cwt fed cattle prices, resulting in \$50-100 per head positive returns for feedlots. The remaining quarters tell a different story, rounding out Q4 with projected \$116 cwt fed cattle prices and losses in the \$96 per head range.

The story of 2019, Tonsor shares, will continue to be demand, fueled by the strength of the US economy and increased exports.

Most years, including 2018, the US imports more pounds of beef than it exports, but remains a net exporter by value—meaning that what we import is less valuable than what we export. This is projected to be the case in 2019 and 2020, as well.

The importance of trade continues to grow from both a tonnage and value perspective.

"In 2019, the USDA expects the consumption of beef to be 59 pounds per person," Tonsor says, "Total combined chicken and other red meats consumption is projected to be 224 pounds per person. That's quite a bit higher than past years."

Tonsor's bearish tone rests on the fear that US markets will become saturated if access is lost elsewhere.

"It will hurt producer revenue if we have an adverse situation that keeps pounds [of any meat] at home that we thought would go elsewhere," says Tonsor. "From a broad outlook, our supply side factors are well established, we know what is being produced here—which is the main driver. What we don't know is what the export situation will be."

The US economy is also on Tonsor's radar, as he notes that some think a recession is on the horizon in either 2019 or 2020.

"We need to be cognizant of why beef prices have been strong the past few years: domestic and export demand. At some point, we will have another recession in the US, and when that happens, beef will get hit harder than any other meat," he says.

"What I am trying to clarify is that there is a lot of risk to demand in both 2019 and 2020."

FL

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Let's face it, most of the people that we interview for open positions today have more experience being interviewed, than we do at being an interviewer. As an employer, that puts us at a disadvantage, along with the growing list of questions we cannot legally ask during an interview.

Additionally, previous employers are becoming less willing to share information about their former employees for fear they will be sued for "interfering with a person's right to employment..." or other forms of retaliation or defamation. Though employers can legally provide factual information about former employees, there is still understandable hesitation. Good employees are available, and our hiring process needs to ensure we will find the very best person from the candidates that have applied.

A face-to-face interview is our best resource to sift through the information and determine the difference between the fluff, the fodder, the flattery and the facts.

Reviewing their list of skills and experiences, calling their references and comparing all this information to your profile of the ideal candidate is a good start. Here are a few advanced techniques and strategies that will help ensure your interview process harvests the most thorough and accurate information on each candidate.

1 Don't tell them the specific characteristics of the person you need to hire. If you say, "We're looking for a hard-working, dependable person with good observation skills who really cares about our animals..." you've just told them the exact words to use to answer every question. Instead, use more general, open-ended questions such as, "Tell me about a time that you proved your work ethic to your employer, and provide as many details as possible..." Then, expect them to share relevant details and ask follow-up questions for more specifics.

2 Look at their job application very closely. Don't just skim through it looking for specific experiences, skills or keywords. Search for any unemployment gaps between jobs that last for more than a couple weeks. Ascertain what they were doing with their time in those gaps. Ask if they learned anything while being unemployed for that length of time. Their activities during these interim times will provide you with significant information about their character, work ethic, passions and motivations.

3 Listen for their tone during the conversation. Do they tend to speak in negative terms? When they talk about other people is it gossip, or just sharing information pertinent to the conversation? Do they speak respectfully of people in the neighborhood or in the

industry? Who do they know, and what do they think about them as businesspeople and members of the community?

4 Observe their body language throughout the interview. Do certain types of questions make them uncomfortable? Does their body language coincide with what they are saying? Is their body language showing that they are engaged in the conversation, or do they seem aloof and distracted? Body language is often more revealing than their statements.

5 Concerning references, feel free to ask any questions appropriate to your needs but avoid asking about their family or other personal information which are not legal to ask during the interview. Though many will only give you basic information, it can be helpful to ask references for other individuals the candidate worked with at the company, their supervisor's name, etc. Those further removed from leadership and perhaps even no longer with that company may be more open with their comments.

6 If they request that certain former employers not be contacted, ask why, and ask for details.

7 Check their social media. Facebook, Twitter, LinkedIn and other sites can provide a general overview of the person's interests, relationships and general activities. Don't read too much into this information, but you may see some red flags as well as very positive information that can support your decision.

Keep in mind that on occasion, good employees simply don't interview well. Think back to the process you used with the best employees you have ever hired and look for patterns that enhance your selection process.

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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Importance of Testing Bulls for Trichomoniasis Between Breeding Seasons

Trichomoniasis (“trich”) is a reproductive disease that results in early pregnancy loss and open cows. The first thing a producer might notice are cows returning to heat when they should be pregnant. This sexually-transmitted disease is caused by protozoa that live in the reproductive tract of cows and sheath of bulls and occurs most often when stockmen use untested bulls, purchase open cows with unknown background, or when cattle herds co-mingle during breeding season.

Dr. Bart Lardner, Research Scientist, University of Saskatchewan, recommends testing bulls before or after breeding season, especially if cows are bred in community pastures. In a closed herd, this disease may not be an issue—unless a neighbor brings in new cattle and an infected cow or bull comes through the fence.

