



M I S S I S S I P P I

BCIA

BEEF CATTLE IMPROVEMENT ASSOCIATION

- March 2—BCIA Annual Meeting and Supper
- March 3—Hinds Bull Test and BCIA Bull Sale
- March 14-15— Fed Beef Challenge
- March 15— BEEF 101
- March 17-19— Spring AI School
- March 25—BQA Lee County Agri-center, Verona
- March 26— MS Beef Agribition, Verona
- March 29— BQA— Natchez
- April 8—Beef Cattle Boot Camp, Prairie
- April 15—Beef Cattle Boot Camp, TBD

**Inside this issue:**

Beef Sire Selection	2
2016 Spring Events	3
BEEF 101	3
Management Calendar	4
MBCIA Membership	4

## How Much is He Worth?

**D**uring the bull sale season, I am often asked how much is my bull worth. Like all good Extension employees, my answer is usually, “it depends”. Sometimes this question is one that I would prefer not to answer. In most cases, however, I have learned that if I give a wide enough range between the minimum and maximum amounts that I will be safe. When I think about the pressing question there are several things I consider before coming up with my answer.

### What is my break-even?

Perhaps the most important thing to think about is your break-even cost. What will it take for this bull to cover all he has accrued during his lifetime? For simplicity, start with the value of his steer contemporaries. Then, consider the added amount of feed, vaccines, and labor you have put into his development. Think about your investment in the genetics of his dam and sire. Lastly, I always consider what I call the inconvenience fee - the cost of the troughs and mineral feeder that the yearlings destroyed. Bulls can be destructive. Knowing your break-even will sure help you when the customer asks the inevitable - “is that the best you can do on him.”

### What is average?

It seems like there is a bull sale in the southeast nearly every weekend between October and March. Most breed associations or publications like Cattle Today will post sales reports soon after the sales. I think it is very beneficial to review the average and look at the top sellers. If your bull can offer a comparable pedigree and EPDs to a top seller near your farm, perhaps that value would be a good place to start. If your

bull’s EPD values fall at or near breed average then the sale average might be the most realistic value you can acquire.

### What is unique?

One interesting thing about most southeastern bulls is that they can easily adapt to most environments. I think it is something that many commercial cattlemen forget to think about when they select their herd sires. How many bulls across the country have had to deal with over 50 inches of annual rainfall, endophyte infected fescue, and surviving in the most humid state in the U.S? Our environment in the southeast is tough, but our cattle can essentially go anywhere and perform. On the other hand, not all bulls can come down here and perform. Adapted to Mississippi’s environment may be one of your best selling points!

### What’s your marketing plan?

Knowing what your customers need is a crucial component of selling bulls. As seedstock producers, it is important to build relationships between you and your customers. Helping them select bulls that best fit their needs, sending thank you letters along with the transferred certificates, and calling periodically to check on the calves are ways you can insure a repeat buyer. The Beef Sire Selection Guide on page 2 will be handy for you and your customers.

