Podcast Pick of the Month

Author: Beef Cattle Institute at KSU

Check out this month’s Podcast Pick of the Month. Listen to experts discuss product disposal, what to do with a deceased animal, and intensive grazing and impact on sustainability.

Marketing Those Calves This Fall

Justin Waggoner, Ph.D., Beef Systems Specialist

Maximizing calf revenue is important for cattle producers, it’s how they get paid! Just like any business understanding what drives how you get paid is important. Calf revenue from my academic perspective is driven by three factors; 1) the number of calves sold, 2) sale weight of calves and 3) price received.

Cow/calf producers to some extent have control over the number of calves sold and sale weight. The number of calves sold is essentially a function of stocking rate, cow fertility and/or reproduction on an operation. The sale weight of calves is more complex but is a multi-factorial combination of genetics, calving distribution, calf age, nutrition, management and technology use (implants). Price received is likely the most influential of the three factors that drive calf revenue and is the factor that cow/calf producers often believe they have the least ability to control. Once a set of calves enters the sale ring, or appears on the video screen their value is determined by what two prospective buyers are willing to pay. Although it is impossible for producers to directly influence what buyers are willing to pay, I would argue that they are not completely helpless. Cow/calf producers directly control what they sell (weaned calves, value-added calves or feeders), and determine when they will sell. These are difficult, complex decisions, that shouldn’t necessarily be made based upon weekly cattle sale reports or the thoughts of your favorite livestock market commentator. I am not saying that keeping informed about current market conditions isn’t important. However, that information when used with resources like Beef Basis (www.beefbasis.com) that use data to evaluate different market scenarios, from selling five weight calves the first week of October, to seven weights December helps producers make the best decision for their operations.
Management Considerations for September 2023
By Jason M. Warner, Ph.D., Extension Cow-Calf Specialist

COWHERD MANAGEMENT

For spring-calving cow herds:
• If not already done, make plans for weaning calves.
  - Test your forages and have feedstuffs on hand prior to weaning.
  - Check and clean waterers and prepare weaning/receiving pens.
• Evaluate cow BCS at weaning.
  - Record scores with the BCS Record Book from KSRE!
  - Use BCS to strategically supplement cows during fall, if needed.
  - Female requirements are lowest at weaning so weight and BCS can be added more easily in early fall rather than waiting until closer to calving.
• Schedule pregnancy checking and fall health work if not already done.
  - How were pregnancy rates relative to last year?
  - Do we need to re-think our fall/winter nutrition program?
• Evaluate the cost of gain relative to the value of gain when making feeding and marketing decisions for cull cows.

For fall-calving cow herds:
• The final 60 days prior to calving represents the last opportunity to add BCS economically.
• Ensure mature cows are ≥ 5.0 and 2–4-year-old females are ≥ 6.0 at calving.
• Review your calving health protocols as needed.
• Have calving equipment cleaned and available to use as needed.
• Plan to adjust your nutrition program to match needs of lactating cows.
• Use the estrus synchronization planner (https://www.iowabeefcenter.org/estrussynch.html) to help plan fall synchronization protocols.

Plan your mineral supplementation for this coming fall and winter.
• Record date and amount offered and calculate herd consumption.
• If consumption is 2X the target intake, then cost will be too!
• If using fly control products, continue to use them until recommended times (based on date
• Risk of grass tetany is greatest for lactating cows. Consider magnesium levels in mineral supplements for cows grazing cool-season forages and winter annuals this fall.

Schedule breeding soundness exams for bulls used for fall service.
• Monitor BCS, particularly on young bulls.
• If bulls are BCS ≤ 5.0 after summer breeding, consider supplementing to regain BCS going into fall.

CALF MANAGEMENT

• If you are creep feeding spring-born calves, continue to closely monitor intake and calf condition/fleshiness going into the fall until weaning.
• Schedule any pre-weaning vaccination or processing activities if not already done.
• Consider the economic value by implanting nursing fall-born calves and weaned spring-born calves.
• If not already done, schedule your breeding protocols for fall replacement heifers in advance of the breeding season.
  - If synchronizing with MGA, make sure intake is consistent at 0.5 mg of melengestrol acetate per hd per day for 14 days, and remove for 19 days prior to administering prostaglandin.

GENERAL MANAGEMENT

• Employ multiple strategies, chemistries for late-season fly/insect control.
• Take inventory of and begin sampling harvested forages for fall feed needs.
  - Use the forage inventory calculator (https://www.agmanager.info/hay-inventory-calculator).
  - Balance forage inventories with fall/winter grazing acres.

If planning to harvest corn or sorghum silage:
  - Prepare your pile/bunker site and equipment.
  - If using a custom harvester, communicate with them well in advance.
  - Closely monitor whole plant moisture levels.
  - Have silage tarps in place and ready to cover once harvest is complete.

Use the Management Minder tool on KSUBeef.org to plan key management activities for your cow herd for the rest of the year.

With high feeder calf prices, consider price risk management tools.

Visit with your local FSA and extension office if you plan to utilize CRP acres for emergency forage use or for information on other assistance programs.
## 2023 Central Kansas District Wheat Plot Results

<table>
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<tr>
<th>Brand</th>
<th>Variety</th>
<th>Ryan Farm</th>
<th>Isaacson Farm</th>
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<td>Zenda</td>
<td>48.0</td>
<td>93.6%</td>
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<td>Atomic AX</td>
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<tr>
<th>Previous Crop</th>
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Yields adjusted to 12.5% moisture. The results presented here are from unreplicated demonstration plots.