“Often producers don’t realize they have trich in their herd until they have a high percentage of open cows in the fall, or some cows cycle all summer long. Sometimes a producer is unaware of the risk when bringing in a new bull,” says Lardner. There is also risk when buying open cows. Unless it’s a virgin heifer, any open female could be carrying this disease. Mature bulls are the biggest risk, but buying open cows, or heifers that may have already been exposed to a bull, could bring carriers into the herd.

This disease has been a problem for many years in western states, and most states try to control it with import regulations and testing. Idaho was the first state to require mandatory annual testing of bulls, beginning in 1989.

Dr. Jim Logan, Wyoming State Veterinarian, says, “We can’t seem to eradicate this disease. In spite of the fact that most western states now have rules and requirements

for testing, trich continues to show up. Part of the problem is that we don’t have a good test for females. A small percentage of females can act as carriers. Open females and cows that calve should be culled—and sold only for slaughter so they don’t end up in someone else’s herd,” Logan says.

For many years the only way to check for trich was to take a sample from the bull’s sheath and culture it. This gives a 90% chance of finding the organism if the bull is infected. Standard practice is three cultures. If they all come up negative there is only one chance in 1000 that the bull is infected. Today, many veterinarians and producers choose a PCR test, which is more accurate and faster. PCR tests are becoming more affordable, and speed things up, especially if a producer wants to turn bulls out soon and doesn’t want to wait so long for test results.

Cheryl Waldner, DVM PhD, University of Saskatchewan, says producers wonder how many times they should test each bull, since a few infected bulls won’t show up positive on just one test. “One

negative test may be adequate in low risk situations. For example if the bull has been in your herd several years, has always had good pregnancy rates, and has not been exposed to any high risk cattle, one negative test may be enough.

“If you are not sure, for instance if your bull has been exposed to other cattle besides your own herd, or it’s a borrowed or leased bull, you’ll need more tests. If there is any reason for suspicion—if you don’t know enough about the bull’s history, or there was a fence problem and other cattle mixed with yours, or your end-of-season pregnancy rate is lower than usual—you need three tests, to rule out this infection,” she says.

The risk of false positives with the PCR test is very low, but there is some risk of false negative results. “Another problem is inconsistency in what we get from the bull, and the number of organisms being shed when we take samples. These numbers can fluctuate over time, and between samples,” says Waldner. You have a better chance to identify the infection if you take repeated samples, at least a week apart. **FL**





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Why Reputation Cattle Matter in the Feedlot

Success in the feedyard starts with good cattle; cattle that have been the benefactor of sound nutrition since before they were born, or even conceived.

In a recently released video Dr. Francis Fluharty, Head of the Department of Animal and Dairy Science at the University of Georgia, addresses the advantages of buying reputation cattle for your feeding operation, considering failure to do so one of the preventable mistakes of feedlot management.

“You get what you pay for,” says Fluharty. “Reputation cattle are important to the cattle industry. When you are a feeder, you’re trying to get healthy cattle in, and that goes back to before the calf was born.”

Approximately 75 percent of calf fetus growth occurs during the last two months. That has led many to believe cow nutrition only affects calf growth during the last trimester.

But the placenta, the regulator of fetal calf growth, develops during the first trimester, as do major organs. If nutrients are restricted during any given organ’s window of development, it can have consequences. A paper released by North Carolina State Extension, cites a University of Wyoming study which showed lung and trachea weights of steers born to heifers that were provided only 55 percent of their nutrient requirements were significantly less than steers born to heifers fed 100 percent of their

nutrient requirements.

In a commercial feedlot, where pathogens such as BVD are a threat to newly comingled calves, smaller lungs can create additional risk.

By mid-gestation, when a calf’s muscle development begins, lack of nutrition can lead to a decrease in muscle fiber formation, hampering further muscle development in the last trimester. University of Wyoming research comparing cows grazed at 120-150 days of gestation on low-quality pastures with 6 percent crude protein and cows grazed on improved pastures with 11 percent crude protein reported those grazed on improved pastures produced calves that were heavier at weaning and harvesting, and had greater meat tenderness at slaughter, according to the Warner-Bratzler shear force test.

Furthermore, the impact of fetal nutrition is perhaps most obvious in the final trimester, when muscle and adipose tissue experience their heaviest development. If adipocyte populations (cells responsible for accumulating fatty acids and generating intramuscular fat) are compromised by inadequate cow nutrition, it can produce offspring carcasses with lower marbling scores.

Maintaining adequate nutrition for gestating calves depends on cow condition during, and before, pregnancy. And that requires more than pasture management.

“If I am buying cattle for myself,

I want to know that cowherd that I’m buying those calves from has their cows in a body score condition of about 5 during mid- and late-gestation,” says Fluharty. “I want to know that they have a good mineral program, because minerals like copper and zinc and manganese – they’re what’s called co-factors in

energy metabolism in the liver. If that cow is going to nourish that fetus appropriately, she has to have good nutrition and often that means good mineral nutrition.”

University of Nebraska research on protein supplementation during late-gestation showed male calves born to supplemented cows had heavier carcasses than those without, and in one study, male offspring of the supplemented cows produced a greater percentage of carcasses grading Choice, and greater marbling scores, than the offspring of cows without protein supplementation.

To provide adequate mineral supplementation, Fluharty says the supplement needs to be something cattle will consume and in a form that is easily absorbable by the cow. “Trace mineral block is not a mineral program,” says Fluharty. He adds mineral should be in sulfates or carbonate form, not oxide.

