

South Central MFA

Agri Services Newsletter

A Perfect Storm

Jody Boles, Feed ASM

The perfect storm is going to bring a record corn crop to the U.S., the largest on record. This storm also has brought the youngest and smallest beef cow herd to the U.S. since the very early 1950s. Canada and Mexico have also reduced their beef cow herds. So what does a record corn crop and a small herd mean to you in Southern Missouri? It means this is the year to creep feed your calves and add weight to your calf crop.

What should you feed your calves? **MFA has fed over 10 million calves with Cattle Charge in the last twenty years with outstanding results.** Cattle Charge converts feed to gain with a 4:1 feed conversion. You can put 3 lbs per day on your calves by pushing them with Cattle Charge, and this is the year to push calves.



Cattle Charge CS700 at \$376.00 per ton will cost you \$2.26 per day in feed for the 3 lbs of gain per day, and you provide the quality pasture. What is 1 lb of beef worth? 500 pound calves are bringing \$1.76 per lb. At 3 lbs daily gain x \$1.76 = \$5.28 - \$2.26 for feed cost leaves you \$3.02 per calf per day over feed cost. Therefore, 10 calves x \$3.02 x 30 days = \$906 extra for you.

Are you concerned about the labor cost in feeding the calves as well? Let's use \$12.00 per hour and say it takes you 30 minutes per day to feed your 10 calves for 30 days. In labor you have 15 hours of feeding your calves at \$12.00 per hour so you have \$180.00 worth of labor. With your \$906.00 extra - \$180.00 labor = \$726.00 you made by feeding your calves for at least 30 days.

Volume 2, Issue 3

November 2013

Inside this issue:

*Control Next
Year's Thistles
This Fall* 3

*Interpreting Soil
Sample Reports* 4

*Future In
Farming Is
Looking Better* 8

Ag Expo Day 9

Special points of interest:

- Celebrating 100 Years of MFA Service
- November Recipe
- Christmas Sale
- FFA Spotlight: West Plains

Continued On Page 2...



...Continued from Front Page

Superior Livestock Auction reported in 2012 they sold over 2 million head of cattle, of which 700,000 roughly were feeder calves. It was reported that wean vac45 calves sold for \$13.00 per cwt. over unweaned calves. MFA Health Track is a wean vac45 program that you all can take advantage for your calves this fall.



How can you find out about more creep feeding options or how to take advantage of the extra value of a weaned calf with MFA's Health Track? Please call me, Jody Boles, at (573) 631-6969 or Ron Shaver at (417) 926-9099. Thank you for your interest and business with MFA.

Jody Boles
(573) 631-6969
jjboles@mfa-inc.com



November Recipe: French Apple Pie

With the holidays approaching, the big question always seems to be: "What should I make for the family dinner?!" Well here is the recipe! It adds a different spin to an old favorite. And come on, who doesn't love a piece of hot apple pie on a crisp fall day? As if the recipe wasn't already good enough, it really is "easy as pie"!

Prepare pastry for one 9" pie crust.

Filling:

3/4 c. sugar
1/4 c. flour
1/2 tsp cinnamon
Dash of salt
6 c. sliced tart apples (About 6 medium)

Crumb Topping:

1 c. flour
1/2 c. firm butter
1/2 c. packed brown sugar



Directions

For the filling: Mix all ingredients together and pour into pie crust.

For the crumb topping: Mix until crumbly

Sprinkle crumb topping over pie filling until it is covered. Bake about 42-45 minutes at 350°...best served warm.



Control Next Year's Thistles This Fall

David Moore, CCA, Range and Pasture Specialist



We basically have two types of thistles in our area – musk and bull. Both are biennials. Seeds from this year's thistles will germinate this fall and form a rosette. Next spring this rosette will enlarge and the plant will bolt upright and bloom again. With the number of thistles we have had this year, we need to anticipate a huge crop next year.

By spraying 1 quart per acre of GrazonNext HL late this fall (November 10 – December 20) we can eliminate the vast majority of next year's thistles! This works best in pasture and hay ground that is grazed low enough that the rosette is clearly visible and accessible to herbicide application. For best results, spray when daytime temperatures are 45 degrees or higher.

A major side effect of this application is that it also controls a large portion of our winter annual weeds, which may or may not be emerged and visible at the time of application. This was very apparent on the thistle plot I sprayed last year (December 5, 2012).

