

South Central MFA Agri Services Newsletter

District 9 Update

Volume 9, Issue 1
February 2020

Darren Scheets, District 9 Manager



As I write this in January, it has been a mild winter so far. Mild weather has helped producers stretch hay piles and fall pastures, reducing total input cost. I have been talking to producers who are just now starting to feed hay. Now would be a good time to start planning productive spring pastures and hayfields. It will take nutrients to make good pasture and hay crops. In 2020, we probably won't get 125 days of rain like we did 2019. We had a great pre-pay period, and several

producers took advantage of the lowest fertilizer prices we have seen in several years. Prices have increased about \$5 per ton since the second week of January, and I would expect some increase in pricing as we get closer to spring. We are getting variable-rate spreader trucks at Cabool and Ash Grove for our precision customers. It's a great way to get the right amount of product in the right place. We can also spread flat rate for our customers as well. We also have a new tender trailer at Cabool to help move larger amounts of fertilizer in less time.

Another thing to think about at this time of year is the need to get extra magnesium to our cattle to prevent grass tetany. Producers can get extra magnesium in MFA lick tubs, mineral or salt mixes. Remember that this is a stressful time on cows as they are getting ready to calve or have just calved. We need to keep those cows in good condition as they will need to breed back in a few months. A cow that doesn't breed back is very costly to an operation.

Finally, I would like to introduce our new manager at West Plains. His name is Steve Hays. Steve and his wife, Courtney, have one son, Bodie, and two daughters, Journey and Rowdy. Please go by West Plains and say hello to Steve and get to know him.

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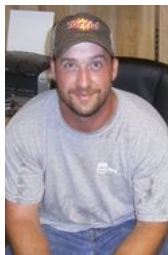
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Supplement Colostrum or a Replacer? Which One to Use and When

Michael Reese, Ava Manager



Over the past few calving seasons, a few conversations have caused me to wonder if we know the difference between a supplement and a replacer for colostrum.

So, what is the difference?

A dried colostrum product is considered a supplement if it has less than 100 grams of immunoglobulins (the antibodies the calf needs) per dose/per packet. Most colostrum supplements we carry contain less than 50 grams of immunoglobulins per dose. Colostrx, Immu-Start, and Genesis are the main ones we sell. These products are intended to be used as a supplement when a newborn calf gets less than adequate colostrum from its mother.



A dried colostrum product is considered a replacer if it has greater than 100 grams of immunoglobulins per dose. These products are Land of Lakes Colostrum Replacer and Genesis 150. These replacers contain 150 grams of immunoglobulins per dose. We also carry the Colostrx 100g IgG, which has 100 grams of immunoglobulins. These are the products that are to be used when a calf does not get any colostrum from its mother.



Both the supplement and the replacer products need to be given within the first few hours after birth and must be provided within the first 24 hours of birth for it to be effective. After the first 24 hours, the newborn's intestinal tract "closes the door" on its ability to absorb these immunoglobulins directly into the bloodstream as intended.

So, using these products beyond 24 hours after birth will only provide highly digestible nutrients, but no immune protection.

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Attention High School Seniors! Apply for the MFA Foundation Scholarship



It's that time of year again—time for area high school seniors to decide what they want to do with the rest of their lives. If they choose to attend college, scholarships are extremely helpful in providing the financial means to achieve their aspirations of higher education. MFA offers scholarships to graduating seniors of local high schools. Each MFA and MFA affiliated location gives at least one local high school senior a one-time \$2,000 scholarship.

Have your high school seniors ask their counselor about the MFA scholarship and other agriculture-related scholarships. If the counselor does not have information on these scholarships, please contact your local MFA store for more details. The MFA Foundation

Scholarship application is due March 15, 2020. Please see your high school counselor for more information.

Safe-Guard Feed-Through Choices for Winter Deworming

Steve Tegarden, Merck Animal Health

If unforeseen circumstances prevented you from fall deworming, it's not too late to get the benefits of an effective deworming. There are feed-through deworming products that have proven to be very effective. Consider the following options:

Safe-Guard range cubes are formulated with Safe-Guard (fenbendazole). Feed 5 pounds per 1,000 pounds of cattle body weight for a single day.

Safe-Guard 0.5% pellets can be used for bunk-fed cattle. Feed 1 pound per 1,000 pounds of body weight.

