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### Upcoming Events & Meetings

#### 14th Annual Cattlemen's Roundup

March 28, 4:30 PM  
American Legion Hall, St. Joseph

#### Benton County

March 30, 7:30 PM  
Trinity Lutheran Church, Cole Camp

#### Moniteau County

March 31, 7:00 PM  
Centennial Hall, Moniteau

## U.S. Beef Avoids Mexican Retaliation

Released by BEEFMagazine.com 3/23/09

Cattle and livestock producers will get a glimpse of what happens when your largest customer retaliates in response to artificial trade barriers.

Last week, the Mexican government announced new tariffs on a long list of U.S. products in retaliation for the recent termination of a North American Free Trade Agreement (NAFTA) pilot program that allowed Mexican trucks to operate on this side of the border.

According to the American Meat Institute (AMI), fruits and vegetables, juices, wines and Christmas trees are among the products that will be subjected to tariffs, as of last Thursday. AMI explains most ag products will be assessed punitive import tariffs of 20%, while some other goods will be charged duties of up to 40%.

As reported previously in BEEF Stocker Trends, Mexican cattle producers filed a suit with the World Trade Organization against the U.S. over the mandatory country of origin labeling (COOL). COOL became effective on March 16. Mexican feeder cattle are being docked at the border as buyers try to hedge their bets against subsequent discounts those cattle will receive from packers. Depending on who you talk to, those discounts are running from \$60-\$100/head or more. Levy that kind of jingle against a four-weight calf, and you can understand their frustration.

"It's estimated that the loss of the NAFTA markets (Mexico and Canada) would cost cattle producers \$50-\$60/head," explains Dan Halstrom, JBS senior vice president for international sale. "But I think it would be quite a bit more than that because of all the end cuts and variety meats we would have to absorb into the domestic market."

Speaking to the tariffs imposed by Mexico last week, Dillon Feuz, Utah State University ag economist, explained in his "In the Cattle Markets" commentary: "This will likely decrease trade and pressure U.S. prices for those commodities lower. At the present time, beef was spared in this mini trade war. However, if we continue to throw sand in the face of our neighbors to the south, don't be surprised if beef is soon included in the list of products that have a tariff. In the present economic condition we should be looking for ways to increase not decrease demand."

## Snowstorm closes meat plants in U.S.

## County Fairgrounds

### Henry County

April 2, 6:30 PM  
First Baptist Church, Clinton

### Boone County

April 6, 6:30 PM  
Copper Kettle Restaurant,  
Ashland

### Macon County

April 6, 7:30 PM  
Lolli Livestock Market, Macon

### Southwest Cattlemen

April 7, 7:00 PM  
MU Southwest Research  
Center, Mt. Vernon

### Dallas County

April 14, 6:30 PM  
Prairie Grove School, Buffalo

## Plains

Released by Reuters.com 3/27/09

A big snowstorm that began early on Friday caused several meat plants to curtail operations in Texas, Oklahoma and Kansas.

The National Weather Service said the storm should continue through Saturday morning. Forecasts called for 8 to 18 inches of snow from the Texas panhandle north through western Kansas.

The two National Beef Packing Co plants in Kansas suspended production on Friday after briefly running in the morning. The plants are located in Liberal and Dodge City.

Tyson Foods, Inc. said its beef plants at Amarillo, Texas, and Finney County, Kansas, would not operate on Friday.

Cargill Inc. said it will run one shift at its Dodge City plant before closing it for the day, and there will be short production shifts at its Friona, Texas, and Fort Morgan, Colo., beef plants.

Cargill's Schuyler, Neb., and Plainview, Texas, beef plants will operate normally.

The JBS-Swift beef plant at Cactus, Texas, also was not operating on Friday.

Cattle feedlots in the storm area reported blizzard conditions with low visibility.

"The biggest problem is the 30 to 40 mph wind. Visibility is real bad," said a Kansas feedlot manager.

