in this issue:

Fever Ticks, Screwworms Controlled
Finance, Forage C. I. Topics
Feeder Sales Big Events This Month
Problems? Try Management

A COPY • $2 A YEAR

SEPTEMBER
INTEEN SIXTY-ONE
X-Cel Grow-N-Show, with its proper balance of proteins, vitamins, minerals and wholesome energy-giving grains makes an excellent base on which to build your creep-feeding program.

Specifically formulated for Florida conditions, X-Cel Grow-N-Show contains all the essential nutrients needed by Florida calves for thrifty, sturdy growth. It helps to develop and maintain the extra bloom that is so important to buyers.

X-Cel Grow-N-Show has a vital place in any commercial or pure bred feeding program.

Let us tell you how to use Grow-N-Show as the base for a more profitable beef program.
CONVENTION PROGRAM is pretty well planned for the Lakeland meeting scheduled October 25-27. One of Florida's best-known political leaders will be a main speaker.

MAKE YOUR RESERVATIONS, if you haven't already, by writing to Florida Cattlemen's Association, Box 646, Kissimmee. Be specific: Do you want a single, double, or twin beds? What nights will you be present? Headquarters will be the New Florida Hotel.

BEEF COUNCIL SELLING BULLS! Florida Beef Council is sponsoring an auction sale of good quality registered bulls at Webster on November 1. Beef Council displays will be prominent—and good bulls make for better Florida beef. Brown and Culbreath are managing the event. Consignors will each contribute $5 per head to Beef Council.

CATTLEMEN'S INSTITUTE visitors heard your Executive Vice President talk on the advantages you get from cooperative action through this association, and your local and national cattlemen's associations.

MONEY: FCA is spending less than its budget to date—but the few counties who owe a total of $2396.03 on their quotas will have to pay up if the Association is to end the year in the "black." Only Bradford has paid nothing on its 1961 quota, but partial balances are owed by Broward, Central Florida, Citrus, Clay, Gilchrist, Hendry, Nassau, Putnam, and Washington. (Incidentally, 1960 dues are still owed by Broward, Lafayette and Nassau and are also needed.)

BEEF COUNCIL is nearly $400 ahead of last year on collections. This shows wider support than before—but a great deal more is needed to enable a really first class public relations and advertising program to be developed.

ARTICLES & PICTURES needed, local associations! Send them to your Executive Vice President for use in our Newsletter or in The Florida Cattlemen.

HIGHLANDS FEEDER SALE is Saturday, September 9, at Hardee market, Wauchula (NOT Sept. 8 as reported in Newsletter).

NEWSLETTER is mailed midway between issues of The Cattlemen. You should get your copy by the 15th each month, and The Cattlemen by the 30th. We hope to include the new Marketing Report (first of its kind in the nation) with the September Newsletter. Pat on the back: our Marketing Committee has been solely responsible for this joint state-federal action.

TRAVELS—Omitted last month, and there's a real "string": In late June, Fort Lauderdale, Gainesville, Sanford, and the Executive Committee in Kissimmee. In July, Hernando association in Brooksville, Beef Council in Sebring, convention in Lakeland, contracts with Cattlemen and Continental Casualty in Ocala, Leon association in Tallahassee. Vacation for two weeks. Then in August, with President Gilbreath in Ocala, with the site committee in Kissimmee, national convention work in Tampa, diagnostic laboratory committee in Kissimmee, marketing committee in Orlando, Tampa and Lakeland auction markets, Beef Council in Leesburg, with the President in Ocala again, and at the Cattlemen's Institute at 4-H Camp Cloverleaf in Lake Placid, followed by a Sarasota meeting.

--Art Higbie, Executive Vice President

FLORIDA CATTLEMEN'S ASSOCIATION
847-4511, Box 646, Kissimmee

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Central Florida
(Lake and Orange)
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Columbia
Dade • DeSoto
Escambia
Flagler
Gilchrist • Glades
Hardee • Hendry
Hernando • Highlands
Hillsborough
Indian River
Jackson
Lafayette
Lee • Leon
Manatee
Marion • Martin
Nassau
Okeechobee • Osceola
Palm Beach • Pasco
Pinellas • Polk
Putnam
Saint Johns • Saint Lucie
Sarasota • Seminole
Sumter
Volusia
Walton • Washington
West Florida
(Bay, Calhoun, Franklin,
Gulf, Liberty, Wakulla)