There is also a form of Safe-Guard 1.96% feed-through that can be mixed into a cattle ration and fed. A 25-pound pail will treat 98,000 pounds of body weight.

If you prefer to deworm cattle using a mineral program this time of year, there is also a Safe-Guard mineral option. Cattle should consume the mineral over a 3- to 6-day period. All of these options were used successfully by cattle owners in Texas County in 2019.

Work with your local MFA to pick a form of feed-through deworming that works best with your cattle operation. Healthy, worm-free cattle perform better.

Steve Tegarden

Grass Tetany Season is Coming

John Bray, Livestock Key Account Manager



It is grass tetany time again, which means it is time to look at magnesium supplements for your beef herd. With green grass showing up, it would be wise to start to get magnesium to your cattle early this year. We have mag minerals, mag tubs, and mag salt mixes. You can choose how you want to supplement your herd this year.

Grass tetany affects cattle when lush, rapidly growing grass lacks magnesium content. As cows graze magnesium-deficient grass, low blood levels of magnesium cause "grass staggers," which can result in death. Typically, magnesium supplements are fed from around Valentine's Day through around Mother's Day. Cows with calves by their side are the most susceptible as milk production further drains a dam's magnesium. Her muscles get so weak she can no longer breathe and dies from suffocation.

It's also calving season and a perfect time to look at our calf feeds. Liquid Shield can be given to newborns to keep them healthy and growing, which puts more money into your pocket. Many of you have yet to try this proven MFA technology. It can make a big difference in your profitability this year. Call me with any questions on any of our MFA products that are available to make you more profitable and more efficient in your operation.

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Intensive Wheat Management

Eric Preston, Precision Agronomy ASM



Weather and field conditions during the past fall made it difficult to establish winter wheat stands. Wet conditions along with a delayed harvest made for fewer acres and late-planted wheat. Yet, wheat is a resilient plant that can survive a lot of early-season stress and still thrive. Consider some of these management approaches to minimize the points of stress that we can control in-season to increase wheat yields in late spring.

Wheat growers in our area are implementing more intensive management practices to achieve maximum yields. It's a process that requires several steps during the growing season. Growers who truly follow these steps reap the rewards. Intensive management is called that for a reason. It takes attention to detail and timely application of crop inputs. MFA's Crop-Trak program aids in decision-making by creating a preseason plan as well as putting a consultant in the field each week during the growing season to save you time and help identify and resolve agronomic issues.

WEED CONTROL

Early weed control is critical for protecting your wheat crop. Contrary to popular belief, weed control first needs to be addressed in the fall rather than the spring. Wheat, like other crops, is best served by a start-clean/stay-clean approach. If weeds haven't been controlled early, or canopy has not been achieved, and weeds have broken through, there are options for controlling winter annuals in late winter or early spring. The most crucial factor to know when deciding on a herbicide late in the season is correctly growth-staging your wheat. As wheat matures through the season, we lose many options for weed control because of the products' potential to damage the wheat crop.

FERTILITY MANAGEMENT

Assuming we have weeds under control, nitrogen and sulfur management are the next biggest spring challenge. Nitrogen is very mobile in the soil, and the potential for loss is high. Proper nitrogen placement, rates and timing are not only crucial for achieving high yielding wheat but are also good stewardship practices. After planting, wheat needs minimal nitrogen and sulfur for fall growth. Springtime is the proper time to apply the majority of the nitrogen and sulfur needed by the plant. Wheat can use up to 1.75 pounds of nitrogen per acre for each bushel produced. Frequently, growers limit the nitrogen rates they apply in fear of causing excessive lodging and, in turn, limiting yield. Proper timing of high nitrogen fertilization can help wheat



standability. For example, delaying application of the majority of nitrogen until after early jointing can dramatically reduce stalk lodging in wheat and also increase the amount of nitrogen the stand can handle and use efficiently. The only sound agronomic reasons to apply nitrogen before jointing are traffic issues that cannot be avoided by using narrow-tire applicators or in cases that nitrogen may be needed to induce further tillering. Adding sulfur to your nitrogen through various sources also can lead to higher yields, higher nitrogen use efficiency and higher grain quality. Sulfur, in the form of ammonium sulfate (AMS) or thiosulfate, when mixed with UAN, has shown to be an impactful way to maximize nitrogen efficiency. With levels of atmospheric sulfur dropping because of tighter controls on industrial emissions along with increased expectations for wheat yield, sulfur applications between 5 to 20 pounds per acre have delivered consistent returns.