Snow-filled feed bunks prevented cattle from eating, which should slow beef production, feedlot sources said. (Editing by David Gregorio)

## Ingalls man charged with cattle theft

Released by Dodge City Daily Globe 3/26/09

An Ingalls man is facing federal charges of committing wire fraud and selling stolen cattle, Acting U.S. Attorney Marietta Parker announced Thursday.

Starting in 2006 and continuing through September 2007, James D. Unruh allegedly used interstate communication devices to sell cattle by auction that were stolen from Eugene Heiman; Allen Hales; Wayne Newton; Ken Winter; Brian Winter; Lee Borck, doing business as Innovative Livestock; John Koehn; and Grant Gibson; doing business as Eastern Livestock Co., Parker said. Unruh allegedly stole the cattle in Kansas and had the livestock transported to other states to be sold.

If convicted, Unruh faces a maximum penalty of 20 years in federal prison and a fine up to \$250,000 on the wire fraud charge, plus five years and a fine up to \$250,000 on the charge of selling stolen cattle.

The Finney County sheriff and the Federal Bureau of Investigation worked on the case.

## Stocker Award Contest Begins

*Released by BEEFMagazine.com 3/23/09*

When BEEF magazine and Elanco Animal Health partnered up to present the first National Stocker Award competition four years ago, the primary hope was to highlight the importance of the stocker industry, recognize leading stocker operators, and give stocker producers an opportunity to learn from their peers. Turns out, the process is also helping participants learn more about their own operations.

"I encourage stocker operators to participate in this contest. The application process really makes you sit down and evaluate the strengths and weaknesses of your business in a new light. We're privileged to have won and we know there are a lot of other top operations out there who can submit applications reflective of their outstanding efforts," says John Paul Pendergrass of Pendergrass Cattle Company, Inc. at Charleston, AR. He and his dad, John Frank, were named the National Stocker Award winner in 2008.

This year's contest, nominations for which opened Feb. 1 and will close May 1, offers the same opportunity, though perhaps more simply. Contest organizers explain the application has been streamlined, and only finalists will be asked to submit profit metrics for up to five groups of calves.

The winner receives \$5,000 cash and an expense-paid trip to the National Cattlemen's Beef Association Annual Meeting in San Antonio next year, courtesy of Elanco Animal Health. The winner also receives an expense-paid trip to the Nov. 10-11 BEEF Quality Summit in St. Joseph, MO, courtesy of BEEF magazine. Two runner-ups will each receive \$1,000 cash from Elanco.

So, sharpen your pencils and plan to participate. Application forms and a sample application are available online at [www.nationalstockeraward.com](http://www.nationalstockeraward.com). Remember, the nomination deadline is May 1.

## NCBA Supports Legislation to Provide Tax Equity for the Self-Employed

*Released by NCBA: Cattlemen's Capitol Concerns 3/26/09*

NCBA joined with over 50 small businesses and trade organizations in sending a letter to Congress in support of H.R. 1470, Equity for Our Nation's Self-Employed Act of 2009. The bill, sponsored by Representatives Ron Kind (D-Wis.) and Wally Herger (R-Calif.), would allow self-employed business owners to fully deduct health insurance premiums for the purpose of income tax and self employment tax (FICA tax). The Senate is expected to introduce similar legislation in the coming weeks.

Currently, only corporations are allowed to deduct health insurance premiums as an ordinary business expense. If this tax inequality is addressed, more than 21 million entrepreneurs would have greater access to affordable health insurance.

According to a 2007 Kaiser study, an individual pays an average of \$12,106 annually in health insurance premiums for family coverage. Since sole-proprietors are not treated equally to other business entities, a self-employed individual with a per-year premium of \$12,106 is paying \$1,852.22 (15.3%) in extra payroll taxes on their health insurance. This is money that could be used to reinvest and grow their business, cover out-

of-pocket health insurance expenses, or provide funds to afford health insurance if they are currently uninsured.

