

# 2011 CATTLE EMPIRE EDITION

## U.S. beef exports accelerate pace, reach new per-head value levels in March

Exports of U.S. beef continued on a record-setting pace in March, posting a 65% gain in value versus year-ago levels, according to statistics compiled by the U.S. Meat Export Federation (USMEF). And that translates to some impressive dollar totals. The beef industry exported 15% of total production in March with an export value per head of fed slaughter reaching \$205.40.

For the first three months of 2011, beef exports are up 32% in volume and 53% in value, which equates to 13.4% of production with value at \$186.58 per head of fed slaughter.

The top growth market for beef was South Korea, with first quarter exports up 181% to 52,635 MT. and value up 190% to \$226.4 million. This put Korea narrowly behind Mexico for the top spot among U.S. beef export destinations.

Exports to Japan surged in the first quarter, up 73% to 31,989 mt and up 85% in value to \$176.4 million. The U.S. also gained beef market share in Japan, accounting for 19.5% of first quarter imports, up from 15% year-ago. Japan is currently the fourth-largest market for U.S. beef, following Mexico, Korea and Canada.

## 2011 Cattle Inventory

Cheyenne	Rawlins	Decatur	Horton	Phillips	Smith	Jewell	Republic	Washington	Marshall	Nemaha	Stewart	13,800 +800
51,000 +2,000	28,000 +1,500	56,000 +3,000	41,000 +2,000	44,000 +2,000	33,500 +1,500	36,500 +1,500	44,500 +1,500	71,000 +4,000	57,000 +3,000	62,000 +3,000	27,000 +1,800	Doi
Sherman	Thomas	Sheridan	Graham	Rooks	Osborne	Michell	Cloud	Clay	Pottawatomie	Jackson	33,000 +1,500	Atchison
34,000 +1,500	50,000 +5,000	98,000 +5,000	27,500 +1,000	59,000 +3,000	23,500 +1,000	42,000 +2,500	31,000 +1,500	32,500 +1,500	66,000 +4,000	47,000 +2,500	48,000 +2,000	Linn
Wallace	Logan	Gove	Trego	Ellis	Russell	Lincoln	Ottawa	Decatur	Riley	Wabaunsee	12,700 +600	Douglas
23,500 +1,000	23,000 +1,500	73,000 +3,000	20,000 +1,000	58,000 +3,000	26,000 +1,000	42,500 +2,000	45,500 +2,500	72,000 +4,000	11,900 +500	42,000 +2,000	21,000 +1,000	Johnson
Greeley	Wichita	Scott	Lane	Ness	Rush	Barton	Ellsworth	McPherson	Marion	Chase	34,000 +1,500	Franklin
35,000 +11,500	No Count Given	260,000 +10,000	63,000 +3,000	31,000 +1,500	28,500 +1,500	100,000 -5,000	25,500 +1,000	51,000 +3,000	72,000 +4,000	53,000 +3,000	38,500 +2,000	Miami
Hamilton	Kearny	Finney	Hodgeman	Edwards	Stanton	Stafford	Renov	Harvey	Butler	Greenwood	44,000 +2,000	Woodson
105,000 +12,000	76,000 +4,000	260,000 +10,000	84,000 +8,000	71,000 +4,000	55,000 +10,000	57,000 -7,000	81,000 +4,000	37,000 +2,000	115,000 +10,000	60,000 +3,000	45,000 +2,000	Allen
Stanton	Grant	Haskell	Gray	Ford	Clatsop	Clayton	Kingman	Sedgewick	Ellis	Wilson	29,000 +1,000	Woods
55,000 +10,000	165,000 +10,000	390,000 +20,000	250,000 +30,000	170,000 +5,000	25,000 +1,000	64,000 +3,000	44,000 +2,000	32,000 +1,500	37,000 +1,500	29,000 +1,000	54,000 +2,000	Cherokee
Morton	Stevens	Seward	Heade	Clark	Comanche	Barber	Harper	Sumner	Cowley	Montgomery	33,000 +1,500	Labette
14,500 +700	48,000 +2,500	130,000 +10,000	65,000 +3,000	57,000 +3,000	48,000 +2,000	59,000 +3,000	53,000 +3,000	37,000 +2,000	54,000 +3,000	35,500 +1,500	72,000 +4,000	Cherokee