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...Continued from Page 4 CROP PROTECTION TIMING

Timeliness of fungicide application is another critical element involved in high-intensity wheat management. There are three key time frames a fungicide should be considered for disease pressure and plant health benefit: greenup, flowering, and to protect wheat heads. During the greenup growth stage, disease pressure can be intense enough to require a fungicide, though this is not common. The flag leaf application is probably the most crucial fungicide application. The flag leaf is like a little solar panel that directly ties into grain fill. Leaf diseases are frequent threats to wheat in Missouri and eastern Kansas. Keeping the top leaves disease and lesion free is essential to reach full grain-fill potential. Shortly after flag leaf, during flowering or at heading (depending on your fungicide of choice), a fungicide should be considered to control head scab. Head scab can lead to reduced yield and poor seed quality. Though less common than foliar diseases, head scab's effects can be devastating--leading to grain docks and even rejection due to vomitoxins. Late-season wheat is not as susceptible to insect pressure, but there are potential issues with armyworms, green bugs and stink bugs. Preventive treatments for these pests are not always the most effective, so timely scouting and staying ahead of infestations is key.

Multiple variables need to be managed to achieve high-yielding wheat. Start with your best foot forward and follow a plan throughout the season to achieve the best results. Take note of these numerous steps. Omitting one or even mistiming one can be problematic in making the most out of your wheat crop. Wheat responds to management, perhaps more than any of our other crops. MFA's Crop-Trak program is an excellent tool for growers to use through the long and rigorous growing season. It can help ensure your plan is completed.

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No New Antibiotic Regulations...Yet

Dr. Tony Martin, MFA Animal Health

It is a new year and a new decade. It's a timeframe that will most certainly be a mix of challenges and opportunities for livestock production.

There are three items on my list for this month:

First, in December, several livestock publications had articles about coming changes/increases in regulation of antibiotic use in livestock. Some producers have understood the articles to mean that new rules started this month. My short response is to that understanding is: "No, not yet."

Specifically, what is in the works was started with a document called the Draft Guidance for Industry #263 issued in September 2019. It is a draft document, not final guidance, which would be the start of a new regulation. The prime focus of the draft document was to expand antibiotic regulation that stipulates certain feed-grade antibiotics require a Veterinary Feed Directive (VFD) and for the water-soluble counterparts of those feed-grade antibiotics to be a prescription (Rx) only status. That means such antibiotics could only be acquired from a veterinarian or with an actual prescription—just as your family physician would have to write for many human medications. The expansion of the regulation suggests taking any remaining over-the-counter (OTC) forms of the regulated antibiotics to an Rx only status. That would mean that the regulated antibiotics that exist in the form of injectables, boluses or mastitis tubes would cease to be available through our dealer locations and would be Rx only. Not very popular news.



Continued on Page 6...

...Continued from Page 5 There was a comment period, as there always is for such draft documents. It ended Dec. 24, 2019. As of this writing, the FDA website says that 7,160 comments were filed. My compliments to all those who provided feedback. Rest assured, my response was among them. The expectation is that the FDA will issue “final” guidance on the subject sometime this year, and there will be a two-year timetable for voluntary compliance for whatever regulatory changes are included in the final draft.

The bottom line is that further changes are in the works, but it will be a while before we know the exact details and the timeframe for implementation. Stay tuned.

Second, with the New Year, producers have already started or are shortly expecting to greet new arrivals to their livestock production enterprises. Newborn calves, kids, lambs, pigs, etc. are arriving. Be sure that your inventory of supplies for the newborns are adequate and in good order. If you need a list of suggested supplies, let us know, and we can send you what we call a “shopping list.”

Most of all, be sure you have the Shield Plus product on hand. Have both the 250 ml pump liquid and the 30 ml tube products. And, if you are a pork producer that is marketing through specialty programs that require using products that do not contain animal origin ingredients, put some APF Shield Plus in inventory to have ready for pigs.

