

# Extension Connection

**AGRICULTURE NEWSLETTER**

**By: Katelyn Barthol November 2016**

## Topics

**Feeding cull cows prior to sale may add value**

**A New Home For The American Royal**

**Control Broadleaf Weeds in Lawns in Late**

**October - Early November**

**Winter Care of Houseplants**

**Draining Hoses and Irrigation Lines**

**Calender**

**Upcoming Events**

## Feeding cull cows prior to sale may add value

MANHATTAN

, Kan. – Every year beef cattle producers have to make decisions about how to handle open cows that didn't become pregnant. Most producers simply sell the animals after pregnancy check time. However, it's possible that with a little more investment, they can provide more revenue to their operation, according to Kansas State University professor Chris Reinhardt. Cull females make up around 20 percent of ranch revenues, he said. Through proper marketing, it is possible to add value before selling the animals.



“There are two different types of cull females,” said Reinhardt, who is a beef specialist with K-State Research and Extension. The first is an older cow that has been a productive cow in the past, but for whatever reason, did not become pregnant this year. It's possible she's missing teeth so she cannot process the nutrients available and was thin at breeding time. On a price-per-pound basis, a thin cow will bring in less revenue than a heavier, fatter cow will, but there is an opportunity to add value to the thin cow.

“Given the amount of rain this year, the amount of grain available, the price of feed and possibly standing pasture on which you could supplement, producers have the opportunity to add pounds to thin cows. If a cow is old and thin there is an opportunity to add weight and actually increase her weight as well as the price per pound you receive by feeding her for a period of time.”

Producers, however, should be mindful of the law of diminishing returns. If a cow is thin there is probably a reason, such as poor teeth. If that's the case, high quality silage, grain, protein supplements, hay and pasture can help add condition to the cow. While she may not gain weight as she did in the past, the use of high quality feeds can help. This typically takes six to eight weeks.

“Our goal is to put on weight, body condition, muscle, and fat, and get them to market,” Reinhardt said. “The length of time the cow is on feed will be driven by how thin she is and the cause of her loss of condition. If it is a matter of old or missing teeth and we can feed her grain, corn silage, or distiller's grains, the goal is to move her body condition score to a five, in which she has full expression of muscle and a slight but not excessive cover of fat over the ribs, brisket, and round. Anything beyond a body condition score of five, where we begin to see overall smoothness and pockets of fat, and she rapidly becomes inefficient.”

Reinhardt referred to a body condition scoring method for beef cows, which describes an animal's relative fatness on a nine-point scale. A body condition score of five (BCS 5) is average. A score of one would be extremely thin. Nine is extremely fat. The goal is to feed the cow to a BCS of five or five and a half, he said. This raises the cow to a different carcass value grade, which boosts what the buyer will pay per pound. Reinhardt encourages Kansas

producers to work with local K-State Research and Extension staff to develop a program for each female.

### **Feeding to sell as bred cattle**

“If a producer has a fairly young cow that for whatever reason didn’t settle during the breeding season they could feed her to rebreed and sell,” Reinhardt said. “This is a unique year as we are going to have inexpensive grain and a lot of ranchers have abundant hay. Some cattle producers in the south still have really good grass. This presents an opportunity to turn her from an open female in the fall in a marketplace flooded with open females to a fall calving cow for next calving season. There are plenty of fall calving operations who are looking to bolster their numbers and bring in bred females as opposed to carrying over an open female throughout the season waiting for the next breeding season,” Reinhardt said. “There is an opportunity to add price per pound to her as a useful, reproductive female.”

As fertility tracks in a linear fashion, Reinhardt recommended producers improve the body condition score of open cows. He also recommended having a veterinarian ensure that such cows do not have health issues that could be preventing them from conceiving.

“Producers do not have to be nearly as aggressive in feeding these females if they are looking at an early winter or mid-winter breeding time,” Reinhardt said. “Good quality feedstuffs must be available to meet the nutrient requirements for that open female as she should put on a little weight.”

### **A New Home For The American Royal**

The American Royal Association announced Tuesday afternoon it they has reached an agreement with the State of Kansas and Unified Government to relocate to Wyandotte County, Kansas.

