

TEXAS A&M AGRI LIFE EXTENSION



Gregg County Extension Office
405 East Marshall Ave. Longview, Texas ★ 75601 ★ (903) 236-8429
<http://gregg.agrilife.org/ag-and-nr/oil-belt-farm-and-ranch-club/>

Oil Belt Farm & Ranch Club Newsletter... ***Electronic Version***

November 1, 2015

TO: Oil Belt Farm & Ranch Club Members

BY: Randy Reeves, Gregg County Extension Agent - Agriculture

Buying Known Bull Genetics Adds Value

(Information comes from Steve Swigert – Noble Foundation Economist)

One of the most important management decisions for a cattle operation is what bull to buy. When cattle producers make bull purchases, several factors should be considered: number of bulls, type, acquisition time, age, source, quality and cost.

For this analysis, it is assumed the purchaser can do a good job of analyzing a bull's phenotype (physical characteristics) prior to purchase. If a producer does not have the necessary skills to visually evaluate the bull, the producer should either ask for help or purchase from operations or sales with breeding soundness or bull health guarantees.



How many bulls should be purchased is directly related to cow herd size. The typical bull-to-cow ratio is one bull to 25 or 30 cows but can vary by pasture size, property roughness and bull age. Producers with small cow herds are challenged to keep bull cost down while making sure all cows get bred. Having only one bull increases the risk of open cows for small herds because the

bull might have or develop a breeding problem. With high value calves, an operation cannot generally afford to have open cows.

When selecting the type of bull to purchase, bull genotype (genetic makeup) should be selected to complement a cow herd to produce desirable calves. Knowing the genetic potential of the calves helps a producer determine whether to retain ownership past weaning. Uniform calves (both type and color) command higher prices than non-uniform calves at sale time.

Planning ahead usually results in a better selection of bulls with better genetics. Buying earlier gives the bull time to acclimate to the region, the ranch and the handling procedures of the operation. Also, buying early allows for additional growth of 12- to 18-month old bulls, which is the typical age of many bulls in today's market. For spring-calving cow herds, this would mean purchasing bulls in the fall when the number of bulls needed is not yet fully determined. When bulls test infertile during a breeding soundness exam prior to the breeding season or are injured during the breeding season, replacement bulls that match the existing bull battery must be obtained as soon as possible.

In determining where to buy bulls, a cow/calf producer should look for seedstock producers with good reputations, the breed needed, quality genetics and the documentation necessary to validate genetic quality, such as actual performance and expected progeny differences (EPDs).

The bull's quality and cost are commonly linked; a bull that can sire heavier calves should be worth more. The best way to determine a bull's value is potential revenues returned to the operation in the form of calf weight.

Once analyzing the numbers, visually inspect the bulls and rank according to priority. Then decide how much the bulls are worth. Three bull investment scenarios are provided in Tables 1 and 2: Bull 1 is a typical bull purchased out of a sale barn to just get the cows pregnant; Bull 2 is purchased from a neighbor or friend and could be of known parentage with individual animal performance available; Bull 3 is purchased from a reputable breeder with known genetics, and individual performance information and EPDs are available.

[Table 1](#) shows the total annual economic bull costs per cow for each bull, assuming each performs for five years. From the analysis, the difference between Bull 1 and Bull 2 is \$12.69

Table 1: Economic costs and assumptions

	Bull 1	Bull 2	Bull 3
Purchase price for bull	\$2,500	\$4,000	\$6,000
Average cows per bull	25	25	25
Total calves sired per bull	125	125	125
Years of expected use	5	5	5
Salvage weight of bull	1,850 pounds	2,000 pounds	2,000 pounds
Salvage value of bull	\$2,015	\$2,178	\$2,178
Total annual maintenance costs per bull* (e.g., feed and vet)	\$290	\$290	\$290
Total annual ownership costs per bull. (e.g. depreciation)	\$97	\$364	\$764
Total annual financial costs per bull	\$392	\$659	\$1,059
Total annual economic costs per bull**	\$586	\$903	\$1,363
Total annual economic bull costs per cow	\$23.45	\$36.14	\$54.54

*These assumptions hold the annual carrying cost (i.e., feed, vet, etc.) constant for all three bulls.

**This includes opportunity costs on land and equity capital.

Table 2. Performance and income differences between bulls.

