

Beef Business “Bull”etin

PRODUCING CATTLE THAT WORK FOR YOU



Sort The People

I was recently listening to a beef seminar and the cattleman quoted the late Roy Wallace. Roy was the longtime beef manager at Select Sires. Roy passed away several years ago and I think every tribute to him stated, “He’s forgotten more than most of us have ever known with regard to the beef industry”. To say he was an icon in the beef industry would be like saying John Wooden was a basketball coach. When Roy spoke, people listened.

The cattleman being interviewed was asked how he selected bulls for his herd. He said while most would say they “sort the bulls” based on EPD’s, phenotype and/or pedigree, he said that Roy told him at a young age to first “sort the people”. In other words, select bulls from the breeders you trust. Select bulls from those that raise cattle the way you do.

Those of us on the MBCC team have not “seen it all” in our careers, but we have seen a lot. Much of it has been positive, and we hope to emulate those positives in our genetics. Our goal is to produce bulls with great disposition and excellent feet and legs that produce calving ease, superior growth, excellent carcass, and sire the calm, highly fertile cows that are still around at 12-15 years of age weaning off big, strapping calves.

You do not pamper your cows and neither do we. We expect our cows to work for us, not the other way around.

We hear about bulls that last only a year or so due to poor disposition, bad feet, or calving issues. If we will not sell a bull to our parents, we won’t sell him to you. If you have “sorted the people” and we are on your list – hopefully at the top – that is our greatest reward.

Please join us on Saturday, October 29 to “sort the genetics” that will continue to help you reach your goals.

“I purchased a Balancer bull in the 2017 sale and he has produced extremely high-quality calves in our herd. The females we have kept out of him are excellent cows.”

In 2017 we purchased a SimAngus bull and he has been an excellent choice to breed to our larger framed Angus cows. The calves have tremendous growth.”

*Jeff Anderson,
Bedford, IN*

Fall Bull Sale – Saturday, October 29

We feel strongly that your cattle should work for you and not the other way around. When you see these athletic (not fat) bulls you will see bulls with great disposition, moderate frame and excellent feet that have an outstanding EPD profile.

Want excellent growth? ✓.

Want a bull for heifers? ✓.

Want a bull to make the best replacement females you've ever had? ✓.

Want outstanding carcass traits, calm disposition, longevity, and highly profitable cattle? ✓✓✓✓.

Balancer Bulls

Our leadoff bull is **MBCC Reward 4F**. "4F" was our high selling bull in 2019 at \$8600 and I bought him back later. We have sold thousands of dollars' worth of semen from 4F as he has proven to be a slam dunk calving ease bull. He will leave you with a set of moderate-framed, low-maintenance females. I have daughters in my herd or he would not be for sale. Selling 100% possession and 50% semen interest.

Check out the MBCC No Risk 8F and Civil War bulls. They are stout! The "M5JH Blackcap Prophet J2" bull is **5 stars across the board!!** If you cannot find what you need with one of our Balancers, I will be shaking my head. We have super growth, calving ease, carcass, and excellent female makers.

Angus Bulls

Three of the **four** Angus bulls are 5-star calving ease bulls so if you want "sleep all night" calving ease, take one home. Growth is very good and marbling (**a Hometown son is top ¼ of 1%!!**) and docility are exceptional on each bull.

SimAngus

Our red, blazed-face SimAngus bull is a head-turner. If you want a red bull from MBCC, you can select from two excellent red bulls this fall (see below). This **Profitmaker x WS Prime Beef** son has outstanding genomically enhanced EPDs.

South Devon

This is our first South Devon bull we have offered. I used South Devon on many Balancer cows back in the late '90's as I was looking for a breed that would complement our **Gelbvieh and Angus genetics**. I loved their **disposition, growth, and carcass**, but they were too big! Heifers weighing 700# at weaning were impressive, but when they frame scored 7+, that meant a 1700# plus cow! My dad always said, "there is one really good day to own a really big cow and that is sale day". I did not want to feed a giant cow for 365 days/year to get a big weaning weight. It does not pay.