for September, 1961
**Case Study**

### The Florida Dairy Farmer

**Calendar**

**SEPTEMBER**
- Sept. 1 - Hereford, Crossbred Feeder Sale, G'ville
- Sept. 2 - Fall Round-Up, QH Sale, New Market, Va.
- Sept. 3 - Fall Round-Up, Redoe, New Market, Va.
- Sept. 3 - Fall Round-Up, N.Y. Angus, New Market, Va.
- Sept. 6 - Saupin's Turtletown Angus Div., Montgomery
- Sept. 7 - Leon County Feeder Calf Sale, Monticello
- Sept. 9 - Dragons Feeder Calf Sale, Gainesville
- Sept. 10 - Lions Club Horse Show, Waynesboro, Ga.
- Sept. 10 - Florida J. farms, Jacksonville, Fla.
- Sept. 10 - Highlands Feeder Steer Sale, Wauchula
- Sept. 12 - Tri-County Feeder Calf Sale, Blountstown
- Sept. 12 - State of Florida Calf Sale, Gainesville
- Sept. 15 - Jackson Feeder Calf Sale, Gainesville
- Sept. 15 - State of Florida Swine Sale, Ga. City
- Sept. 10 - Eastern Pony Sale, Rising Sun, Md.
- Sept. 22 - Gainesville Feeder Calf Sale, Gainesville
- Sept. 29 - Jackson Feeder Calf Sale, Marianna

**OCTOBER**
- Oct. 2 - Smithdale, Hef. Dy'r, Limestone, Tenn.
- Oct. 16 - Georgia Feeder Calf Sale, Charlotteville, Va.
- Oct. 16 - Mid-Fla. Feeder-Stocker Sale, Orlando
- Oct. 17 - Live Stock & Poultry Show, Ocala
- Oct. 18 - Stocker Feeder-veal Sale, Ocala
- Oct. 18 - Charolais-Charby Annual Meet, Ocala
- Oct. 25 - PCA Annual Convention, Lakeland
- Oct. 25 - Nov. 4 - Greater Jax Fair, Jacksonville
- Oct. 30 - Jennings Angus Sale, Highmore, S. Dak.
- Oct. 30 - American Brahman Bull Sale, Ocala
- Nov. 30 - Nov. 4 - North Florida Fair, Tallahassee

**NOVEMBER**
- Nov. 1 - & - Sumter All-Fla. Rodeo, Webster
- Nov. 1 - American's Special Sale, Webster
- Nov. 5 - 2nd Annual, Special Sale, Webster
- Nov. 8 - M & M Round-Up Angus Sale, Belle Glade
- Nov. 9 - Ocala Beef Calf Sale, Kingsport, Tenn.
- Nov. 9 - Flagler Cracker Day, Bunnell
- Nov. 11 - Putnam Fair, East Palatka
- Nov. 7 - Del-So County Fair, Arcadia
- Nov. 7 - Hernando County Fair, Brooksville
- Nov. 18 - Gilberto Sale, Deep Sink
- Nov. 20 - International Bull Sale
- Dec. 5 - Graded Hereford Sale, Tifton, Ga.
- Dec. 9 - "Bilt. Topper" Angus Sale, to be announced
- Dec. 9 - Bull-Dobbs Bull Sale, Jackson, Miss.

**JANUARY**
- Jan. 5 - Fla. Angus Sale, Belle Glade
- Jan. 12 - Live Stock & Poultry Show, Jacksonville
- Jan. 23 - Ocala Bull Sale
- Jan. 24 - ANCA Convention, Tampa

**OTHER DATES**
- Feb. 3 - Bell Weeds & Co., Waynesboro, Ga.
- Feb. 5-10 - Southeastern Fat Stock Show, Ocala
- Feb. 6-7 - Florida State Fair, Tampa
- Feb. 24-29 - University Sale, Bartow
- Feb. 10 - Eastern Charolais-Charby Sale, Ocala
- Mar. 5 - So. Ohio Sale, St. Geo, Ga.
- Mar. 10 - Treasure Acres Angus, Blairsburg, Ia.
- Mar. 15-17 - Natl. Brahman Sale, Bartow
- Apr. 12-14 - Beef Cattle Short Course, Gainesville
- June 13-15 - PCA Mid-Year Meeting, Daytona Beach