Not only is poor cow body condition going to have an affect on calf growth and development in utero, a cow in poor condition or losing weight through the last trimester will have low quality colostrum. According to Fluharty, calves that don’t get a good quality colostrum are 5-9 times more likely to die prior to weaning and 5 times more likely to die of sudden death syndrome in the feedlot.

“We make a huge mistake when we buy calves from places that don’t have a good mineral program or don’t take good care of their cows from a body condition standpoint,” says Fluharty. “Because by the time we get them after weaning, they’re genetics may be fine. That producer may have purchased a really good bull, but if they didn’t take care of the cows from a nutrition standpoint and a body condition standpoint, their offspring aren’t going to have the potential to grow in the feedlot the same way they would have if the cow had been maintained properly.”

FL


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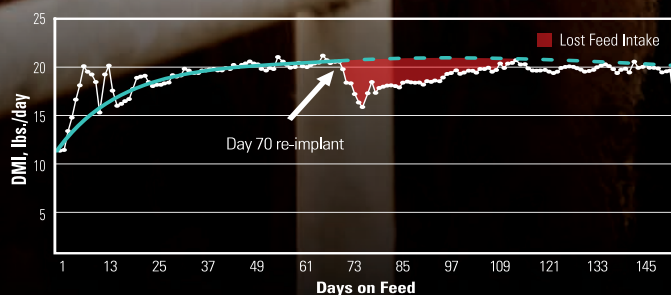
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1. Study Number HR-2S: Evaluation of Implants Containing Reduced-Dose Combinations of Trenbolone Acetate and Estradiol on Performance and Carcass Merit of Finishing Steers.
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Cow Calf Producers...

Are You Missing Out On EFFICIENCY?

Supplementing cows for proper nutrition throughout the year is a balancing act between cost, feed and available grazing. Weather, forage conditions and the stage of production for the herd are also major factors.

If a feed additive was available that could reduce forage intake in the cow herd by 8 to 10 percent without reducing performance, would you be interested?

Most ranchers would perk up at that possibility, and ask what is the name of this new supplement on the market. But the fact is, it's nothing new. It's monensin, also known as Rumensin.

Ionophores have been around for decades but are more widely known for use in feedlots and growing rations. However, the concept is gaining in popularity in the cow-calf sector.

Nutritionist Levi Trubenbach, Ph.D., with Livestock Nutrition Center, says there is significant data that shows feeding an ionophore to cows reduces their voluntary intake of forage. That can be hay, pasture, corn stalks, etc.

"We conservatively estimate an

8 to 10% reduction in forage intake, without reducing body condition or performance." Depending on the scenario and location, that can mean several things for a producer.

"It could mean an increase in stocking rate," he said. "It could mean feeding less hay in the winter, or maybe conserving forage for a secondary stocker enterprise. During a drought, it can help cows perform under conditions with limited forage availability. It's a big deal."

David Lalman, Ph.D., Extension Beef Cattle Specialist with Oklahoma State University looked at feeding strategies during a drought, and considered the scenario of limit feeding concentrate diets to beef cows as an alternative to feeding hay.

"In years when hay and forage production is low due to drought, hay prices often escalate," his research states. "In severe cases, forage may be hard to obtain." In

this scenario, limit feeding concentrates with a very limited amount of roughage is an option.

As part of Lalman's management tips in a limit feeding scenario, he recommends feeding an ionophore to help prevent acidosis and bloat, and says that the ionophore will help reduce the amount of feed needed by 7 to 10 percent.

Rumensin is the only ionophore currently labeled to feed cows.

Elanco Beef Cattle Technical Consultant Sara Linneen Ph.D., says. "If the cow is in a physiological stage of production to gain weight, Rumensin will improve daily gain, or the improvement can be increased feed efficiency."

Considering the cost of the ionophore is approximately 2 cents/cow/day, the return on investment is about 200% if fed half the year, based on improvements in feed efficiency of between 5-10%,

Linneen says.

