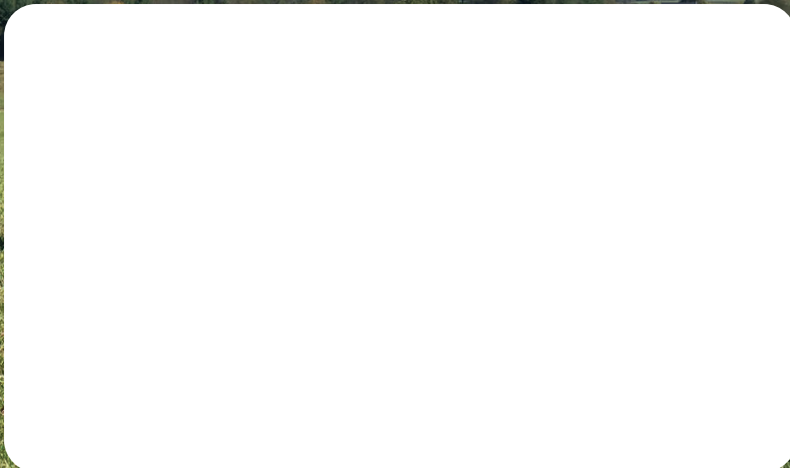


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February 2020

AGRONOMY & BEEF BULLETIN



SINCE 1929



## RECORD-KEEPING METHODS

Beef cattle record keeping is a vital tool for making more informed production management decisions. Record keeping reveals a herd's current production level, identifies where inefficiencies exist, and provides information to make improvements.

Whether you prefer hand writing your data or using technology, there are resources available to make the process easier.

The National Cattlemen's Beef Association (NCBA) offers the Integrated Resource Management (IRM) Red Book. This pocket-sized annual record book contains forms and reference information to record cattle inventory, breeding and calving activity, body condition scores, herd health, and pasture usage.

For those who prefer a technology-based approach, specialized record-keeping systems are available that use internet or computer software. These systems allow access to herd records via any device with internet capability: desktop or laptop computers, tablets, smartphones, etc. Technology-based record systems maintain animal inventories, including animal production history; they provide a calculation of adjusted weights, ratios, frame scores, and average calving intervals; and they track herd health and medical treatments, animal movement, pasture usage, and more. Technologies such as Farmbrite ([www.FarmBrite.com](http://www.FarmBrite.com)) and CattleMax ([www.CattleMax.com](http://www.CattleMax.com)) are a few of the technology platforms on the market today.

Maintaining records of herd health and medical treatments is an essential part of the Beef Quality Assurance (BQA) program. Both the hand-written and technology-based record systems facilitate a detailed method to record

treatment dates, medication names, lot and serial numbers, dosages, routes of administration, booster and withdrawal dates, and more.

Breeding and calving records can assess a cow or heifer's reproductive proficiency by tracking when in the designated breeding and calving season a calf was produced. Cow performance over time can be evaluated for reproductive efficiency by reviewing statistics, such as an average calving interval or the average number of days from one calving date to the next. Technology-based systems allow for easier management and calculation of individual animal production history and statistics in order to more thoroughly analyze the performance of specific animals.

In analyzing an individual cow or sire's production, the average of its offspring's weaning weights, both actual and adjusted, indicates the level of production within the herd. Actual weaning weights for each individual calf are collected between the ages of 160 and 240 days. They are then adjusted to a consistent 205-day age standard and for the age of the dam. Ratios based on this adjusted 205-day weight are calculated within a contemporary group, defined by a 90-day range in calf age, calf sex, actual weights collected within one week's time, and management.

In selecting replacement heifers, individual heifer performance combined with a heifer's dam and sire production history can be utilized along with visual appraisal to attain improved selection. Individual animal statistics expedite specific culling of cows and heifers on performance measurements, validate replacement heifer selections, and aid in selecting superior herd sires.