“The American Royal currently hosts more than 50 events annually, attracting nearly 270,000 attendees and has an economic impact of more than \$60 million annually,” said Angie Stanland, Chairman of the Board of Directors of the American Royal. “Last year we awarded \$1.4 million in scholarships



and support to our youth education programs. Our priorities in the due diligence process were to find a regional home that would allow us to fulfill our mission, accommodate our growing events and allow for future growth,” Stanland explained. “We have found the ideal location to do just that.”

The American Royal Association, which began as the National Hereford Show in 1899, has evolved into a comprehensive season of events and outreach including six equestrian shows, a livestock show, youth and PRCA rodeos, agricultural education programs and the world’s largest barbecue competition – the World Series of Barbecue®

The new complex will include arena space, exhibit space, high-quality barn/expo space, and a new agriculture education center and museum. The agricultural education center will provide a state-of-the-art learning experience, covering all facets of the food and agricultural industry. The goal is to provide a unique, interactive food and agricultural learning experience, both indoor and outdoor, to instill a higher level of trust and knowledge about modern food and agricultural practices.

“I want Kansas City to be the world leader in agriculture technology and animal genetics,” said Kansas Governor Sam Brownback. “The American Royal will serve as a focal point in helping us continue to build a vibrant animal and agriculture corridor from Wyandotte County to Manhattan, home of the National Bio and Agro-Defense Facility. This strong partnership between the state of Kansas, Unified Government and the American Royal solidifies the reputation Kansas enjoys as one of the world’s foremost producers and exporters of food and agricultural products.”

“Kansas is committed to providing opportunities to encourage additional growth and expansion of agriculture in the state and far beyond its borders” Governor Brownback continued. “A new home for the American Royal complex in Kansas enhances the overall agricultural focus in the state and elevates Kansas’ prominence in the U.S. agricultural industry.”

“I’m excited that the American Royal project, after several years of work, is beginning to come together in some very tangible ways,” said Mayor Mark Holland, Unified Government of Wyandotte County, Kansas. “The new vision for the Royal that has emerged is a hub and showcase for agriculture and animal science. This new hub has the potential to be a gamechanger for the Animal Health Corridor and the Midwest.”

The addition of the American Royal in the region

will enhance the focus on agriculture that has been supported by the National Agricultural Center and Hall of Fame (NAC) in nearby Bonner Springs. The NAC board expressed its support of the American Royal's plans: "This is an exciting opportunity for the American Royal and National Agricultural Center and Hall of Fame to work together to increase the public's understanding and appreciation of the state's leading industry."

Agriculture is the largest industry, economic driver and employer in Kansas. It accounts for 43 percent of the state's economy and employs 12 percent of the state's workforce. In 2014, Kansas exported more than \$4.7 billion in agricultural products. Kansas is among the nation's leaders in the production of wheat, sorghum, cattle and beef processing. Serving as the home for the American Royal will enhance the overall agricultural focus within Kansas and elevate the state's prominence in the U.S. agricultural industry.

### **Control Broadleaf Weeds in Lawns in Late October - Early November**



Late October to early November is the most effective time to control broadleaf weeds in lawns. Dandelions usually produce a flush of new plants in late September,

and the winter annual weeds henbit and chickweed should have germinated in October. These young plants are small and easily controlled with herbicides such as 2,4-D or combination of products (Trimec, Weed-B-Gon, Weed-Out) that contain 2,4-D, MCPP and Dicamba. Even established dandelions are more easily controlled now than in the spring because they are actively moving materials from the top portion of the plant to the roots in the fall.

Herbicides will translocate to the roots as well and will kill the plant from the roots up. Choose a day that is 50 degrees or higher. The better the weed is growing, the more weed killer will be moved from the leaves to the roots. Cold temperatures will slow or stop this process. Weed Free Zone (also sold under the name of Speed Zone) contains the three active ingredients mentioned above, plus carfentrazone. It will give a quicker response than the other products mentioned especially as temperatures approach 50 degrees.