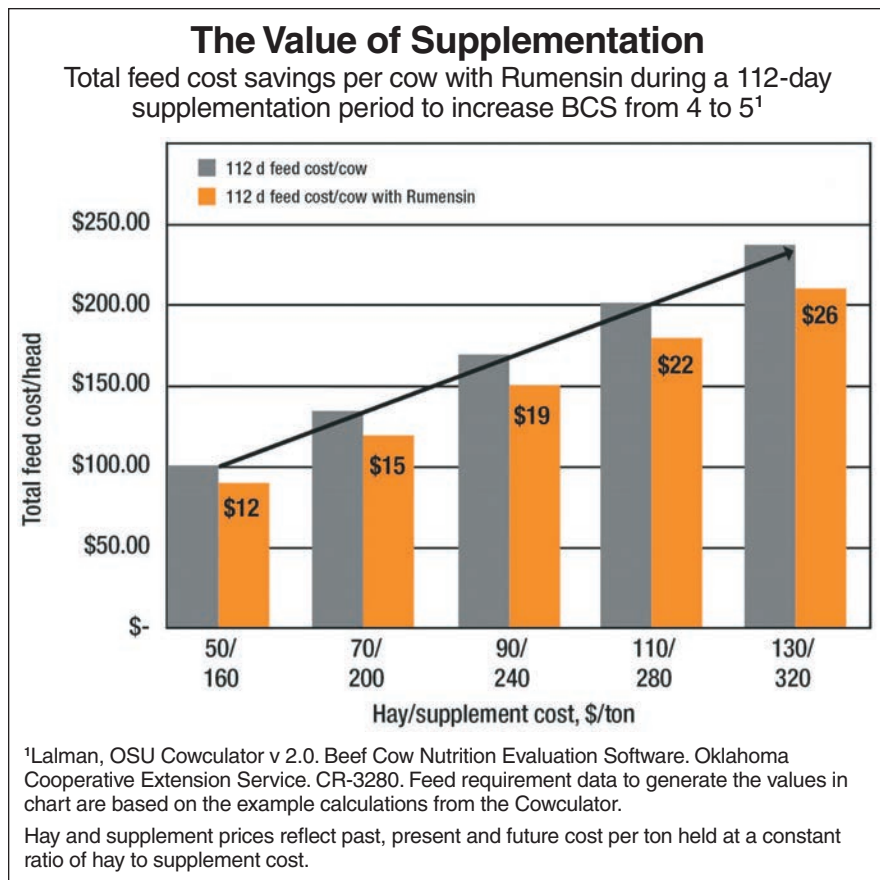
Studies also show an advantage when the ionophore is fed to replacement heifers, with no negative impact on the reproductive performance. In fact, the ionophore-fed heifers reached first estrus faster.

Increased feed efficiency is not the only benefit to feeding an ionophore to beef cows. There are health considerations as well, like coccidiosis control, Linneen explains. "Similar to how it works in the stocker and feeder industry, feeding the ionophore will control coccidiosis by killing the bug at three different points in the digestive tract. That also may translate to coccidiosis control for the calf," she says.

Coccidiosis is shed in the feces, so if a producer is calving in confinement or has baby calves laying around feces possibly in a feeding area, feeding an ionophore to cows may provide a cleaner environment for the calves.

Typically thought of as a feed additive in a total mixed ration, an ionophore can be added to various feeding programs for beef cows.

"It can be formulated to be fed in a cake supplement or anything you hand feed, a block, a mineral or a tub as long as it is hand-fed (not provided free choice)," Linneen



says. Monensin is also approved in a liquid form and can be sprayed on roughage. That scenario is most common where producers are processing bales of hay into windrows for cows.

Caution needs to be used in certain settings where horses are grazed with cows since ionophores

are toxic to horses.

However, Trubenbach says the ionophore is something producers should really look at adding to their feeding programs. "It adds a lot of value to a diet. I formulate lots of different supplements, complete feeds and premixes, and I almost always recommend an ionophore." **FL**



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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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The age-old question: How many replacements do I keep?

The answer ultimately lies within how many cows you have, what type of operation, and your strategy for heifer replacement.

Dr. Bob Larson, professor of production medicine, suggests at least 10% as a starting point. Even with a 5% open rate, cows with bad udders, bad eyes and bad attitudes must go. The national average is 15%, he points out, and some herds are closer to 20%.

“For a commercial herd I think you want to keep that number relatively low, because of the increased productivity of mature cows versus replacement heifers,” he says. “So I’d like to keep it closer to 10%-15%, not 15%-20%.”

The other question: How will you develop your replacements? For commercial operations, Dr. Larson suggests shooting for 60%-65% of mature body weight. It will ensure

that a majority of those heifers will cycle early in the breeding season, even if they’re young. The rule of thumb: Save twice as many heifers as what you want to keep, then apply selection pressure on those that get bred early.

Good nutrition and management programs help out cow longevity. Keeping mature cows helps productivity.

“I’d rather have a mature cow have a calf again than have to replace her,” Dr. Larson points out.

Dr. Bob Weaber, professor of animal sciences and industry, and extension specialist, points out that seedstock and purebred producers tend to keep herds young to accelerate genetic improvement and change. An added challenge there is the emphasis on cow stayability and longevity as a trait — but if you don’t keep them, you can’t measure it. **FL**

10 Items You Want in Your Calving Kit

- 10:** An extra set of coveralls and dry boots. Warm and dry is good. Cold and damp makes an unhappy rancher.
- 9:** Colostrum replacement.
For those calves that didn’t get off to the best start.
- 8:** An esophageal feeder.
Have it with you, have it clean and dry, and know how to use it.
- 7:** Ear tags. What better time to tag than Day 1?
- 6:** Something to write down records on. A notebook, blank note cards, an app on your phone, a piece of week-old mail — whatever it takes to make sure records are kept on each animal.
- 5:** Lube. Lots of lube.
- 4:** OB sleeves. Have an abundant supply on hand. (Literally.)
- 3:** Calf chains or calf straps. Calving-assistance extraordinaire.
- 2:** Handles to go with your chains and straps. Teamwork makes the dream work. Get all of your components together before you head out.
- 1:** A good relationship with your veterinarian, and their phone number. Tough calving situation? If you call your veterinarian late on Friday during their kid’s basketball game, studies suggest he or she will be more likely to help if you’ve established a successful working relationship.

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(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. Copyright ©2018 Intervet Inc., d/b/a Merck Animal Health, a subsidiary of Merck & Co., Inc. All rights reserved.