# BLUE RIDGE EQUINE CLINIC & AUGUSTA CO-OP

## A COMPREHENSIVE APPROACH TO EQUINE HEALTH

Julia Hecking, DVM, CVA · Tabby Moore, DVM · Marissa Bennett, DVM  
 Hillary Morris (Equine Specialist) · Troy Grimm (Agronomy Division Manager)



WEDNESDAY, MARCH 18, 2020 • 5:00 PM - 8:30 PM

5:00 PM - 6:00 PM - Vendor/Cocktail Hour  
 6:00 PM - Dinner Served  
 6:15 PM - Seminar Begins

VA HORSE CENTER FOUNDATION  
 487 Maury River Road · Lexington, VA 24450

Dinner provided  
 RSVP REQUIRED BY MARCH 1 to  
<http://equineanddinespring2020.rsvpify.com>  
 Hilliary Morris - [HMorris@AugustaCoop.com](mailto:HMorris@AugustaCoop.com)  
 or Blue Ridge Equine Clinic - (540) 460-5702  
[valley-brec@blueridgeequine.com](mailto:valley-brec@blueridgeequine.com)



## EVENTS / CALENDAR

### AGRONOMY CUSTOMER APPRECIATION DAY

Friday, February 7  
 11 AM – 2 PM

Verona Greener Valley Supply  
 963 Laurel Hill Rd, Verona, VA 24482

Additional information:  
 RSVP to Staci Alger at (540) 885-1265 x 243  
 or [SAlger@AugustaCoop.com](mailto:SAlger@AugustaCoop.com)

### AUGUSTA CO-OP VENDOR DAY

Wednesday, February 19  
 3 PM – 8 PM

Weyers Cave Community Center  
 682 Weyers Cave Rd.

Book your 2020 items at drastically reduced rates at our annual vendor day! Door prizes, food, educational seminars and much more!  
[www.AugustaCoop.com](http://www.AugustaCoop.com)  
 or (540) 885-1265

### AUGUSTA CO-OP / BLUE RIDGE 'EQUINE & DINE' EDUCATION DINNER

Wednesday, March 18 5:00 PM - 8 PM  
 5:00 PM – 6 PM – Vendor/Cocktail hour  
 6:00 PM – Dinner Served  
 6:15 PM – Seminar Begins

VA Horse Center Foundation  
 487 Maury River Road,  
 Lexington, VA 24450

\*Dinner provided  
 \*RSVP REQUIRED to Hillary Morris -  
[HMorris@AugustaCoop.com](mailto:HMorris@AugustaCoop.com) or  
<http://equineanddinespring2020.rsvpify.com>

### SMALL ENGINE OPEN HOUSE

Friday, April 3 & Saturday, April 4  
 8 AM – 5 PM

Staunton Small Engine Shop  
 1205B Richmond Road, Staunton, VA

Huge deals on all Husqvarna, STIHL and Oregon equipment. Vendors on site!

[www.AugustaCoop.com](http://www.AugustaCoop.com)  
 or (540) 885-1265

### STAUNTON 'SPRING FLING' / CUSTOMER APPRECIATION DAY

Saturday, April 4 10 AM - 2 PM

Staunton Augusta True Value  
 1205B Richmond Road, Staunton, VA

Kids activities (learn about growing plants), door prizes, spring sale items and much more!

[www.AugustaCoop.com](http://www.AugustaCoop.com)  
 or (540) 885-1265

### WEYERS CAVE 'SPRING FLING' / CUSTOMER APPRECIATION DAY

Saturday, April 18 10 AM - 2 PM

Weyers Cave Augusta True Value  
 18 Depot Lane, Weyers Cave, VA

Kids activities (learn about growing plants), door prizes, spring sale items and much more!

[www.AugustaCoop.com](http://www.AugustaCoop.com)  
 or (540) 885-1265

Save up to

**\$118**

(mail-in rebate)

on time-tested, guaranteed deworming.

