

July 2, 2010

Volume 5, Issue 3



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Special points of interest:

- Four State Farm Show is July 16, 17 & 18th in Pittsburg, KS from 8 am to 4 pm daily.
- Beef Improvement Federation Seminar is June 28—July 1 in Columbia, MO. MFA is a Co-Sponsor.
- Seed Meter Summer Calibration Session begins June 15th and ends July 30th.



Newsletter

Decisions: Side-dressing Corn

By: Jason Worthington, Agronomist for WCAS

A common occurrence over the past two or three years has been extremely wet springs. High rainfall leads to saturated soils, which leads to high potential for denitrification. High rainfall can also lead to leaching of soil nutrients moving them below the root zone. Either one of these situations can lead to yellow, sickly, N deficient corn, easily identified by the characteristic yellow v'ing on the lower leaves.

Identification of N deficiency has not been the biggest issue associated with N deficiency, but choosing the proper remedy often has. This decision can be critical and depends on several factors including field conditions, plant height, costs, and whether or not N is lost or simply leached out of the reach of a small corn plants root system. Listed below are four of the better remedies used to combat N deficiency, their strengths, and their weaknesses.

Sidedressing Anhydrous Ammonia

Advantages

- Anhydrous starts out as NH₃ and is quickly converted to NH₄. The NH₄ form of nitrogen is not subject to leaching or denitrification until it is converted into the NO₃ (nitrate form of nitrogen).
- Injection of the fertilizer below the soil surface reduces risk of loss due to volatilization.
- Anhydrous is usually the cheapest form of N.

Disadvantages

- Injecting Anhydrous is very time consuming.
- Soil conditions must be ideal to ensure the knife slice is sealed to prevent N losses.
- Corn height can be a restriction and the window for application is small.

(continued on page 6)

MFA Lamar is currently hedging grain out through December 2011. We offer forward contracts, open basis (futures only) contracts as well as basis contracts and NPE (no price established) contracts.





Crop Consulting – Another Service Provided by Your MFA/AGChoice/West Central AgriServices Retailer

By: Brian Creager, Retail Sales Representative, AGChoice Emporia/Olpe

According to the dictionary, crop scouting is defined as “precise assessments of pest pressure (usually insects and weeds) and crop performance to evaluate economic risk from pest pressure infestations and the potential effectiveness of pest control interventions”. Simply put, crop scouting is looking at your crops on a regular basis to determine when a proactive treatment is needed for weeds, insects and/or disease. Crop scouting is one of the key pieces to a comprehensive crop consulting program.

Crop consulting is another service that can be provided by your local MFA/AGChoice/West Central Agri Services retail location. Each location has an on staff agronomist that can be hired to consult with you in regard to your crops on a set schedule, usually weekly, to provide assistance in determining when and if a proactive treatment is required for pests. Consulting typically starts at planting (or before) and continues through physiological maturity of the crop. Our crop consultants take stand counts to ensure a satisfactory plant population is achieved; monitor weed pressure and make recommendations on herbicides and proper timing for the application of the herbicide to maximize weed control; monitor the crop for insect pressure and determine if an insecticide application would be economically beneficial and look for diseases that might be affecting the crop and make recommendations on treatments to control the disease pressure.

There are several advantages to hiring a crop consultant. Let’s take a minute to review some of these advantages and how they might benefit your operation.

- Hiring a crop consultant ensures that your crops are looked at on a set schedule by someone who is qualified to identify pest problems and make accurate, proactive control recommendations. (continued on page 3)

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- For row crop farmers who cover a large geographical area, it allows them to continue working in one area of their operation while they know that someone is monitoring their crops in another area.
- For row crop farmers who grow both corn and beans it allows them to continue planting their crops in a timely fashion because they know a crop consultant is checking their crops that they planted earlier to ensure that satisfactory stands are achieved or if replanting/pest control applications are required.
- For livestock producers, hiring a crop consultant allows the producer to focus on their livestock operation while the consultant keeps an eye on their crops.
- For landowner's who custom hire their crops planted and harvested, a crop consultant can provide them with timely pest control recommendations.
- For producers who have off farm employment, they can rest at ease because they know their crops are being looked at in a timely fashion and pest problems identified and corrected without them having to take time off from work.



These are just a few of the advantages hiring a crop consultant can provide to your operation. To learn more about crop consulting or to give it a try on some of your acres, contact your local MFA/AGChoice/West Central Agri Services retail location. They will have their agronomist stop by your operation to discuss how crop consulting can help you utilize your time more efficiently while still ensuring that pest issues are addressed in a proactive fashion, many times with lower dosage rates and higher percentages of control due to the timeliness of the recommended treatment.