GRAZING FOR GOOD

A holistic planned grazing system utilized by two Texas ranchers improves the land and profit opportunities.

It's a busy time of year at Birdwell and Clark Ranch. A few times a day, Emry Birdwell, his wife, Deborah Clark, and their crew ease out amongst close to 5,000 head of cattle and move the herd from one grazing cell to another. It's a process that has taken place hundreds of times since the cattle arrived at the ranch last fall. Simply put, the ranch practices rotational grazing, but for Birdwell and Clark, it's much more than that.

Holistic planned grazing, as the couple refers to it, consists of 140 paddocks on the 14,200-acre ranch, ranging in size from 40 to 120 acres. Some of those paddocks are subdivided two and three times, depending on the forage quality and quantity. The cattle, a single herd that averages year-to-year about 5,000 head, graze in a paddock for a few hours before moving to the next one. That paddock then goes into a resting phase while the forage recovers and grows again. At the heart of the couple's system is flexibility – adapting a plan based on available forage and environmental conditions.

Traditional rotational grazing

often is reduced to regular animal shifts from one grazing cell to another based on a strict time schedule, rather than a response to the environmental conditions, remaining forage, growth and other factors. This is where the Birdwell and Clark Ranch takes things a few steps further.

The Plan

Learning from the teachings of individuals like range science expert Allan Savory, co-founder of Holistic Management International and later the Savory Institute, who redefined and further developed the idea of holistically planned grazing, the Birdwell and Clark Ranch grazing plan is always a work in progress, adapting to the rainfall, the growing season and other factors.

Emry began a planned grazing strategy in the early 1980s on another ranch. When he and Deborah purchased the current ranch eight miles east of Henrietta, Texas, he knew it could be a good place to continue the planned grazing concept.

They spent considerable time tearing out the dilapidated permanent fencing and replacing it

with 150 miles of electric wire. Additional paddocks were then created with polywire and step-in posts. One 32 joule energizer that's rated for 250 miles powers all of the electric fencing. It's stationary and is capable of operating the whole ranch. The couple also has a 3 joule solar energizer that is used for "spot duty."

Initially they divided the ranch into thirds, and grazed small paddocks in each section with three herds of cattle. But the drought of 2011 forced Emry to rethink his plan as water for the cattle dried up. On the advice of Savory, he combined the cattle into one large herd and focused getting water to a central area rather than three separate locations on the ranch. Emry laid water lines from water sources to areas that were lacking. He developed a mobile water trough that could be connected to the water line in any given grazing paddock to water the entire herd.

Those necessary changes turned out to be the best decision for the rangeland. By concentrating the entire herd in one area, the impact to the active grazing cell was

greater (more grazing, tromping and natural fertilizer). Plus a grazed cell had more time to rest, recover and grow.

“Moving to a single, large herd allowed us to increase the recovery period across the ranch. It worked so well, we never looked back,” Deborah said. Pictures show the results. Satellite imagery available via software like Google Maps show the ranch in 2012. Bare spots once void of forage are now covered in grass. In fact, they use Google Maps as a teaching tool when groups tour the ranch.

“Emry will have them pull up Google Maps and zoom in on a bare spot,” Deborah explained, “and then will tell them that’s exactly where they are standing now, knee deep in grass and forage.” The couple estimates that 95 percent of bare areas in 2012 are now covered in forage, thanks to the impact of the massive herd.



A 7-foot long PVC pipe with grooves cut in the end raises the electric fence wire, allowing the cattle to easily move to the next grazing cell without having to drive the cattle to a gate.

The Herd

The couple spends September through early December acquiring approximately 5,000 head of 500-pound stocker cattle. Once the herd is healthy, they begin their trek across the 14,200-acre ranch, grazing small paddocks for a few hours at a time. Depending on environmental factors, the cattle can be moved as often as every three

hours during the day.

In the fall, cattle are moved via horseback while they learn the system. Once the herd is trained, they can be moved from paddock to paddock with vocal cues. Instead of relying on a network of gates between each paddock, Emry un-hooks several insulators from the steel post and slides the insulators down the electric wire out of ►



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NADA 141-334, Approved by FDA.

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Not for use in female dairy cattle 20 months of age or older or in calves to be processed for veal.

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.

For customer service or to request a Material Safety Data Sheet (MSDS), call: 1-800-211-3573. For additional Zuprevo 18% information go to www.zuprevo.com.

For a complete listing of adverse reactions for Zuprevo 18% reported to CVM see: <http://www.fda.gov/AnimalVeterinary/SafetyHealth>.

DO NOT USE ZUPREVO 18% IN SWINE. Fatal adverse events have been reported following the use of tildipirosin in swine. NOT FOR USE IN CHICKENS OR TURKEYS.

RESIDUE WARNING: Cattle intended for human consumption must not be slaughtered within 21 days of the last treatment. Do not use in female dairy cattle 20 months of age or older. Use of this drug product in these cattle may cause milk residues. A withdrawal period has not been established in pre-ruminating calves. Do not use in calves to be processed for veal.

PRECAUTIONS: The effects of Zuprevo 18% on bovine reproductive performance, pregnancy and lactation have not been determined. Swelling and inflammation, which may be severe, may be seen at the injection site after administration. Subcutaneous injection may result in local tissue reactions which persist beyond the slaughter withdrawal period. This may result in trim loss of edible tissue at slaughter.