Cattle First. **Boehringer Ingelheim**

### Spring Gain Days Redemption Form

Name \_\_\_\_\_  
 Business Name \_\_\_\_\_  
 Street Address \_\_\_\_\_  
 City \_\_\_\_\_  
 State \_\_\_\_\_ Zip \_\_\_\_\_  
 Phone \_\_\_\_\_  
 Email \_\_\_\_\_

- Only producers are eligible for this program.
- This promotional-incentive rebate is offered for sales in support of Boehringer Ingelheim's (BI's) independently driven business plan. Rebate requests may require resale information to verify rebate eligibility.
- BI reserves the right to end or modify the program, in whole or in part (including the removal or addition of products or product lines), at any time without notice.
- Producers enrolled in special Boehringer Ingelheim pricing programs are NOT eligible for this rebate offer.



	Discount	Amount Purchased
250 mL	\$6.00	Bottles _____
1 L	\$12.00	Bottles _____
2.5 L	\$24.00	Bottles _____
5 L	\$32.00	Bottles _____
20 L	\$118.00	Bottles _____

### To Receive Rebate

When purchasing through a veterinarian or animal health dealer, complete this form and submit along with proof of purchase (invoice) via mail or email. Offer valid on purchases made March 1 – April 30, 2020. Submissions must be postmarked via mail or email by June 15, 2020.

Boehringer Ingelheim  
 Discounts and Rebates Team  
 3239 Satellite Blvd. Bldg. 500  
 Duluth, GA 30096

Phone: (800) 862-0389 | Fax: (816) 676-4752  
 Email: [AHRebateSubmissions.US@boehringer-ingelheim.com](mailto:AHRebateSubmissions.US@boehringer-ingelheim.com)

**EPRINEX IMPORTANT SAFETY INFORMATION:** No meat or milk withdrawal is required when used according to label. Do not use in calves intended for veal or unapproved animal species, as severe adverse reactions, including fatalities in dogs, may result.

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**NEW!**  
 FLAVOR & GUT HEALTH ENHANCEMENT

**AUGUSTA SHOW FEED**  
 SINCE 1929

**BEEF SHEEP**      **SWINE GOAT**

**FEEDING YOUR PASSION SINCE 1929**

**AUGUSTA COOPERATIVE FARM BUREAU, INC.**

Augusta Show Feeds have a strong tradition of building champions. From market steers and barrows, to goats and lambs, our award winning formulations add just the right amount of bloom and finish to your show animal.

Augusta Show Feed is produced from only the highest quality ingredients. Additionally, quality control remains at the forefront of our manufacturing excellence. Bringing together science and proven success is the foundation of our show feeds.

Augusta Show Feed – Feeding Your Passion Since 1929.

**SHOWPRO** now contains more rolled corn and higher fat.

**SHOWPROH** a new formula for starting steers and heifers. Higher protein, and higher fiber formulation compared to ORIGINAL SHOWPRO.

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**PRODUCER LIMITED-TIME OFFER!**



Save up to **7¢ PER TAG** on Bayer ear tag purchases.

January 1 – August 31, 2020

MAIL-IN REBATES*	SUPPLIER-REPORTED REBATES†
Get 5¢ off per tag for purchases of at least 240 tags (one case) up to 4,999 tags	Get 5¢ off per tag for purchases of at least 1,200 tags (five cases) up to 4,999 tags
Get 7¢ off per tag for purchases between 5,000 and 10,000 tags	Get 7¢ off per tag for purchases between 5,000 and 10,000 tags

**SAVE** on these ear tags: **Corathon® Patriot™ Insecticide Cattle Ear Tag** and **Cylence Ultra® Insecticide Cattle Ear Tag**



VISIT [BAYERLIVESTOCK.COM](http://BAYERLIVESTOCK.COM) FOR MORE INFORMATION.

Use the form on the back side of this flyer for mail-in rebate claim form.