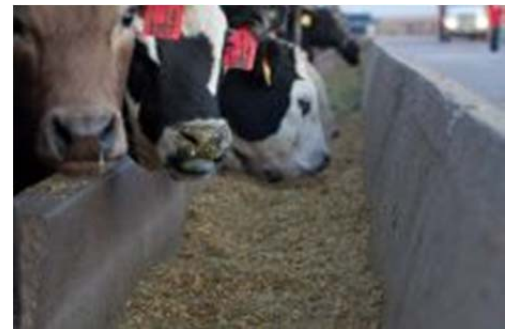
	Bull 1	Bull 2	Bull 3
Increased weaning performance	XX	+50 pounds	+100 pounds
Value of increased weaning performance (at \$1.10 per pound value of gain)	XX	\$55 per calf	\$110 per calf
Increased yearling performance (difference in average daily gain)	XX	0.75 pounds	1.0 pound
Increased yearling performance (60 days preconditioned)	XX	45 pounds	60 pounds
Value of increased performance	XX	\$50 per calf	\$66 per calf
Total increased value	XX	\$105 per calf	\$176 per calf
Additional cost per cow	XX	(\$12.69)	(\$31.09)
Marginal return per cow per year	XX	\$92.31	\$144.91
Additional marginal income (for 125 calves over five years)	XX	\$11,538	\$18,113

per cow, which for a 550-pound calf is **\$2.30 per hundred weight**. There is a \$31.09 per cow difference between Bull 1 and Bull 3, which on a 550-pound calf is **\$5.65 per hundred weight**. [Table 2](#) shows examples of how these investments could affect an operation. Tables 1 and 2 demonstrate the performance differences in subsequent calf crops and potential incomes related to purchasing bulls based on EPDs and pedigrees.

It usually pays to purchase good genetics. While every operation might not receive an increase in performance as projected above, there are operations that have seen greater increases. With a high value of gain, relatively small differences in marginal cost relate to significant differences in marginal return. When considering performance differences, bulls that increase calf growth performance are worth a lot more than average bulls and typically do not cost as much as they are worth.

Beef Cattle Nutritional Program

The Gregg County Extension office and the Oil Belt Farm & Ranch Club will be hosting the Beef Cattle Winter Nutritional program in the Gregg County Extension office here in Longview on Tuesday, November 10th at 6:00 pm. The Gregg County Farm Bureau office will be sponsoring the evening meal. The evening program will feature Dr. Jason Banta, Extension Beef Cattle Specialist from the Texas A&M Extension & Research Center in Overton, Texas. Dr. Banta will be discussing winter beef cattle nutritional needs; this will include minerals, forage and supplemental needs during the cold winter months. ***Be sure to call and RSVP by November 3, 2015 to 903-236-8429!*** For more information and a copy of the program flyer, go to;



<http://gregg.agrilife.org/files/2015/08/2015-Beef-Cattle-Winter-Feeding-Program.pdf>

Texas Agricultural and Timber Registration Number (Sales Tax #)

We have been advised that producers are being contacted about renewing their Texas Agricultural and Timber Registration Number. This program is administered by the State Comptroller's Office and allows producers to purchase certain items for their operation without paying sales tax. As you may recall, several years ago producer's had to obtain a registration number to get the sales tax exemption. All of these initial registrations will expire on December 31, 2015 and must be renewed for continued use. Everyone who currently holds a registration number should receive information by mail for renewal. Here is the renewal information



<http://comptroller.texas.gov/taxinfo/agriculture/renewNumber.html> . Additional information on the Ag and Timber number and renewal can be found at the following link

<http://comptroller.texas.gov/taxinfo/agriculture/>

. Information on how to get a number if you do not have one

http://comptroller.texas.gov/taxinfo/taxpubs/ag_timber_exemption.html .

Oil Belt Farm & Ranch Club Web Site...

Now the Oil Belt Farm & Ranch Club has a web site that members can go to retrieve information, such as; newsletters, cattle price report for the most current week, calendar of events for both 2015 and 2016 and other information at;

<http://gregg.agrilife.org/ag-and-nr/oil-belt-farm-and-ranch-club/>

New Landowner Program Series to be Held Starting in January...

The Gregg County AgriLife Extension Service will be hosting a program series for the 2016 year that will feature nine sessions that will meet each month from January through September. The program will focus on new landowners in the area that would like to learn about how to manage their property and in the process, learn some new skills related to agricultural use of it. Each participant's will also receive a three ring binder with the entire program materials included, as well as refreshments during the program itself. The program agenda and topics are listed below; all sessions will be held at the Gregg County Extension office and will start at 6:00 pm. For more information and registration form, go to; <http://gregg.agrilife.org/files/2015/10/new.pdf>

Registration is due by January 11, 2016!