The picture below clearly shows a line where the treated field meets the check strip. Before you even notice the absence of thistles and winter annuals, you will notice a significant (2-3 times) increase in grass in the treated area!



Take advantage of this slower time of year - spray 1 quart of GrazonNext HL per acre plus Astute surfactant (1 quart per 100 gallons of water). The net result will be fewer weeds and more grass! It also takes some pressure off of you next spring when there are many things that need your time and attention...

David Moore
(417) 942-9541
dmoore@mfa-inc.com



Interpreting Soil Sample Reports

Eric Preston, SW MO/SE KS Regional Precision Sales Manager



Wheat planting is getting ready to wrap up and planning for corn fertilizer is getting underway. An important part of that planning process is getting soil sampling done. One thing that often gets overlooked during that planning process is soil sampling and interpreting the results in a confident manner. Soil reports can be intimidating when you are looking at a list of 100 random numbers. I am going to try and clear up some of the confusion of converting parts per million (ppm) into lbs/acre, understanding Bray P1 & P2, and CEC.

Converting Parts per million (ppm) to lbs/acre

Results for the major and minor elements are reported in parts per million (ppm) on an elemental basis. An acre of mineral soil 6 to 7 inches deep weighs approximately 2 million pounds. Therefore, to convert parts per million readings to pounds per acre, multiply by 2.

For an example: Your P1 reading is 15 ppm and your K reading is 130 ppm. Then $15 \times 2 = 30$ lbs/acre P205 readily available and $130 \times 2 = 260$ lbs/acre K20 available in the soil. This makes reading the numbers have more meaning when it is in a familiar term.

Bray P1 & P2: What are they and how do they work together?

The P1 (weak Bray) test measures phosphorus which is readily available to plants. The optimum level will vary with crop yield and soil conditions, but for most field crops, 20 to 30 ppm is adequate. The P2 (strong Bray) test measures readily available phosphorus plus a part of the active reserve phosphorus in the soil. A level of 40 to 60 ppm is desired for good yields of most crops.

The relationship between the P1 and P2 test levels (P1:P2 ratio) can help evaluate the phosphorus status of the soil as well as identify a soil condition that contributes to poor crop performance. The following comments will apply to the P1:P2 ratio in most areas:

- 1:1 – VL to L Poor history of fertilizer use – adding P205 will tend to widen the ratio. Many times the available P2 increases faster than the standard available P1 indicating an increase in the reserve.
- 1:1 – M to VH Low reserve. Fe and Al "P" bond is very tight – a lime application will release P and increase the Ca availability. Generally, the ratio will widen as a result of the lime application.
- 1:2 with P1 M to H. Ideal range with reserve as high as the P1 availability.
- Greater than a 1:2 ratio. Some may be as high as 1:20 or greater. One or more of the following principles may apply:
 1. Response to starter may increase as ratio increases.
 2. Presence of free lime in the soil may be indicated.
 3. Increasing response to the use of sulfur and zinc. (Use 1 part of zinc with 2 to 4 parts of sulfur. A maximum of 8 pounds of SO₄-S may be used in a starter band.)

Continued On Page 5...



...Continued from Page 4

- When the P2 is over 50 ppm, one can expect greater response to Zn.
- The amount of P205 which will be required to increase the P1 reading is dependent on soil texture (or cation exchange capacity), soil pH, and level of P1 and P2. An average value would be 9 lbs of P205 required to raise P1, reading 1 ppm.

What is Cation Exchange Cite CEC and what does it mean for your soils?

Cation Exchange Capacity measures the soil’s ability to hold nutrients such as potassium, magnesium, and calcium as well as other positively charged ions such as sodium and hydrogen. The CEC of a soil is dependent upon the amounts and types of clay minerals and organic matter present. The common expression for CEC is in terms of milliequivalents per 100 grams (meq/100g) of soil. On most soils, it will vary from 5 to 35 meq/100g depending upon the soil type. Soils with high CEC will generally have higher levels of clay and organic matter.

For example, one would expect soil with a silty clay loam texture to have a considerably higher CEC than a sandy loam soil. Although high CEC soils can hold more nutrients, good soil management is required if these soils are to be more productive.

CEC is very closely tied with soil type and is very difficult to change on a large scale. It is very important to manage your low CEC soils differently than your high CEC soils to maximize both soils productivity.

Soil reports are a great source of information and a management tool. Hopefully these small pointers can help you understand some of that information better. Using the information to manage your fertility program should increase productivity and profitability of your farming operation. For more information ask your local MFA Agri Service location about how they can help your soil fertility program.