\*Mail-in claims: Minimum purchase of one case (240 tags). Minimum check amount for mail-in rebates is \$12.00. Mail-in rebate claim form and invoice(s) must be POSTMARKED NO LATER THAN September 30, 2020. Payments will be calculated by mail-in claim form submission and paper check payments will be paid after completion of the program ~November 2020.

†Supplier-reported claims: Minimum purchase of five cases (1,200 tags). Minimum check amount for supplier-reported rebates is \$60.00. Payments will be calculated by Bayer-reported sales via EDI reporting on cumulative purchases and will be paid after completion of the program ~October 2020.

Bayer reserves the right to vary the terms and conditions of this program or to cancel this program at any time upon notice through the BayerLivestock.com site.

See product labels for complete product information, indications and application instructions.

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I20153



**Enogen® Feed**

syngenta

**Energize your beef ration by choosing the right corn hybrid**

Improve the profit potential of your feedlot – it's as simple as planting a hybrid that provides more potential value in the field and in your feed.

Unique Enogen® Feed hybrids do just that, offering proven genetics and strong agronomic characteristics in the field. And in your ration, a step-change in starch and sugar availability provides more available energy to feedlot cattle.

**Benefits in the field**

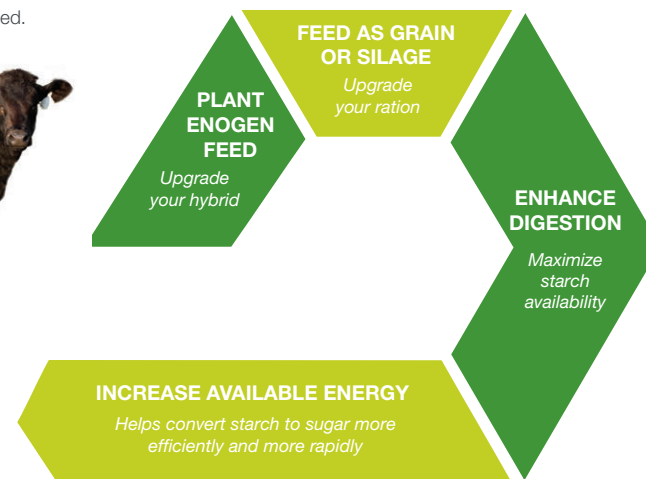
- Excellent yield potential across a variety of soil types and conditions
- Proven genetics and traits
- No additional agronomic management challenges<sup>1</sup>, unlike some silage-specific hybrids
- Flexibility to chop for silage or harvest for grain
- Performs equal to or better than other high-performing hybrids<sup>2</sup>.

Unlock the energy potential of your ration – simply incorporate Enogen Feed hybrids in your feedlot operation.

It's as easy as replacing the corn or silage you currently grow and feed.



Energy is a key component to maximizing beef production, and corn is an important energy source. Corn supplies starch, that is converted to sugar, which ultimately delivers energy to feeder cattle.



<sup>1</sup>Growers must comply with specific yet simple stewardship requirements.  
<sup>2</sup>Syngenta production data from more than 1 million acres, 2012-2016.

**Augusta Co-op is the exclusive dealer of Enogen in the Shenandoah Valley. Call us for more information and place your order today.**

**Troy Grimm, (540) 430-3131, Tgrimm@AugustaCoop.com**  
**Marc Clayton, (540) 294-5179, MClayton@AugustaCoop.com**  
**Colton Sullivan, (540) 430-3169, CSullivan@AugustaCoop.com**

# THIRD TRIMESTER COW NUTRITION: EXAMINING CRITICAL CALORIE INTAKE

For spring-calving herds, cows and heifers are either in or will soon be entering the third trimester of gestation. What changes occur during this latter part of pregnancy?