**Service Issues of The Florida Cattlemen** for 1961-62

- October - Herefords, American Angus, Equipment
- November - American Breeds
- December - Brahman, May
- January - Forestry, June
- February - Better Pastures, July
- March - Better Bulls
- April - Market, June
- May - Shorthorn

**The Florida Dairy Farmer will appear in The Cattlemans for APRIL, JUNE, SEPTEMBER, DECEMBER.**

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**The Cover for September 1961**

**SHORTHORNs ARE DOING a good job in adding size and growth factors to Florida commercial cattle. Purebred bulls like White Master, pictured on the cover, are one reason. He's owned by Smith Ranch of Winter Haven, pictured with Steve Smith, Brad Fuller and Diana Garrett on the fence behind.**

---

**OFFICIAL PUBLICATION**

**Florida Cattlemens' Association, Louis Gilbreath, President, Ocala.**

**Florida Swine Producers Association, Henry Gatrell, President, Fairfield.**

**Florida Dairy Farmers' Federation, Chris Jensen, President, Ocala.**

**Eastern Brahman Association, M. E. Hammond, President, Barrow.**

**Eastern States Brangus Association, Frank Smith, President, Sarasota.**

**Florida Hereford Association, C. W. Quinn, President, Jacksonville.**

**Florida Angus Association, Charles H. Moore, President, Lutz.**

**Florida Quarter Horse Association, E. L. Partin, President, Kissimmee.**

**Florida Santa Gertrudis Association, W. W. Leavine, President, Ocala.**

**Florida Shorthorn Breeders Association, Jack Hooker, President, Plant City.**

**Florida Meat Packers Association, Ralph G. Pres-ident, Orlando.**

**Eastern Charolais & Charby Association, H. C. Gatrell, President.**

**Florida Beef Council, Marvin Kahan, Chairman, Sebring.**

**Florida Dairy Cattle Club, Frank De-brief, J. President.**

Published monthly by Coby Publications, Inc., at 10 Verona Street, Kissimmee, Florida. Subscription price $2.00, 1 year; $3.00, 2 years; $4.00, 3 years; $5.00, 4 years. Entered as second class matter March 15, 1947, at the postoffice at Kissimmee, Florida, under the Act of March 3, 1879. Published by Coby Publications, Inc., operated by The Florida Press and the Florida Livestock News Service. Advertising rates covered in Rate Control No. 23, have been published by order of the open rate committee, but subject to change, at the conclusion of this period, without notice, if the Commission ruling. Adresse Correspondence to: Box 891, Kissimmee, Florida. Phone 847-3931.
CUTTER QUALITY... ALL-WAYS WORTH MORE

3 REASONS WHY YOUR VACCINE FOR FALL VACCINATING SHOULD BE A CUTTER VACCINE

1 CUTTER'S DOUBLED POTENCY TEST
THERE IS A DIFFERENCE IN BLACK-LEG VACCINES, and Cutter's testing procedures show it... show there's a greater assurance of potency in Blacklegol® vaccines over our own regular (slightly cheaper) vaccine. This extra potency pays off for ranchers year after year. EACH LOT OF BLACK-LEGOL VACCINES IS TESTED AT TWICE THE LEVEL OF POTENCY OF REGULAR BLACKLEG VACCINE. And each lot of Blacklegol vaccine must pass this demanding doubled potency test or it is discarded—never sold.

ALHYDROX MAKES THE DIFFERENCE
The reason why Blacklegol vaccines can pass this doubled potency test and offer greater assurance of protection is that they are fortified with ALHYDROX, a chemical that holds vaccine in the animal's tissue, releasing it slowly for a higher, longer-lasting immunity.

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When new strains of the blackleg disease organism are found in ranch outbreaks, they are stored in Cutter's extensive Culture Bank. Each lot of Blacklegol vaccine is kept up-to-date with strains from this "bank," including the latest bad actors.

3 64 YEARS "BLACKLEG" EXPERIENCE
There's no substitute for experience, and Cutter has been in the business since blackleg protection came in a pill. The know-how and knowledge that comes from long experience like this is what it takes to come up with the product improvements that result in better blackleg protection.

