



Beef Briefs

The Latest Information on Beef Cattle Nutrition



MAY 2-4 IS HERE!
By: Jack McCoubrey



Finally green grass! It's been a long time coming. Latest spring since 1987. I have half my cows on pasture and I'm still holding the other half because of poor ground conditions. It is wet, and wet everywhere in Southwestern Ontario. My yards are a mess as never before. I have a lot of 'poor mans concrete', so when the thaw comes, my concrete is gone. Even the wife comments, "this is the worst I have seen the yards", and my cows are likely in the best condition ever, but it took a lot of feed throughout the desperately cold winter. I got done calving 11 weeks ago and it looks like the girls are completely re-bred now, with a couple of recent recycles. I've got a big set of calves that are going through 4, 25 kg bags of King of Creep feed a day. King of Creep is a little higher price, but with calf prices at \$2/lb and an estimated 2 kilograms for each pound of gain, or \$1.00 worth of creep feed to make \$2 worth of saleable calf weight. It's time to creep feed!

What a great time to be a beef farmer, with prices we have never seen before. BFO (Beef Farmers of Ontario) close rail price last night was \$2.64/lb, while the same day last year it was \$2.07 and \$1.60 that day in 2010. Now live cash cattle in the ring, \$1.60-1.65. Yes, for the live weights, lots of finished cattle are bringing in \$2000-2500 each.



Replacement calves are at record highs also, 800 lb steers at \$2 plus, with heifers slightly less. I have never seen prices as great as these since I have been in the cattle business. While the factory itself,

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FEATURING...

KENPAL'S KING OF CREEP

A HIGHLY-PALATABLE CREEP FEED FOR CALVES



- Developed to promote feed intake in calves
- Helps increase weaning weights
- Helps achieve and maintain a healthy hair coat
- See results with top sale prices for calves

GETS CALVES OFF TO THE RIGHT START

Volume 7, Issue 2
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the beef cow, is now selling at prices equal to those just prior to the BSE cow found in Canada, May 20, 2003, creating the tragic event that changed the lives of a multitude of beef producers and many others. Finally we have surpassed where we were then on prices, but it took 11 years in the making.

This current record level in prices is a result of the shortage of beef, shortage of producers, pasture plowed, fences dozed, cow guys getting old and retiring, expensive rents, expensive land, and depressed prices for too long. For those of us that toughed it out, we are experiencing something very special. I am hoping we will be here for a long time. Certainly each of us is suspicious that some weird event will happen to crush our market, as we have seen happen too many times. It may take a hit from a meteorite, this time due to the current supply and demand, but one never knows.

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GET RESULTS WITH KENPAL'S BEEF NURSE COW



**GET YOUR CALVES OFF TO THE RIGHT START
WITH KENPAL'S BEEF NURSE COW**

Chester Patton of Patton Charolais says "We feed a bag a day of Kenpal Beef Nurse Cow mineral and we have done that for the past couple years. We have had the best and healthiest calving season ever. A good mineral program is a must"!

Chester Patton
Patton Charolais
Shelburne, ON



Kenpal Farm Products
69819 London Rd, Centralia,
Ontario, Canada N0M 1K0
Tel 519-228-6444
Toll Free 1-800-265-2904
Fax 519-228-6560

Higher prices are here mainly due to the limited supply in all sectors, starting with the beef cow herself. Less cows means less calves, less replacements, less feeders and the end result is less beef!

If you follow the daily BFO (Beef Farmers of Ontario) market reports, beef cows continue to go to market, now at record prices. Burger is in big demand, and consumers are now eating the big source of burger, the beef cow herself.

A few bits of info from different industry sources; heifer slaughter for 2014 is up 8% from 2013, feeder calf export is up 43% (Source: USDA-APHIS), carcass weights are down 4% (Source: Canadian Beef Grading Agency), imports of beef (tonnes) from Australia are up 76%, while imports from the US (tonnes) are up 5%. (Source: CFIA). We have a lot less cows in the countryside to go to slaughter now. 5 Years ago there were 450,000 cows in this province, today the experts say 260,000-270,000. My prediction is closer to 200,000. Our feed yards need 550,000 a year. If you do the arithmetic on this, we are less than half self sufficient in cattle in Ontario.

So here we are with the best ever prosperity in the beef sector, less cows are calving, less calves available, and record prices for our calves. Every calf lost this time around is a loss of between \$1200-1500. Every cow open is a lost opportunity for between \$1200-1500. So it pays to be vigilant in managing and feeding the herd.

As you have read in many Kenpal Beef Briefs in the past, my herd doesn't have many open cows or many sick calves either. I place nutrition as the 1st item on the list to accomplish this, along with herd management 2nd, 3rd herd health and lots of attention. I am fortunate to have many Kenpal customers very committed to their herds. You are good at what you do, and now are being rewarded by enjoying the best economics ever. Time to keep 'MINERAL MATTERS' high on the list.

As I was visiting with Chester Patton/PATTON CHAROLAIS a couple of weeks ago, Chester says, "We feed a bag a day of the Kenpal Beef Nurse Cow mineral and we have done that for the past couple of years. We have had the best and healthiest calving seasons ever. A good mineral is a must"!

So let's look at the economics of feeding mineral at the label rate. It works out just as Chester says and Ken Palen himself will tell you, 2 bags per cow per year. If you feed that amount, you have fed the correct label rate of mineral. This costs about \$65 per cow per year, but gives your cow the ability to conceive at 60 days post calving, the ability to boost the immune system of her onboard fetus, the ability to deliver highly immunized/energized first milk, and continue to nourish this newborn calf with fortified nutrition. We need to allow MAMA to do this, with proper nutrition.

I consider Kenpal Beef Cow Mineral to be the best \$65 spent in the whole scheme of things. My hydro costs more per year than the mineral cost, and it does not enhance the immunity of my calves, it does not improve the fertility of my cows, but it does however, give me light at midnight during calving time!

My accountant and I were discussing our continued tax losses of past years because of poor calf prices. I commented at tax time last year "hey Leroy, we better start positioning ourselves for a profit in this thing". Well he did not fall off his chair, but he did have a whale of a laugh. So here we are this year, and he says, "we better start positioning ourselves for a profit in this thing".

Now is the time to look after all the details. Feed them right, breed them right, take care of their health right and manage them right, and share in these great prices, finally rewarding you well for your efforts.

Thank you very much! We at Kenpal very much appreciate your business.

The BEEF GUY



MINERAL MATTERS!

KENPAL BEEF NURSE COW

DEVELOPED SPECIFICALLY FOR COWS THAT ARE NURSING

- **CONTAINS A HIGH FORTIFICATION OF TRACE MINERALS AND VITAMINS, INCLUDING VITAMIN E AND SELENIUM.**

- **COWS LIKE THE TASTE, AND WILL READILY EAT IT FREE CHOICE.**

- **ECONOMICAL TO USE.**



It pays to use top nutrition!

**CONTACT KENPAL OR
YOUR LOCAL KENPAL SALES REPRESENTATIVE TODAY**

WE APPRECIATE YOUR BUSINESS

69819 London Road, RR #1, Centralia, Ontario, Canada, N0M 1K0

Tel: (519) 228-6444 or 1-800-265-2904 • Fax (519) 228-6560 • Email kpalen@kenpal.on.ca • www.kenpal.on.ca