### **Winter Care of Houseplants**

During the short days of winter, houseplant growth slows, resulting in a need to change how we care for them. Although frequent watering may have been necessary during the long days of summer, the same amount now could cause problems. Excess water fills air spaces within the soil resulting in roots that receive less oxygen than they need. Water by touch, not by calendar. If the soil is dry an inch deep, it is time to water. Be sure to add enough so that some water flows out the bottom of the pot. This will help wash out excess salts that tend to accumulate within the potting soil. Fertilization also should be reduced. Normally, it is best to apply half the amount of fertilizer for flowering houseplants and one-fourth the amount for foliage houseplants. Too much fertilizer results in plants that become leggy and weak.

Location is another factor that should be considered this time of year. Since day length is so short, houseplants may be helped by being moved to areas of the room that receive more light, such as a south-or east-facing window. Avoid placing plants where drafts from doors or direct output from heating ducts may contact them. Relative humidity also tends to be low during the winter. If you do not have a humidifier, frequent misting of the plants or placing them on water-filled trays of pebbles can help raise the humidity.

(Ward Upham, KSRE Rapid Response Specialist)

### **Draining Hoses and Irrigation Lines**

Hoses and shallow irrigation lines may be damaged over the winter if water is not drained. If there is a main shut-off valve for the system, close it and then run through the zones to make sure any pressure has a chance to bleed off. Lawn irrigation systems usually have shallow lines. Though some lines may be self-draining, check to be sure there are no manual drains. If manual drains are present, they should be opened. Be sure to map them so they can be closed next spring before the system is pressurized. If there are no manual drains the system should be blown out with an air compressor. Lawn irrigation companies often offer this service.

Drain hoses by stretching them out and coiling them for storage. Water will drain as you pull the hose toward you for coiling. Store in a protected place. UV light can make hoses brittle over time. (Ward Upham, KSRE Rapid Response Specialist)

## Calendar

### November:

- 11<sup>th</sup>: Office Closed - Veteran's Day
- 17<sup>th</sup>: Cover Crop Road Show
- 24 - 25<sup>th</sup>: Office Closed - Thanksgiving
- 30<sup>th</sup>: Commodity Futures Workshop @ Larned

### December:

- 7<sup>th</sup>: Crop Pest School @ Scott City
- 8<sup>th</sup>: Finney County Extensions' Annual Meeting
- 13<sup>th</sup>: RAM Workshop @ Leoti
- 23<sup>rd</sup>-Jan 2<sup>nd</sup>: Office Closed - Christmas Holiday

## Upcoming Events



# Cover Crop Road Show

Sponsored by K-State SWREC and NRCS

## Thursday, November 17, 2016



### Agenda

8:30-9:00 am	<b>Registration/Welcome</b> (Meet at Brit Hayes Farm)
	<b>Tour Begins</b>
9:00 am -	<b>Stop #1 Cover Crop in a Cow-Calf System</b> (Brit Hayes Farm - 22918 N Hwy 156, Jetmore, KS)
10:00 am	• Brit Hayes - Q & A about Grazing Cover Crops • Dale Younker - Cover Crop Choices
10:30 am -	<b>Stop #2 Cover Crop in a Stocker System</b> (Dennis Bradford Farm - 28326 SE D Rd, Jetmore, KS)
11:30 am	• Dennis Bradford - Q & A about Grazing Cover Crops • Nick Vos - Maximizing the Benefit of Cover Crops
12:00 pm -	<b>Stop #3 Grazing Cover Crop</b> (128 Road & Warrior Road, Bucklin, KS)
1:00 pm	• Lance Feikert - Q & A about Grazing Cover Crops • Deann Presley - Multiple Reasons for Using Cover Crop
1:00 pm -	<b>Lunch @ The Blue Hereford</b> (807 Mann, Ford, KS)
2:00 pm	• Discussion Session

Register by Nov. 11 @ [www.southwest.k-state.edu](http://www.southwest.k-state.edu) or [Click Here to Register](#)  
or contact **Norma Cantu** by email [cantu@ksu.edu](mailto:cantu@ksu.edu) or call (620)275-9164

For further information, contact: DeWayne Craghead, Hodgeman Co. Extension 620-357-8321 [dcraghea@ksu.edu](mailto:dcraghea@ksu.edu) Andree Burns, Ford Co. Extension 620-227-4542 [aburns@ksu.edu](mailto:aburns@ksu.edu)

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# Commodity Futures

## Workshop

Options, Basis, Margin, Contract, Hedge, and more...

