



NETFC NOW



SULPHUR SPRINGS GREENVILLE CANTON CLARKSVILLE

December 2017

Volume 17, Issue 12



GENERAL MANAGER'S VIEWPOINT

by Brad Johnson

NETFC wishes you a Joyous and Blessed December and Christmas Holiday season.

We again would like to acknowledge and congratulate all the folks affiliated with the successful NETBIO Sales in Sulphur Springs on November 15th and November 29th. 7747 head & 5633 head were sold respectively totaling 13,380 head for the month. As its name implies, Northeast Texas Beef Improvement Organization, it truly is helping to improve the market quality and condition of beef cattle enabling many, many of our producers to benefit. Congratulations again.

As an Agricultural Cooperative whose business model is designed to serve members needs, we also have a business model to return net margins (profit) to our members in years we do have a positive net margin year-end. Our Fiscal Year End March 31, 2017 Your 9-person Board of Directors voted to distribute checks to members that cover both patronage dividend and stock retirement checks.

In October, \$180,941 was mailed to 2,566 members as a 50% Patronage Cash Dividend for their patronage from April '16 thru March '17. The other 50% was issued to those members in the form of Book Credits (stock) to be retired at a later date.

In November, \$297,065 was mailed to 953 members retiring a portion or all acquired Preferred stock (book credits) issued in years 2000 and prior.

Serving your agricultural needs, being owned by local agricultural producers, member participation in our governance process, and stock/patronage dividend return to members is what an agricultural cooperative is all about.

Have a great month.

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RETAIL FARM SUPPLY & SULPHUR SPRINGS FERTILIZER

by Jim Ratzlaff

**903 885 3143 Store 903 885 5036 Fertilizer
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- How much does it cost when we cut corners to save money? We all understand that one can spend themselves broke but on the flip side we can also save ourselves broke as well. Some where we got to figure where the balance is at.
- The three major things we can control that determines the quality and value of a crop is proper soil fertility, seed or variety selection and harvesting the crop at the proper maturity. As an example a 1000 lb roll of hay testing 12% protein is worth more than a roll of hay that is testing 5% protein. The difference just on protein alone for a cow eating 20 lbs on a 5% hay still needs 2 lbs of 20% cubes each day and if cubes are costing \$.143 a pound that is \$.286 more each day. A 1000 lbs roll of hay has 50 cow feedings in it times \$.286 makes that hay cost \$14.30 more then a bale of hay testing 12% crude protein. To raise the protein from 5% to 12% requires 24.4 lbs of urea which cost \$4.40 per roll, that would be a savings of \$9.90 a roll in protein cost. This is a case where one went to save money but lost money in the end. That is what is meant when some go broke trying to save money. And by the way, for that dry cow we only needed an 8% protein hay. I figured the cost for a 12% protein hay, which will cover the protein needs of a cow with a four month old calf on her side. That equates out to even more savings if you have cows with calves at their side. Just add good drinking water and make sure the cattle are eating Beef Cow Mineral with Radex at about 4 ounces per 1000 lbs of beef. So why don't we fertilize our cow hay? We could quit feeding cubes! Why don't we get a hay analysis before we buy the hay? It would be wise if we did these things.