Eric Preston
 (620) 674-1775
 epreston@mfa-inc.com



SOIL ANALYSIS REPORT

ORGANIC MATTER LOI	PHOSPHORUS						NUTRIENT ALUMINUM ACTIVITY (EXCHANGEABLE)				pH		CATION EXCHANGE CAPACITY CEC (meq/100g)	PERCENT BASE SATURATION (COM)					
	BRASSICA		CORN		OILSEED RAPES	P	K	Mg		Ca		Na		SOIL pH 1:1	BUFFER INDEX	% K	% Mg	% Ca	% H
	ppm	SAT	ppm	SAT				ppm	SAT	ppm	SAT								
4.2 H	28 H	40 H				150 H	161 H	995 M				5.2	6.4	10.2	3.8	13.2	48.8	34.2	
4.9 VH	21 M	32 M				174 VH	137 H	726 L				5.2	6.5	7.9	5.6	14.5	45.9	34.0	
6.1 VH	35 VH	65 VH				143 H	162 H	1083 M				5.5	6.3	9.6	3.8	14.1	56.4	25.7	
4.1 H	2 VL	5 VL				70 L	95 M	988 M				5.6	6.7	7.7	2.3	10.3	64.2	23.2	



Celebrating 100 Years of MFA Service!

Brandon Overshon, Rolla Fertilizer Manager



Highlights of 1914

- Henry Ford introduced the assembly line for the Model T Ford
- The first steamboat passed through the Panama Canal
- World War I was just beginning
- MFA got its start in a one room school house in Brunswick, MO

Throughout Missouri, and now even in Iowa, Arkansas, Kansas and Oklahoma, MFA serves its patrons through services of animal nutrition, agronomy, animal health, companion animals, chemical and fertilizer application as well as many other customers needs.

We would like to take this opportunity to say “Thank You” to each and every one of our patrons in the South Central stores and South Central fertilizer plants for their continued business. There is a lot of hard work put into your operation as well as ours to make it easier for you to obtain the best for your animals and crops.



Since MFA will be celebrating 100 years of service to the local communities this year, I just wanted to reflect on how MFA has stood the test of time, although some of the times were tougher than others. We look forward to being here to serve you in the future as well as your following generations that follow in your footsteps.

MFA is involved in so many projects in the community as well as your local stores from county fairs, college scholarships and even local events when the time is needed. This is due to the fact that we are a part of the local community and care about the customer base and truly take an interest in your day to day operation.

So on behalf of myself and all of the South Central AgriService and South Central Fertilizer Plants, we again say “Thank You”.

Brandon Overshon
(573) 364-4964
bovershon@mfa-inc.com

The South Central MFA AgriServices 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 kwarner@mfa-inc.com.



Christmas Sale

DATES AND TIMES

West Plains: December 6TH 6-8 p.m.

Willow Springs: December 7TH 8 a.m. -12 p.m.

Ava: December 7TH 1-3 p.m.

Houston: December 7TH 6-8 p.m.

Mtn. Grove: December 7TH 6-8 p.m.

Carhartt Apparel!



Ertl Toys!



And MUCH More!



*Please note all Carhartt apparel may not be available at all locations



The Future in Farming is Looking Better

Darren Scheets, South Central General Manager & Mtn Grove Agri Manager



2013 is proving to be a good turnaround year for most of the farmers in our area. Early spring rains and good growing conditions through the summer months have resulted in one of the largest hay and forage crop yields in several years. Farmers reported baling three times as much as in 2012. The good growing conditions have allowed for pastures and crops to stay green and allowed for stockpiling of forages for fall. Crops of corn and other feed ingredient prices dropping in conjunction with the pastures should allow farmers to see a reduction in feed input costs for

the fall and winter.

Beef prices and demand are up the last few months. This could be a good time to wean and feed out calves to get those extra pounds on.

Fertilizer prices have been decreasing recently just in time for producers to prepay fertilizer so they will be ready to replace needed nutrients into the soil for spring planting and growing.

Darren Scheets
(417) 926-4291
drscheets@mfa-inc.com

Pre-Pay Fertilizer Now!

Every year Pre-Pay is offered for early purchase of fertilizer. This Pre-Pay allows producers to take advantage of a discount period to purchase spring crop inputs. The Pre-Pay discount period usually starts in mid-December and goes into mid-January. This allows the producer/customer to decide what year they would like to deduct for tax purposes.