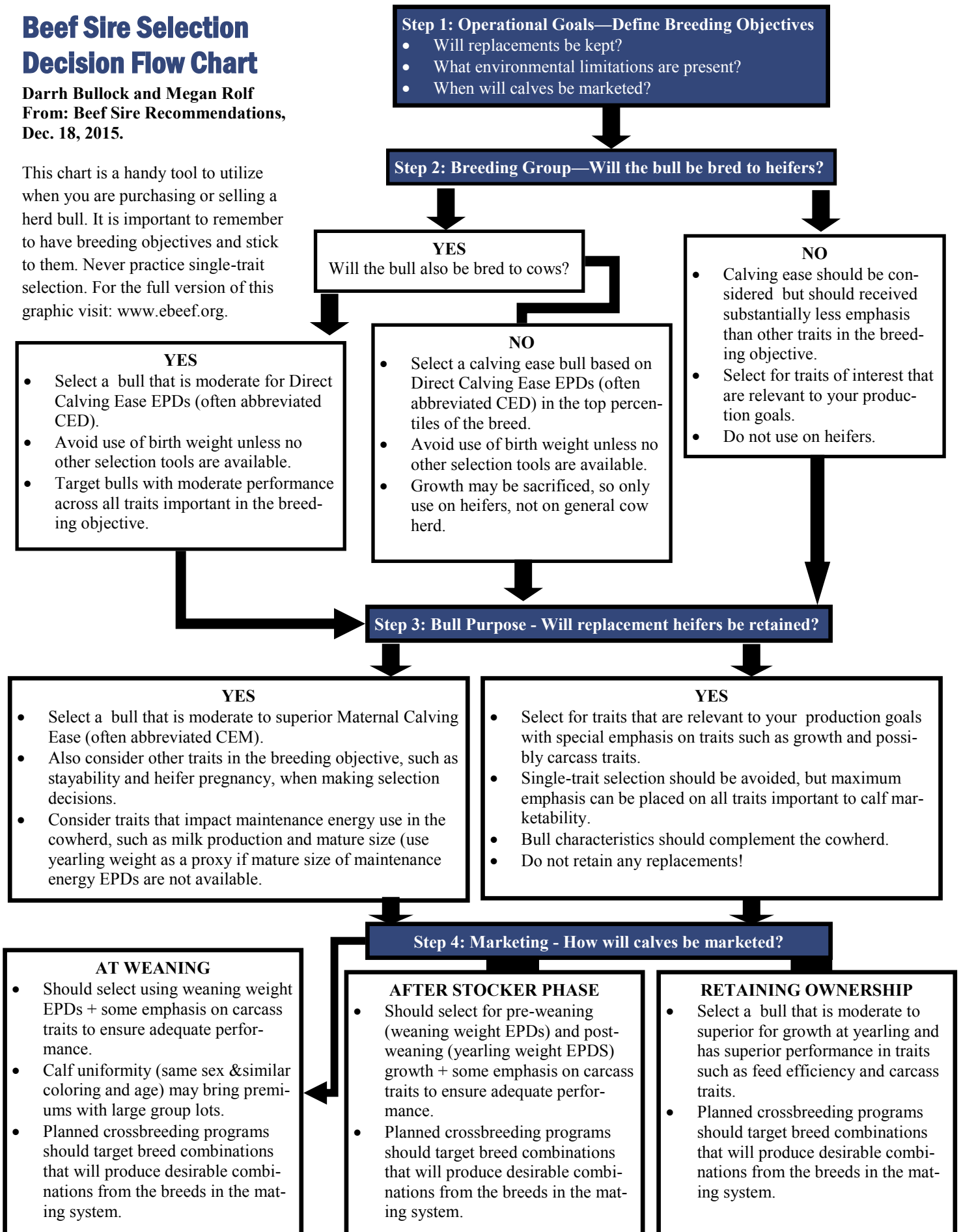
### Spring is near!

If you look at our calendar of events, you will notice an event-packed spring! We still have slots for the Fed Beef Challenge and BEEF 101! Look in next month’s newsletter for details on Beef Cattle Boot Camp! I hope to see you at the BCIA Annual Meeting and Bull Sale on March 2nd and 3rd!

# Beef Sire Selection Decision Flow Chart

**Darrh Bullock and Megan Rolf**  
**From: Beef Sire Recommendations,**  
**Dec. 18, 2015.**

This chart is a handy tool to utilize when you are purchasing or selling a herd bull. It is important to remember to have breeding objectives and stick to them. Never practice single-trait selection. For the full version of this graphic visit: [www.ebeef.org](http://www.ebeef.org).



## BCIA Bull Sale - March 3, 2016

### Good Cattle Company - Maintainer and Charolais

Good Cattle Company, owned by Philip Good of Macon, MS has consigned a Maintainer and one Charolais bull to the BCIA Sale. For more information on these bulls contact Phillip at 662-361-7227 or [goodcattlecompany@gmail.com](mailto:goodcattlecompany@gmail.com).