The South Devon breeders saw the "problem" and they have selected genetics to get a much smaller cow. The docility, maternal ability and carcass traits have remained very strong. This red bull will work great on some Balancer, SimAngus or Hereford cross cows.

Female sale - Saturday, October 29

We will have all data on the females that will be in the fall sale by October 1. This information will be on the website AND I will email it to everyone that has an email recorded with us. If you did NOT get this newsletter also by email, we do not have your email address and you will need to go to www.mwbeefcattle.com for the female sale information.

You will still receive newsletters by USPS mail even if you give us your email address. Via email you will get information more quickly and you will get 1-2 "quick updates" during the year that those with only USPS delivery will not receive.

We expect to have approximately 15 spring calving females and 5 fall cow-calf pairs for our Saturday, October 29 sale. I called the buyers of females at the 2021 fall sale and received overwhelmingly positive responses. We will continue to be very picky on females that we allow to be sold in our sales. These will be top quality females that we expect to have long and profitable careers for you.

Educational Program

We are excited to have Nick Hammett from Neogen as our guest speaker for our Saturday, October 29, 2022, educational program. Nick's topic is **"Genomics for the Commercial Cattlemen"**

Nick received his BS in Animal Science from the University of Missouri and his Master's in Genetics from Colorado State. He has held various positions in the beef industry across the US and is currently the territory manager for Neogen. Nick works with seedstock and commercial cattle producers to help them utilize genetic testing to improve their beef businesses

If you have questions about DNA testing and the value to your beef business, please join us at **10:00 AM on Saturday, October 29** for Nick's presentation. We will also let you know how to get a discount on the Igenity Beef and Envigor DNA tests.



Semen Sale

Bring your AI tank to the sale and add one or more of the following bulls (\$22.50/straw) to your genetic base:

MBCC Reward 4F – Balancer - top 2% calving ease, 10% marbling, 10% stayability and 15% \$Cow. Makes low maintenance females.

MBCC No Risk 8F – Balancer - tremendous growth and marbling sire. Top 5% YW, 4% marbling, 1% Feeder Profit Index. Bulls have been top sellers.

MBCC Maverick 25J – Balancer - high selling bull in spring 2022 sale. Tremendous combination of growth, marbling, and moderate frame. Daughters will be fertile and low maintenance.

MBCC LWO Otis – red, baldy 50% Hereford, 30% Simmental, 20% Angus. Excellent growth and maternal sire that works very well on Balancer cows to add hybrid vigor.



Five-year-old Purebred Gelbvieh cow with a perfect udder and her 6-month-old Balancer bull calf sired by Tehama Tahoe. Bull calf is top 15% or better in 19 of 23 EPDs including CED, WW, YW, Marbling, Stayability and \$Cow!! Our goal is to produce bulls like this to help you keep moving your herd forward.

Financially Speaking

The best way to profit in the beef business from 2022 – 2025 is not complicated. **Own cows** – and even better yet, own high-quality cows!!

The 2021 drought sent millions of cows to market and so far in 2022, cow slaughter is up 16% compared to 2021.

Demand for high quality beef is excellent and supply is going to be quite low for the next few years. Now, don't get crazy and pay \$3450 for commercial pairs like I saw in June when I was in Montana. Just be sure to have your pastures at 90-100% capacity.



Fall Sale Bulls - Balancers



M5JH Blackcap Prophet J2 is an excellent example of what we are trying to produce. Superior calving ease, growth, maternal and carcass in a moderate-framed, docile package.

Most "heifer-bulls" should only be used on heifers as many lack the growth, maternal and carcass superiority to be used on the mature cows. Scratch that thinking with "J2". He simply "does it all".