## Controlling Flies Pays Big

*Released by BEEFMagazine.com 3/23/09*

If you could add more than ½ lb. of gain/day for lots less than it costs, chances are you'd do it. That's the worth of fly control.

A few years back, University of Tennessee researchers compared a group of backgrounding calves with flytags to those without. The tagged calves gained 2.34 lbs./day, compared to 1.90 lbs. for the control group; 88 lbs./head more across 120 days.

Likewise, Jane Parish and Blair McKinley, Mississippi State University (MSU) Extension beef specialists, estimated in 2006 that flies can reduce stocker gains from 30-70 lbs. during a summer stockering season.

Various estimates peg the cost of flies to the U.S. cattle industry at upwards of \$2 billion annually; more than \$1 billion/year for horn flies alone. Even so, the MSU specialists went on to explain that stocker producers often ignore fly control.

John Maas, University of California-Davis Extension beef cattle veterinarian, says too many producers rely on just one chemistry or kind of application, which reduces overall effectiveness and can build resistance in the flies.

Depending on where you run cattle, face flies or horn flies are often the primary culprits. Face flies feed around the eyes of cattle, causing irritation and transmitting the bacteria that causes pinkeye. Horn flies are blood-sucking critters, each one feeding up to 38 times/day.

"Sprays, back rubbers, face rubbers, pour-ons and dust bags can be helpful in reducing the fly populations early in the season, before ear tag application," Maas says. "Then, as the fly populations increase, apply fresh eartags to achieve maximum benefit." He explains waiting to apply tags until later in the season when fly populations are denser helps decrease seasonal resistance.

"For maximum prevention, it's advisable to switch the class of insecticide you use each year or two. If you used an organophosphate ear tag last year, use a pyrethroid ear tag this year," Maas says. "Additionally, if you plan to use a pyrethroid eartag this year, use an organophosphate spray this year. Alternating the classes of insecticides in this manner will increase the success of your preventive program."

For the last 20 years, the choice for insecticide tags has revolved around those containing organophosphate, pyrethroid or previously used insecticide chemistries offered as a tag application. This spring, tags containing a new compound - abamectin - became available.

"This gives us a third chemistry to use in rotation and should help minimize the impact of horn fly resistance," says Joe Kellerby, vice president of specialty products for Y-Text Corporation, which manufactures the new tag (XP 820™). Kellerby explains EPA approval of the tag marks the first animal use of abamectin in the U.S.; it's part of a different family of compounds called macrocyclic lactones.

"In areas where you have resistance building, this chemistry will be more effective," Kellerby says. "In areas where resistance isn't a problem, it's as

effective as the other compounds available."

According to the MSU specialists, some things to keep in mind, depending on the chosen fly control application:

> **Sprays** provide quick results and may provide some control for 2-4 weeks, depending on rain which washes off the chemical. Several applications during the fly season are necessary for desired results. Sprays work best when used in combination with other control methods.

> **Pour-ons** applied down the backline provide control as an initial treatment but are only effective against blood-feeding flies and for only a few weeks.

> **Rubs** treated with an insecticide in an oil base can be used as a stand-alone control measure. The rubs must be recharged every 2-4 weeks or following significant rainfall. Rubs are most effective if placed in gates or around mineral feeders where cattle are forced to use them.

> **Dust bags** containing insecticide are similar in effectiveness to rubs if cattle are forced to use them. The powder in dust bags may become caked under conditions of high humidity.

> **Fly-control ear tags** are one of the most popular means of fly control because of their convenience. Tags are to be applied in late spring or early summer after flies appear and should be taken out when they become ineffective or at the end of fly season. Fly tags are most effective when the insecticide chemical class is alternated from year to year. To reduce the chance of flies developing resistance to various chemicals in eartags, it's a good idea to spray at least once during fly season. Leaving fly tags in year-round can lead to increased resistance to insecticides in the fly population.

