



*Join us for the  
Beef Stocker 2001  
Profitability  
Conference and  
football weekend.  
Details inside.*

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# Beef Cowherd Management Tips

*Twig Marston, cow-calf specialist*

Here are some tips for managing your cowherd this summer:

## Cowherd Nutrition

- Check and maintain summer water supplies. Provide plenty of clean, fresh water.
- Provide free-choice mineral to correct any mineral deficiencies or imbalances.
- Monitor grazing conditions and rotate pastures if possible and/or practical.
- Consider early weaning if drought conditions develop and persist.
- Consider creep feeding if cost effective.

If you plan to use ammoniated wheat straw for winter needs, keep in mind:

- The best time to ammoniate is immediately after harvest, before the weather deteriorates.
- The ammoniation process is temperature sensitive, fastest during hot days.
- Apply 3% anhydrous ammonia (60 pounds/ton of straw).
- Do **not** ammoniate wheat hay or any other intermediate or high-quality forage. Production of imidazole can cause cattle hyperactivity and death.
- Ammoniation will double crude protein content, enhance intake, and be cost effective.

## Herd Health

- Monitor and treat infectious keratitis (pink eye) cases.
- Provide fly control. Consider all options. Price and efficiency will dictate the best option(s) to use.
- Monitor and treat foot rot cases.
- Avoid handling and transporting cattle during the hottest part of the day to reduce heat stress.
- Vaccinate replacement heifers for brucellosis at 4 to 10 months of age.

## Forage/Pasture Management

- Place mineral feeders strategically to enhance grazing distribution.
- Check water gaps after possible wash outs.
- Harvest hays in a timely manner, think quality and quantity.
- Harvest sudan and sudan hybrids for hay in the boot stage, normally 3 to 4 feet high. It is a good idea to run a routine nitrate test on a field before harvesting hay.

*See TIPS on page 2*

## Good Luck, Dr. Stokka

Jerry Stokka, extension beef veterinarian, has accepted a position with Pfizer Animal Health in North Dakota. Dr. Stokka has left a mark on the Kansas beef industry. He will be missed. We all wish him the best in his new endeavors. A search to fill the vacant position is underway.

*TIPS, from page 1*

### **Reproductive Management**

- Watch bulls for libido, mounting and breeding function.
- Record cow breeding dates to determine calving dates.
- If herd is divided into small groups, consider rotating bulls during the breeding season.
- Impose a 45-day breeding season on yearling heifers, to prevent late-

calving two-year-olds. This will increase lifetime productivity and profits.

### **General Management**

- Good fences and good brands make good neighbors.
- Check equipment (sprayers, dust bags, oilers, haying equipment) and repair or replace as needed. Have spare parts on hand. Down time can make a difference in hay quality.

## **Conference to Focus on Hiring, Keeping Good Ag Employees**

Agricultural businesses are a diverse lot. But farms, flour mills, feedlots, oilseed processors and others all have something in common - challenges in hiring and retaining quality employees.

Help is at hand for those who attend the "Employee Management for Production Agriculture" conference slated for August 2-3 at the Embassy Suites at the Kansas City airport. The conference is sponsored by Kansas State University.

"Human resource management is something most employers struggle with, but don't know where to go for help," said Sarah Fogleman, agricultural economist with K-State Research and Extension and conference coordinator. "This is truly a unique conference that allows producers and managers from all agricultural backgrounds to talk about the one problem they have in common - managing, motivating and keeping quality employees."

Fogleman said Kansas City was chosen because of its central location to numerous

key agricultural states. Last year's conference drew participants from 13 states.

"This is one of the few conferences of this kind in the country," she said. "Participants will have a chance to engage in producer discussion groups, 13 breakout sessions and three general sessions."

General sessions will focus on:

- Motivating People to be Their Best;
- Keys to Communication; and
- Strategies for Taking It Home.

Speakers include experts from business, academia and government including Robert Milligan, Cornell University, a nationally recognized expert in managing human resources in small businesses, and Bernard Erven of The Ohio State University, who is an authority on human resource management in agriculture.

For more information or to register, call 620-431-1530 or visit: [www.oznet.ksu.edu/employee](http://www.oznet.ksu.edu/employee).

## **KLA/KSU Ranch Management Field Days set**

Kansas State University and the Kansas Livestock Association will cosponsor two ranch management field days in August.

An eastern Kansas field day will take place August 21 at the Collinge Cattle Company in Hamilton. Mike Collinge

will host. Featured speaker is Bob Smith, Ph.D. Oklahoma State University. A western Kansas event is set for August 14 at the Hille and Gaither ranches in Ransom.

For more information contact Twig Marston at 785-532-5428.