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Grazing for Good... from previous page

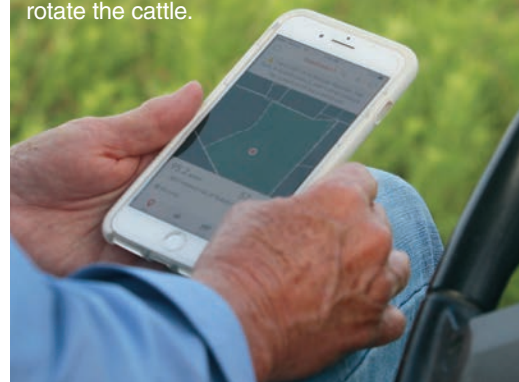
the way. He then uses a 7-foot PVC pipe “riser” with grooves cut in one end to raise the electric wire. With the electric fence elevated well above the cattle, they walk in an orderly fashion to the next grazing cell. The riser elevates the wire for approximately 100 feet for the cattle to pass under, which is plenty of room for the herd. The entire process takes about 20 minutes.

“The riser allows me to move the cattle based on where they are at. You don’t have to call them down to the gate,” Emry explained. “Plus, if it gets wet and all 5,000 head are coming through the gate, that area can get really bogged down. With the pipe riser, you go to the cattle.”

The herd grazes from fall until early July. In the winter, each grazing paddock is only used once, but during the peak growing season from mid-March until mid-June or early July, paddocks are allowed 55 to 60 days of recovery before the cattle graze it again. Toward the end of the grazing season, the herd migrates through paddocks near the shipping pens. In July, the cattle are shipped in approximately five days or roughly 1,000 head per day.

The cattle gain around 300 pounds during their stay on the ranch. “Our per-head gain may not be as great as someone else’s. Someone that’s using conventional grazing will gain more per head than we will,” Emry said. “But we are gaining more pounds per acre

An app helps monitor the grazing cells and helps the couple plan how to rotate the cattle.



with the same overhead. We could graze 1,000 head or 5,000 head with the same overhead. The only thing that will go up is the direct cost of the cattle.”

His advice: learn about the system before you jump in with both feet.

“Everybody reads about this and thinks they can throw their cattle together, start rotating and double their cattle. The first mistake they make is trying to double it too fast,” he said. “You’ve got to understand how fast your grass will grow or not grow. This is a 60-day area, but you go 70 miles west and it’s a 70-day area. East of here, it’s less.”

There are a variety of seminars available, and Emry and Deborah strongly encourage them. “There are a plethora of resources out there, but it doesn’t mean every one will fit you,” Deborah said. “However, you can start to look at things in a way to produce more benefits than traditional grazing.” **FL**

ADDITIONAL RESOURCES

- Birdwell and Clark Ranch: www.BirdwellAndClarkRanch.com
- *Dirt to Soil* by Gabe Brown
- Hollistic Management International: www.holisticmanagement.org
- Savory Institute: www.savory.global
- Ranching For Profit: www.ranchmanagement.com
- Soil Carbon Cowboys: On vimeo.com
- Grassfed Exchange Conferences: April 2019, California; 2020, Texas

FACEBOOK PAGES

- Defending Beef
- Soil4Climate
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2/18 BV-ZUP-FEED-56199-TEXT



FAQ: Grass Tetany

Start Preventive Measures Now

What is “Grass Tetany” and when are cattle most likely to have it?

Grass tetany, also known as spring tetany, grass staggers, wheat pasture poisoning, winter tetany or lactation tetany, is a condition due to a low level of magnesium (Mg) in the blood. The disorder in adult cattle begins with muscle spasms and quickly progresses to convulsions, respiratory difficulty, and death. The amount of magnesium in the blood is completely dependent on the amount obtained from the daily diet. Deficiencies occur most often in beef cows when they are nursing a calf and grazing young, green grass in early spring. Fast-growing spring pastures are high in potassium (K+) and nitrogen (N+) and low in magnesium (Mg++) and sodium (Na+). Affected cattle often have low blood calcium concurrently. Fall calving cows may also experience grass tetany during the winter months.

Will Feeding Plain White Salt to Cows Prevent Grass Tetany?

This claim is shared every spring and, indeed, there are producers who do not have grass tetany that only feed salt. How can that be? Simply put, for those few lucky producers, the minerals available in

their soils and forages are enough to meet the needs of their cows. A number of complex factors contribute to the ability of magnesium to be absorbed through the rumen (stomach) wall. Primarily there is a “pump” mechanism that actively transports the dissolved form of Mg across the rumen wall to the bloodstream. This pump does not work when potassium in the rumen is high and sodium is low because this changes the electrical potential necessary to drive it. Adding salt to the ration will improve magnesium transport to the bloodstream only when sodium is low in the overall diet. Too much salt will increase urination and cause magnesium to be lost in urine. Salt, as with any substance, can be dangerous and even fatal at high levels.

Research has shown that the negative effects of high potassium in early spring grass cannot be overcome by simply adding large quantities of salt. However, a second, passive transport system for Mg exists which is not influenced by potassium. This transport system only works when Mg in solution in the rumen fluid is high. High magnesium mineral mixes prevent grass tetany by allowing magnesium to

passively flow into the bloodstream of the cow without the need for the active transport pump.