- If a 6' roll of hay is worth \$45 a roll then a 5.5' roll is worth \$35.81; a 5' roll is worth \$31.25; a 4.5' roll is worth \$25.31; and a 4' roll of hay is only worth \$20.00; all based on a \$45 roll of hay that is 6' in diameter. That is a pretty big spread between the amount of hay in each roll. And then it depends how tight the roll is as to what the bale may weigh. Normally a good 4' X 5.5' round bale should weigh a 1000 lbs. The scale ticket is the real Paul Harvey, the rest of the story. Bad luck in this case, would be buying sorry quality hay in a 4' roll and paying a 6' price.
- Many of the new forages have the ability to be very productive with a high nutrient value if properly fertilized and harvested at the proper stage of maturity.
- In most cattle diets forage is the major portion of the diet. Therefore the higher the quality of the forage the less out of pocket cost we will need to fortify the diet to meet the production objectives.
- What do producers say, "If I had the money I would have fertilized." Well think on this, studies have proven that if one takes the money they have and fertilize properly on fewer acres, in the end, they are money ahead. I had a cattle producer last summer put it this way, good soil fertility cost less than the land payments. So in place of trying to make do with more acres, it has been proven to be money ahead in both quality and quantity doing the right things even if it is on fewer acres. I know that is the opposite of the nature of us in agriculture because we got this desire to control more acres. Like one farmer said, "I do not farm all the land, just what ever is next to me."
- What if it does not rain? It then would not matter anyway. The main thing is to do right what we can control lower the risk to the point that the losses are overcome by the overall results year end and year out.
- The high volume freight train also has a high volume of mismanagement. It is near impossible to hire people to do the right things right at the right time. That is why many managers have found that they are better off cutting down to what they can handle. Remember the article from the UK, for the average dairy to make the national average in wages it took 413 cows, but for the top dairy managers it only took 53 cows to earn the same wage. Here is the kicker to that article it said, in tough times, the 413 cow larger operation stood to lose much more than the 53 cow dairy. The key to surviving is weathering through the tough times with out increasing debt or loss of net worth. I also imagine that the 53 cow dairy manager did a lot more of the physical work. Now if this article was only one fourth right, the principle idea is still true.
- Now is a good time to get your soil tested. If it needs a pH adjustment, this winter is a great time to get that done. Here again, the question is can we afford to lime? Wrong question, the right question is, "what is the cost if we do not lime?" If your soil pH is 5.0 only 38% of your nitrogen is available, only 10% of your phosphorus is available, and only 30% of your potassium is available. That right there makes your fertilizer dollar 2.5 times higher based on returns, a \$350 a ton fertilizer is now costing you \$875 a ton in usable value. It does not take very many tons of lime to make the difference up. This makes for a good case maybe we can do better with less acres by using wiser inputs.
- We may be headed into a problem with a vitamin "A" shortage. The BASF plant went down which created a wide shortage. Just the news on this has created an increase in the cost of Vitamin "A". Vitamin "A" is most critical during the winter months in cattle because they are eating mostly hay. Vitamin "A" deficiencies means a lower immune system making the animals more susceptible to sickness and disease, poor gains and production, problems at calving, poor breed back, and many others. So to skimp on getting vitamin "A" in your cattle because of the cost, it may cost you more in the end than what you can afford to pay. However, for those who have some winter green grazing, vitamin "A" will not be a costly problem. It is for reasons like this that I believe the less we can be dependant on out of pocket costs for good production through excellent management practices producers will be money ahead in the end. As stated before, preparing for winter grazing saves money from the cost of feeding hay, cost of protein supplements, but now it would be an even greater benefit.
- It is not too late to get some ryegrass started and plant some clovers like, Ball clover or if you have tight soil plant Durana, however Durana will not give much grazing until very late on its first spring of growth, but after that, it will be a real winner.

Remember the Reason for the Season



Customer Service Representative

By David Holt

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Needless to say it's been a busy time at the Co-op, the Super Tanker in October, sold 321,460#s, with Crunch accounting for 254,940#s, the balance 14% A.P. Pellet. November so far, totals 223,560#s, with the Crunch at 185,360#s. The S.B. Tank for October totaled 78,620#s, and so far November is at 37,784#s. The bulk deliveries for Sabine Valley, October ended at 1,024,300#s, and so far November is at 949,600#s, with 6 loads of cubes on the books. The Thanksgiving Holiday is upon us, and this normally signals the start of winter feeding, or at least that appears to be the mindset of a lot of people, so the phones have been ringing, and orders placed. Our next Clarksville meeting is scheduled for the 28th of this month at noon, and we are getting ourselves ready for this get together. Have you heard the radio commercial, or commercials? Apparently there was glitch at the radio station and the commercials were on the air about twice as much as normal. We will see about writing two new ones for the next session, are looking forward to the "Season", have a safe and prosperous month and a MERRY CHRISTMAS , from the Scale House Crew.