You will be smiling from ear to ear for many years after taking "J2" home. Frame score 5.5; 35.5 cm Scrotal

ID	Reg #	Name	BD	Color	Genetics		CED	BW	WW	YW	Milk	CEM	RE	MARB	FPI	
J2	1525943	M5JH BLACKCAP PROPHET	8/16/21	Homo Black	47GV:53AN	EPD	16	-1.2	78	127	17	10	0.46	0.56	91.68	
Green shading = top 35% EPD						% Rank	15	35	20	15	80	10	55	10	10	
Calving ease stars; 3=fine for cows; 4=cows & few heifers, 5=guaranteed for heifers						Calving ease	★★★★★	Growth	★★★★★	Females	★★★★★	Carcass	★★★★★	Docility	★★★★★	

J4	1534167	MBCC REWARD J4	8/31/21	Black	48GV:52AN	EPD	17	-4.4	62	94	20	10	0.55	0.56	86.40	
Typical of the "MBCC Rewrd 4F" calves, this bull is super calving ease, outstanding carcass, moderate-framed and will be a superior sire of moderate-framed, fertile and low-maintenance cows. If you put eyes on J4's dam, you would simply say, "I'll take him". His "Arnold" dam is about perfect. Frame score 4.0; 32.3cm SC. Base \$2500.						% Rank	10	3	85	85	50	10	35	15	20	
						Calving ease	★★★★★	Growth	★★★	Females	★★★★★	Carcass	★★★★★	Docility	★★★★★	

J7	1525945	M5JH VENUS NO RISK	8/21/21	Black	75GV:25AN	EPD	13	-0.7	71	104	16	8	0.32	0.46	81.69
Docility stars; 5=Superior; 4=Excellent; 3=Average; 2=Steer						% Rank	45	45	45	60	85	30	85	30	45
A black hided, red carrier bull with a moderate frame and great disposition. Sired by 8F, his calf crop will not dissapoint in the feedlot. J7 is backed by solid growth numbers and excellent carcass epds. Frame score 5.6; 33.7cm SC. Base price \$2700						Calving ease	★★★	Growth	★★★★★	Females	★★★★★	Carcass	★★★★★	Docility	★★★★★

J9	1525941	M5JH INDEPENDENCE	8/22/21	Black	67GV:23RA	EPD	14	-0.1	77	118	23	10	0.44	0.37	84.32
J9 is sired by one of the older bulls out there in the Gelbvieh breed, but we continue to be impressed by his offspring. Great growth, good carcass numbers, and adequate calving ease make him a solid bull. Expect J9 to add length, frame, and pounds. J9 is a polled/scurred bull. Frame score 6.1; 36.7 cm SC. Base price \$2700						% Rank	35	60	20	25	25	10	60	45	25
						Calving ease	★★★	Growth	★★★★★	Females	★★★★★	Carcass	★★★★★	Docility	★★★★★

J11	1525942	M5JH GRANITES CIVIL WAR	8/24/21	Homo Black	75GV:25AN	EPD	12	1.2	94	154	23	8	0.81	0.29	92.57
Our Civil War offspring do not dissapoint and J11 fits right in. Long bodied, heavy muscled and super atheletic. This bull has huge growth potential while still being able to produce an efficient set of replacement females. Frame score 5.9; 36.3 cm SC . Base price \$4000						% Rank	60	85	1	1	25	30	3	70	5
						Calving ease	★★★	Growth	★★★★★	Females	★★★★★	Carcass	★★★★★	Docility	★★★★★