CHOOSE EITHER OF THESE ALHYDROX® FORTIFIED BLACKLEGOL VACCINES FOR YOUR FALL VACCINATING NEEDS

Blacklegol® "S-HS"
long term protection against blackleg and malignant edema
and seasonal protection against shipping fever

Blacklegol® "S"
long term protection against blackleg and malignant edema

CUTTER LABORATORIES
BERKELEY 10, CALIFORNIA

AMERICA'S OLDEST BRAND
OF BLACKLEG VACCINE
Editor's Desk

Angus Cows Wanted by New Florida Cattlemen

Dallas, Texas

I am returning to the Fort Myers area to start a “cow and calf” operation. As I am not too familiar with the cattle industry in Florida, I would like some information as to whom and where I might contact various cattlemen about buying cows for the start of my operation... I would rather contact these individuals than to go to many cattle auction markets, where it would take time to pick up these animals. I am an Angus man, so would rather correspond with them in particular.

J. W. Kline

“We'll be happy to forward any letters.

They’re NOT “Backtagging” Steers, Just the Older Females

Tallahassee

In reading the August CATTLEMAN, I noted on page 38B a picture of a state worker backtagging a “steer” at the Glades Livestock Market in Belle Glade in implementation of our Brucellosis program. From the view shown, it is very difficult to determine the sex (or non-sex) of this animal; however, I trust our employees are not backtagging steers for bleeding at slaughtering establishments to determine their Brucellosis status. . . . Inasmuch as I wish to prevent any possible confusion on the part of the cattlemen regarding the backtagging program: only adult females and bulls are being backtagged for ultimate bleeding at the slaughter houses...

State Department of Agriculture Dr. C. L. Campbell, Director Div. of Animal Industry

“The error was your editors’, not the inspector’s!”

Latest Statistics

Commercial Slaughter and Average Weight (USDA)...

<table>
<thead>
<tr>
<th></th>
<th>Cattle</th>
<th>Calves</th>
<th>Swine</th>
<th>Sheep</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>M Head Lbs.</td>
<td>M Head Lbs.</td>
<td>M Head Lbs.</td>
<td>M Head Lbs.</td>
</tr>
<tr>
<td>June 1961 (Fla.)</td>
<td>30.0 884</td>
<td>15.6 239</td>
<td>34.0 211</td>
<td>0.0 0</td>
</tr>
<tr>
<td>June 1960 (Fla.)</td>
<td>29.0 855</td>
<td>13.8 252</td>
<td>31.5 211</td>
<td>0.0 11</td>
</tr>
<tr>
<td>June 1960 (U.S.)</td>
<td>2262.2 1016</td>
<td>565.0 249</td>
<td>6006.4 248</td>
<td>4198.8 95</td>
</tr>
</tbody>
</table>

Slaughter Under State Inspection, Head (FLB) . . .

<table>
<thead>
<tr>
<th></th>
<th>Cattle</th>
<th>Calves</th>
<th>Swine</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>June 1961</td>
<td>12,628</td>
<td>5,603</td>
<td>30,010</td>
</tr>
<tr>
<td>June 1960</td>
<td>15,718</td>
<td>5,582</td>
<td>23,230</td>
</tr>
</tbody>
</table>

Livestock Prices Per Hundred (USDA) . . .

<table>
<thead>
<tr>
<th></th>
<th>Cattle</th>
<th>Calves</th>
<th>Swine</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Fla., July 15, 1961</td>
<td>$17.80 14.80</td>
<td>$19.60 19.90</td>
<td>$17.60 17.80</td>
</tr>
<tr>
<td>Fla., July 15, 1960</td>
<td>17.90 15.00</td>
<td>19.80 18.80</td>
<td>16.00 16.60</td>
</tr>
</tbody>
</table>

Screwworm Report (From Florida Livestock Board) . . .

<table>
<thead>
<tr>
<th>Week Ending</th>
<th>Animals Inspected</th>
<th>Herds Found</th>
<th>Wounds</th>
<th>Flies Released</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>Hogs  Calves Other</td>
<td>Inspected Screwworms</td>
<td>Noted</td>
<td></td>
</tr>
<tr>
<td>July 15</td>
<td>7,292 7,931 492</td>
<td>685</td>
<td>0</td>
<td>611</td>
</tr>
<tr>
<td>July 22</td>
<td>5,862 6,309 223</td>
<td>608</td>
<td>0</td>
<td>434</td>
</tr>
<tr>
<td>July 29</td>
<td>3,954 7,686 132</td>
<td>323</td>
<td>0</td>
<td>279</td>
</tr>
<tr>
<td>Aug. 5</td>
<td>1,201 2,448 13</td>
<td>105</td>
<td>0</td>
<td>212</td>
</tr>
<tr>
<td>Aug. 12</td>
<td>2,369 1,485 36</td>
<td>94</td>
<td>0</td>
<td>263</td>
</tr>
</tbody>
</table>

