

SUMMER
2013

GREATER OZARKS



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Summer Update: Busy Days at MFA

Keith McDaniel—Greater Ozarks GM/ Ozark Store Manager

It's been an exciting spring here at Ozark MFA; and if you haven't been a part of it, you have missed a lot of excitement. Fertilizer season was wild and crazy as usual. With good weather most of the spring, everyone was able to get out in between rains and put some much needed nutrients on their hay fields and pastures. With that being said, one application per year is not enough; your plants need so much more. All of you should think about some type of fall application of fertilizer to feed those plants as we head into the colder months. This gives you a kick start for fall pasture or adds nutrients for next spring. This is just something for you to begin thinking about now.

In early April, we attended the Spring Ag and Urban Fest at the Ozark Empire Fairgrounds. This was a new event started as a knock-off of the fall Farmfest. Attendance was not what they had hoped – but it was a stepping stone for the future of this event. We were able to visit with several people and had some selling opportunities at this event. Hopefully it will continue to grow in the future. We were also fortunate enough to have the Jack Link's Beef Jerky Monster Truck come by the store for a road show for a couple hours. They passed out free samples of beef jerky.

May was certainly a busy month as we had a Customer Appreciation event, greenhouse stocking, graduation, and a Precision Agriculture meeting. At the Customer Appreciation event, we barbequed hamburgers, hot dogs, and brats served with chips and a soft drink. Attendance was huge and the event was enjoyed by everyone. The Ozark FFA put on Dog Dip Days and a few vendors were on hand to visit with those in attendance. Everyone enjoyed the day, as well as the door prizes that were handed out.

Garden season came full circle as the greenhouse was fully stocked and all of the garden seed, potatoes and onions were moving out the door rather quickly. The rental sprayer

was kept very busy with people trying to get a handle on their weeds in hay fields and pastures. May also brought graduation and I was fortunate enough to hand out \$2,000 scholarships at three local schools to deserving young individuals. We annually give a scholarship at Ozark High School, Sparta High School, and Spokane High School. MFA is a proud supporter of youth and their future in education.

We held a producers meeting in May on Precision Agriculture. The meeting was hosted by Eric Preston, Region 5 Precision Ag Specialist. We had a total of 13 people in attendance. For those of you who don't know about Precision Agriculture, it is the wave of the future for agriculture. Topics included grid sampling, variable rate lime and fertilizer, and an overview of the precision equipment available to you. We are stocking some basic equipment and can help you with setting it up in your tractor to assist in all of your spraying and fertilizing operations. If you are interested in finding out more about Precision Agriculture, contact the store or Eric Preston (620-674-1775). Be watching for some special programs to sign up your acres for grid sampling in the fall. We are taking this to the next level, so get on board early to save some money and maximize the profits in your operations.

Now that summer is here, don't forget to visit with us about Summer Annuals, twine, net wrap, or whatever you may need. We are here to serve you and our expert staff is available to help with all of your needs. Keep working hard and enjoy the summer months with your families – many of you will be taking a much needed vacation. Fall will be here before you know it, and it will be time for: fertilizing, wheat planting, soybean and corn harvest, etc. Book your fall planting needs early and let us know what you need. This will ensure we have your seed available when you need it!

Thank you for your business; we appreciate each one of you!



The Importance of Grid Sampling

Eric Preston — SW MO/ SE KS Regional Precision Sales Manager (660) 674-1775 epreston@mfa-inc.com

This newsletter I would like to talk about reasons for signing up for the Nutri-Track program this summer. First, I would like to lay out the basics about the first stage of the Nutri-Track program.

Stage 1: Intensive Soil Sampling

- GPS collected field boundaries and soil test points on 2.5 acres grids.
- Soil tests are sent to Midwest Labs for OM,CEC, pH, P1,P2,K,S,and Zn test results.
- Nutrient surfaces display the variability and availability of each nutrient with red (deficient) to green (optimum) to blue (high/excessive) colors.
- Soil type maps are included with crop specific NRCS yield goals.
- Cropping Nutrient Management Plan is created for each field based on soil tests levels, soil types and productivity, and cropping practices.
- Plant food recommendations (fertilizer) recommendations are for Variable Rate application based on soil test, plus a whole field flat yield goal.

Intensive soil sampling has many benefits including increased efficiency by not overloading areas with optimum fertility levels with extra fertilizer. The fertility levels of the less productive areas in a field will be increased quicker and more efficiently. The quickest return on cost of Grid Sampling is the Variable Rate application of lime for correcting low soil pH's.