### MBK Cattle & Bourg Farms - Simmental and SimAngus

MBK Cattle & Bourg Farms, owned by Matt & Brandi Karisch of Starkville, MS has consigned three Simmental bulls and one SimAngus bull to the BCIA Sale. For more information on these bulls contact Brandi at 225-717-3324 or [mbkcattle@gmail.com](mailto:mbkcattle@gmail.com).

### MSU Beef Unit - Angus & Hereford

The Mississippi State University Beef Unit has consigned five Angus bulls and one Hereford bull. For more information contact the MSU Beef Unit Manager, Cody Glenn at 601-508-8689 or [cglenn@ads.msstate.edu](mailto:cglenn@ads.msstate.edu).

### Gary Powell - Angus

Gary Powell of Mantachie consigned three Angus bulls. For more information on the Powell Angus consignments to the BCIA Sale, contact Gary Powell at 662-640-1957.

### Barry Farms - Angus

Barry Farms, owned by Ricky Barry of Corinth has consigned 2 Angus bulls. For more information contact Ricy at 662-808-5560 or [rbarry162@yahoo.com](mailto:rbarry162@yahoo.com).

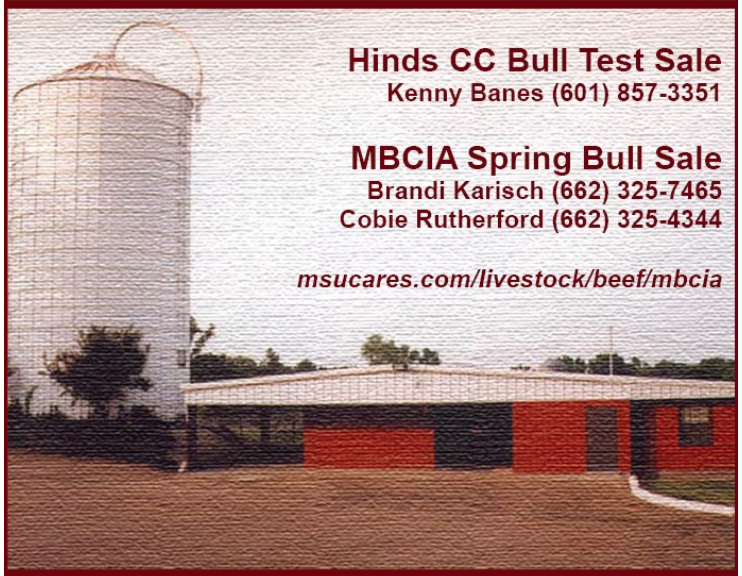
### Ingram Livestock Farm - Simmental and SimAngus

Ingram Livestock Farm, owned by Johnny Ingram of Hattiesburg has consigned two Simmental and three SimAngus bulls. For more information contact Johnny at 601-408-4186 or [ingramlivestock@gmail.com](mailto:ingramlivestock@gmail.com).

### Arrow B Farm - Angus

Arrow B Farm, owned by Lance Ball of Terry has consigned an Angus bull. For more information contact Lance at 601-955-1907 or [lance\\_ball@saksinc.com](mailto:lance_ball@saksinc.com).

## Mississippi's Home for Performance-Backed Bulls



**Hinds CC Bull Test Sale**  
Kenny Banes (601) 857-3351

**MBCIA Spring Bull Sale**  
Brandi Karisch (662) 325-7465  
Cobie Rutherford (662) 325-4344

[msucares.com/livestock/beef/mbcia](http://msucares.com/livestock/beef/mbcia)

**Mississippi BCIA Annual Meeting**  
Wednesday, March 2, 2016, 6:00 P.M.  
*Includes supper and educational program*

**Bull Sales**  
Thursday, March 3, 2016, 12:00 Noon  
Hinds Community College Sale Arena  
Raymond, Mississippi



## MAKE PLANS TO ATTEND!

Mississippi BCIA will hold its annual membership meeting on Wednesday, March 2, 2016 starting at 6:00 p.m. at the Hinds Community College Bull Sale Facility in Raymond, MS. The annual meeting is open to new and current MBCIA members. A sponsored supper will be provided along with an educational program.

