

Mississippi Beef Cattle Improvement Association

Mississippi Beef Cattle Improvement Association—Productivity and Quality



Upcoming events:

- November 11—White Sand Research Unit Field Day, Poplarville, MS, 9:00 A.M.
- **November 13—Mississippi BCIA Fall Bull Sale, Hinds Community College Bull Sale Facility, Raymond, MS**
- November 22—Stockmanship and Stewardship Mississippi, Kirk Fordice Equine Center, Jackson, MS
- **January 20—Mississippi BCIA Spring Bull Sale nomination deadline**
- February 6—MBCIA Annual Membership Meeting, Trade Mart, Jackson, MS, 1:00 P.M.
- February 10—Cattlemen's Exchange Producer Sale consignment deadline for April 2009 sale
- March 5—Hinds CC Bull Test Sale and Mississippi BCIA Spring Bull Sale, Hinds Community College Bull Sale Facility, Raymond, MS
- April 7—Cattlemen's Exchange Producer Sale (feeder calf board sale), E E Ranches, Winona, MS

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Mississippi Bulls Offer Distinct Advantages

Purchasing bulls and replacement females from Mississippi breeders allows local producers to capitalize on reduced freight costs, breed leading genetics, local customer service, and cattle adaptability advantages. The November 13, 2008 MBCIA Fall Bull Sale scheduled for noon at Hinds Community College in Raymond, MS is one of these quality local purchasing opportunities.

Adaptation is the ability of an animal to adjust to a different environment in which it was not developed. This does not necessarily mean a complete adjustment for cattle coming in to a new region. Cattle that fail to adapt to their environment become stressed and will not perform to their genetic potential. Body condition scores, body weight maintenance, growth performance, milk production, conception rates, weaning rates,

respiratory rates, body temperatures, and hair coats are impacted.

To improve adaptability, select animals developed in the region in which they will be used. Select animals within herd that are more efficient. Be aware that herd health concerns vary across regions, and know that disease risks of animals brought in from other regions may be very different from cattle purchased locally. Implement a sound herd health program to address disease challenges.

The Bottom Line

Purchasing cattle within same environment has advantages. Mississippi breeders have proven that they can supply quality beef cattle genetics. Buying Mississippi beef cattle genetics is worth a premium. Shop here first.

Mississippi Producer Registration Update

Over the past 15 months Mississippi livestock producers have increased efforts to participate in the Mississippi Animal Disease and Disaster Preparedness Program.

As of October 14, 2008:

- ✓ 5,559 Mississippi livestock operations have voluntarily participated in the program
- ✓ This accounts for 19.0% of the 29,312 estimated livestock operations in Mississippi
- ✓ Mississippi ranks 28th for producer participation among states with similar programs
- ✓ **Mississippi ranks 8th nationally** among new producer participation since July 2007
- ✓ Mississippi's program has grown by 289.6% since July 2007
- ✓ Mississippi's program has grown by 364.4% since January 2007

Program sign-up involves 3 simple steps.

Step 1) Fill out a producer registration form.

Step 2) Return a completed producer registration form to the State Veterinarian's office at the Mississippi Board of Animal Health.

*Mississippi Board of Animal Health
State Veterinarian, Dr. Jim Watson
P. O. Box 3889, Jackson, MS 39207
jimw@mdac.state.ms.us
601.359.1170*

Step 3) Receive a unique producer registration confirmation in the mail. The registered location is now covered under the program.

For more information on disease and disaster preparedness, contact an office of the Mississippi Board of Animal Health, Mississippi State University Extension Service, or a local veterinarian. Information is also available at <http://msucare.com/livestock/beef/diseasedisaster.html>.

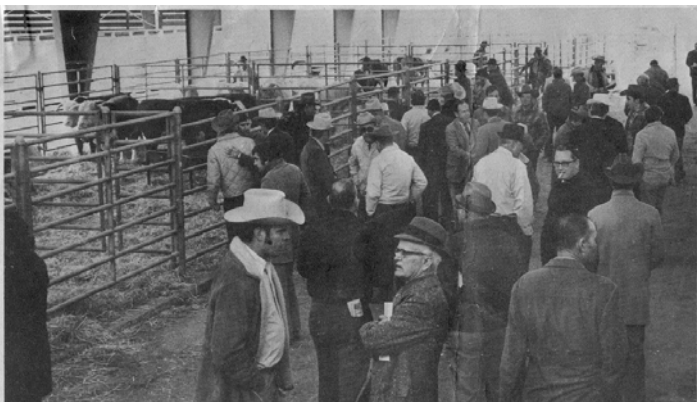
Mississippi BCIA has a long history of promoting beef cattle improvement and quality genetics through annual bull sales