This map indicates the location of beef animals across Kansas as of Jan. 1, 2011. The second number denotes the change from the previous year's report. The top 25 counties are shaded for easier identification. (Source: Kansas Ag Statistics Service)



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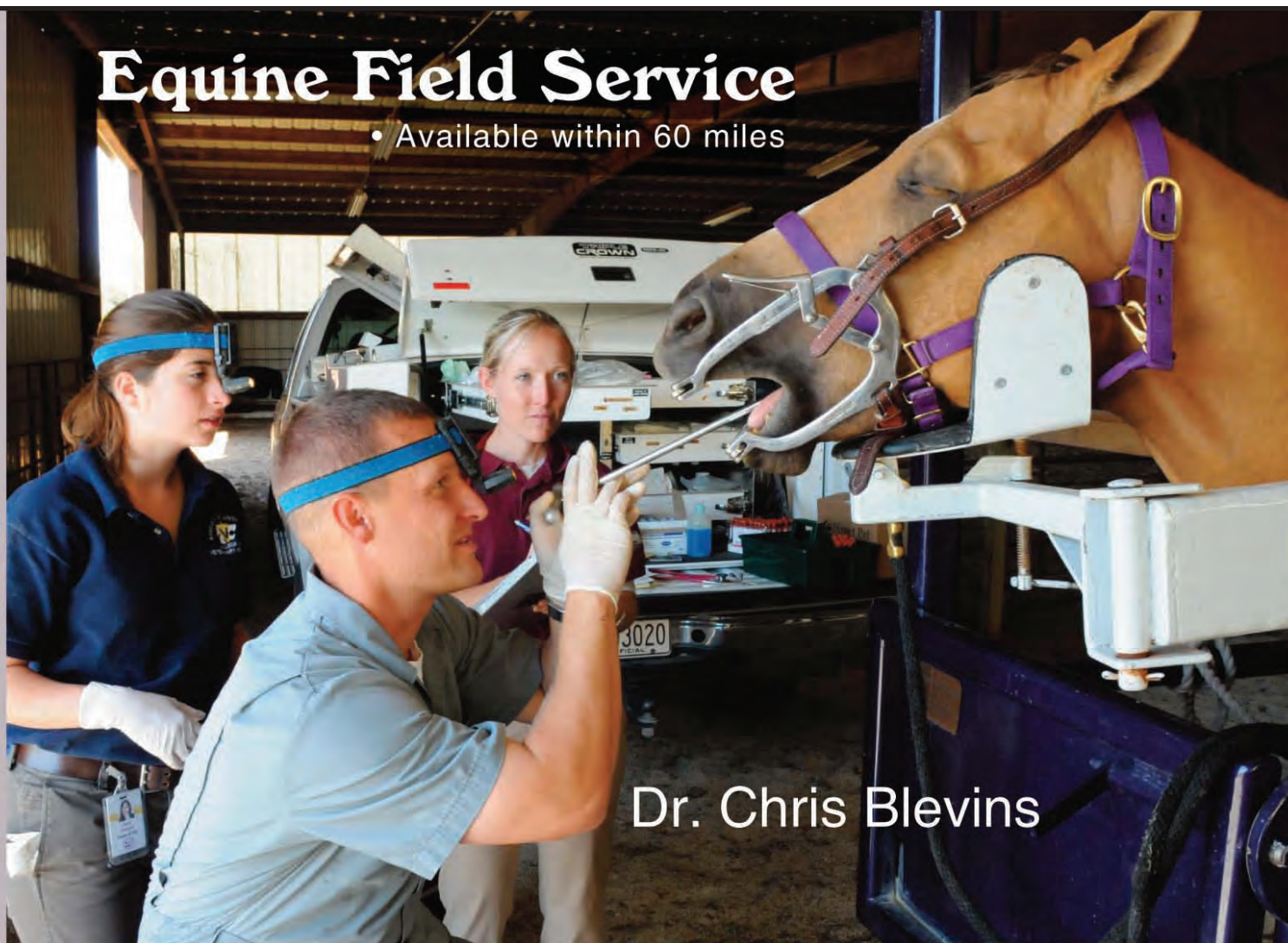
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# Pre-grass stocker health management pays

Cattle health matters at every segment, but it could be the single biggest profit determinant for the stocker phase.