Fall Sale Bulls - Balancers

ID	Reg #	Name	BD	Color	Genetics		CED	BW	WW	YW	Milk	CEM	RE	MARB	FPI
4F	1418585	MBCC Reward 4F	3/2/18	Homo Black	41GV:59AN	EPD	21	-5.4	68	106	14	12	0.31	0.62	92.62
"4F" has been my herd bull for the past 3 years and it's time to share his genetics with another producer. 4F is the highest selling bull we've ever produced. We've sold semen across the US and expect to sell even more. The herds that have used him report exceptional calving ease with tremendous vigor at birth. Lydia Lubben Grant in Iowa said he is the bull they have spent years searching for that will produce very moderate framed females (1200-1250# mature weights) that won't eat them out of house and home. Call me before the sale so we can discuss in detail the semen selling arrangement. You may pay for the bull with semen sales! You are buying 100% possession and 50% semen interest on this elite calving ease, carcass and female making machine. Frame 4.5, 43.0 cm SC Base \$4000.						% Rank	2	2	60	55	85	3	80	10	10
						Calving ease	Growth		Females		Carcass		Docility		
						★★★★★	★★★★★		★★★★★		★★★★★		★★★★★		

17J	1526796	LFP 17J	4/29/21	Black	42GV:58AN	EPD	14	0.6	82	128	21	8	0.22	0.46	89.06
Elite bull for making females. He has my best two cows ever in his pedigree - 218B and 6J. Does this bull give up growth to make awesome females? Nope! His feedlot calves are going to grow and grade. He is a perfect choice for some Balancer, SimAngus or high % Angus cows where you want to make the best cows to ever eat grass. Frame 5.7; 37.0 cm SC Base \$4000.						% Rank	35	75	10	10	40	30	95	25	15
						Calving ease	Growth		Females		Carcass		Docility		
						★★★	★★★★★		★★★★★		★★★★★		★★★★★		

M5JH Blue Rivers No Risk J12 was our high weaning weight and high yearling weight bull of the fall calf crop. These MBCC No Risk 8F calves flat out GROW! "J12" will produce high performing feeders and leave you with a set of daughters that will work for you.

Top 1% WW, YW, REA; Top 2% CW, and FPI, Top 10% MARB & EPI. If you want to have cattle that grow and grade, you need to check out our 8F sons. Frame score 5.9; 37.8 cm SC. Base \$3200.



J12	1525946	M5JH BLUE RIVERS NO RISK	8/24/21	Black	53GV:47AN	EPD	10	1.5	94	149	20	6	0.56	1.02	97.11
						% Rank	85	90	1	1	50	65	10	1	2
						Calving ease	Growth		Females		Carcass		Docility		
						★★★	★★★★★		★★★★★		★★★★★		★★★★★		

J13	1525940	M5JH NO RISK	8/26/21	Homo Black	47GV:53AN	EPD	10	0.6	86	126	16	5	0.65	0.29	84.38
It's not often you find a high terminal bull where you can also keep daughters. J13's sire (8F) went through the MBCC sale a few years ago and his calves continue to turn heads. I have fed a lot of cattle but never seen calves consistently grow and perform like these. Retain ownership on the steers and keep back the heifers. Frame score 5.8; 38.1 cm SC. Base price \$3200.						% Rank	85	75	4	15	85	70	15	70	30
						Calving ease	Growth		Females		Carcass		Docility		
						★★★	★★★★★		★★★★★		★★★★★		★★★★★		

J20		M5JH COMPOSITE	9/9/21	Black	42GV:58AN	EPD									
I have been impressed by this bull from day one. This composite bull brings added growth, moderate frame, and fertility. The smaller frame, thickness, and heavy muscling of his sire, made a perfect combination with the length and athleticism of his dam. Frame score 5.9; 35.0 cm SC. Base \$3000.						% Rank									
						Calving ease	Growth		Females		Carcass		Docility		
													★★★★★		

Fall Sale Bull - SimAngus



Profitmaker J31 is a red, blaze-faced SimAngus with enough calving ease for heifers while having plenty of growth to use on cows. Sire is a Red Angus bull we've used for years and his Simmental cross dam is sired by one of the best Simmy bulls ever at ABS - Prime Beef. Daughters should make moderate framed, low-maintenance cows with outstanding fertility and longevity. Frame 4.2; SC 34.0 cm SC. Base \$3500