The program will feature Mr. Cobie Rutherford, speaking on "Tools of the Trade - What Can You Use in Your Quest for Improvement".

Please RSVP to Mari Quinn at (662) 325-3516 or [m.quinn@msstate.edu](mailto:m.quinn@msstate.edu) for meal planning purposes if you plan to attend the meeting.

# February 2016 – Management Calendar

## GENERAL

Continue winter-feeding to ensure good rebreeding and calf performance. Evaluate remainder of winter feed supply. Watch body condition, and utilize winter-feeding groups according to cattle nutritional demands and feed and forage supplies. the flush of spring growth based on soil test results. Keep proper free-choice minerals available for cattle at all times, continuing feeding of high magnesium mineral supplements for cows on lush winter pastures to prevent grass tetany. Keep a close eye on water sources, particularly watering tanks that may freeze over. Maintain a complete herd health program in consultation with a veterinarian including internal and external parasite control and vaccinations.

## SPRING CALVING—January, February, March

Continue supplementation of pregnant females so that they will be in good condition at calving. Have calving supplies on hand including calving record books, ear tags, obstetric equipment, disinfectants, calf scales, and colostrum. Check expected calving dates, and observe bred cattle closely as calving approaches, paying extra attention to heifers. If calves do not nurse, administer colostrum with a bottle or stomach tube within the first six hours of life. Provide shelter for newborn calves during severe weather. Separate lactating cows, first-calf heifers, and dry cows into groups to feed more efficiently. After calving, move pairs to clean pasture, and watch calves for

scours. Consult with a veterinarian for advise on scours prevention and treatment. Tag, castrate, dehorn, and implant calves as appropriate. Always maintain good calving records including calf birth weights. Consult with a veterinarian to schedule pre-breeding vaccinations or order vaccines. Take yearling measurements on bulls and replacement heifers, reporting performance data on seedstock cattle to breed associations. Make final heifer selection decisions based on genetics, dam performance information, temperament, soundness, breeding goals, and progress to target breeding weights (minimum 2/3 of mature weight by breeding time). Schedule breeding soundness evaluations, and make certain bulls are in good condition and are provided with exercise as the breeding season approaches.

## FALL CALVING—October, November, December

Continue using the best hay (based on forage test results) and feeds for lactating cows now. Monitor breeding activities in herds exposed for fall calving. If a high percentage of cows return to heat after 40 days of breeding, have bulls rechecked for breeding soundness, consult with a veterinarian on possible reproductive disease problems, and re-evaluate the nutritional program. Check on bull condition during the breeding season, and provide supplemental feed as needed. Prepare to remove bulls after a controlled breeding season. Keep bulls in a small pasture traps with effective fences. Castrate and dehorn late calves or those missed in early working.


## Contact Information:

MISSISSIPPI Box 9815 | Mississippi State, MS 39762  
**BCIA** <http://msucares.com/livestock/beef/mbcia/>  
BEEF CATTLE IMPROVEMENT ASSOCIATION Fax: 662-325-8873

Dr. Brandi Karisch, Beef Cattle Extension Specialist  
Email: brandi.karisch@msstate.edu  
Phone: 662-325-7465

Cobie Rutherford, Beef Cattle Extension Associate  
Email: cobie.rutherford@msstate.edu  
Phone: 662-325-4344

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 [www.youtube.com/user/MSUBeefCattle](http://www.youtube.com/user/MSUBeefCattle)

 [www.facebook.com/MSStateExtBeef](http://www.facebook.com/MSStateExtBeef)



**MISSISSIPPI STATE UNIVERSITY™**  
**EXTENSION**

We are an equal opportunity employer, and all qualified applicants will receive consideration for employment without regard to race, color, religion, sex, national origin, disability status, protected veteran status, or any other characteristic protected by law.

## 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 lifetime dues payable to Mississippi BCIA should be mailed to:*

*Mississippi Beef Cattle Improvement Association  
Box 9815, Mississippi State, MS 39762*