### Late pregnancy nutritional needs

So, what changes occur during this latter part of pregnancy? You are probably aware that the fetus grows by 75% or more during the final three months of gestation, so the increased nutritional need for protein, energy, vitamins and minerals likewise goes up. These extra nutrients are needed as the fetus increases its weight as it builds vital internal organs, muscle, blood, and bone structure. Concurrently, the mama cow needs to increase blood flow to the fetus, so all of the structures vital to maintaining a healthy pregnancy are growing while also preparing for the onset of lactation and the related increase in mammary tissue.

As we look at various nutritional phases for cows, here are some typical rules of thumb used by nutritionists, both during pregnancy and after calving:

- Mid-pregnancy: 55% TDN; 7% CP
- Late pregnancy: 60% TDN; 9% CP
- After calving: 65% TDN; 11-12% CP

While these are average guidelines, we must not overlook the need to make adjustments during times of “weather stress.” In taking a look at a recent national weather forecast, it appeared that most areas of the country were expecting some sort of severe weather impact from either snow, rain or high winds. The lower critical temperature (LCT) — or the point at which cattle start to be affected by cold stress — is a bit variable due to body condition, hair length and acclimation to cold temperatures, but likely

satisfy her demands without pulling the extra weight off her body and losing condition. If you have not tested your hay this year to know what kind of energy and protein is in it, it is strongly advised that you do so.

In a recent conversation with two North Carolina producers, one recognized the challenge he was facing with poor quality hay, having started feeding earlier than normal due to abnormally dry conditions this summer and fall. The second producer, while having good grazing on some fall ryegrass pasture, had purchased a group of first-calf heifers in less than ideal body condition. Each cattleman recognized his cattle were in danger of losing body condition, so both chose to add a protein block to their feeding regimen. While temperatures in this location are still moderate—ranging from 30-60 degrees Fahrenheit—animals in more northern latitudes that are being fed low-quality forages are likely already adjusting their energy intake as cold, wet and windy weather sets in.

### Which self-fed supplement product is right for you?

No matter your feeding situation, CRYSTALYX® Brand




Supplements has a product that fits. One of our newer products called CrystalBlox™ is a hybrid combination of a low-moisture and compressed block that allows for a higher intake of nutrients when needs are greater. We see this situation more often during early lactation, but if forage quality is too poor for a group of cattle to maintain body condition, CrystalBlox is an excellent choice for improving forage digestibility and overall nutrient supplementation.

If your herd is already in good body condition and the primary need is for maintenance during late gestation, consider protein supplements such as CRYSTALYX BGF-20™, BGF-30™ or HP-40™.



Crystalyx Nutrition Team

## AUGUSTA CO-OP PROTEIN TUB LINEUP

							 <b>AUGUSTA POWER-LYX</b>		
	BGF-30	Breed-Up	CrystalBlox	Rangeland	Wind and Rain	Accuration	25%	24% HiMag	25% AN
SKU	3841ST	38259ST	63513PL	1800045	62709	3002460-634	50915	50914	50916
			Blueprint			3003995-634 HiFat			
Size, lbs.	250	250	200	225	225	200	200	200	200
Container	Steel	Steel	Plastic	Plastic	Plastic	Plastic	Plastic	Plastic	Plastic
Protein, %	30.0	17.0	20.0	25.0	5.0	25.0	25.0	24.0	24.0
Protein, NPN %	12	0	0	0	17	17	16	16	0
Fat, %	4.0	4.0	3.0	5.0	3.0	5 or 10	4.0	4.0	4.0
Fiber, %	3.0	3.0	5.0	2.5	2.0	3.0	5.0	6.0	5.0
Salt			X		X	X	X	X	X
Organic Minerals		BioPlex	BioPlex		Availa-4				
	Energy and Protein	All Natural, Stress	All Natural	Low Moisture	Stress, Breeding	Intake Modifying	Basic, Versatile	4.5% Mag	All Natural
	Selenium Yeast	Breeding, HiMag	Hybrid Block Form	Cooked Molasses	Cooked Molasses	Molasses Based	Molasses and Distillers Based		
Consumption	1/2-1.1 lb/h/d	1/4-3/4 lb/h/d	3/4-1.5 lb/h/d	1/2-1 lb/h/d	1/4-1/2 lb/h/d	1.0-3.0 lb/h/d	1-2 lb/h/d		
	Low Moisture/Controlled Intake			Versatile/Quality			Quality Meets Economy		