Proper pH balance ensures proper root growth and nutrient availability. A pH of 5.8 can reduce nutrient uptake by up to 40%. Variability in pH throughout fields in SE Kansas and SW Missouri is very common. It is not uncommon to see fields with a pH to swing from 5.2 to 7.0 in a field. The biggest challenge of lime application is the amount of time it takes to haul the product and spread the larger amount of product.

The best time for grid sampling to fit into the cropping system is to get the sampling done early in the fall. In a Corn-Wheat-Double Crop Soybean rotation, behind the Corn crop will be are best chance to take soil samples. This gives us a minimum of 1 ½ month window to take soil samples and then have enough time to Variable Rate apply Lime, P (Dap), K (Potash) and other Micronutrients ahead of getting the wheat planted. On other crop rotations, we can sit down with the farmer and find out the best timing scenario for getting the grid samples taken.

Once the samples are taken, the process of spreading the fertilizer is not much different than conventionally spreading fertilizer. It is just a more efficient way of putting your dollars in the field.

For more information about the program and how it can fit into your cropping system, you can contact your local MFA Agri Services.

MFA Show Feeds

Jody Boles — Area 6 Sales Manager (Feed)

Great joy, great sadness, and great learning from show feeds is an absolute certainty. Everyone who has looked over a group of calves, pigs, lambs or kids to pick their show animal has experienced all three of the above. Some of my fondest memories were working with my show animals. Some of the best life lessons I have learned came from there as well. I can remember one certain heifer that I told my Dad I had broke to lead great; and then at a small show she drug me around during the class. After the class my Dad said it sure looked like the heifer had done a good job of breaking me to lead, and maybe we should work a little harder back home. Another great life lesson was learning how to win and how to lose, and showing animals was a great way to learn this.

- **MFA Ringleader** is a textured show feed that has done a great job for many show steers, bulls, and heifers. Ringleader is extremely palatable feed that calves start great on. Ringleader is a 14% crude protein with 5% fat that show calves will gain very well on. Every year across the state we will feed many show steers that gain over 5 lbs. per head per day. Ringleader is available in bag or bulk.
- **MFA Heifer Show Feed** is a new feed developed for those show heifers that you want to push to the top of the class. MFA Heifer Show feed is a textured ration that is a 16% crude protein, 5% fat.
- **MFA Muscle Pig Show Diet I** is a 21% crude protein, 6.0% fat, and 1.4% lysine that will start your fair pig off like no other show can. Keep your pig on Show Diet I until the 200lb mark.
- **MFA Muscle Pig Show Diet II** is a 18% crude protein, 4.0% fat, and 1.1% lysine; use this feed from 200lbs to the show, also the last 35 to 40 days before the show top dress with MFA Power Pac to maximize your pig's performance. Show I and Show Diet II have Virginiamycin added at 10 grams per ton.

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MFA and Ralco have teamed up to launch a brand new line of swine show feeds. Here is our new line of show feeds: MFA/Ralco Prep, MFA/Ralco Launch, MFA/Ralco Krave, MFA/Ralco Kool, and MFA/Ralco Drive.

- **MFA Show Lamb** is a pelleted ration that is 18% crude protein, 4.0% fat. Show Lamb is a finely tuned show feed to meet your show genetic potential for growth and weight gain, added ammonium chloride to reduce the likelihood of calculi in wethers.
- **MFA Superb Show Goat** is 18% crude protein 5.0% fat show ration designed just for Goats. Superb Show goat is a high protein nutritionally balanced diet that gets you outstanding gains and superior finish that today's judges are looking for in meat goats. Monesin is added to prevent coccidiosis, as well as ammonium chloride to reduce the likelihood of calculi.

MFA pays the kids back with contest cash for rate of gain at the county level or State Fair. Visit your MFA Agri Services or call me (Jody Boles) 573-631-6969 to get all the details.