1961 Calf Crop (USDA) . . .

<table>
<thead>
<tr>
<th>State</th>
<th>Cows, Heifers % Calving</th>
<th>% Calving</th>
<th>% Calving</th>
<th>% Calving</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>Two and Older 1961</td>
<td>1950-59</td>
<td>1960</td>
<td>Bank 1961</td>
</tr>
<tr>
<td>Fla.</td>
<td>912,000 63%</td>
<td>66%</td>
<td>63%</td>
<td>48th</td>
</tr>
<tr>
<td>Ga.</td>
<td>741,000 80%</td>
<td>80%</td>
<td>80%</td>
<td>45th</td>
</tr>
<tr>
<td>S. Dak.</td>
<td>1,561,000 93%</td>
<td>90%</td>
<td>93%</td>
<td>1st</td>
</tr>
<tr>
<td>U. S.</td>
<td>46,275,000 86%</td>
<td>86%</td>
<td>86%</td>
<td></td>
</tr>
</tbody>
</table>

Palatka, Florida • Telephone: East 8-1404
Colonial feedlot, Tampa, finds...

Steers make low cost beef on high energy Purina-based ration

“Fattening cattle on a high energy, low fiber ration helps us produce beef more efficiently,” says Alton Gillen, co-owner and general manager of the Colonial Feed and Fertilizer Company feedlot in Tampa. “We can improve finish grades faster and more economically with less roughage in the feed.”

Most cattle at Colonial are fed on contract for packers in the Tampa area and for individual cattlemen. Light-weight calves weighing 300 to 550 lbs. and heavier cattle are finished to standard, good, or choice grades depending upon their initial grade and number of days on feed. Total capacity of the feedlot is 4,000 head.

Gillen notes, “Research and results determine my choice of a cattle fattening ration. That’s why our steers get a mixture of ground corn meal, citrus pulp, Purina Steer Fatena, and limited amounts of roughage. It’s the most profitable way I’ve found to produce quality beef.”

Good fly control has been important in the success of this feeding operation. Cattle are sprayed when flies get thick, and a fly bait is scattered around feed troughs and in alleyways. “It’s hard to tell how many pounds flies worry off cattle. But we do know that fly control pays off,” adds Gillen.

Whether you fatten cattle for market or run a brood cow herd, there’s a research-backed, field-proved Purina Cattle Feeding Program built to fit your needs. Call or stop in and talk with your local Purina Dealer next time you’re in town about the Purina Way to feed beef cattle. He’s at the familiar Red and White Checkerboard Store.
PLAN NOW FOR YOUR ALL-TIME BEST YIELDS...with the help of Florida-Formulated VERTAGREEN

All over Florida, more and more growers are switching to Florida-formulated Commercial Vertagreen, the complete premium fertilizer that's “worth more because it does more.” They have found that it isn’t how little a fertilizer costs that counts, but how much it does. Armour Vertagreen is made right here in Florida for Florida soils and crops. It has that extra work-power that gives finer-quality yields, increased yields that mean increased profits for you. First chance you get, consult with your neighbor who uses Commercial Vertagreen. See what it has done for him. Then make your plans for bigger and better yields...with Vertagreen.

Worth More because it Does More!

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- Lake City, Florida
  - Mr. L. L. Eaddy
    - P. O. Box 285, Phone: 752-0758
- Lake Hamilton, Florida
  - Mr. B. H. Gotsch
    - P. O. Box 301, Phone: HA 2-4707
- Lake Wales, Florida
  - Mr. L. W. Jones
    - P. O. Box 774, Phone: 3-3124.
- Newberry, Florida
  - Mr. J. B. Smith
    - P. O. Box 306, Phone: CR 2-2356
- Orlando, Florida
  - Mr. W. W. Beckett
    - P. O. Box 7701, Phone: GA 3-9890
- Palmetto, Florida
  - Mr. R. V. Barber
    - P. O. Box 6, Phone: 6-5171
- Tarpon, Florida
  - Mr. G. C. Butler, Jr.
    - P. O. Box 3, Phone: CE 5-4067
- Sebring, Florida
  - Mr. M. D. Anderson
    - P. O. Box 985, Phone: EV 5-0766
- Tallahassee, Florida
  - Mr. H. L. Fuqua
    - P. O. Box 413, Phone: 224-7935
- Vero Beach, Florida
  - Mr. J. E. Scott
    - P. O. Box 1597, Phone: JO 7-2263