Has Limited Amounts of Salt in Trace Mineral Mixes Led to an Overconsumption of Minerals?

Regional soil types, soil fertility and diverse forage species result in different mineral needs for grazing livestock on every farm. A blanket statement disregarding these factors is oversimplifying a very complex situation. Trace minerals such as copper, selenium, and zinc are all essential nutrients vital for proper growth, production, and immune system function. Trace mineral deficiencies are common and can predispose animals to serious and sometimes fatal disease conditions. Interactions occur between all of the various metals, minerals, and other elements in the diet, and optimal amounts of all elements are essential for proper nutrition. Trace mineral mixes are formulated to meet the needs of cattle, including the need for salt. The keys to using a free-choice product are to ensure cattle have access to mineral 100% of the time, use a palatable, quality product and make sure they are consuming it at the expected level. Remember

a 50-pound bag of hi-mag mineral to be fed at 4 ounces per head per day will only last 4 days in a 50 cow herd. If the cows have calves that also eat mineral, a bag may only last 3 days.

Does Grass Tetany Only Occur in the Spring?

No! "Winter tetany" in beef cattle is caused by consumption of a diet low in energy and an insufficient intake of magnesium over a period of time. It may also be observed when feeding wheat or rye baleage during the winter since these forages are often high in potassium and nitrogen but low in magnesium. Affected cattle have borderline low blood magnesium concentration then clinical signs of grass tetany are triggered by a stressor such as a severe cold snap.

Hypomagnesemia is often referred to as an "iceberg" disease because only a few clinical cases occur but there are many unobserved or subclinical cases that may become problems after a stressful event such as a weather change.

How Can Grass Tetany Be Prevented?

Prevention is based on providing magnesium in the diet during times when conditions are right for grass tetany. As long as the active transport pump for magnesium is working well and driving magnesium across the rumen wall, grass tetany problems should not develop. However, when factors prevent this pump from working (such as when potassium is high in lush spring grass), the second or "backup" pathway depends on increasing levels of magnesium in the diet with a high magnesium mineral mix. A high rumen magnesium level will allow magnesium to passively flow into the bloodstream of the cow without the need for the active transport pump. Supplementation with high magnesium mineral should begin at least 30 days prior to calving. Cows require 20 grams of magnesium daily or 4 ounces

per day of a 15% magnesium mineral mix, especially during the late winter and early spring if pregnant or lactating. Mineral feeders should not be allowed to be empty because consistent intake is important for clinical disease prevention. Do not offer additional loose salt or salt blocks at the same time! High magnesium mineral may be discontinued in late spring once the grass is more mature, the water content of the forage is decreased, and daily temperatures reach at or above 60°F.

Does the Form of Magnesium Used in the Mineral Matter?

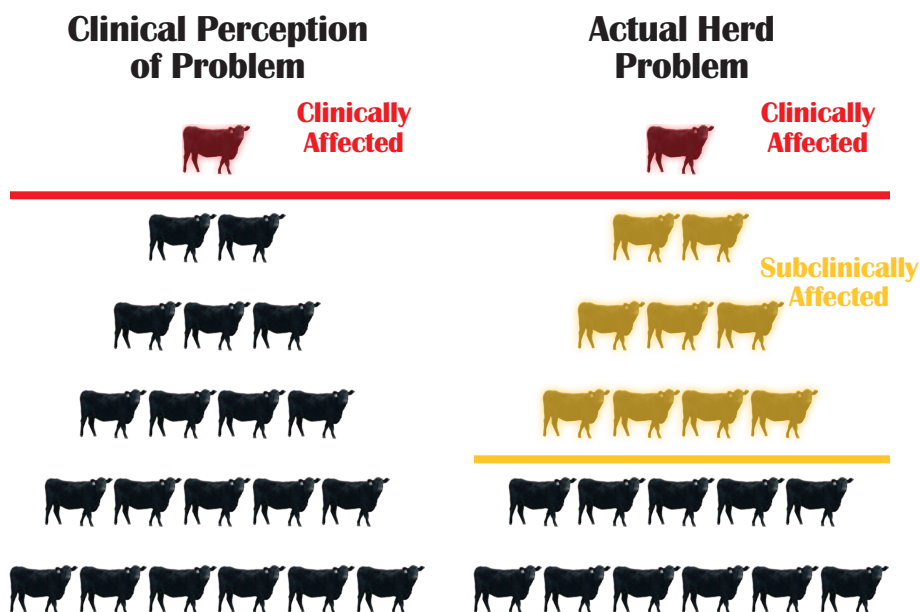
Absolutely. The feed industry utilizes magnesium oxide (MgO) to supply magnesium but there is tremendous variation in quality and bioavailability. UK Beef Integrated Resource Management (IRM) mineral recommendations for free choice supplements for grazing beef cattle include 15% salt and 14% magnesium in the complete mineral mix and all magnesium from magnesium oxide (no dolomitic limestone or magnesium mica). Current recommendations also include a minimum 50% of the MgO should be of the Martin Marietta AniMag prilled form. "Prilling" is a method of processing ruminant animal feed that decreases degradation

by ruminal microorganisms and allows absorption further down the digestive tract. These complete mineral mixtures also supply the necessary sodium in the form of salt to aid in combatting high potassium intakes. Consumption should be monitored because cattle will not eat enough trace mineral if using poor quality products. In addition, feeding an ionophore (such as monensin or lasalocid) has been shown to improve magnesium absorption efficiency.