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Jason Worthington
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Brandon Bruce
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 417-399-2296

Not pictured: Nick Rapp –Assisting Jason & Brandon this summer.

MFA Foundation Scholarship Recipients

The MFA Foundation is a non-profit, philanthropic corporation established in 1958 with an initial gift of \$28,000 from the estate of Robert O. Wurmb. The primary purpose of The Foundation is to provide greater educational opportunity for the youth in our trade territory.

The Foundation's major activity is its Scholarship Program, which has provided financial assistance to nearly 10,000 college and university students from rural communities since its initiation in 1965. The MFA Foundation Scholarships are offered to high school seniors in communities where MFA agencies (such as MFA AgriServices Centers, MFA Oil Company Bulk Plants & Propane Plants, and other MFA agencies) are located and are willing to contribute \$350 to the MFA Foundation as joint sponsors of the scholarship.

The amount of the scholarship is \$2,000 and is applied toward the student's freshman year of college. It is not renewable.

The scholarship winner is selected by a local committee of 3 to 5 persons and should include a farmer, a businessman and a high school official. In making its selection, the committee considers the applicant's:

- interest in furthering his/her education in studies that relate to agriculture or other fields of study that benefit rural life;
- participation and leadership in school, church and community activities;
- reputation for good citizenship and good moral character;
- financial need, sources of income and willingness to work; and satisfactory academic progress.

This years recipients are:

Austin Lawrence of Lamar R-I High School and Bryce Clayton Robertson of Liberal R-II High School. Austin is the son of Cynthia and Eric Lawrence, and plans to attend Crowder College in Neosho. Bryce is the son of Amanda and Todd Robertson, and plans to attend the University of Arkansas in Fayetteville.

The August J. Niehaus Scholarship recipient this year is Ross Landon Means, a graduate of Lamar R-I High School. Ross is the son of Julie and Rocky Means, and plans to attend Crowder College.

The August J. Niehaus Scholarship is a \$210 scholarship.

Congratulations to all area high school graduating seniors. We at MFA Lamar wish you all the best in your future endeavors.



Shrink Management By: Jon Roberts

Area Sales Manager Livestock Products



One of the most exciting times in the life of a cattleman is on sale day. For some producers, it may only come around once a year. Their toil and struggle, enduring bone numbing blizzards, and scorching summer heat is finally coming to fruition. They are about to be rewarded for their tireless effort that has spanned four seasons of husbandry. With feeder cattle prices recently reaching historic highs, it makes sale day an especially rewarding and fulfilling conclusion for the cattleman's leg of the Beef journey.

With the sale of your cattle being a critical part of the puzzle, it is imperative that you manage them for optimum profitability. One major aspect of the management plan is controlling shrink when the cattle are sold. The vast majority of cattle in our area are merchandised through a conventional auction barn, but the principals still apply for any cattle sold by weight. Theories on shrink can run the spectrum from making them as heavy as possible by any means necessary; to having the cattle as gaunt as possible in hopes of achieving the highest price per pound. I would advocate a path down the center that would benefit buyer and seller alike.

My advice is to acclimate cattle to some sort of concentrate prior to selling them and offering feed and water to them, even at the auction barn prior to selling them.

Cattle, when sold, that appear to look full or distended, possibly got that way by being denied food and/or water for a period of time prior to selling and then afforded the opportunity to partake of copious amounts immediately prior to taking the weight. The thought for the seller is that his cattle weigh more than they might have weighed under ordinary conditions. Two things are likely going through the mind of the buyer as he gauges the value of the cattle. #1 These cattle are "tanked up" I'm buying a whole lot of something that will be on the floor of my trailer after the cattle walk off. #2 These cattle were obviously denied access to feed and water and subsequently gorged themselves, thus elevating the stress load of a calf that is already in a stressful situation of being thrust into a strange environment that will assuredly bring with it a diet change and exposure to disease. Consequently, the significantly lower price will not overcome the added weight.



In looking at the other end of the gamut, perils of equal magnitude exist. If, in an effort to reach the pinnacle of the coffee shop bragging board on price per pound, you elect to shrink your cattle to the point there is more under your fingernails than on the floor of the trailer when these shrunk cattle are transported, you probably over did it. In extreme conditions, cattle can loose greater than 10% of their body mass in 24 hours. Other factors that affect shrink are the temperament and disposition of the cattle. Nervous cattle that are easily excited will excrete more rapidly than calm, docile animals.

