



MISSOURI CATTLEMEN'S ASSOCIATION
PRIME CUTS™
Your PRIME Source for Cattle Industry News

August 8, 2008

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Live from the Missouri State Fair!

The 2008 Missouri State Fair is off to a tremendous start! This edition of Prime Cuts is coming to you directly from the Beef House in Sedalia! We thought we'd take this opportunity to update you on the happenings of this year's fair. Many Missourians have been encouraged to visit the Fair by the wonderful weather we've been blessed with this week. We had a great opening day in the Beef House, setting the second highest record for opening day meal sales!

Throughout the 10 day event over 20,000 pounds of meat will be served to more than 25,000 people. We are proud and honored to have over 700 volunteers from across the state turning out to serve these fair goers the best beef in the state of Missouri. The county associations volunteering to serve these guests in this year's Beef House include: Tri-County, Texas, Cass-Jackson, Randolph, Audrain, Warren, Gentry, Pettis, Vernon, Lafayette, Andrew, Benton, Clinton, Crawford, Moniteau, Ray, Bates, Henry, Johnson, Greene, Lewis-Marion, Maries-Osage, Sullivan, Polk, St. Clair, Boone, Franklin, Linn, Macon, Gasconade-Montgomery, Cooper, Adair, Monroe, Newton, Ralls, Carroll, St. Charles, Howard, Southwest, Saline, Dallas, Mid-Missouri, Mizzou Collegiate Cattlewomen, and the Missouri Junior Cattlemen's Association. It is truly due to the service of these volunteers that the Beef House can be such a success year after year.

We would like to extend our sincere thanks to this year's new MCA Brand Wall sponsors. This year's additions include: Hoop Beef Systems, Mike & Travis Brown of Sedalia, Luke & Jenni Burbank of St. Louis, the late Russ & Lois Harriman & Family, and the late Nick Iman & Family.

As there is no better way to showcase Missouri's agriculture, we hope to see each of you during the Missouri

State Fair supporting the efforts made by the producers in this great state. Remember to stop by the Beef House!

Best of the Best Coming to Joplin

The nation's top calf ropers will team up with Joplin Regional Stockyards and The Larson Group to raise money for Camp Barnabas in the Second Annual Best of the Best Calf Roping and Cattle Industry College. Set for Saturday, August 9, 2008 at the Missouri Entertainment and Event Center (Ozark Empire Fairgrounds) in Springfield, Mo., ticket proceeds will benefit Camp Barnabas, a Christian-based summer camp for special needs children located in Purdy, Mo.

Top National Finals Rodeo (NFR) qualifiers in calf roping and invited guests will rope for \$100,000. Big-name talent will include last year's winner Matt Shiozawa as well as Pro Rodeo Hall of Famer Joe Beaver, Fred Whitfield, Trevor Brazile, Cody Ohl and Ryan Jarrett among others.

Whiplash, the Cowboy Monkey, will add a fun, fast-paced, unique element to the activities. Watch as this pint-sized primate rounds up a herd of wild sheep. The unpredictable antics of Whiplash are bound to keep on-lookers in stitches!

In addition to the calf roping, a Cattle Industry College will bring attendees the latest information on backgrounding and the cattle market. Mike Murphy with CattleFax headlines the college as he delivers "Navigating the Changing Business Environment". University of Missouri Beef Economist Dr. Vern Pierce presents "Your Focus...Survive or Thrive, while Republic, Mo., beef producer Danny Biglieni shares "Backgrounding with Proven Results".

Industry and event partners will bring attendees the latest on the products needed to stay on top in the beef industry in the Best of the Best Trade Show. From animal health to feed and farm equipment, the focus is on how to better the beef business.

Gates open at 8 a.m. for the day-long event. Ticket prices include a ribeye steak lunch, admission to the roping, cattlemen's college and trade show. Tickets and hotel information are available online at www.joplinstockyards.com and may be purchased at the gate the day of the event. For additional information on the Second Annual Best of the Best Calf Roping and Cattle Industry College visit the web at: www.joplinstockyards.com or call 417.548.BEEF (2333).

ADUFA Passes Congress

Before leaving town for the August recess, the Senate joined the House of Representatives in passing H.R. 6432, the "Animal Drug User Fee Act" (ADUFA) and the "Animal Generic Drug User Fee Act" (AGDUFA). This legislation allows the Food and Drug Administration (FDA) to collect fees from the animal-health industry for the review and approval of animal-health products.