ID	Name	color	BD	EPD	CED	BW	WW	YW	Milk	Marb	REA	API	TI
J31	Profitmaker J31	Red blaze face	8/9/21		16.2	-1.3	83.9	131.1	22.8	0.30	0.6	148.2	85.5
				% rank	10	20	20	20	50	50	60	20	25
				Calving ease	Growth		Females		Carcass		Docility		
				★★★★★	★★★★★		★★★★★		★★★★		★★★★★		

Fall Sale Bull - South Devon

ID	Name	Reg #	BD	Color	CED	BW	WW	YW	Milk	Stay	Doc	RE	Marb
207J	Elite 207J	219339	9/29/21	red	7.1	2.2	71	104	20	19	14	0.37	-0.2
				% rank	85	80	15	25	20	15	10	50	60
				Calving ease	Growth		Females		Carcass		Docility		
				★★★	★★★★★		★★★★★		★★★★		★★★★★		

This is the first South Devon we are offering and we think you'll like him.

Over 100 years of research has proven that hybrid vigor is a tremendous positive for your beef business and our bull buyers have been asking us "What other breeds can I use to continue to improve upon the genetics I have in my herd?" South Devon are super calm, have excellent marbling and muscling and make great momma cows. They really compliment your Gelbvieh, Angus, Hereford and Simmental genetics. When we look at efficiency of gain, Gelbvieh and South Devon genetics really shine. Look for more South Devon and South Devon composite bulls in future sales. Frame 5.0; 33.2cm SC.



DLCC Dodge City - Grandsire of "207J" and one of the most used South Devon bulls in the breed. Below ave. for birthweight and above ave. for calving ease, weaning & yearling weight, marbling, stayability and docility.

"no-brainer", but what about on the cow side? The results are mixed. Some studies show very efficient cows have lower fertility while others show no difference. We'll keep our eyes open to new studies. The very positive news is that Gelbvieh and Balancer cattle are among the most efficient breeds. Maybe it is their German heritage! In studies on fertility and mature size Gelbvieh and Balancers are highest for fertility and lowest for mature weight.

Marbling has been a focus of ours for 20+ years. Our Balancer and Gelbvieh bulls we sold this spring **averaged top 20% of the breed for marbling**. Our Angus bulls selling this fall **average top 5% for marbling!** If you sell cattle on the grid, you want choice and prime premiums. You'll get them with MBCC genetics. If you sell your calves, (please call me before you sell as I have buyers!!), your buyers will have extra \$\$ in their pockets to pay for your next year's calves due to the carcass premiums.

We're not going to chase carcass weight. A steer finishes out at about the same weight that his dam will weigh as a mature cow. The "heavy discount" at slaughter is for a carcass over 1050#. If a steer yields 63.5%, that 1050# carcass equals a 1653# steer (and his dam is at the same weight!) Raise your hand if you want a bunch of 1600-1700# cows. I don't see any hands.

At only 18% of the profit, I'm willing to leave a few heavy carcass weight \$\$ on the table to have an efficient 1250-1350# cow.

Health - always work with your herd health veterinarian and nutritionist to set you up for success. Call Chris or Mark if you have questions.

All members of the MBCC team look at our genetics and ask ourselves, "What are we doing well, and what can we be doing even better yet for our herds"? A list like this gives us an excellent opportunity to improve.

Where's the profit?

I recently read an article that showed where the \$\$ are generated in the feedlot.

- 35% feed conversion
- 30% carcass value (mostly marbling)
- 18% carcass weight
- 17% health

And there was a \$600 spread between herds from top to bottom! As I look at this list I think, "What can we control and where do I need to improve my herd"?