	Beef County Level	Swine County Level	Lamb County Level	Goat County Level
1st Place	\$100.00	\$75.00	\$50.00	\$50.00
2nd Place	\$80.00	\$60.00	\$40.00	\$40.00
3rd Place	\$50.00	\$40.00	\$25.00	\$25.00
4th Place	\$25.00	\$20.00	\$15.00	\$15.00

Warm Season Grass

Jim Tomnitz — Manager, Springfield Agri Services

Summer in Missouri is usually hot and dry. It is important to know which grass seed to plant for your needs. MFA offers six different grass seeds:

- **Switchgrass** is an early maturing native perennial in Missouri. It is a sod-forming, tall grass that prefers moist areas, but will even grow in sand. It provides outstanding erosion control and is drought resistant. Switchgrass demands persistence because it is slow to establish. It is important that you start the seed in a firm seed bed, and not allow the established plants to be grazed less than six inches.
- **Big Bluestem** is a native grass that will grow almost anywhere. It provides first-rate yield and is dependable. It grows when cool season grasses start to slow down. Big Bluestem seed has a beard which makes it difficult to plant using a conventional drill; you need to use a special native grass drill to plant.
- **Little Bluestem** is a perennial bunchgrass that is smaller than Big Bluestem. It is less appetizing to livestock than Big Bluestem. It has a beard that makes it difficult to plant; you need a special native grass drill to plant the seed.
- **Indiangrass** has a lot of nutritional value and is more palatable for livestock than most other warm season grasses. It is a native grass that spreads by rhizomes and seed. It is easy to establish and endures a broad variety of weather extremes. It is important to remember to not graze or hay this grass in the first year.
- **Eastern Gammagrass** is a native perennial grass with short, thick rhizomes. It grows in clumps up to four feet in diameter and 3-9 feet tall. It makes excellent hay and should be cut in the boot stage every six weeks. It can also be rotationally grazed from May 1 to Sept 1, but do not cut or graze shorter than six inches. You plant this seed with a corn planter. Plant stratified seed if you want field to establish in the spring.
- **Sidoats Grama** can be either sod forming or bunch forming. It is a highly palatable and nourishing grass which all classes of livestock readily eat. You can recognize this grass easily as it has oat-like seeds which hang down one side of the seed head.

Knowing and understanding the warm grasses in Missouri will result in making a better choice for your needs.





How to Choose the Correct Mineral for Your Livestock

Dr. Jim White — Nutritionist

The most consistent mineral product positioning scheme is based on time of year, helps inventory control, and addresses the wide range of potential animals on every operation, the two MO calving seasons: Jan-July and Aug-Dec. Mineral product characteristics which were manipulated: particle size, weatherization, flavor-intake enhancers. The fortification levels were standardized.

Based on Time of Year for Beef Cows (Choose one product for each season)

Early Spring	Late Spring & Summer	Fall & Winter	Spring or Fall Cool Season Grasses
Hi-Mag Mineral	Fescue Equalizer	Super 10	Hi-Mag Mineral
MAG-ADE Meal	Fescue Equalizer Max	Super 12	MAG-ADE Meal
Super 10	Super 10	5% Livestock Mineral	Salt Mix with Mg
Super 12	Super 12		
5% Livestock Mineral	5% Livestock Mineral		

** If extra consumption is warranted, use XI mineral or a Salt Mix. Ionophores for free choice feeding are specific formulas, an extant 1440 g/ton Bovatec product, a 1620 grams/ton Rumensin product.

Dairy Cows

Dairy Cows	Dry Dairy Cows	Replacement Heifers
Super 10 Super 12 5% Livestock Mineral	It is not recommended to offer dry cows free choice minerals, but if the producer likes offering free choice minerals to dry cows, then use MFA Dry Cow Mineral.	Super 10 Super 12 5% Livestock Mineral Fescue Equalizer

MFA Mineral Products

Beef Cows	Weaning—Gestating	Backgrounding Calves
Super 12 XI Mineral 5% Livestock Mineral	Fescue Equalizer Fescue Equalizer Max Super 10 Super 12 5% Livestock Mineral	Stocker BT Mineral Super 10 5% Livestock Mineral Fescue Equalizer

Use Hi-Mag Mineral, MAG-ADE Meal when cool season (fescue, wheat) grass pastures are lush, wet, and rapidly growing. This is particularly important when cows have calves to their side, and the growing season has been cloudy and or cool.

MFA Mineral Products (Based on Percent Phosphorous)	
15%	Super 15% Breeder
12%	Super 12
10%	Super 10
	Fescue Equalizer Rumensin 1620 Mineral
7.5%	Stocker BT Mineral
5%	5% Livestock Mineral
	Hi-Mag Mineral
4%	XI Mineral
3%	MAG-ADE Meal
<1%	DDG Completer premix,

MFA Mineral Products (General Purpose Free Choice Applications)			
Cattle-Goats- South American Camelids (Ruminants Other than Sheep)	Horses	Sheep	Swine
Super 10 5% Livestock Mineral	Horse Mineral	Sheep Mineral	Pasture swine (especially grazing gestating sows): an archaic practice; would recommend 5% Livestock Mineral, Super 10, Super 12, G/L Premix.