1969-2008



Price spread big on bulls

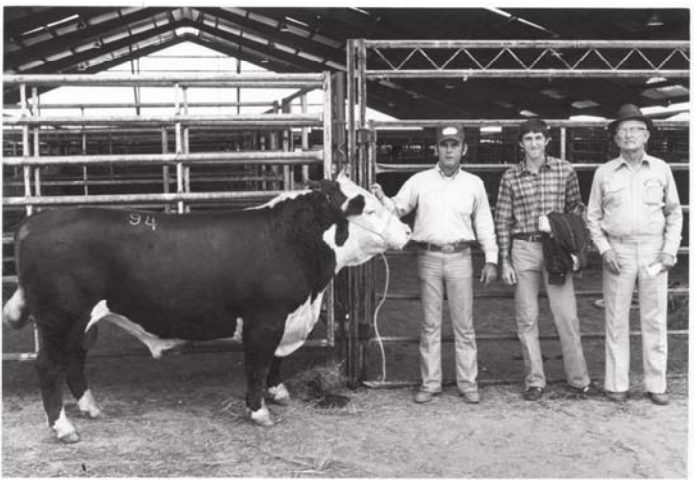


Almost 300 cattlemen attending the 1972 Gold and Silver Seal Bull Sale took time prior to the sale to examine and discuss the 78 bulls consigned to this year's sale.

Performance Testing Increased Sale Price of Bulls

WILL PAY PRICES

Cattle Sale Proves Quality A State Goal



Annual BCIA Sale

Improved Cattle Production Apparently A Lot Of Bull

JACKSON—Mississippi cattle production continues to improve dramatically, and many cattlemen in the state say this road to better quality beef has been by way of an annual bull sale held here each year.

The 1980 edition of the Mississippi Beef Cattle Improvement Association (BCIA) Bull Sale is now history. It was one of the best ever with 83 bulls averaging \$1,467.

Buyers, sellers and sale organizers agree that the sale, over its 12-year history, has meant much improvement for the cattle industry in the state.

"There is no doubt that this sale has helped the quality of commercial cattle in Mississippi," said Danny Ross Ingram, a small purebred Polled Hereford breeder from Water Valley.

Ingram has participated in the sale for 10 of its 12 years. He operates a 200-cow purebred herd on his 390-acre cotton and soybean farm in north Mississippi.

Ingram said the sale serves a two-fold purpose for him. It gives him a way to present the kind of cattle he tries to raise to the buyers who need them, and it helps him build a reputation for growing quality bulls.

Hereford breeder Hubby Griner of Columbia agrees with Ingram. He said he has sold bulls through the sale for five years. Griner said the sale has helped him to establish his reputation for supplying quality Hereford bulls.

"The end result has been that the commercial people buying here get better bulls, and we enjoy the little extra publicity we get from selling our bulls here," Griner said.

Griner operates a 250-cow herd on 1400 acres near Columbia. He said he usually brings from eight to 12 bulls to the sale each year.

Much of the pride both buyers and sellers show in the sale today has been building over the years. It is the result of groundwork laid by sale organizers a number of years ago. Sale manager Dr. Bill Swoope, an Extension livestock specialist with the Mississippi Cooperative Extension Service, says success the sale enjoys today is a result of many years on the road visiting farms, testing and weighing cattle and teaching producers the value of keeping records.

"That kind of groundwork has helped build confidence in the sale we have today," Dr. Swoope said.

Ted Preuss, both a buyer and seller, says the sale definitely is making an impact on the quality of beef cattle in Mississippi. Preuss also works as a 4-H youth agent with the Mississippi Cooperative Extension Service in Lawrence County.

"The bulls I have bought and taken back into my county over the years have really upgraded the herds of those producers who bought them," Preuss said. "I have been buying bulls from the sale every year."

Preuss said he remembers a time before the BCIA sale was established that two or three purebred cattle breeders dominated the bull sale market in Mississippi.

He said the sale has helped to change that situation, and buyers are finding quality bulls from producers large and small all over the state.

"In fact, many of the larger purebred breeders are not bringing their bulls down here to participate in this sale," Preuss said. "The cattle sold here are just as good or better than a person can find anywhere."

Preuss agreed with others that reputation and credibility for a greater number of producers have been the best side benefits from the sale.

He said a producer who sells a good performance bull at the sale goes a long way toward establishing a reputation that can provide a stronger bargaining point when he sells again.

Willie Joe Waites, a commercial cattleman from Holmes County, says the BCIA sale is one of the best things the Extension Service in Mississippi has ever done for the beef cattle industry.

Waites has bought bulls through the sale for 12 years. He says he bought nine of the 12 top selling bulls for his 500-head commercial herd. He said it has paid to put top bulls on his commercial cows.

"I can afford to put the price of five top cows into bull costs," Waites said. "That means I can afford to pay \$2,500 to \$3,000 for a bull."

Hershel Kilgore, manager of the Shamrock Plantation near Centerville, agrees that the sale has been great for the commercial cattle operator in the state.