Under this legislation, animal-health companies will be required to report to FDA certain data related to the distribution and export of animal-health products. Individual company information will be kept confidential. Some members had proposed restricting the use of antibiotics for animals but weren't successful. The legislation now goes to President George W. Bush for his signature.

-- written by P. Scott Shearer, Washington, D.C. correspondent; Source: Beef Cow-Calf Weekly

Cattle-Fax Long Term Outlook: State of Industry

- Beef production levels have been very close to expectations during the first seven months of the year. Beef production is forecast to be near 26.8 billion pounds in 2008, the second highest total in history. The largest year-over-year increases occurred during the first half of 2008 and production levels will drop below year-ago levels during the last quarter of the year.
- Beef exports are up 33 percent through the first half of the year and beef imports are down 22 percent during the same time frame. Growing exports and declining imports have kept domestic beef supplies nearly unchanged for the year. Net beef supplies will decline 2.0 percent for the year which will lead to a 2.0 pound reduction in per capita beef consumption in 2008. A further decline of between one and two pounds per capita beef consumption is expected again during 2009.
- The cost to put on a pound of gain in the feedlot has more than doubled in the last few years. Corn, wheat, barley, hay, protein and fuel costs have skyrocketed and even with fed cattle prices set to average at record high prices (\$97/cwt) during 2008, profitable margins are still out of reach. Costs have climbed much quicker than meat prices and with the economic stress surrounding today's consumer one has to wonder whether retail meat prices can be sustained at high enough levels for the industry to be profitable. Higher prices are essential or the industry may downsize more rapidly in the next few years.
- Cow/calf profitability is still positive, but is shrinking due to increased costs of production. Producers in regions that are freight away from the Central U.S. market are at a considerable disadvantage. Stockers, growers and backgrounders have continued to be able to carve out a margin. The market is paying for heavier weight cattle to come to the feed yards.

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Net Trade Reducing Supplies

While beef exports continue a growth rate back toward the pre-BSE levels of 2003, imports have fallen sharply in 2008. While there are various drivers of trade, a key factor driving trade has and will continue to be the weak U.S. dollar.

While the weak U.S. dollar stimulates exports by allowing foreign buyers to purchase U.S. beef with stronger yen, rubles, and Euros, it also restrains imports by reducing U.S. buying power. With the Australian dollar appreciating by over 66 percent since January 2003, U.S. bid prices for lean grinding beef from Australia are not high enough to get the product, even at recent record high bids. Australian beef returns more in rubles and Euros

than in U.S. dollars and thus Australian suppliers have shifted business to Russia, the EU, and others. U.S. beef imports have dropped sharply. The same scenario has played out in Uruguay and other supplying nations. With beef imports currently down -21 percent, 2008 beef imports are projected at 2.4 billion pounds down from 3.1 in 2007.

Beef exports on the other hand continue to grow at a rapid clip, up 35 percent through May. With renewed access to S. Korea, we forecast 150 million pounds of beef will go to S. Korea in 2008. Total 2008 beef exports are forecast at 1.9 billion pounds, up 32 percent from 2007 levels. The net effect of bigger exports and smaller imports will reduce U.S. beef supplies by 1.1 billion lbs in 2008, or 3.5 lbs per capita. However, larger 2008 domestic production will add roughly 400 million pounds bringing per capita supplies down by 673 million pounds from last year, or just above 2 pounds per capita.

The weak dollar has made U.S. beef extremely competitive. However, market access continues to be the key constraint of export growth. The resumption of bone-in trade to S. Korea began in July 2008. Shipments of 150 million pounds of U.S. beef to S. Korea in 2008 are expected to grow to 360 million pounds in 2009. The next remaining access hurdle is Japan. A move from the current requirements that beef be made from animals less than 21 months of age would substantially increase export volumes. While we cannot guess on the timing of this move, we feel it is imminent within the next 12-18 months.