For replicated research plot results go too:

2023 K-State Wheat Performance Test Results
[https://www.agronomy.k-state.edu/services/crop-performance-tests/winter-wheat/index.html](https://www.agronomy.k-state.edu/services/crop-performance-tests/winter-wheat/index.html)

**Special Thanks to:** The Myers, Isaacson, and Ryan families for the work and support of these plots.

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[Logo]

**K-State Research and Extension Central Kansas District**

Jay Wisbey Crop Production Agent
Central Kansas District
2218 Scanlan Ave.
Salina, KS 67401  785-309-5850
jwisbey@ksu.edu
Farm & Ranch Transition Conferences
Preparing farmers and ranchers to plan for the transition to the next generation!

Four locations will be offered - register for the location of your choice by August 16th

Registration fee: $15 or $45 for a family of 4  https://bit.ly/TransitionConf

Clyde: Tuesday, August 22nd
Clyde Apartments Auditorium - 620 Broadway
contact: Luke Byers
lsbyers@ksu.edu (785) 632-5335

Delphos: Wednesday, August 23rd
Delphos Auditorium - 206 W 2nd St
contact: Justine Henderson
jwh04@ksu.edu (785) 392-2147

Beloit: Thursday, August 24th
Methodist Church - 801 N Bell St
contact: Blaire Todd
blairet@ksu.edu (785) 738-3597

Phillipsburg: Friday, August 25th
Phillips Co Fair Building - 1481 Hwy 183
contact: Rachael Brooke
rbrooke@ksu.edu (785) 425-6851

8:30am - 9:00 am
Check in

9:00am - 12:00pm
"Mapping Out a Plan to Keep Your Farm in the Family for Future Generations" - Dr. Ron Hanson

12:00pm - 12:45pm
Lunch

12:45pm - 1:30pm
"Maximizing After Tax Wealth in Transition for Farm Families" - Local KFMA Economist

1:30pm - 1:45pm
Break

1:45pm - 2:30pm
"Protecting Assets in Transition for Farm Families" - Local Attorney

2:30pm - 3:00pm
"Moving Forward: Your Kansas Resources for Transition Planning" - Ashlee Westerhold

3:00pm - 3:30pm
Panel Q & A
Field Days 2023
Ranch Management

Thank you to our sponsors:

August 17 | Thomas County
Carpenter Cattle Company

August 10 | Chase County
Mushrush Red Angus

More information to follow!
24TH K-STATE BEEF STOCKER FIELD DAY
SEPTEMBER 28, 2023 | BEEF STOCKER UNIT | MANHATTAN, KS

9:30 a.m.  Registration/Coffee
10:15 a.m.  Introductions
10:30 a.m.  Dr. Glynn Tonsor – K-State
           Beef Cattle Outlook
11:15 a.m.  Producer Panel – Labor: Recruiting and Retention
           • J.D. Powell – Sandhills Hay Co. Ltd
           • Dr. Karol Fike – K-State
           • Chad Cargill – Cargill Ranch
           • Keith Bryant – Cobalt Cattle Company
           Moderator: Wes Ishmael – Hereford World, Executive Editor
12:15 p.m.  Barbeque Brisket Lunch – View posters
1:15 p.m.   Dr. Lee-Anne Walter and Dr. Tim Parks, Merck Animal Health
           Latest research into the top pharmaceutical technologies yielding
           the highest economic return in stocker cattle
2:15 p.m.   Dr. Logan Thompson – K-State
           Accounting for the environmental impact of grazing cattle: appreciating our ecological niche
3:00 p.m.   Break
3:30 p.m.   Alfredo DiCostanzo – University of Nebraska
           Fine-tuning bunk calls in the grow yard
4:15 p.m.   Zach Smith – South Dakota State University
           Appropriate use of steroidal implants during the backgrounding
           and stocker phase: impacts on growth performance and carcass
           outcomes upon harvest
5:30 p.m.   Cutting Bull’s Lament

*After the program, be our guest for Prairie Oysters and Call Hall Ice Cream

EVENT PARTNERS:

Event Sponsored By:

MERCK
Animal Health

Registration
The cost is $25 per participant if you register on or before September 14. Late registration is $35.

Location
The conference will take place at the KSU Beef Stocker Unit, 4330 Marlatt Avenue, Manhattan, Kansas.

For more information contact:
Katie Smith, Department of Animal Sciences & Industry, 785-532-1267, kaitiesmith@ksu.edu

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**Beef Stocker Field Day 2023**

Registration Deadline: September 14, 2023

Cost is $25 per participant. Onsite registration is $35. Return this form with your payment or register online at www.KSUbeef.org

Name(s): ____________________________________________________________

Address: _____________________________________________________________

City: __________________________ State: ________ Zip: __________ Email: ______

Total Number of Registrants: ___________ @ $25

Total Amount Enclosed: __________

I plan to attend Cutting Bull’s Lament immediately following the conference. Yes _____ No _____ Total number of people: _______

Your payment or check, payable to Kansas State University, is required to process your registration. Send to: 2023 Beef Stocker Field Day, 218 Weber Hall, 1424 Chaffin Road, Manhattan, KS 66506 or email kaitiesmith@ksu.edu. Phone 785-532-1267
The enclosed material is for your information. If we can be of further assistance, feel free to call or drop by the Extension Office.

Sincerely,

Jay Wisbey
District Extension Agent
Crop Production
jwisbey@ksu.edu

Justine Henderson
District Extension Agent
Livestock Production
jwh04@ksu.edu

Salina Office
K-State Polytechnic
2218 Scanlan Ave.
Salina, KS 67401-8196
785-309-5850
Fax: 785-309-5851

Minneapolis Office
307 N. Concord, Suite 190
Minneapolis, KS 67467
785-392-2147
Fax: 785-392-3605