Fall is right around the corner, and whether you have just started or you are finishing up your haying season, be sure to stop by during the week of **July 15-20** to stock up on all of your fall livestock health needs sponsored by:



***Spend:**

- \$25.00 on **Zoetis** Products— Receive a **FREE T-Shirt**
- \$50.00 on **Zoetis** Products— Receive a **FREE Hat**
- \$100.00 on **Zoetis** Products— Receive a **FREE Pair of Gloves**
- \$200.00 on **Zoetis** Products— Receive a **FREE Folding Chair**

July 15-20
Summer Animal
Health Specials

Only Available At:

Ozark MFA
1616 State Hwy 14 East
Ozark, MO 65721
417-581-3523

Marshfield MFA
221 E. Commercial
Marshfield, MO 65706
417-468-2115



Baling Twine: Know What You Are Getting

Ben Murray — Manager, Farm Supply Division

Not all twine is the same. They may work in the baler; but is your customer getting what they are paying for? A 9,000 sisal square bale needs to weigh about 40 lbs to give 9,000 ft at the proper tensile strength. If your bale weighs 38 lbs or less – something is missing: either length or strength. If the length is too short – it will bale without breaking but you will not get as much hay baled per twine bale. If the cost is 10% cheaper, but yields 15-20% fewer bales – that is not a very good deal.

Big round bales have the same problem. However, since big round bales seldom put too much stress on the twine, they can be under specification in strength and will not cause a problem as long as it comes out of the twine bale and onto the hay bale without breaking. This is especially true for big round bale poly twines. The manufacturing process for poly twine gives much more control over the end product than that for sisal products. This allows manufacturers to make a product to various specifications. Testing of poly twine in the 20,000 ft. 110 lb tensile strength has shown that some products are actually closer to 80 lbs tensile strength rather than the 110 lb indicated on the label. It will probably still work – not because it meets specifications but because the hay bale is not expanding after it leaves the baler enough to stretch it beyond the 80lb tensile. As with the sisal product, the weight of the bale of twine often tells the story. Through the use of manufacturing processes and additives, the manufacturer may be able to increase the strength of the poly twine, it will not offset 2-3 lbs lower weight .

You need to look closely at the label to know what you are purchasing. 9000, 16000, 110 have become part of the product names used by the manufacturer and no longer indicate the measurements of the product strength. Sometimes the fine print will not contain the information you are looking for.

MFA offers Bridon, Tytan and Universal brand twine. Each of these products is labeled correctly and either meet or exceed the specifications on the label.



Maintain Your Land with the Ease of an ATV Sprayer



Photo Courtesy of **Paul Brandt**

Scott Harvey — Product Manager, Farm Supply

When you have a lot of ground to cover, nothing beats an ATV sprayer to save you time and trouble. For a hassle-free solution to land upkeep, use these agricultural sprayers for spraying pesticides or fertilizers. ATV sprayers give you the advantage of covering fields faster and make spraying along fence lines easier than ever.

With ATV sprayers you can add a boom for coverage as low as 7 ft (7483648) all the way up to 30 ft coverage (7483539). Keep in mind that the coverage listed indicates the width of the area covered, not necessarily the width of the boom itself. These booms are available with normal spraytips or boomless nozzles. Here you can view a video showing the pattern of a 10-ft coverage spray boom with 3 flood tips:

<http://www.youtube.com/watch?v=TMLApkaOvml>

How far does a boomless nozzle spray? The KLC#5 (7483584) that we carry has an 18 ft

coverage boom and covers about 18.5 feet. The 1200 Boomless Nozzles (7483539) have a 30 foot coverage boom and require a 3.5 gallon/minute pump. Here you can find a video on how to calibrate the Boomless spray tips:

<http://www.youtube.com/watch?v=tw0HQF4URdE>

Not Your Average Bovine

MFA Offers a Feed Lineup Specifically Designed to Meet the Needs of Bucking Bulls

David Yarnell — Livestock Product Sales Rep



I finally decided to write about something that is near and dear to my heart: **Bucking Bulls**.