> **Oral larvicides** are compounds fed to cattle via their ration or in mineral to kill fly larvae as they hatch in the manure. These compounds are only effective when animals consume the proper amount of the active ingredient. Oral larvicides don't control migrating adult flies. Adult flies can still be a problem if a producer is using an oral larvicide, but a neighbor is not practicing any fly control.

More detail is available in "Stocker Growth Expectations":  
[www.msucare.com/livestock/beef/stocker\\_junjul2006.pdf](http://www.msucare.com/livestock/beef/stocker_junjul2006.pdf).

## Center for Beef Excellence Receives \$200,000 Grant Headline

*Released by Beef Cow-Calf Weekly 3/27/09*

The National Center for Beef Excellence (NCBE), a non-profit organization focused on implementing initiatives to create increased value for commercial producers, has received a \$199,345 grant to fund a feasibility study and develop a business plan. The grant was provided by the Missouri Value-Added Grant Program, which provides grants for projects that add value to Missouri ag products and aid the rural economy.

NCBE's cornerstone will be the Beef Genetics Center (BGC), which aims to revolutionize the speed and depth of progress that can be achieved in genetic research for the betterment of beef products and beef-cattle production. Just as the grain industry has been transformed through the plant genetics advances of the past decade, BGC wants to transform, sustain and expand the beef industry through step-change genetic advancements.

First off, BGC aims to provide seedstock producers and their commercial customers with single-breed genetic evaluation (EPDs). The timing for this venture is critical, as the university genetic evaluation centers currently providing these services intend to discontinue genetic evaluation by 2010 in favor of genomic research.

Future BGC initiatives include development of a coordinated multi-breed genetic evaluation, and genetic material repository and data warehouse. This will allow integration of a multi-breed genetic evaluation system that utilizes genomic data, coupled with a DNA sample repository, to provide a synergistic environment for industry service, research, discovery and added value to complement EPDs and add value for beef producers and beef consumers for years to come.

NCBE representatives will seek counsel from representatives of all beef-industry sectors in order to complete the feasibility study and business plan. For more info, contact Rex Ricketts at [rickettsr@missouri.edu](mailto:rickettsr@missouri.edu).

Written by Bill Zimmerman.

## HSUS Plots to Make Underwood Top Country Artist

*Released by Beef Cow-Calf Weekly 3/27/09*

The Humane Society of the U.S. (HSUS), the most radical animal rights and anti-hunting organization in the U.S., is plotting to make country artist and vegetarian Carrie Underwood the Academy of Country Music Awards' Entertainer of the Year.

Amanda Nolz, BEEF Daily editor, reports that in an e-mail to supporters, Kathy Bauch, HSUS senior director for corporate relations and promotions, campaigned for votes for Underwood but added, "Feel free to distribute this to friends and family, but please don't post to lists, twitter, etc. - anything that would identify that HSUS is urging people to vote for her, or it could just breathe life into the opposition."

Underwood is an active supporter of HSUS and has listed HSUS as a beneficiary of the proceeds of one of her songs. But a large percentage of country music fans are also gun owners and hunters who don't like Underwood's active support for HSUS. And HSUS knows it, Nolz says.

Instead, Nolz is asking folks to go to [www.cbs.com/specials/acma/vote/](http://www.cbs.com/specials/acma/vote/) and vote instead for country music legend George Strait.

Written by Joe Roybal.

As always, MCA Membership is the key to the success of the organization. Without producers who back our association our voice is not as strong. Ask your friend, neighbor and fellow cattlemen to join the thousands of cattlemen in supporting the Missouri Cattlemen's Association.

**For more industry news visit:**

[Missouri Cattlemen's Association Website](#)

[Missouri's Cattlemen Foundation Website](#)

[Missouri Beef Industry Council Website](#)



[National Cattlemen's Beef Association Website](#)

[Missouri Department of Agriculture Website](#)

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