Mitch Blanding, senior veterinarian with Pfizer Animal Health, and rancher Mike Collinge shared tips for managing health at last month's "Backgrounding for Quality" field day on the ranch near Hamilton.

The first weeks of ownership are some of the most critical, so Collinge keeps that top of mind when he procures 450- to 500-pound (lb.) calves to graze on his native grass Flint Hills range. Within 24 hours of arrival, the calves move through pro-

cessing facilities for a first round of vaccines and initial temperature readings.

"I've yet to find anything as effective as temperature to really measure a calf's health," Collinge said. In the following week, calves run through the processing facilities again, temperatures are checked and antibiotics administered as needed. The process is repeated four to five days later.

"We like to play offense, not defense on animal health. You can never catch up if you're playing defense," Collinge explained. "Monitoring and recording temperatures indicate health issues

long before they start showing physical signs." Blanding said there are three ways to intervene with respiratory disease: prevention, control (mass treatment) and therapy (individual treatment). Prevention offers the highest return on investment, but that doesn't mean just making sure they get their shots.

"What are our realistic expectations of vaccinations?" Blanding asked. "There are some groups with less than 40% of the animals capable of responding to vaccines. There are even some groups that we'd be lucky to get 30% responding. What causes that? Stress." Administering a vac-

cine doesn't mean the cattle won't get sick.

"The only thing we've guaranteed is that the animal is exposed to it," he said. "The next step is that they have to respond. Then we have to get protection, immunity. That still leaves a lot of room for error."


The take-home point is that prevention also includes reducing stress, Blanding said.

At the Collinge Ranch, daily handling and move-

ment helps. Load lots are kept in separate grass traps and brought in one at a time once a day. That first two or three weeks is a critical time to get the calves proper nutrition that gets them ready to be on their own for grazing. "Copper, zinc and selenium are incredibly important parts of a starter ration when it comes to the health of these calves," the rancher said.

After feeding, a group is kicked back out to pas-

ture and the next group is brought in. The feeding crew monitors calves as they come into the feed pen. If they spot a calf that looks sick at the end of the group, they'll separate the tail end and bring five to 10 calves in to have their temperatures checked and monitored. Not only is this less stressful on the calves, Collinge explained, but it's also a good indication of the health of the rest of the herd.



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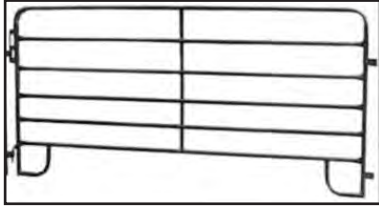
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Calves that are slow to the feedbunk and hanging around others already showing physical signs of illness are the most likely candidates. "You might find one or two in that group that are running a temperature besides the one that looked sick," he noted. "You can get ahead of that illness and treat them before it becomes a problem."

Another "must" to prepare cattle for the feedlot is deworming. In fact, an Iowa State University study says it's worth

about \$24 per head.

"The immune system is a finite thing," Blanding says. "If the immune system is being occupied by parasites, it's less capable of dealing with the organisms that cause respiratory disease." Of course, all of Collinge's procedures are geared toward reducing labor, stress and costs for the ranch, but there's a greater reason: "We hope that these things are having an impact on carcass quality and performance. The goal is to create cattle that will do better

down the line," he said.