"We have noticed constant improvement in our cattle since we began buying in this sale," Kilgore said. "Right now our whole bull battery is from here."

In 1980 sale held in early November, 83 animals were sold for a gross of \$121,825. The top bull in the sale was a Polled Hereford owned by Walter McKellar of Senatobia. The Mississippi Agricultural and Forestry Experiment Station (MAFES) bought the bull for \$3300.

"Considering the present cattle market, the bull sale was unbelievably good," said Dr. Swoope. "Some cattle sold low, but some sold higher than expected. We think the reasons for the good sale were the quality of bulls offered and a good attendance by cattlemen."

Celebrating 40 years of Mississippi BCIA bull sales



Mississippi BCIA annual bull sale dates include the first Thursday in March in conjunction with the Hinds Bull Test Sale and the second Thursday in November

Buy Mississippi bulls — Productivity and Quality

Mississippi Beef Cattle Improvement Association—Productivity and Quality

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Send questions or comments to Jane Parish or Justin Rhinehart, Extension Beef Specialists, Mississippi State University Extension Service



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Visit MBCIA online at <http://msucares.com/livestock/beef/mbcia/>

MBCIA Membership Application

Name: _____

Address: _____

City: _____

County: _____ State: _____ Zip: _____

Phone: _____ Email: _____

(Check one) Seedstock: Commercial:

Cattle breed(s): _____

Completed applications and \$5 annual dues or \$100 life-time dues payable to Mississippi BCIA should be mailed to:

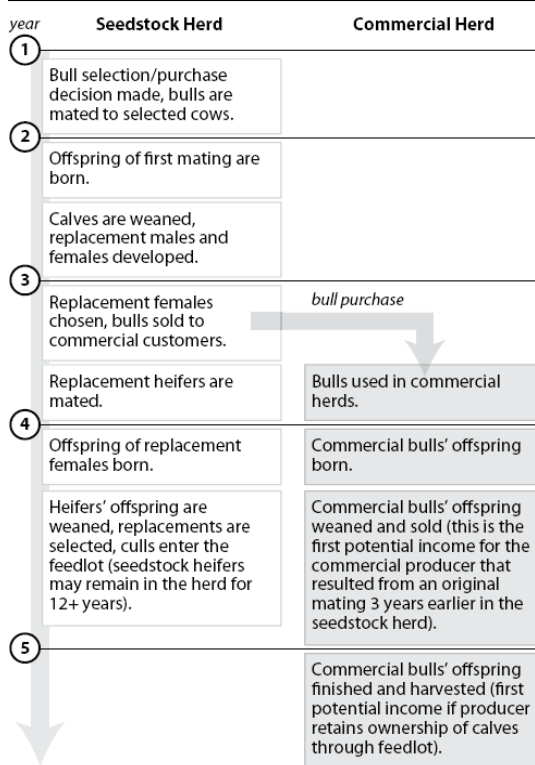
Mississippi Beef Cattle Improvement Association
Jane Parish, Extension Beef Cattle Specialist
Box 9815, Mississippi State, MS 39762

BCIA Genetic Profit Tips – November 2008

Long-Term Effects of Selection Decisions

The best methods for evaluating a genetic improvement program's effects on profitability also consider the effects of time. The length between the selection decision and payback resulting from that decision often spans many years, and in a perfect system, the potential effect on profitability would be evaluated before the selection decision is made. Take the example of the breeder who is selling weaned calves and retaining a portion of the heifers as replacements. Weaning weight is positively (and unfavorably) correlated to mature weight, an indicator of cow maintenance requirements. Selection for increased weaning weight will increase mature size due to the correlated response in selection, thereby potentially increasing the overall feed requirements of the herd and, in turn, increasing costs of production. Selection decisions and genetic improvement goals should be evaluated in the context of the complete time-span for ramifications of the selection decision.

Figure 1. Timeline illustrating time for the commercial producer to realize effects on profitability from a selection decision made in the seedstock supplier's herd.



Most producers do not consider the long-term effects of a selection decision, but rather consider what that particular sire will add to next year's calf crop. The potential time-span for a single selection decision from the perspective of a seedstock breeder and that seedstock breeder's commercial customer is illustrated in Figure 1. The seedstock breeder makes a selection and mating decision in spring; the offspring are born the following year and weaned. Bull calves are selected for development in that same year. The year after, year 3, the bulls chosen for development are sold and used in the commercial herd. The offspring of these commercial matings are born in year 4. If those offspring are sold as weaned calves, the first income for the commercial producer arrives four years after the seedstock breeder's original selection decision. If the commercial producer retains ownership of the calves, the first income may not be realized until year 5. So a mating in a seedstock herd made this year may not realize income for the commercial producer until year 5.

Source: National Beef Cattle Evaluation Consortium. 2006.
Beef Sire Selection Manual.