Pre-Pay allows us to hold product for you and have available when you're ready to start spreading. We not only use Pre-Pay for fertilizer, we can Pre-Pay all aspects of crop inputs: Ag Chemicals, Seed and Services. Late Fall is an ideal time to pull soil samples so you can purchase the correct fertilizer nutrients at Pre-Pay time.

Everyone at all of the South Central MFA locations would like to wish all of our customers a very Happy Thanksgiving, a very Merry Christmas, and a Happy New Year! May all your travels be safe! And all the time spent with family and friends be blessed!



Ag Expo Day

Steve Koch, South Central MFA Bulk Plants Sales Manager



If you were to stop at a few schools in Texas County (Houston, Cabool, Licking, Summersville and Plato) on the first Tuesday in October, you wouldn't find any fourth grade students in their rooms studying. Instead of learning from their teacher and out of a book, they were attending an event sponsored by the Texas County Farm Bureau at the Texas County Fair Grounds, North of Houston. This Ag Expo Day put on every year allows these students to learn hands on. Each class rotates every 10 minutes through about 15 different stations of presenters. They learn how agriculture is used in our everyday lives.

There were stations of presenters who discussed trapping and furs, flowers, dairy, horse, goats, water conservation, electricity and then my presentation on corn and soybeans.

When I was first asked 4 years ago to help with this event, I received the call at 3 p.m. on Monday afternoon to be at the fairgrounds Tuesday morning at 8 a.m. WOW! I jumped on the computer and started pulling information about the many uses that these crops could be used for other than livestock feeds. Then I called a customer to see if he still had some soybeans growing, a couple of corn stalks and some wheat that just started growing. I worked late in the night just trying to get all the information sorted out. Keep in mind I had 10 minutes to teach 4th graders all about corn and soybeans. While talking to the children about the many uses corn and soybeans have, from livestock feeds to human consumption, I saw them look at each other and wonder what they use every day. There are more than 3,500 other uses for corn besides livestock feed. Many every day uses are corn bio-plastics, fructose corn syrup for sweeteners found in toothpaste and soda, make-up, medicine, paper, crayons and ethanol in every gallon of gas in each vehicle we fill up.

This year I took a different approach to the presentation. I started out with one kernel of corn in my hand, explained it was planted about 2" deep in the soil in April and grew the stalk I had on display. I then explained how the tassel helped to pollinate the ear and at which end the kernels started to fill in on the ear. I also explained that from seed planting to ear fill and dry down can be 110 to 130 days before the corn is completely ready for harvest. Then I gave them a math question and explained what we were trying to determine. I had them take one ear of corn and count the complete kernels the length of the ear and multiply it by the rows around the ear to determine kernel count. Most stalks only have one ear and an average of 26,000 stalks per acre. The ear we had to count was 32 kernels x 16 rows around = 512 kernels per ear x 26,000 stalks per acre = 13,312,000 kernels per acre. Now we divide 13,312,000 by 80,000 (kernels per bushel) = 166 bushel per acre. This example is if each stalk had one ear, some plants won't make an ear, so the yield will vary. Soil fertility will also affect crop yields.

I hope the kids take away as much from the experience as I do each year. I have enjoyed the past 4 years and will look forward to many more years to come.

Steven Koch
(417) 926-2797
skoch@mfa-inc.com



FFA Spotlight: West Plains

Audie Russell, Reporter & The West Plains Communication Director and Ag Advisors

The West Plains High School FFA students and their supporters began a “Raising the Barn” fundraising campaign to build a new agriculture science facility this past spring. The “Raising the Barn” campaign aims to create an agriculture science facility that will give hands-on experience to the more than 200 students who take agricultural science classes at the high school each year. The proposed facility is set to be built on a vacant lot owned by the West Plains School District on Olden Street.



Pictured (L-R): Caleb Wells, Chaplain; Madi McCracken, Historian; Chance Barnes, President; Keegan Wilson, Vice President; Olivia Powers, Secretary; Jarod Lung, Sentinel; Audie Russell, Reporter; Keith Kellett, Treasurer

The current building is 8,400 square feet and is approximately 40 years old. The building limits program expansion and course offerings due to the inadequate space of the facility. With the evolving need for more science-based agriculture and the lack of current space available, a new facility will help meet the needs of educating tomorrow’s agriculturists.