Research confirms that's the right approach. Gary Fike, beef cattle specialist with the Certified Angus Beef® (CAB®) brand, shared Iowa data that shows calves that had to be treated twice have a lower average daily gain (2.93 lb. vs. 3.22 lb.) and poorer feed conversions. "Those healthy cattle lay on intramuscular fat more easily, too, thanks to that added gain," Fike says. That shows up in

higher marbling scores and increased CAB acceptance for the calves that were never treated, 18.7% compared to 11.1% for their twice-treated counterparts. "We know these stress-free, healthy cattle can really bring home the carcass quality," Fike said.

For more information on the meeting, search "Backgrounding for Quality" on the Black Ink Blog, [www.blackinkwithcab.com](http://www.blackinkwithcab.com).



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# Weather affecting almost every aspect of U.S. cattle market

Weather in the United States has been making a complicated 2011 cattle market even cloudier, ultimately affecting everyone from producers to consumers.

"Just about everything has been affected, from supply impacts to demand inputs to input market impacts," said Derrell Peel, Oklahoma State University Cooperative Extension livestock marketing specialist.

Beef demand by the American public has been negatively impacted by the cold, wet weather across much of the United States this spring, resulting in a lack of good outdoor grilling conditions in a number of states. Even in many warmer climates, drought conditions and

the potential for wildfires have resulted in burn bans restricting outdoor activities and cooking.

"Memorial Day weekend and the weeks that follow will be critical in determining if beef demand will show a more typical seasonal pattern," Peel said. "Hopefully, conditions will improve and the grilling season can get under way in a more historically normal fashion."

Then there is the uncertainty over feed grain supplies, which continue to be hampered by cool, wet weather delaying crop plantings across significant areas of the country.

"Each day of planting delay is likely to have noticeable impacts on corn

yields," Peel said. "There seems to be little likelihood of any relief for cattle producers from high feed prices."

Forage conditions range from ample moisture for pasture growth to areas that are too wet to harvest hay, to the increasingly severe drought conditions in parts of the southern Great Plains.

But perhaps the most difficult assessment is the effects weather continues to have on the supply side

of the market, in both the short- and long-term.

"Certainly, limited feeder supplies will maintain upward pressure on feeder cattle prices, but the question of just how much pressure depends on the bigger question of herd rebuilding," Peel said. "That question, in turn, depends on what the industry is trying to do as well as what Mother Nature will permit us to do."

Complicating matters further is that the an-

swers to these questions will vary regionally. For example, in the U.S. Department of Agriculture (USDA) January cattle inventory report, both beef cow and beef replacement numbers increased in the northern Great Plains and Rocky Moun-

tains. With good moisture conditions, these areas are expected to continue herd expansion in 2011.

However, beef cow numbers at the beginning of the year decreased sharply in Missouri, Iowa, Kentucky, Louisiana, Texas and Oklahoma.



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Some analysts suspect that in the first three states the decline may reflect increasing competition with crop production and long-term shifts in beef production away from the region, though it will be some time before such impacts can be confirmed.

In the other states, Peel contends the decrease likely reflects continuing drought conditions that have spread from Louisiana and eastern Texas across much of Oklahoma, New Mexico and eastern Colorado

this year.

"Persistent drought conditions in the southern Great Plains can easily overwhelm any herd expansion that takes place in other areas, particularly if beef cows continue to move out of the Midwest," Peel said.

Even without widespread drought conditions, the prospects for beef cow herd expansion in 2011 were limited at best; with the drought, net liquidation of animals is increasingly likely.

"This may limit demand for replacement heifers and thus reduce

feeder supply pressure a bit in 2011 and slightly temper feeder prices this year," Peel said. "However, another year of herd liquidation means that the general tight supply environment that supports cattle prices today will persist even longer into the future."

In other words, herd expansion may well be delayed until 2012 and is likely to proceed slowly when it does start. In turn, cyclically high cattle prices are likely to persist into the mid-decade period at a minimum and very likely beyond.