Having an animal that eats less and gains more in the feedlot is the equivalent of a

Fall Sale Bulls - Angus

ID	Name	reg #	BD	CED	BW	WW	YW	CEM	Milk	Marb	RE	\$W	\$B	\$C
21J	WF Broken	20378876	8/15/21	11	-0.1	73	130	11	17	0.70	0.82	62	154	262
	Bow 21		% rank	15%	25%	20%	20%	25%	95%	40%	20%	35%	30%	30%
Calving ease stars; 5=guaranteed for heifers; 4 = cows and a few heifers				Calving ease ★★★★★		Growth ★★★★★		Females ★★★★★		Carcass ★★★★★		Docility ★★★★★		
Five star calving ease with above average EPDs in 28/31 categories. This bull will be a 'fit' for many producers as he does so many things well. Daughters will be moderate-framed, low-maintenance females that produce very useful calves for the industry. Frame score 4.3; 34.5 cm SC. Base price: \$4000														

71J	WF	20378873	9/2/21	14	1.0	63	113	14	26	1.65	0.54	64	181	312
	Hometown		% rank	4%	45%	45%	45%	4%	50%	1%	65%	30%	10%	3%
If you are selling freezer beef or selling cattle on the grid, this bull needs to be on your list. Not only is he in the top 1% of all Angus bulls for marbling, he is top 1/4th of 1% ! So, out of 400 Angus bulls, he is #1! Can you say "Prime Premiums?" He is also top 15% for \$ Maternal. Keep his steers to feed and daughters to breed. Frame 4.5; 32.0 cm SC. Base: \$4000				Calving ease ★★★★★		Growth ★★★★★		Females ★★★★★		Carcass ★★★★★		Docility ★★★★★		

81J	WF Enhance	20378869	9/3/21	9	0.0	53	100	9	27	1.07	0.79	58	165	302
	81		% rank	30%	25%	70%	60%	45%	45%	10%	25%	45%	15%	5%
If this bull was "10" for CED, he'd be a 5 star calving ease bull. We have to draw the line somewhere. 81J is one of the best Angus bulls to make daughters - top 4% \$ Maternal! They'll be moderate, easy-keeping & fertile. Steers will excel for freezer beef or selling on the grid. Frame 4.3 ; 34.1 cm SC. Base: \$2500				Calving ease ★★★★★		Growth ★★★★★		Females ★★★★★		Carcass ★★★★★		Docility ★★★★★		

101J	WF Future	20378877	9/5/21	17	-1.0	55	108	16	31	0.81	0.76	60	138	228
	Force 101		% rank	1%	10%	65%	50%	1%	20%	30%	30%	40%	50%	65%
Sleep all night calving ease bull with a "Who's superior Angus sires in the pedigree - Mytty In Focus, Basin Payweight 1682, GAR Prophet, SAV Final Answer". If extreme calving ease is your aim, this bull hits the target. Carcass is also superior with marbling, ribeye and rib fat all top 30% or better. Frame 4.6; 33.9 cm SC. Base \$3000				Calving ease ★★★★★		Growth ★★★★★		Females ★★★★★		Carcass ★★★★★		Docility ★★★★★		

If you need a "heifer bull", take a look at our Angus bulls. We think the 21J bull is in elite company due to his balance in all categories. He truly has no holes. 71J is in the "rare" category when it comes to marbling. I think you could breed him to a Brahman x Longhorn cow and produce choice beef.

We say this every time we have a bull sale and we are going to say it again. Please call one of the MBCC members BEFORE the sale so we can assist you on selecting the best bulls for your herd goals. We have tried to give guidance with our star rating system and this should be one of the first things you analyze. If you are breeding heifers, a 5 star calving ease bull is what you need. If you sell animals as freezer beef or sell to slaughter on a grid pricing system, you need a 5 star carcass bull. The genetics equation gets a bit more complicated. You ALWAYS want to optimize hybrid vigor. If your cows are 75% or more Angus the Balancer, SimAngus or South Devon bulls should help you reach your goals. If they are SimAngus cows, take a look at the Balancer, Angus and South Devon bulls. Talking genetic complementarity is where we can help most.

Options for purchasing

1. Come to the sale, view the cattle and take them home that day. Take \$100 off the purchase price of your bulls when you haul.
2. Make an appointment with Chris to view the bulls (or call Chris or Mark) ahead of the sale. Give us your selections and price point and we will bid on them for you.