Source: Cattle Fax Update August 1 Edition

HSUS Advertising Connects Cows to Global Warming

The Humane Society of the United States has garnered a lot of publicity this year with its undercover videos, the first of which brought down Hallmark/Westland Packing Company in California. These efforts have rapidly made HSUS the biggest foe of animal agriculture, and with its coffers flush with cash from many ill-informed Americans, HSUS is spreading its messages to easily influenced audiences. For instance, this month HSUS is running advertising in national magazines that targets teenage girls with a message that "the animal agriculture sector contributes to global warming even more than transportation does." [View the ad.](#)

Of course, the ad encourages these teenagers to reduce the amount of meat, eggs and dairy products in their diets - which is the organization's true agenda. HSUS and many other animal-rights groups continue to publicize the United Nations Food and Agriculture Organization report that first made the claim that cows contribute more to global warming than transportation. A rebuttal of that claim can be found in this *Drovers*, October 2007 article. - *Written by Greg Henderson; Source: Drovers Alert*

USDA Announces That There Will Be No Early Opt-Outs of CRP Contracts

On Tuesday, July 29, 2008, USDA announced that it will not allow for penalty-free withdrawals from Conservation Reserve Program (CRP) contracts. Producers who elect early withdrawal from CRP contracts will have to return all CRP payments, along with interest and a penalty. In the last year and a half, 290,000 acres have been released with these penalties.

This September, contracts will terminate for 1.1 million acres of CRP land, making those lands eligible for CRP release. In September of 2009, 3.8 million acres will be available, and in September of 2010, an additional 4.4 million acres will be eligible.

In the press conference announcing this decision, USDA Secretary Ed Schafer noted that even with floods and damaging weather events, the department is forecasting the second largest corn crop ever.

Source: NCBA's Cattlemen's Capitol Concerns



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Moscow Mills: (636) 366-9400
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Crop Prices Boost U.S. Farmland to Record Values

Though housing values continue to tank in the U.S., farmland values continue to set record highs, Bloomberg reports. Driven by skyrocketing crop prices, the average farm real estate value was \$2,350/acre at the start of 2008, up 8.8% over a year earlier, USDA says. It was \$1,030/acre in 1999.

The Northern Plains, which includes Kansas, Nebraska, North Dakota and South Dakota, recorded the biggest bump in the country, at 15.5% for the year, USDA says. Meanwhile, the most expensive farmland in the U.S. was in Massachusetts at \$12,200/acre, followed by Rhode Island and Connecticut. The least expensive was in New Mexico at \$630.

Northeast states were the most expensive of the 10 regions in the lower 48 states tracked by the USDA, with an average price of \$5,080 an acre. The least-expensive area remained the Northern Plains, at \$1,110 an acre. Values grew fastest in South Dakota, where prices jumped 21% to \$990/acre.

To view a USDA graph on average farm real estate value by year (1999-2008), click [here](#):

To view a USDA graph on farm real estate value by state, click [here](#):

To view a USDA graph on average pasture rent by year (1999-2008), click [here](#):

To view a USDA graph on average pasture rent by state, click [here](#):

To view a USDA graph on average pasture value by year (1999-2008), click [here](#):

To view a map of pasture value by state, click [here](#):

-- Released by Bloomberg and Joe Roybal; Source: Beef Cow-Calf Weekly

NCBA Call to Action Update

WE ARE PROUD OF OUR MISSOURI CATTLEMEN'S ASSOCIATION MEMBERS!!

Last week's edition of *Prime Cuts* included a Call to Action from NCBA regarding H.R. 6598, the "Prevention of Equine Cruelty Act of 2008." We are proud to announce that 66 Missourians responded to the call to action by sending letters to Congress. Those 66 letters accounted for one-fifth of the total letters sent from across the country due to the Call to Action. Thank you for representing us well and working to defend the livestock industry!

For more information about the bill or to weigh in on this issue with your congressman, please [click here](#).

RFS Waiver Request from Texas is Denied

Environmental Protection Agency (EPA) Administrator Stephen Johnson announced that the request by Texas Gov. Rick Perry for a waiver of 50% of the Renewable Fuel Standard (RFS) in 2008 was denied. Johnson said, "After reviewing the facts, it was clear this request did not meet the criteria of the law. The RFS remains an important tool in our ongoing efforts to reduce America's greenhouse gas emissions and lessen our dependence on foreign oil, in aggressive yet practical ways."