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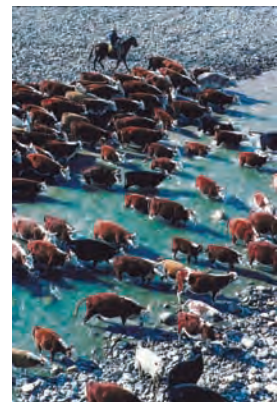
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# Governor proclaims May Kansas Beef Month

TOPEKA — For Kansas farmers and ranchers, the start of summer includes green grass, newborn calves and hard work to produce safe, nutritious and wholesome beef for consumers around the world. With 6.3 million cattle on ranches and farms in the state, Kansas is regarded as the center of beef cattle country, and Gov. Brownback recently declared May as the 27th annual Kansas Beef Month. More than 30,000 beef producers from across the state invite families to celebrate Kansas Beef Month by enjoying a mouth-watering steak from the grill

Beef certainly has an important place in Kansas pastures and as the center of plate, but the industry has a major economic impact as well. In 2010, Kansas farmers generated \$6.53 billion in cash receipts, making it one of the most important industries to local economies.

“Grilling is one of the best ways to eat beef,” says Chef Ray Comiskey, chef partner of The Capital Grille in Kansas City, Mo. “Remember, when selecting your steaks look for something that is heavily marbled — marbling equals flavor. My favorite at The Capital Grille is our Porcini

Rubbed Delmonico (bone-in ribeye), which is a heavily marbled steak, with a 12-year-old aged balsamic vinegar.”

When grilling at home, follow these summer grilling tips from the Kansas Beef Council for great summer steaks and burgers:

Cook over coals that are

the proper temperature to ensure the meat cooks evenly; if coals are too hot, meat can char on the outside and still be raw inside.

For charcoal grilling, when coals are ash-covered (approximately 30 minutes), spread them in a single layer and check the cooking temperature.

To check the temperature, cautiously hold the palm of your hand above the coals at cooking height. Count the number of seconds you can hold your hand in that position before the heat forces you to pull it away; approximately four seconds is medium heat.

Gas grill brands vary greatly and grilling times may need to be adjusted, so


consult your owner's manual for specific grilling information.

For best flavor and texture, grill meats just until they reach the desired degree of doneness; do not overcook.

Use an instant-read thermometer inserted horizontally into the side of burgers and steaks to check doneness. Thermometer should penetrate the thickest part

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recipes, contact KBC at (785) 273-5225 or at [www.kansasbeef.org](http://www.kansasbeef.org); or visit [www.BeefItsWhatsForDinner.com](http://www.BeefItsWhatsForDinner.com).

## July 1 is deadline to apply for American Jersey Cattle Assn. youth scholarships

July 1 is the deadline to submit applications for six scholarships administered by the American Jersey Cattle Association, Reynoldsburg, Ohio.

These awards will provide financial support to Jersey youth enrolled in colleges or universities or, in some cases, seeking hands-on experience in the development and management of Registered Jersey™ cattle. Applicants must be a junior or life member of the American Jersey Cattle Association upon submitting their application. A minimum grade point average of 2.5 (on a 4.0 scale) is required for these scholarships. A copy of the applicant's high school or college transcript must be included with the application form.

A Russell-Malnati Scholarship for Advanced Studies of \$5,000 will be awarded. Undergraduate students who have completed at least one-half of coursework credit hours required for a degree in dairy science, animal science (dairy emphasis), large animal vet-

erinary practice, dairy production or manufacturing, or dairy product marketing, and graduate students in those program areas are eligible to apply.

The William A. Russell Memorial Scholarship of \$1,000 will be presented to a student who will begin a program of study at an accredited college or university in the fall of 2011.

The Cedarcrest Scholarship of \$1,500 will be awarded to an undergraduate or graduate student seeking a degree in large animal veterinary practice, dairy production, dairy manufacturing, or dairy product marketing.

Also to be awarded is the \$1,500 Bob Toole Jersey Youth Award, which can be used for either college expenses or a well-defined practical experience related to breeding, developing and showing Registered Jerseys™.

The V. L. Peterson Scholarship and Paul Jackson Memorial Scholarship will be awarded to students who have completed at least one year of college or university

work. The award amount for each scholarship is \$1,000.