Wednesday, November 30th, 11am-4pm

Larned, J.A. Haas Building

RSVP is required by Wednesday, Nov 23rd

A meal, nor the handouts, will not be guaranteed without an RSVP

Contact Pawnee County Extension at (620) 285-6901, or your local office, to reserve your seat!



**Darrell Holaday**

- President of Advanced Market Concepts, since 1996
- Partner with Country Futures, provide risk management brokerage services
- Masters Degree in Agricultural Economics from K-State



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**Upcoming Events continue:**



# K-State Crop Pest Management School



**December 7, 2016**  
**Wm. Carpenter 4-H Building**  
**Scott City, KS**

**Speakers:**  
 Dr. A.J. Foster, K-State SW Area Agronomist    Dr. Doug Jardine, K-State Crops Pathologist  
 Dr. Dallas Peterson, K-State Weed Scientist    Dr. Sarah Zukoff, K-State Entomologist

**Credits Available:**  
 Commercial Applicators: 1 Core Hour & 7 for 1A  
 Certified Crop Advisors: 8 Pest Management Credits  
 (Credits Applied for)

Cost: \$30 per person  
 Lunch will be provided

**Register by Friday, December 2**  
 Online Registration: [www.scott.ksu.edu](http://www.scott.ksu.edu) or click on REGISTER NOW  
 Scott Co Ext. Office: (620) 872-2930 or  
 Finney Co Ext. Office: (620) 272-3670 or  
 Greeley Co Ext. Office: (620) 376-4254 or  
 Wichita Co Ext. Office: (620) 375-2724

8:00 Registration

8:15 Herbicide Update - Peterson

9:10 Bacterial Leaf Streak & Other Foliar Diseases of Corn - Jardine

10:05 Break

10:20 Herbicide Resistant Weed Management - Peterson

11:15 Ear Molds & Stalk Rots of Corn & Miscellaneous Diseases of Sorghum, Soybeans & Sunflowers - Jardine

12:10 Lunch

12:50 Kansas Regulations - KDA

1:45 Corn & Sorghum Insects - Zukoff

2:40 Break

2:55 Value of Foliar Fungicide in Wheat - Foster

3:50 Wheat Insects - Zukoff

4:45 Questions

5:00 Adjourn

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 Hamilton County Extension - 620-384-5225  
 Kearny County Extension - 620-355-6551  
 Finney County Extension - 620-272-3570

Kansas State University  
Dept. of Agricultural Economics




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All 144 acres of the farm including the 100-acre portion of the farm are insured by the National Crop Insurance Association (NCIA) and the National Crop Insurance Association (NCIA) is the only insurance provider for the farm. The farm is also insured by the National Crop Insurance Association (NCIA) and the National Crop Insurance Association (NCIA) is the only insurance provider for the farm. The farm is also insured by the National Crop Insurance Association (NCIA) and the National Crop Insurance Association (NCIA) is the only insurance provider for the farm.

**MEET THE SPEAKERS**

**Art Barnaby**  
 Art Barnaby was raised on a diversified farm, located in Elk County, Kansas. Art received his B.S. degree from Fort Hays State University, M.S. from New Mexico State University and a Ph.D. in Agricultural Economics from Texas A&M University. Art joined the Agricultural Economics faculty in 1979 and currently holds the rank of Professor. Art has worked with the private crop insurance industry, FSA, and Farmer Commodity groups on crop insurance issues. His research work with the private crop insurance industry, FSA, and Farmer Commodity groups on crop insurance issues. His research work with the private crop insurance industry, FSA, and Farmer Commodity groups on crop insurance issues. His research work with the private crop insurance industry, FSA, and Farmer Commodity groups on crop insurance issues.