Delivery is available. Call Mark for details.

Females will be at farm by noon on Friday.

Please bring this newsletter with you to the sale. This is the bull sale catalog. If your neighbor needs a copy, we can mail one or print it from our website - www.mwbeefcattle.com. The females will be listed on the website by October 1. Please print the female sale information and bring to the sale. We will also have extra copies at the sale for you.

Producer Focus – Dr. Joe and Linda Melton, Harrison, Arkansas

I've owned at least 1 bovine since I was 7 years old and my small cow herd was certainly helpful in paying for my veterinary education. Diamond M Land and Livestock, LLC came into being in February 2004. As the name implies, we have more than cattle. Currently the inventory is about 200 head of breeding age cattle, 175 ewes and probably 350 head of goats of all ages.

We are primarily a cow-calf operation but I do buy a few stockers from my neighbors. I have retained ownership of my calves thru the feedlot for several years selling exclusively on the grid. Linda and I provide about 98% of the labor for the operation. I tell you all this as a way telling you why I buy MBCC bulls and what I expect from those bulls. Since I don't have any full time hired help, I don't have time for problems. I don't want to deal with bad feet and bad udders. I need bulls with exceptional growth and exceptional carcass characteristics. I retain heifers so I need bulls that will sire moderate framed, high-volume daughters. I don't like high milk EPD bulls because I have trouble feeding his daughters well enough to get them to breed back. I have consistently found the bulls that fit my goals at MBCC.

I've bought 10-12 MBCC bulls over the past 9 years and have 6 still working: a 2-year-old, two 4's and a 5, 6 and 7-year-old.

Several of my clients have purchased MBCC bulls and I have tried to help them find the same kind of bulls: useful bulls that will sire steers and heifers that will work for a living here in the hills of Northern Arkansas.

As I have eased into retirement, I only have 1 goal: I want to be able to keep doing what I'm doing but spend less time and money doing it.



Balancer steer at Diamond M Land and Livestock

Don't Simply Sell Your Calves!

Many of our bull buyers either feed out their calves to slaughter or retain ownership like Dr. Melton does. If you do not do either of the above and want to sell your feeder calves, please call Mark before you do this. I have a list of buyers that want MBCC sired calves to feed out.

They know the calves will 'grow and grade' with the best of them and the carcass premiums will dollar up.

We have mentioned the IBEEF program (retained ownership program here in Indiana) previously and this is another option for your high-quality calves. Type in "Purdue IBEEF" into Google and the information will come right up. We suggest you only put about 10% of your calf crop in the IBEEF program to learn how your calves perform. Feeding cattle does NOT guarantee a profit and it is better to learn with a few than the entire calf crop.



The Feedbunk by Chris Muegge, Ruminant Nutritionist

Summer has come to an end and fall is in full swing. This means calves to wean, cows to pregnancy check, crops to harvest, and a winter nutrition plan to get in place. For the cattle nutritionist, it means it's time for the obligatory **"Test your Hay!"** article. If you are reading this newsletter, you may already test your hay or at the least, realize the value of testing your hay. A forage analysis provides a lot of very useful information, however, if you are not looking at a forage analysis on a frequent basis, the information can seem daunting. Here are some basics of forage analysis to aid in your hay buying, selling, storing, and feeding decisions.

Two of the most often overlooked numbers on a forage analysis are Dry Matter (DM) and Neutral Detergent Fiber (NDF). DM references how dry the hay is. This is key to successful storage. Dry hay needs to be less than 15% moisture when baled. If it is higher than this, it needs to have a preservative added to it. Wet hay should be 30-60% moisture. Cow nutrient requirements are based on dry matter. When calculating demands of the cow when reading the forage analysis, be sure to use DM values.