The Reuben R. Cowles Jersey Youth Award will be presented to a resident of Georgia, Florida, North Carolina, South Carolina, Tennessee and Virginia. Applicants must be at least high school graduates, but not older than 36 years of age as of January 1. Applicants must state whether the award money will be used for to support their education or to fund a trip to the All American Jersey Show and Sale, the AJCA-NAJ Annual Meetings or other Jersey educational activities. The value of this award is variable; for 2010, it was \$1,000.

Applications are posted on the USJersey website at [www.usjersey.com/YouthProgram/scholarshipinfo.html](http://www.usjersey.com/YouthProgram/scholarshipinfo.html).

For the 2010-11 academic year, \$17,500 will be awarded across all AJCA scholarship programs. These awards will be presented Saturday, November 5 at the annual Junior Banquet held during The All American Jersey Shows and Sales in Louisville, Ky.

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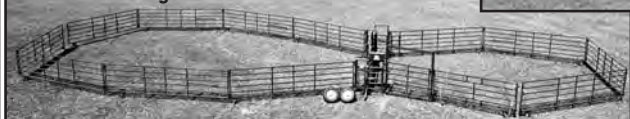


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# Moran and Inhofe introduce legislation to preserve Flint Hills

WASHINGTON, D.C. — U.S. Sen. Jerry Moran (R-Kan.) and U.S. Sen. Jim Inhofe (R-Okla.) recently introduced legislation, S. 989, the Flint Hills Preservation Act, to protect the ability of landowners in the Flint Hills to use prescribed fire as a tool to preserve the tallgrass prairie ecosystem.

“Rather than have to worry about a schedule dictated by the EPA, this legislation will allow landowners to manage prescribed burning around the forces of weather and other factors impacting safe conditions, while at the same time preserve a unique ecosystem,” Moran said.

“I am pleased to work with Senator Moran on this commonsense legislation that preserves the tallgrass prairie ecosystem in Oklahoma and Kansas and helps our agricultural communities manage their pastures,” ranking member of the Senate Environment and Public

Works Committee. “The EPA’s proposed action to limit burns fails to take into account the fact that they play a key role in the preservation of our tallgrass prairie ecosystem. EPA is pitting two separate and unrelated environmental issues against one another, putting our ecosystem at risk. This bill will provide a simple solution that balances our states’ environmental and economic needs.”

“We applaud Senator Moran’s initiative to correct a flaw in the Clean Air Act with this legislation,” said President Ken Grecian of the Kansas Livestock Association. “Prescribed burning in the Flint Hills is a proven, economical tool that protects and enhances the tallgrass prairie. Smoke that results from this practice should not cause regulatory compliance problems for our urban neighbors.”

The Flint Hills region of

Kansas and Oklahoma contains the world’s largest share of remaining tallgrass prairie, and is the only place where that habitat exists in landscape proportions. Only 4 percent of North America’s pre-settlement tallgrass prairie survives to this day, and 80 percent is located in Kansas.

Each year, ranchers, landowners and conservation groups use prescribed fires to mimic the seasonal

fires that have shaped the tallgrass prairie for thousands of years. Prescribed burning is an essential management practice for protecting the ecosystem, enhancing grazing land and reducing the chances of destructive wildfires, which occurred this year across the High Plains. Prescribed burning is also an important component in rangeland management. It helps ranchers keep pastures free from

invasive species, like eastern red cedars, and leads to higher quality grass that increases weight gain in their cattle.

In recent years, a condensed timeframe for grassland burning has caused heightened air quality readings in Kansas City and Wichita. As a result, the Environmental Protection Agency (EPA) is seeking to regulate how and when landowners can burn in the

Flint Hills region by asking the state of Kansas to develop a smoke management plan.

S. 989 recognizes that prescribed fires are necessary and a natural occurrence. It exempts landowners and local governments from liability under certain Clean Air Act standards if the EPA’s enforcement action is attributed to smoke from prescribed fires in the Flint Hills region.



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