VALID 2/5/2020 through 2/29/2020

**SAVE \$1.25 PER BAG**  
**on Nutrena, NatureWise Feather Fixer, 40-lbs.**  
 (40-lb. bag. Cannot be combined with any other offer. Limit 5 bags.)

CPNFF



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VALID 2/5/2020 through 2/29/2020

**\$7 OFF**  
**Any Purina Exclusive Dog or Cat Food**  
 (15-lb or 30-lb bag. Cannot be combined with any other offer.)

CPNEXCLUSIVE1



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 Limit 2 per customer.

**Treat Your Horses!**  
**\$2.00 OFF PER BAG**

NEW Carb Conscious™ Horse Treats are perfect for horses on a low-starch and low-sugar diet.

NEW Outlast® Horse Treats are a convenient way to treat your horses while helping to support their gastric health.

February 5 through 29, 2020. Limit 2 per customer. Not valid with any other offer.

CPNHORSE1



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**Love is All Around**

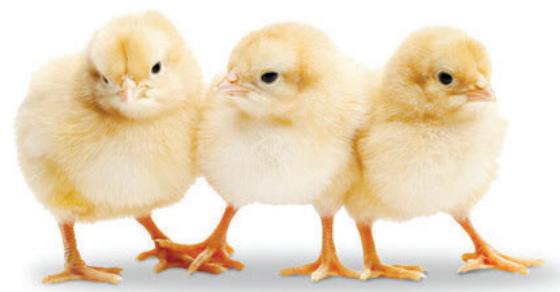
Celebrate Valentine's Day with Augusta Co-op!  
 From four-legged to two-legged loved ones – you have so many things to love and appreciate this Valentine's Day.

Enter our 'Love Your Pet' promotion\* on Facebook!  
 Post a photo of your pet between February 1-14, 2020 and include the hashtag #AugustaCoop to be entered to win one of many amazing prizes. Grand prize is 6 free bags of Exclusive Dog or Cat Food!

\*See store for details.  
 Winner will be notified 2-17-20.




**CHICKS ARE COMING TO AUGUSTA CO-OP!**



**ORDER NOW THROUGH FEBRUARY 29!**

INQUIRE TODAY;  
 STAUNTON LOCATION  
 HOLLY SUTTON - HSutton@AugustaCoop.com or 540-294-3763  
 FAIRFIELD LOCATION  
 HARLEY BRADLEY - HBradley@AugustaCoop.com

**LAWN MOWER OR SNOW BLOWER NEED SERVICED?**



**FREE PICK UP & DELIVERY NOW THROUGH FEBRUARY 29**

Take advantage of this special offer today! Have your lawn mower or snow blower serviced by certified professional service technicians - servicing ALL BRANDS.

Free pick up & delivery within 20 miles of Staunton.



(540) 885-1265 x 223

**NEW! CUSTOM SEED BLENDING**

- Seed must be purchased through Augusta Co-op
  - Minimum of 1,000 lbs of seed required
  - Can blend most all seed types
  - Repackaged in 50 lb bags or totes
- Contact your field sales representative or the agronomy division for pricing.



**THE RIGHT CHOICE FOR BEEF PRODUCERS**

Selecting the right genetics for your operation is important. So is selecting the right lender. Let's talk!