# Profitability Conference

September 21, 2001  
Kansas State University  
Manhattan, Kansas

## Why Should I Attend?

This conference offers practical information and management tips to help you optimize your stocker operation. These tools will provide you with greater flexibility as market and environmental conditions unfold.

## Location

The conference will take place at the Holiday Inn & Holidome, 530 Richards Drive, in Manhattan.

## Meal

A lunch buffet will be provided.

## Door Prizes

Be one of the first 200 to register and be eligible to win one of two Palm handheld computers and other prizes. Must be present to win.

## Football

Stick around on Saturday, Sept. 22, and watch the K-State Wildcats in action as they take on New Mexico State University. We'll reserve a block of seats for those who register and pay **\$31 per seat by August 15, 2001**. See the attached registration form for mailing information.

## BeefstockerUSA.org tailgater

Before the game, stop by the Department of Animal Sciences tent at Cat Town (southwest of the football stadium) to learn more about BeefstockerUSA.org, a new Web site designed specifically for stocker producers.

## Accommodations

Rooms are limited on a football weekend in Manhattan. If you are attending the conference and plan to stay for Saturday's game, you are eligible for a special conference rate. Reserve your room by August 20 by calling 785-539-5311, and mention the Beef Stocker Profitability Conference. You will be responsible for all room charges.

## Program

- 10:30** Registration
- 11:00** Introductions
- 11:15** **Health Management Practices for Stocker Operations**  
Mark Spire, DVM, College of Veterinary Medicine, KSU.
- 12:00** Lunch
- 1:00** **Parasite Control for Stocker Cattle** — Bill Clymer, DVM, Fort Dodge Animal Health
- 1:45** **New Technologies for Detecting Sickness and Improving Immunity in Stocker Cattle** — Jim Drouillard, Ph.D. Department of Animal Sciences and Industry, KSU
- 2:30** Break
- 2:45** **The Changing Market Structure in the Beef Industry: What is on the Horizon for the Stocker Producer?**  
Randy Blach, executive vice president, Cattle-Fax
- 3:30** Conclusion

*For more information, contact:*

Lois Schreiner, Department of Animal Sciences and Industry, 785-532-1267  
E-mail: lschrein@oznet.ksu.edu

## Beef Stocker Profitability Conference 2001

Preregistration—\$25 per participant. Registration at the door—\$35 per participant. Preregistration deadline

August 15, 2001.

Name(s) \_\_\_\_\_

Address \_\_\_\_\_

City \_\_\_\_\_ State \_\_\_\_\_ Telephone \_\_\_\_\_

Total Number Registrants: \_\_\_\_\_ @ \$25

Total Number Football Tickets: \_\_\_\_\_ @ \$31

Total Amount Enclosed: \_\_\_\_\_

**Your check, payable to LMIC, must accompany this form for you to be considered registered. Send registration and payment to:**

2001 Beef Stocker Conference, 213 Weber Hall, Manhattan, Kansas 66506. Phone (785) 532-1267.

## Kansas Feedlot Performance and Feed Cost Summary\*

Gerry Kuhl, Feedlot Specialist, Kansas State University

### April 2001 Closeout Information\*\*

Sex/No.	Final Weight	Avg. Days on Feed	Avg. Daily Gain	Feed/Gain (Dry Basis)	% Death Loss	Avg. Cost of Gain/Cwt.	Projected Cost of May-Placed Cattle
Steers/12,827	1,159	170	2.81	6.38	2.76	\$52.64	\$44.67
		(152-213)	(2.21-3.23)	(5.61-7.40)		(44.47-58.10)	(43.00-46.00)
Heifers/19,190	1,058	169	2.61	6.42	2.05	\$52.37	\$46.00
		(138-200)	(2.32-3.04)	(5.82-6.80)		(45.65-55.04)	(45.00-47.00)

Current Feed Inventory Costs: Mid May Avg. Prices	Range	No. Yards	
Corn	\$ 2.31/bu	\$ 2.25-2.36	5
Ground Alfalfa Hay	\$108.18/ton	\$98.00-120.92	5

\*Appreciation is expressed to these Kansas feedyards: Brookover Ranch Feed Yard, Decatur County Feed Yard, Fairleigh Feed Yard, Hy-Plains Feed Yard, Kearny County Feeders, Pawnee Valley Feeders, and Supreme Cattle Feeders.

\*\*Closeout figures are the means of individual feed yard monthly averages and include feed, yardage, processing, medication, death loss and usually sold FOB the feedlot with a 4% pencil shrink. Interest charges normally are not included.

K-State, County Extension Councils, Extension Districts, and U.S. Department of Agriculture Cooperating.

All educational programs and materials available without discrimination on the basis of race, color, religion, national origin, sex, age, or disability.

**Cooperative Extension Service**  
 K-State Research & Extension  
 244 Weber Hall  
 Manhattan, KS 66506

*Dale A. Blasi*  
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