(continued on page 11)

Decisions: Side-dressing Corn

(continued from page 1)

Topdressing Ammonium Nitrate

Advantages

- The ammonium nitrate form of N is not volatile and can be surface applied without risk of loss due to volatilization.
- Application is quicker than injecting fertilizer.
- Leaf burn often occurs, but usually at lower levels than with broadcast liquid N.

Disadvantages

- Can be difficult to find application equipment, or custom applicators set up to apply on emerged corn. Plant heights can be restrictive to a pull behind fertilizer cart.
- More expensive than Anhydrous.
- Is more subject to denitrification in saturated soils.

Liquid UAN

Advantages

- Liquid UAN can be injected or surface applied.
- Custom applicators more readily available.
- Less time consumption when surface applied.
- Sealing the applicator's slice is not as critical as with anhydrous.
- Can be surface applied in concentrated bands between rows.
- Larger liquid applicators can get over taller corn.

Disadvantages

- Up to 50% of UAN can be easily lost to volatilization when surface applied.
- Broadcast liquid N can cause severe leaf burn especially on critical leaves when applied to tall corn.
- Cost per unit of N is higher than anhydrous.
- Up to 50% is initially subject to denitrification in saturated soils.
- Surface applied UAN can easily be tied up by residue.

Foliar Feed N Products

Advantages

- Can be tank mixed with herbicides and fungicides.
- Provide a low rate of N to provide a stop gap until roots reach N rich zones.
- Low use rates.
- Manufacturers *claim* a more efficient use of N.
- Can be aerially applied late to give corn a late boost.



Pictured below:
Nitrogen deficient corn.



(continued on page 10)



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Upcoming Events:

Seed Meter Summer Calibration Session begins on June 15th and ends July 30th.

Contact Dwight Hoffman of the Carytown location 417-394-2435

Precision Planting's "Planter Technology Institute" is scheduled to be in the area in August! Reserve your spot for a 3 hour educational session filled with presentations, videos, and state of the art displays and graphics.

Location: Iola, KS area (exact location yet to be determined)

Date: Thursday, Aug. 12th

Contact: Brian Davidson 816-585-6844 for reservations.

Anaplasmosis By: Paul Acton

Livestock Specialist: Ag Choice/Kansas

It's that time of year. The days are getting longer and the temperature is beginning to rise. Along with the hot weather come the ticks, chiggers, flies and mosquitoes and with these come blood borne pathogens that endanger humans and livestock.

The one in particular that can be highly economically devastating is Anaplasmosis. This infectious disease of cattle which attacks the red blood cells is primarily transmitted by ticks but other vectors include flies, mosquitoes, needles, scalpels, dehorning equipment etc. In one study at Kansas State University a needle that had been used on an Anaplasmosis infected animal was used on 10 subsequent animals and 7 of the 10 became infected.

Clinical signs of Anaplasmosis are highly correlated to the age of the infected animal. Calves under 6 months of age that become infected rarely show the disease yet are lifelong carriers of the disease. Calves 12-18 months will develop mild symptoms of the disease and will also become lifelong carriers of the disease. In older cattle the symptoms are much more severe and the disease will either be fatal or the animal will survive and become a lifelong carrier.

Symptoms of Anaplasmosis are signs of anemia or jaundice colored mucous membranes, loss of condition and appetite, abortion, uncoordinated movements, lack of breath, and extreme aggravation. Once symptoms take effect it will take an untreated animal 4 days to begin recovery if it survives. If an animal is showing signs of the disease trying to move it in the advance stage of the disease will usually result in death due to asphyxia. Once the disease is advanced the animals can be quite dangerous to handle as they can become highly aggravated.

If you decide to treat an infected animal then injectable Chlortetracycline is the standard therapy.

How do we prevent it?

Let me point out again that Anaplasmosis is not contagious except in some cases where it crossed the

placenta into unborn calves from stage 2 & 3 dams. It is spread by natural or mechanical vectors.

To prevent mechanical infection it is important to change needles when working cattle and to keep all surgical equipment clean and disinfected.

When addressing natural sources of infection we need to control the insects that spread the disease. This includes ticks via pour-ons or wormers and the control of horn and horse flies. MFA/Ag Choice/West Central personnel can help you choose a method of fly control that fits your management style. These can include fly tags, sprays, pour-ons, as well as our line of fly control minerals. (continued on page 9)



When addressing this disease, prevention, prevention, prevention is the key to success. Parasite control combined with a medicated mineral is an extremely cost effective approach to preventing anaplasmosis.

To receive nightly grain bids and comments via e-mail, send your e-mail address to ddehart@mfa-inc.com and request bids be sent either nightly or once a week.