**LOANS FOR:**

- Cow/calf pairs, bulls, replacement heifers, stocker and feeder cattle
- Purchasing or leasing machinery, equipment and vehicles
- New or upgrading working facilities
- Operating expenses
- Barns and fences
- Large and small tracts of land



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 NMLS #456965

**DuraCor™**

Rinskor™ active

**HERBICIDE**

DuraCor™ herbicide is the new Range & Pasture herbicide brought to you by the global leader in Range & Pasture products with over 60 years in the business. It is expected to be labeled for control of annual and perennial broadleaf weeds and brush. DuraCor™, composed of two active ingredients, is powered by Rinskor™ active, the first new active ingredient introduced in the Range and Pasture market in nearly 15 years.

**Powered by Rinskor™ Active**

- Rinskor™ active represents the latest member of the arylopicolinate family of chemistry, a unique and new class of synthetic auxin chemistry within the Herbicide Resistance Action Committee's Group O category.
- Rinskor™ active received the 2018 Green Chemistry Challenge Award.

*The American Chemical Society's Green Chemistry award, given to companies or institutions that have developed a new process or product that helps protect public health and the environment, is the United States' most prestigious award program for green chemistry innovations.*

**ANTICIPATED PRODUCT ATTRIBUTES**

**Convenient**

- Flexible Application Methods:
  - > Easily Mixes with UAN
  - > Less tacky when Impregnated onto Dry Fertilizer
  - > Compatible with Multiple Tank Mix Partners
- Low Use Rate
  - > 12 fl oz Rate Controls Most Weeds
- Non-Restricted
  - > Does Not Contain 2,4-D or Dicamba

**Improved Forage Quality and Quantity**

- Extended Broadleaf Weed Control
- Increased Activity on Hard to Control Weeds
- One Jug Controls Over 140 Weeds

**Peace of Mind**

- Combination of Two Reduced Risk Herbicides
- Non-Volatile
- Low Odor
- Safe on Grass

**ANTICIPATED KEY WEEDS CONTROLLED**  
Over 140 Broadleaf Weeds and Woody Plants Control

Ironweed Species	Common Caraway	Honey Locust
Musk Thistle	Poison Hemlock	Black Locust
Canada Thistles	Plantain Species	Knapweed Species
Annual Marshelder	Silverleaf Nightshade	Curly Dock
Horsenettle	Cocklebur	Common Mullein
Spiny Amaranth	Wooly Croton	Absinth Wormwood
Wild Carrot	Buttercup Species	Annual Broomweed

Augusta Co-op is the exclusive dealer of DuraCor in the Shenandoah Valley. Contact us for more information regarding release date and application.

Troy Grimm, (540) 430-3131, TGrimm@AugustaCoop.com  
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Wednesday, February 19 • 3 PM - 8 PM  
 Weyers Cave Community Center  
 682 Weyers Cave Rd • Weyers Cave, VA

# Vendor Day

The largest farming brands on site in one location! Book your 2020 items at drastically reduced rates at our annual vendor day.  
 Door prizes, food, educational seminars and much more!



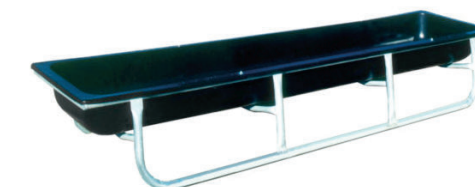
**2020 AUGUSTA CO-OP VENDOR DAY SEMINAR SERIES LINEUP**

6:30 PM – 'Economics' seminar  
 Hear from FSA, NRCS and lending institutions on what is to come in 2020. Learn about new government programs and much more!

Visit [AugustaCoop.com](http://AugustaCoop.com) for more details



All Gallagher Electric Fencing Products will be **15% off**



**Bunk Feeder**  
 10' Galvanized w/ Poly Liner  
 Regular Price 119.99  
**sale \$105** (22121798)



ALL Co-op Branded Mineral, **\$1.50 off** per bag (\$60/ton) Off Regular Pricing



**Behlen 10' Poly Feed Bunk**  
 Regular Price 299.99  
**vendor day \$265** (22122217)



**Co-op Mineral Feeder**  
 regular price 309.99  
**sale \$279.99** (16180)



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