EPA recognized that high commodity prices were having economic impacts, but its extensive analysis of the Texas request found "no compelling evidence that the RFS mandate is causing severe economic harm during the time period specified by Texas." With this decision the RFS mandate will remain at 9 billion gals. in 2008, and 11.1 billion gals. in 2009.

Arizona cattleman Andy Groseta, National Cattlemen's Beef Association (NCBA) president, expressed disappointment at the EPA decision.

"Our industry has suffered a record of nearly \$1.5 billion in cattle feeding losses between January and June of 2008, which we believe constitutes the severe economic impact necessary to prompt a waiver from the RFS mandate. With the ethanol mandate increasing from 9 billion gallons in 2008 to 11.1 billion gallons in 2009, this situation will only worsen," Groseta says.

He adds that while NCBA supports biofuels and places a high priority on energy independence for the U.S., "open competition on the free market is the best vehicle for innovation and development of renewable energy."

-- Written by P. Scott Shearer, Washington, D.C. correspondent; Source: BEEF Cow-Calf Weekly



Checking in on the Checkoff

Running ads to remind health-conscience consumers that beef is a passion that is permissible.

It's earth-friendly fuel for your body!



Ads run in over 30 national publications like Health, Real Simple, Parents, Mens Fitness and many more. They also run in several Missouri publications.

Missouri FSA to Host Informational Meetings at Missouri State Fair

Tim Kelley, executive director for Missouri Farm Service Agency (FSA), announced FSA would be holding a series of informational meetings at the Missouri State Fair, which will be held August 7 through 17 in Sedalia, Mo.

Interested persons can come to the meetings to learn about new programs and program changes outlined in the 2008 Farm Bill and flood disaster assistance available through FSA. All meetings will be held on the lower level of the Mathewson Exhibition Center in Room 102. The meeting schedule will be as follows:

Thursday, August 7, 2008, at 11 a.m.
Friday, August 8, 2008, at 11 a.m.
Monday, August 11, 2008, at 11 a.m.
Tuesday, August 12, 2008, at 11 a.m.
Thursday, August 14, 2008, at 2:30 p.m.
Friday, August 15, 2008, at 11 a.m.

Current program participants, or those interested in getting started in the agriculture industry, are encouraged to come and learn about FSA programs.

Released by: Missouri Farm Service Agency

Visit the Missouri Beef House!

It's that time of year again! The Missouri State Fair is underway and the Beef House is open for business! Stop in for a visit!!

**The success of the Beef House is largely dependent
on our county association volunteers.
Please begin planning to carpool as a county and**

come enjoy some time at the Fair and in the Beef House!