When completed, the new facility will offer 10,500 square feet of space that supports current trends in agriculture and will provide a home for future growth. The increased space will allow for additional instructional staff, additional classrooms, lab space, expanded course offerings, and the potential implementation of an agriculture program for middle school grades.

“The new facility will offer more agricultural opportunities for students”, said Tonya Jedlicka, Agriculture instructor. “The new agriculture science facility”, she said, “will help prepare them not only for the present, but for the future of agriculture as well. “It’s a huge part of the economy here”, said Shawn Rhoads, 154th District Missouri State Representative. “The area is the second-largest cattle producer in Missouri. There’s an opportunity to grow Ag jobs and the Ag economy.”

The cost of the project is estimated at \$800,000. The West Plains Schools Board of Education has pledged \$300,000 of district dollars to the Ag Building project. The balance will be funded through the “Raising the Barn” campaign. Donations can be one time or spread over a five year period. To date over \$130,000 has been raised from community donations. Work should start on the new facility in late October.

“We want to encourage help from community organizations and parent groups”, says Dr. Fred Czerwonka, West Plains Schools Superintendent, “The district cannot take on the project of this magnitude alone.

Continued On Page 11...



...Continued from Page 10

This is a chance for our community to be a part of it all. Our kids will reap benefits for years to come from efforts such as these.”

A campaign brochure is available online at www.zizzers.org/agscience or one can be picked up at the West Plains Schools Board of Education office at 305 Valley View Drive. For further information on the “Raising the Barn” campaign, contact Tonya Jedlicka or Jay Hale at 256-6150. Anyone wishing to make a pledge is asked to make their check payable to the West Plains Schools and send it to 305 Valley View Drive, West Plains, MO 65775.

West Plains Trap Shooting

The West Plains FFA has a rich tradition in the sport of trap shooting. The chapter, which consists of around 25 male and female shooters, will compete all over Missouri in competitions to test their skills. During the summer, we will host a shooting camp for new shooters to ensure they are safe when shooting on the range. Also, we will have older shooters there as well to shoot a round and demonstrate proper techniques.

Our chapter has been very successful in the past. We recently finished 2nd and 3rd in the Area 13 trap shoot as well as placing in the top ten at the Fall State Trap Shoot at Linn Creek. Our shooters take the sport very serious. During competition season, we try to practice at least twice a week at the Rover Gun Club. Scores are then averaged to help make up teams for the next shoot. Shooters are also encouraged to shoot by themselves and bring scores in to help with their average if they need to.



Pictured (L-R): Landon Bunch, Jacob Olson, Tristan Wimberley, Mason Cook, & Jacob Hamby



Pictured (L-R): Keith Kellett, Tyler Lewis, Cole Henry, Caleb Wells, Brodie Wilson

Trap shooting is another area of FFA that is not only fun for the students, but teaches them teamwork, responsibility, and leadership. Each member is responsible for providing their own shells and paying for rounds when we practice which can get pretty expensive. Our trap shooting team started smoking meat to cater a few banquets in town including the Quail Forever, Wild Turkey Federation, and Elk Forever banquets. The proceeds from these caterings pay for our shooters’ rounds when they practice.



South Central Locations

Ava: (417) 683-4151
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
West Plains: (417) 256-4041
Willow Springs: (417) 469-3193



South Central Bulk Plant Group

Birch Tree Fertilizer: (573) 292-3413
Crocker Fertilizer: (573) 736-2366
Rolla Fertilizer: (573) 364-4964
Salem Fertilizer: (573) 729-4165

Upcoming Events...

Missouri Cattlemen Association
Convention and Trade Show
January 2-4, 2014



FIND US ON FACEBOOK AT
www.facebook.com/mountaingrovemfafeed
and
www.facebook.com/mountaingrovemfa



FIND US ON THE WEB AT www.southcentralmfa.com



South Central MFA Ivomec and Eprinex 5 L



\$10 Off

Redeemable at your South Central MFA locations in Houston, Mtn. Grove, Willow Springs, West Plains, and Ava.
While supplies last. No other discounts apply.
Coupon expires December 7, 2013.



South Central MFA Railroad Socks Special



10% Off Railroad Socks

Made In Grain Valley, MO!

Redeemable at your South Central MFA locations in Houston, Mtn. Grove, Willow Springs, West Plains, and Ava.
While supplies last. No other discounts apply.
Coupon expires November 30, 2013.