Anaplasmosis (continued from page 8)



Another way of addressing the disease is to feed Chlor-tetracycline at the rate of .5mg/lbs. of body weight daily. This will prevent the transfer of the disease. The easiest way to accomplish this is to feed a medicated mineral such as our 5% CTC or Fescue Equalizer with CTC. The incubation period of the disease can be as long as 100 days before clinical signs occur so in the fall it may be favorable to feed medicated mineral up to 100 days after our first killing frost especially if your herd has a history of Anaplasmosis. It has been shown that mass treating a herd with CTC injections can provide protection from a severe outbreak for up to 8 months but most strategies that I looked at using injections as a prevention or treatment method for an infected herd involved giving an Oxytetracycline injection every 28 days. It appears that the feeding of the medication through the mineral is the best fit for most herds.

When addressing this disease, prevention, prevention, prevention is the key to success. Parasite control combined with a medicated mineral is an extremely cost effective approach that also gives the added benefits of increased weight gains, increased conception rates, and a decrease in bad eyes and foot rot that helps to turn the expense into an investment with positive returns. *Paul Acton 620-496-9743*



Our next Farm Supply sale starts July 26. See your local store for sale items and details.



The Four State Farm show is July 16,17 & 18th from 8:00 am till 4:00 pm each day. We will be promoting all of our livestock equipment and all of our services, plus summer sales items. It will also be the kick off for the MFA private label wire and fencing products. We are in booths 136-138 & 169-172, so come by and visit us and check out our latest sale items and products.

This newsletter is coordinated by Diana DeHart and printed through the Adrian Journal. If you have any agronomy, feed, seed, animal health, or grain topics you would like us to address, please call Diana at 816-297-2118 or e-mail ddehart@mfa-inc.com.



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Agriculture Evolved.

Decisions: Side-dressing Corn By: Jason Worthington (continued from page 6)

Disadvantages of Foliar Feed N Products

- If N is lost and not simply leached lower into the profile the amount of N applied is simply insufficient.
- Cost per actual unit of N is much higher than all other forms of N.
- Actual efficiency of slow release N products is debatable. (Beware of the 7 lbs. of actual N is equal to 30 lbs. of N from other sources sales pitch.)
-

When weighing strengths and weaknesses of the various methods to supplement your pre-plant N applications, always consult with your local MFA, West Central, or AgChoice agronomists and staff. They will always do their best to point you in the right direction.

Jason Worthington
WCAS Agronomist
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Shrink Management (continued from page 5)

The ideal situation for buyer and seller alike, is to have the cattle eating and drinking with as much uninterrupted access as possible and as close to their previous routine as possible. My advice is to acclimate cattle to some sort of concentrate prior to selling them and offering feed and water to them, even at the auction barn prior to selling them. If you typically feed first thing in the morning, I would not deviate from that on sale day. The product of choice is Cattle Charge. The high fiber, low starch formulation of Cattle Charge is an excellent choice for added safety. It has the vitamins, minerals and additives essential to bolster the calf's immune system. Cattle Charge is highly palatable, and cattle consume it readily.



If you intend to sell your calves right off the cow, establishing them on a creep fed ration of Cattle Charge will pay multiple dividends.

1. The 4 to 1 conversion on Cattle Charge will provide cost effective gain that will put bloom on your calves.
2. Creep feeding can even up your calf crop for larger lot size and reduced discount on singles.
3. Creep fed calves will have an added level of fullness/satisfaction that can have a calming effect on cattle, thus mitigating their level of shrink.

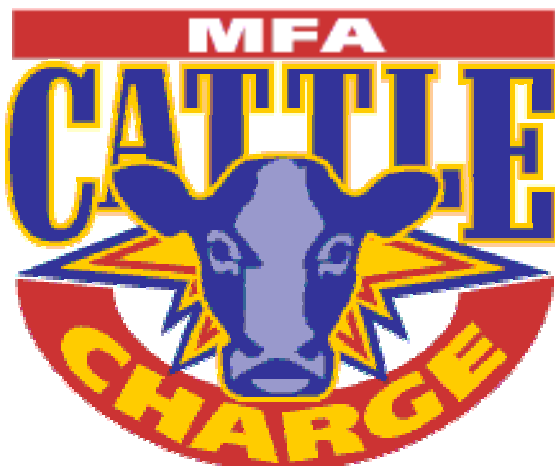
I would encourage you to stop by your local MFA/AgChoice/WCAS location and visit with them about feed and feeder options to buy or rent. We have the products, services, and technical support to sculpt your cattle, and represent them in a fashion that epitomizes your genetics and effort. From all of us to all of you, I hope your next sale day is the best one ever!

Jon Roberts

Area Sales Manager - Livestock Products

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