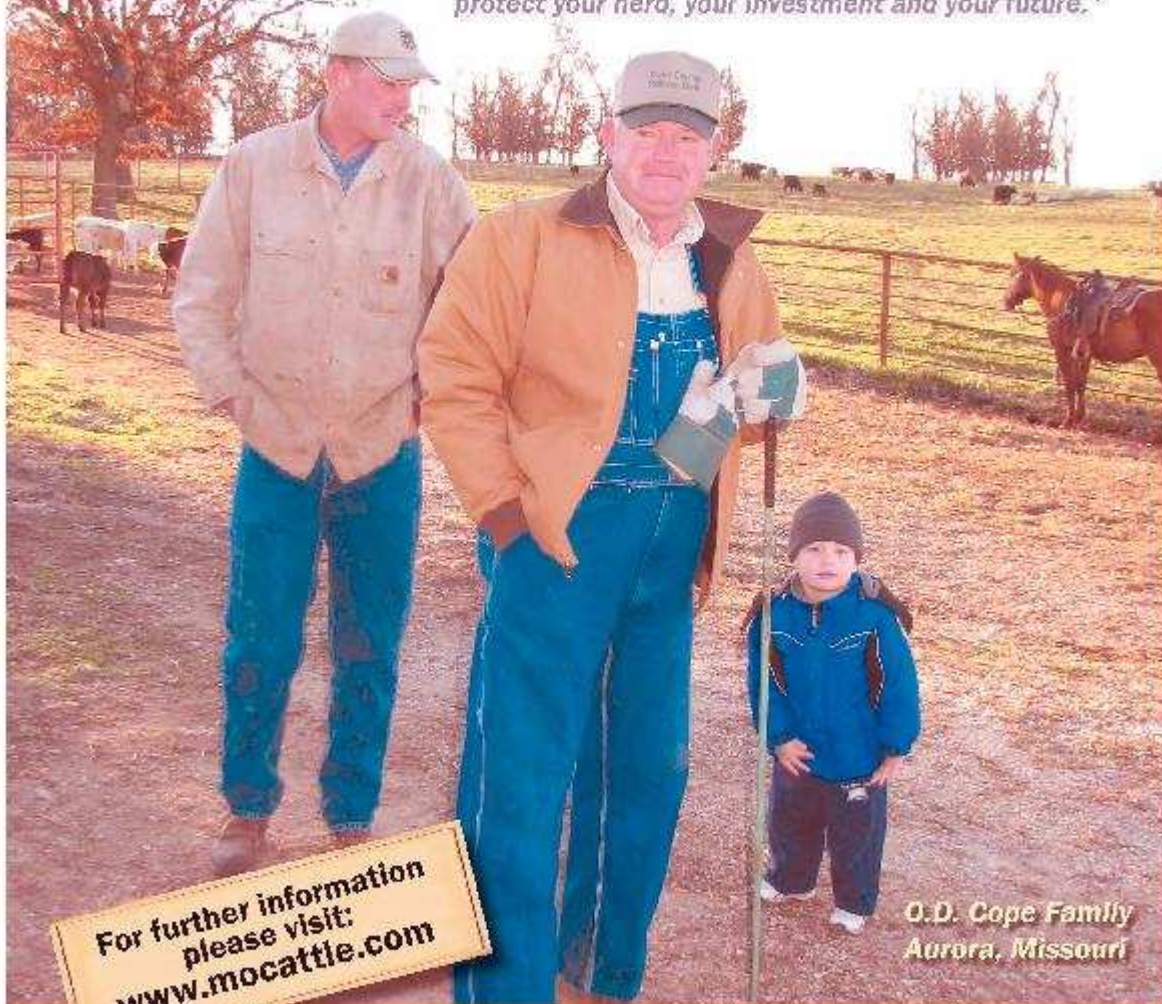
To see a schedule of assigned county shifts, please visit our website at www.mocattle.com or look for it in the July issue of the Missouri Beef Cattleman.

If your county will be unable to fulfill their shift or bring their allotted number of people please contact MCA as soon as possible at (573) 499-9162.



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MBIC Board of Directors Election - VOTE!

The Director of Agriculture will be conducting an election to fill three positions on the Missouri Beef Industry Council Board of Directors. One regional council member will be elected from each of regions 2, 3, and 4. The elected individuals will serve for three years. Any cattle producer within these regions of Missouri who produces cattle for market and is the legal owner of one or more head of cattle is eligible to vote in this election. There are MCA members running for each region and we encourage all of our producers in those

regions to register. Registration can be completed at Farm Service Agency (FSA) offices prior to July 18, 2008. If you have participated in MBIC elections within the last five years, it is not necessary to register.

The MDA will mail ballots to the producers registered by August 15, 2008. Ballots must be postmarked no later than August 29, 2008 to be valid.

Any qualified producer may be nominated and have his or her name placed on the ballot. An independent nomination accompanied by a petition of at least 100 producers in the nominee's region and written permission of the candidate are required. Petitions must be delivered to the MDA Director's office by no later than July 18, 2008.

Register to vote!

Current Nominees:

Region 2 (NE)	Region 3 (SE)	Region 4 (SW)
Blue Geier*	Jim Freeman*	Jay Stahl*
Sally Angell	Mike Kasten	Chris Cloud
		Howard Hardecke

*Denotes incumbent

Cattlemen's Meetings

August 7-17 - Missouri State Fair; Sedalia, MO

August 14 - Polk County Cattlemen's Meeting
Smith's Restaurant - 7:00 pm

August 21 - Henry County Cattlemen's Meeting
First Baptist Church Calvary Hall, Clinton - 7:00 pm

*Looking for a program to present to your members during a county meeting?
MCA provides Beef Quality Assurance training programs for county cattlemen. More more
information contact (573) 499-9162.*

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Do you have questions, comments or suggestions?

Would you like to advertise in our newsletter ?

If so, please contact Rachel Bartholomew at (573) 499-9162 or rachel@mocattle.com.

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