Are There Management Changes That Reduce the Risk of Grass Tetany?

Yes. These include: 1) Soil test and apply fertilizer based on soil test results and use no more potassium than recommended since grasses are luxury consumers of potassium; 2) Legumes are high in magnesium and will help offset the problem although their growth is often limited in late winter; 3) Feeding hay to cattle on lush pasture during susceptible periods or limit grazing to 2-3 hours per day will slow the rate of passage through the digestive tract and allow more time for absorption; 4) Graze the less susceptible or non-lactating animals (heifers, dry cows, stocker cattle) on the highest risk pastures.

In summary, increasing ►



Grass Tetany... from previous page
magnesium intake by supplementing with magnesium oxide, offering adequate salt to prevent sodium deficiency, and increasing total energy intake with good quality forage or supplemental feed are all effective tools in preventing grass tetany. These are exceptionally important when moving from winter rations to young spring grass pasture, especially in lactating cows. Grass tetany is considered a true veterinary emergency requiring prompt

treatment with magnesium to prevent death. Response to therapy is not always good and depends largely on the length of time between onset of symptoms and treatment. Cattle that do recover take at least an hour which is the time it takes for magnesium levels to return to normal. Many of these cows will relapse and require more treatment within 12 hours. Administering oral magnesium gel once the animal has regained good swallowing reflexes or drenching with magnesium

oxide or magnesium sulfate will reduce the rate of relapse. If grass tetany has occurred within a herd, an effort should be made to immediately increase the intake of magnesium to other members of the herd to prevent further losses.

A special thanks to Dr. Jeff Lehmkuhler, Extension Beef Cattle Specialist, University of Kentucky and Dr. Cynthia Gas-kill, Veterinary Toxicologist, University of Kentucky Veterinary Diagnostic Laboratory for their significant contributions to this article.

FL



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language of the bill and place it in their trucks as proof of the exemption. The language is printed below.

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States Code, or any regulation issued by the Secretary pursuant to such section, with respect to the use of electronic logging devices by operators of commercial motor vehicles, as defined in section 1831132(1) of such title, transporting livestock as defined in section 602 of the Emergency Livestock Feed Assistance Act of 1988 (7 U.S.C. 1471) or insects." **FL**

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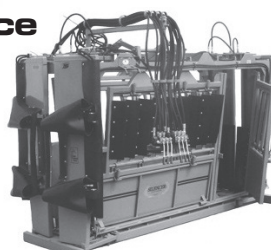
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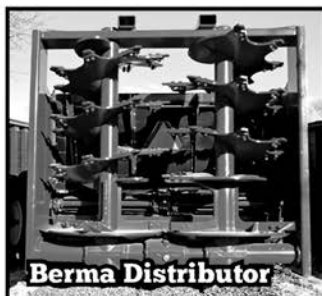
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FEED•LOT is published under ISSN 1083-5385

Audited by:



FEED•LOT (ISSN 1083-5385) is published eight times per year in February, March, April/May, June, August, September/October, November and December at no charge to qualified recipients, by FEED•LOT Magazine, Inc. 116 E. Long, Dighton, KS 67839. Periodicals postage paid at Dighton, KS 67839 and additional mailing offices. Non-qualifying subscription rates: \$55 per year within USA, \$80 per year for foreign, including Canada. Back issues \$10, including postage and handling. Please call FEED•LOT Magazine, Inc. for reprint and copy authorization, 620-397-2838. POSTMASTER: Send address changes to FEED•LOT Magazine, Inc. PO Box 850, Dighton, KS 67839.

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IMPORTANT SAFETY INFORMATION

CAUTION: Consumption by unapproved species or feeding undiluted may be toxic or fatal. Do not feed to veal calves.

For the prevention and control of coccidiosis due to *Eimeria bovis* and *Eimeria zuernii*: The label contains complete use information, including cautions and warnings. Always read, understand and follow the label and use directions.

DIRECTIONS FOR USE

Dosage/Use levels

Rumensin: Cattle fed in confinement for slaughter

For improved feed efficiency: Feed 5 to 40 g/ton of monensin (90% DM basis) continuously in a complete feed to provide 50 to 480 mg/hd/d.

For the prevention and control of coccidiosis due to *Eimeria bovis* and *Eimeria zuernii*: Feed 10 to 40 g/ton of monensin (90% DM basis) continuously to provide 0.14 to 0.42 mg/lb of body weight/d of monensin up to a maximum of 480 mg/hd/d.

1. Freedom of Information Summary (NADA 95-735).

2. Elanco Animal Health. Data on file.

3. McDougald LR Biol Coccidia 1982 373 (v1.0)

4. Long PL et al J Parasitol 1982 363 (v1.0)

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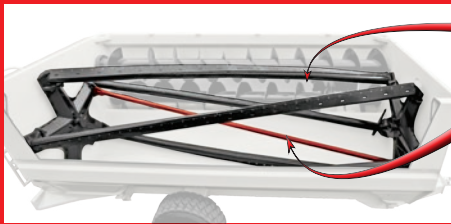
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