**Dan O'Brien**  
 Daniel O'Brien was raised on a grain and livestock farm in south central Nebraska. He received both bachelor's and master's degrees in Agricultural Economics from the University of Nebraska-Lincoln. After completing his Ph.D. from Iowa State University, he joined the NW Research and Extension Center in Colby. He served a 4-year term as the NW Area Extension Administrative Director before returning to his Extension Agricultural Economist position. His ongoing extension and applied research interests and efforts are in the areas of grain market supply-demand analysis, bioenergy impacts and price-income risk management strategies, and other crop production issues.

**2017**

**RAM II**  
(Advanced Risk-Assessed Marketing)  
**Workshop**

December 13, 2016

Wichita County  
Community Building  
502 East M. St.  
**LEOTI, KS**

**2017 RAM II**  
(Risk Assessed Marketing)  
**Workshop**




**Schedule & Program Description**

**Workshop Description**

Current grain prices are often below the cost of production. Surviving the market downturn, that may last for the next 2 years or more, will be the focus of this updated RAM workshop. The RAM workshop is a lively education program that will provide farmers with new ideas and risk tools to survive the market downturn. In addition to low commodity prices, the lack of convergence in the futures markets will impact the results from short hedges-forward contracts and crop revenue insurance that pays based on a basis. Storage is one method for dealing with the lack of convergence in the futures market, but that will open a new set of risks. The workshop will also explain why many farmers didn't receive commodity program payments while the farm across the road in the next county received the maximum payment. As a result, primary counties crop insurance will provide most or all of the government's risk protection. Therefore it is important to select the right type and level of crop insurance coverage. This workshop utilizes a case study, with participants managing a typical grain farm. Participants working the case study will improve their understanding of the different marketing strategies, crop insurance coverages and how to make the best use of the "free" derivatives in the FSA commodity program. Prepare ahead of time: The CME Group provides the "Self Study Guide to Hedging with Grain and Oilseed Futures and Options" at the CME Group website: <http://www.cme.com/ridinggrainandoilseed-futures-and-options.html>. A second publication, "Managing Price Risk With Grain and Oilseed Futures and Options" can be found at: <http://www.cme.com/ridinggrainandoilseed-futures-and-options.html>

**KANSAS STATE UNIVERSITY** Agricultural Economics

**Schedule**

8:30 Registration (coffee and rolls)

9:00 Introduction crop insurance and hedging tools. Hear top-convergence in futures spreads results from crop insurance. The 5-year county history and spreads between NASS prices, cash prices, and basis rates will assist the effectiveness of FSA's commodity programs as risk management tools. Does the long hedge in farm incomes crop insurance and marketing decisions are ever more important for farm survival. No decision is a decision.

10:45 Break

11:00 Futures and Options  
 It is important to understand farmers cannot deliver basis on a short future hedge. They will have to buy back their position. Futures markets are using non-hedging derivatives and not considered and under some conditions this paper will have more value than the commodity. This will challenge the thinking of even the most experienced marketer.

12:00 Lunch

1:00 Introduce Case Farm  
 Detail case farm history. Review case farm's financial situation, government program participation decisions, and costs of production.

1:30 Evaluate Risk Management Strategies  
 Workshop participants will work through a live market marketing scenarios that are assumed to start at planting time. Participants will evaluate risk/return trade-offs of three marketing strategy and make marketing decisions.

2:45 Completion of Case Farm Exercise  
 At harvest, participants will randomly draw a yield based on a pre-determined yield distribution, to determine post-risk and net farm revenue will be calculated.

3:15 Results, Summary and Questions  
 Return computer generated calculated results for each participant. Comparison of results between participants that includes their individual publications from futures, options, forward contracts, government programs and crop insurance.

3:30 End of Workshop

**RAM II (Risk-Assessed Marketing) Workshop**

December 13, 2016  
**LEOTI, KS**

Registration is free, but must RSVP to one of the following by:

**December 9, 2016**

Wichita County Extension  
620-375-2724

Scott County Extension  
620-872-2930

Greeley County Extension  
620-376-4284

Hamilton County Extension  
620-384-5225

Kearny County Extension  
620-355-6551

Finney County Extension  
620-272-3670

Registration limited to 35.