We will be closed on Monday, Dec 25th, and Monday, Jan 1st, open regular hours on each Tuesday following. Enjoy your holiday.

Merry Christmas & Happy New Year

CLARKSVILLE FARM & RANCH CENTER

By Darrell Dunham

903 427 1922 903 427 1923



As 2017 is winding down we would like to wish everyone "Happy holidays"! It has been an exciting year for us at the Clarksville location and we would like to thank all of our customers for the support we have received since our opening. Meeting your needs is the reason we are here and as we grow we want to make sure that all those needs are being met.

We would like to encourage everyone to stop by and check out the protein sources we carry and possibly help determine which will best suit your operation. Whether it be a Sabine Valley product or a protein tub we have what you need.

We also have a large variety of feed troughs and creep feeders as well as an abundant supply of hay rings. Our store is stocked with items used everyday such as vehicle and tractor batteries, atv and rtv batteries along with batteries for your deer feeder.

With the warm and dry weather we have been experiencing opportunities to complete projects that would not be tempting when the weather is cold and wet. So whether you are considering building a new fence, repairing corrals or fixing up your barn we have the products to help get it done.

When the cold weather does arrive we have Key brand insulated overalls and coveralls and Key brand insulated jackets. We also carry an assortment of Rocky winter clothing and Rocky work boots.

Whatever your need is we are here to help. Come by and see us and have a Merry Christmas and a Happy New Year.



SULPHUR SPRINGS FARM & RANCH CENTER

By Donnie Peters

903 885 3143

By now most producers have decided to seed their winter pastures or to go with the amount of hay in surplus for the winter. By spring, we will know what was the right thing to do. Now some folks are still trying to decide what to do and this article may be beneficial to them. We are always preaching to include legumes in your pasture because they can provide 60-80 units of nitrogen per acre to your pastures. This will amount to quite a benefit to your summer grasses when only grazing is done to these pastures. Dr Bade, a retired Extension specialist found that legumes added to pasture would increase weaning weights on calves by 50 pounds per calf so it makes sense to include clovers into your yearly seeding. So, the benefits of 60-80 units of nitrogen and 50 pounds more of calves will pay for your seeding on clovers. For this time of the year, I would suggest Ocoee or Durana Ladino clovers. They are perennial clovers that will return on a yearly basis. These clovers do not usually compete well in getting established but when planted this time of the year, will emerge and you will be seeing it in the spring. The neat thing of this clover is that when it goes dormant in the summer and you get rains then it will begin growing to provide improved forage for your cattle. So give this option some serious consideration.



CANTON FARM & RANCH CENTER

By Ruth Freeman

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Cooler weather has arrived and with that comes the season for students preparing for spring livestock shows and events. Lindners show pig feed lines are available for those who are looking to optimize their advantage in the show ring. Bagged mineral, salt blocks, and protein blocks, as well as the #225 Hudson 30% and 20% protein drums are available for supplementing your animals throughout the winter season. It is also a great time to implement your worming program since we have had the first frosts of the season. Wormers such as Eprinex, Dectomax, Ivomec, and Cydectin, available in pour-on or injectable for cattle, as well as safeguard pellets, cubes and blocks for folks which choose to trough feed. We also have a broad range of wormers for horse, goat and sheep, in pastes, and pellets. For those raising bottle calves and weaned calves, come in and see us for vaccines, vitamins, and animal health products to fit your program. Feel free to stop in anytime at our New Farm and Ranch Center on Hwy 64, behind Goodwill. Hours are from 7:30-5:30 Monday-Friday, and 7:30-12:00 noon on Saturdays.