For years we have tried to feed these athletes just like any other old bull. At MFA we realized the nutrition requirements are different for breeding bulls vs. bucking bulls. We needed a solution, and we knew we had to think outside the box. We knew the ingredients we used and the way we formulated rations was key to meeting the demanding nutritional requirements of these athletes.

We talked to the top breeders in the business and got their opinions, as well as utilized our own personal field sales experiences. We did our homework and spent a lot of time coming up with what we feel are the ideal rations to meet these needs. We used the first few runs as research and made the proper adjustments to come up with what we have today.

**I am proud to introduce the
“MFA Buckn Bull Feeds”.**

MFA designed two rations that will meet the requirements of today's bucking bulls. The MFA All Around Buckn Bull 15% is the first in the line up and is a complete feed for bucking bulls of all

ages. The MFA Competition Buckn Bull 17% is the second feed in the line up and it is a complete feed for bucking bulls being hauled to events. Both of the MFA Buckn Bull feeds are designed to provide essential nutrients for excellent: growth, health, athletic ability, and reproduction.

MFA uses only the highest quality ingredients that will provide exceptional bioavailability and digestibility of the rations. MFA Buckn Bull feeds are very palatable, which makes it easy to keep the bulls on feed during stressful situations. They offer flaked corn (to help improve nutrient availability to the animal), a quality pellet (contains high end natural protein), molasses (a significant sugar source to the ration which has been shown to stimulate fiber digestibility and improve energy), and high energy from Taltec™ (a high quality fat source).

Both of the MFA Bucking Bull feeds also contain biotin, which has been shown to help toughen up hooves, horns, and improve the luster of the coat. Another added feature would be the recent addition of Calf Manna to the ration. The Competition product also has probiotics, enzymes, yucca, and other proprietary products which have been shown to help reduce the effects of heat stress and improve immune response. The Competition Buckn Bull is also medicated with CTC which has been a particularly valuable feed additive and has improved animal performance by keeping stress at a minimum.

Macro minerals are essential for getting an animal to reach its genetic potential. MFA Buckn Bull feeds have aggressive fortification levels with optimum ratios of macro minerals. Trace minerals are also an important part of the equation. Several of these trace minerals are supplied by polysaccharide complexes in the way of Qualitech's SQM protected mineral product. Using organic trace minerals in these forms has been shown to improve hair coat and hoof quality, increase mineral retention time in the body, and increase the bioavailability of the trace mineral.

MFA Bucking Bull feeds have high levels of fat soluble vitamins A D E. These levels help stimulate and support the immune system for better health and the antioxidants help reduce cell aging and destruction.

I understand that not everybody who reads this article raises bucking bulls. However, it still may be interesting to see the research and thought process put into meeting these ever changing requirements. At MFA we are proud to say that we are already feeding several animals that are traveling up and down the road to events. With the extremely high number of bucking bulls being raised today, it sure doesn't hurt to have a leg up on the competition when you can. You supply the genetics and we will supply the nutrition.

Thanks for reading and have a great day!



Greater Ozarks Locations

Ozark MFA

1616 State Hwy 14 East
Ozark, MO 65721
417-581-3523

Keith McDaniel-General Manager

Marshfield MFA

221 E. Commercial
Marshfield, MO 65706
417-859-2505 or 888-317-2108
Marlena Clopton-Manager

Springfield MFA

1947 E. Trafficway
Springfield, MO 65802
417-869-5459

Jim Tomnitz-Manager

Ash Grove MFA

300 West Main
Ash Grove, MO 65604
417-751-2433
Dustin DeVore-Manager

Greater Ozarks MFA

1616 State Hwy 14 East
Ozark, MO 65721

MFA Greater Ozarks – Summer Specials

Don't Miss Out on These Great Summer Deals!

42" BARREL FAN	\$239.59
20" HV FLOOR FAN	\$ 39.95
15.5 GA BARB WIRE	\$ 39.89
5/8" X 75' NEVER KINK HOSE.....	\$ 29.75
BONIDE WASP & YELLOW JACKET FOAM.....	\$ 3.29
5/8" X 50' SOAKER HOSE.....	\$ 8.99
PINT CANNING JAR.....	\$ 7.89
1200LB. GARDEN CART	\$104.95
250' HOSE REEL CART.....	\$ 72.88
10X10X6 COMPLETE DOG KENNEL	\$219.99
5 GALLON HYDRAULIC FLUID.....	\$ 33.79