Topics & Schedule;

January 25, 2016 – “Property Tax Valuations” – Mark Cormier, Gregg County Appraisal District. Will also include what the property owner needs to do to qualify and keep the various valuations on; Timber, Wildlife, General Ag and even Bee Hives.

February 15, 2016 – “USDA EQIP and Other Programs” – Robbie Clemens, District Conservationist, USDA-NRCS Office, Gilmer, Texas.

March 21, 2016 – “Beekeeping Basics” – Gus Wolf, Local Beekeeper, Big Sandy, Texas.

April 11, 2016 – “Basic Forage Production” – Dr. Vanessa Corriher-Olson, Extension Forage Specialist, Overton, Texas.

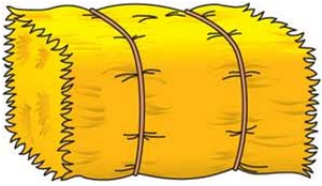
May 16, 2016 – “Using Herbicides as a Tool” – Shane Colston, Business Manager and CCA, Winfield Solutions, Tyler, Texas.

June 13, 2016 – “Basic Beef Production” – Dr. Jason Banta, Extension Beef Specialist, Overton, Texas.

July 11, 2016 – “So You Have a Pond” – Dr. Billy Higginbotham, Extension Wildlife & Fisheries Specialist, Overton, Texas.

August 15, 2016 – Feral Hogs, “The Good, the Bad & the Ugly” - Dr. Billy Higginbotham, Extension Wildlife & Fisheries Specialist, Overton, Texas.

September 19, 2016 – “Fencing Basics” – Joel Kerby, Research Associate, The Texas A&M AgriLife Research Center, Overton, Texas.



A Reminder About Having Forage Tested for Nutritional Content...

Just a quick reminder that producers need to have their forage tested, (if you have not already), whether grown or purchased to make sure that you are going to have to supplement that forage through the winter. Chances are that you will with the delayed harvesting back in the spring and early summer.

New TDA Licensing Fees On The Horizon...

As mentioned in the email message that was sent out recently, the Texas Department of Agriculture is looking to raise their licensing fees and this will directly affect most if not all of you. Listed in the graphic to the right are some of the new changes coming your way.

It might also be noted that TDA will also be instituting a testing fee of \$64.00 for the “first-time” exam to get your private applicators license, where before, it was free. They had a fee for a re-rest., so in a nut shell, a first time person aiming to get a private applicator’s license will spend the following;

- \$60.00 for study materials for the training, (\$75.00 for the on-line course)
- \$64.00 for testing fee
- \$100.00 license fee

That’s \$224.00 spent before he/she has the license in hand and sprays anything, the on-line training method, add \$15.00. It might be added that if you are a “certified” applicator, this is the old one that they do not issue any longer; you are still exempt from the fees as before. (Don’t ever let this expire!)

Needle Management Contributes to Beef Quality

(Article comes from Noble Foundation, Ardmore, Oklahoma)

How many times do you reuse needles when doctoring calves? For stocker calves, Beef Quality Assurance guidelines recommend that needles be changed at least every 10 animals. I'm sure most of us have used needles beyond that recommendation. Have you then noticed how sharp a new needle is? How easy it is to use? [Figure 1](#) shows a microscopic view of a new needle.

Once a needle is used, it loses its cutting edge, similar to a knife after repeated use. Even though you may not be able to see the dull edge clearly, the dull/burred needle causes several problems. Skin tissue damage creates excess inflammation and stops the wound from sealing quickly. This can allow bacteria in and let the drug seep out. Additional effort is required to administer the shot, resulting in fatigue, frustration, and the potential for misplaced injections and broken needles. It's not worth it.



[Figure 2](#) shows a needle that was bumped against the steel squeeze chute and damaged. Any time a needle is dropped, scraped, bent, etc., it should be considered damaged beyond use. Change it immediately.

Needles are cheap, and, more importantly, they are the physical link that delivers important and sometimes extremely expensive drugs to your valuable cattle. Make sure you are always using fresh needles.

Needles should be changed often to:

- Reduce the potential for disease transmission among animals.
- Reduce the potential for broken needles.
- Reduce skin tissue damage due to dull or burred needles.
- Eliminate contamination of a drug bottle.

Needle management tips:

- Use a new needle each day, each breeding animal and each 10 non-breeding animals.
- Use a new needle each time you insert a needle into a drug bottle.
- Use a new needle each time it is bent, dropped or scraped on something, or feels dull.
- If a needle breaks off in an animal, immediately remove the entire needle or call your vet. Don't ignore it.
- Dispose of used needles in an official sharps container and dispose of properly.
- Select appropriate needle diameter and length for the product and route of administration.
 - Typically, use 16 gauge for antibiotics and 18 gauge for vaccines.
 - ½ inch to ¾ inch is a good needle length for subcutaneous injections.