Tony Martin, DVM, MS

Weed Control with Dry Fertilizer

Doug Fast, Range & Pasture Specialist

Producers who use dry fertilizer can save an application pass over pastures by impregnating spring fertilizer with GrazonNext HL or Chaparral. Saving that trip over the field with a sprayer is saving money and time.

Impregnating fertilizer is a process in which concentrated solution is sprayed onto fertilizer during the blending or loading process.

These impregnated products should be applied at a rate of at least 200 pounds per acre, with 250 pounds being my recommendation. When spreading these products, keep in mind that you don't want overlaps or to spread too close to non-target tree stands.

Mother nature pretty much takes over after application. Rain incorporates the fertilizer and herbicide into the soil. Weed control is achieved almost entirely through residual activity and root uptake by weeds. While rain is required to incorporate the active ingredients into the soil, avoid application before if heavy rain is forecasted. While this is an effective way to get weed control, results could be 30 percent less than we would see in a foliar application. Many of the applications I've looked at have had more contact control that I thought we would see.

I would use a rate of 2 pints GrazonNext HL and/or a rate of 2 ounces Chaparral. Corteva Agriscience requires that all equipment used with herbicide impregnated fertilizer be dedicated to pasture and nothing else to avoid carryover to sensitive crops.

If you have any questions, feel free to give me a call.

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Fly Control Options

William Hicks, Mountain Grove Manager



It's fly time again. MFA has a wide range of products to help customers control this annual challenge. Ricochet Altosid Shield mineral is the most popular. It provides sufficient 9-methoprene insect growth regulator to prevent the emergence of adult horn flies from the manure of treated cattle.

Farmers should start feeding fly control mineral before horn flies appear and continue to feed it until cold weather is here to stay. Cattle should consume an average of 4 oz. per day for a 1,400-pound animal. Ricochet Altosid mineral is a cost-effective way to help control your herd's fly problem. Figure pennies per head per day.

MFA also has fly control blocks and tubs that help control fly problems. Fly tubs not only provide control of face flies and horn flies, but they also contain protein, fiber and vitamins.

According to USDA entomologist Dr. Willis Bruce who was famous for his work on fly control, horn flies cost the cattle industry \$2 million every day. Adult flies bite the animal, causing irritation and often drawing blood. This causes cattle to spend less time grazing. Weight gains will be reduced by an average of 20 pounds per year, but losses may also go much higher.

Stop by your local MFA and ask about fly control for your operation. We will be pleased to help you plan an efficient solution for your fly-control challenges.

Remember: fewer flies puts more money in your pocket.

William Hicks
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ALTOSID
IGR

It's time to stop the party.

A horn fly's life cycle is complete in 10 to 14 days. So they live fast. In that time, each female can lay up to 500 eggs in pasture manure, building up a population enough for one big fly party. Studies show that a calf with 200 flies on it during the summer weighs 15 pounds less at weaning compared to a calf with fly control.

Horn flies damage your herd.
MFA mineral with Altosid® puts a stop to the party.

Contact your MFA Agri Services for additional information.

Facebook Twitter Instagram YouTube www.mfa-inc.com

South Central Locations

Ava: (417) 683-4151

Birch Tree Fertilizer: (573) 292-3413

Cabool Fertilizer: (417) 962-4370

Houston: (417) 967-2145

Mansfield Fertilizer: (417) 924-3722

Mountain Grove Agri: (417) 926-4291

Mountain Grove Feed: (417) 926-5900

Salem: (573) 729-6614

West Plains: (417) 256-4041

Willow Springs: (417) 469-3193



Upcoming Events...

**Western Farm Show
Kansas City, MO
February 21-23, 2020
American Royal Complex**

**Spring Fish Day 2020
April 17, 2020**

**Houston 8:00am - 9:30am
Willow Springs 10:30am - 12:00pm
West Plains 1:00pm - 2:00pm
Mt Grove 8:30am - 10:00am
Ava 11:00am - 12:00pm**

The South Central MFA Agri Services newsletter is coordinated by Kelly Warner and MacKenzie Oswald. It is printed through MFA in Columbia, MO. If you have any agronomy, feed, seed, or animal health topics you would like us to address, please call Kelly at (417) 926-4291 or send an e-mail to kwarnar@mfa-inc.com.