Neutral Detergent Fiber (NDF) is the fiber portion of the forage. A higher NDF % correlates to a lower quality forage. Intake in cows is limited by rumen fill (the physical capacity of the rumen) which is determined by NDF. A good rule of thumb is that a beef cow can eat 1.1% of her bodyweight in NDF. For example, a 1400 lb cow x 1.1% = 15.4 lbs of NDF. Using the analysis from figure 1, with an NDF of 59.79%, a 1,400 lb cow could only consume 25.75 lbs of this hay (15.4 / 59.79% NDF) on a dry matter basis. To figure how much of this hay at 91.34% DM she can eat, divide by the percent dry matter to get the total lbs of hay that can be consumed (25.75 / 91.34% = 28.20 lbs).

Description	Dry Matter Basis
Dry Matter	91.34
Crude Protein	8.96
Avail Crude Protein	8.34
ADF	43.38
NDF	59.79

Figure 1 – M5 Farms hay analysis

Now that dry matter and NDF's effect on intake are understood, we can start to plan a nutrition program. Crude Protein (CP) and Available Crude Protein represent the total protein level of the hay and what is available to the cow. Some protein is tied up in undigestible matter and/or heat damaged and will not be processed by the cow. It is important to utilize Available Crude Protein in calculations.

Total Digestible Nutrients or TDN is a measure of the digestibility of the hay. This gives a broad but good reference to the energy availability of the sample. Higher TDN is usually correlated to higher CP and lower NDF. During lactation both the cow's TDN and CP requirements increase significantly. If TDN levels are not met, cows will lose weight. Not good!

Now that we know how to quickly breakdown an analysis, we can put it into practice. Figure 2 compares 3 forage samples to the nutrient requirements of a 1,400 lb lactating cow. As the NDF level decreases in the forages, intake is increased. In the first sample, the higher NDF limits intake to 25.8 lbs. A 1,400 lb lactating cow requires 2.8 lbs of protein and 17.7 lbs of TDN. This hay will fall short and only provide 2.1 lbs of protein and 14.9 lbs of TDN. A supplement must be fed with this hay or the hay can be fed to gestating cows. As you can see, both additional samples exceed the requirements of the cow. These could be limit fed or used as the extra supplement a lactating cow needs when being fed the lower quality, first sample.

Hay Quality vs Cow Nutrient Requirements						
	Big Squares		Edwards Hay		Soy Hay Baleage	
DM (%)	91.34%		89.60%		54.21%	
NDF (%)	59.79%		50.56%		49.36%	
CP (%)	8.34%		12.13%		15.83%	
TDN (%)	57.66%		63.64%		61.77%	
1,400 lb Lactating Cow						
Intake (LBS DM)	25.8		30.5		31.2	
CP (LBS Provided)	2.1	-0.7	3.7	0.9	4.9	2.1
TDN (LBS Provided)	14.9	-2.2	19.4	2.3	19.3	2.1

Figure 2: Hay analysis vs nutrient requirements

Be sure to test your hay this fall and don't let the analysis overwhelm you. Pay close attention to the dry matter, NDF, available CP and TDN when feeding your hay. Share your results with your feed representative, nutritionist, and veterinarian to ensure a successful feeding program. Happy feeding!

Midwest Beef

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MBCC No Risk 8F and MBCC Reward 4F calves
80-100 days of age at Jeff Ryan farm in
Northeast Iowa. Calving ease, growth,
females, carcass. VVVV

Saturday, October 29 Schedule

10am - Educational Meeting on "*Genomics for the Commercial Cattlemen*"

11am - View Sale Cattle

12pm - Lunch

1pm Sale – Bulls sell first, then females

* * All times are Eastern time * *

Please bring this newsletter to the sale. This is the bull catalog.

Cattle on feed report

Most heifers born in the US are destined for the feedlot. The 5-year average is 39% heifers and 61% steers in the feedlot. Today 44% of all cattle on feed are heifers. This is a very high number and is another metric to show we are not keeping back replacement females at a normal rate.

Less heifers kept = less calves born in 2024. Bottom line is the cattle market looks to stay very good for the near future.