Properly managing needle use is a key component of ensuring that the beef we produce is safe and wholesome. It is the responsibility of all beef producers to consistently meet these consumer expectations.



Need Some Credit Hours Toward Your License??

Well, you're in luck! The following programs or CEU sessions will be held in December and January;

→ **December 3, 2015 – Overton Research & Extension Center – 7:30 till 3:00 pm**

Specialist at the Texas Agrilife Extension Center in Overton will once again be sponsoring a pesticide credit hour program with the following topics;

- Weed Control in Pastures and Hay Meadows



Figure 1



Figure 2

- Forage Insect Pest Update
- Spray Adjuvants and Additives
- How to Properly Dispose of Empty Containers and Old Pesticides
- Laws and regulations of Pesticide use

Registration starts at 7:30 am, Program starts at 8:30, lunch served at 11:45 and program will conclude at 3:00 PM. There is a **\$30.00** registration fee per person that is payable at the door.

→ December 4, 2015 –Gregg County Extension Office, Longview, Texas - 9:00 till 1:00 pm

“Last Chance” Pesticide Credit Hour Video Series

Participants who have a pesticide license from The Texas Department of Agriculture will be able to earn four (4) CEU’s at this event. The program will be held on Friday, December 4th starting at 9:00 and will conclude by 1:00 pm. The hour breakdown is as follows; (1 L&R, 2 IPM and 1 General) for a total of 4 hours. This is a video series that will be held at the Gregg County Extension office. There is a **\$20.00** registration fee, payable at the door. This pesticide credit hour program will conclude at 1:00 pm, you can eat lunch after the program is completed. Coffee and light refreshments will be available. For more information, go to; <http://gregg.agrilife.org/files/2015/05/2015-Last-Chance-Pesticide-Class.jpg>

→ December 8, 2015 – Overton Research & Extension Center – 7:30 till 3:00 pm

Specialist at the Texas Agrilife Extension Center in Overton will once again be sponsoring a pesticide credit hour program with the following topics;

- Turf Disease and Pest
- Turf Weed Management
- Pesticide Use in Vegetable Production
- What Bugs Are Eating Your Money?
- Feral (wild) Pig Control/Law Updates

Registration starts at 7:30 am, Program starts at 8:30, lunch served at 11:45 and program will conclude at 3:00 PM. There is a \$30.00 registration fee per person that is payable at the door.

→ January 22, 2016 – Gregg County Extension Office, Longview, Texas – 8:30 till 3:00 pm.

Gregg and Harrison Counties will be sponsoring the Annual Pesticide Credit hour Program here in Longview, at the Gregg County Extension office on Friday, January 22, 2016. Registration is due by Friday, January 15th and can be found at; <http://gregg.agrilife.org/files/2015/09/2016ceu.pdf>. Please send the registration information along with the fee to the Gregg County Extension office. The program will feature five (5) CEU’s toward any Texas Department of Agriculture pesticide license holder. There is a **\$30.00** registration fee which includes the Noon meal. **RSVP by January 15th!!**

Prices for 2013-2016			
	11-1300	7-800	5-600
2014	154.56	218.26	237.26
2015 I	162.43	209.42	264.17
II	158.11	222.31	273.53
III	144.22	209.88	240.26
IV	135-138	184-187	210-214
2016 I	142-145	182-187	216-222
II	144-148	185-190	220-227
III	139-145	181-187	215-224
IV	139-146	177-184	207-216
2017 I	140-145	174-182	210-220
II	140-145	175-184	213-224
III	135-143	172-182	207-220
IV	136-145	168-180	201-218

Texas Combined Auction for 5-600 and 7-800

Fall Cattle Marketing Program – Cattle Price Projection by Dr. David Anderson from program on 10-27-15 in Longview.

Randy Reeves

Randy Reeves
 County Extension Agent-AG/NR
 Gregg County
 903-236-8429
dr-reeves@tamu.edu

For further information on Extension programs, call us at (903) 236-8429, or visit us on the web at <http://gregg.agrilife.org>

Educational programs of the Texas A&M AgriLife Extension Service are open to all people without regard to race, color, religion, sex, national origin, age, disability, or veteran status. The Texas A&M University System, U.S. Department of Agriculture, and the County Commissioners Courts of Texas Cooperating.