**OKEECHOBEE FEEDER CALF SALE**

**FRIDAY—2:00 P.M.**

**SEPTEMBER 22nd**

**TOP QUALITY STEER & HEIFER FEEDER CALVES OFFERED HERE**

**GOOD SALE OF A LARGE NUMBER OF TOP ANIMALS IN LOTS ONLY**

**WE URGE ALL INTERESTED BUYERS AND SELLERS TO CONTACT US FOR FURTHER INFORMATION**

**OKEECHOBEE LIVESTOCK MARKET**

Pete Clemons and Q. J. Hazellief owners
Pete Clemons, Manager
RO 2-5521 or RO 2-2714
OKEECHOBEE, Florida

---

**Rob Ochiltree and Carl Rose Fooled Lots of Folks in Aug. Issue**

Sneads

I will say that the boy in the photo to the left is J. O. Pearce, Sr., of Okeechobee, Fla., and the one in the right is Henry O. Partin of Kissimmee.

Mrs. Rufus Arnold

"Sorry. Wrong on both counts. But a good try at a hard job! In last issue, we ran two pictures, one showing Rob Ochiltree of Wildwood (above), and the other Carl Rose of Ocala (below) as they looked about 50 years ago. For a correct answer, see below (Mrs. Williams has received our check for $2 as offered).

Lakeland

The old picture is Carl G. Rose, Sr., of Ocala—or I think it is. The clue: girth was mentioned and Indiana.

Mrs. Juliette Williams

**The Ad Paid Off: A Horse Was Sold**

Albany, Georgia

Enclosed you will find advertisement for your September issue... We hope our advertising will be profitable with you. In the last issue, we got one letter immediately and one phone call as soon as he read the advertisement and then came on up and bought a horse. We advertised in (another magazine) six months and had two letters... McH. Abel

Mockingbird Hill Ranch

"Thanks, readers, for writing to CATTLEMAN advertisers. It actually costs ap-

---

**OKEECHOBEE FEEDER CALF SALE**

**FRIDAY—2:00 P.M.**

**SEPTEMBER 22nd**

**TOP QUALITY STEER & HEIFER FEEDER CALVES OFFERED HERE**

**GOOD SALE OF A LARGE NUMBER OF TOP ANIMALS IN LOTS ONLY**

**WE URGE ALL INTERESTED BUYERS AND SELLERS TO CONTACT US FOR FURTHER INFORMATION**

**OKEECHOBEE LIVESTOCK MARKET**

Pete Clemons and Q. J. Hazellief owners
Pete Clemons, Manager
RO 2-5521 or RO 2-2714
OKEECHOBEE, Florida
Use a **PURIFIED**

Phenothiazine Drench

Until recently all phenothiazine was standard grade product. Now, in addition to fine particle size a new, more efficient grade of phenothiazine has been developed. PURIFIED phenothiazine properly formulated offers livestock raisers a superior drench. Tests show it to give the highest efficiency of control of stomach and intestinal worms.

A new formula using PURIFIED phenothiazine micronized for fine particle size, disperses a concentrated dose into the fourth stomach and intestinal tract. Tests prove this action kills more worms and more kinds of worms with little of the formula being absorbed.

Scientists report surprising differences in the effectiveness between PURIFIED phenothiazine drench and ordinary, small particle, green drench. Why settle for partial results? Start getting better feed conversion . . . faster rate of gain — maximum results from your cattle by using a PURIFIED phenothiazine drench.

Ask Your Dealer for PURIFIED Phenothiazine Drench

---

**LARGE GRAIN DRYER** with a capacity of 550 bushels has been added to the John Deere line. This photo shows the new John Deere 550 grain dryer, and a bit of the 4010 tractor, drying shelled corn.

---

Proximately $1.25 per copy to produce this magazine, which you as a subscriber buy for as little as 8-1/3¢! It's the advertiser which makes our low subscription rate possible.

**Your News Stories, Pictures, Appreciated—But Can't Use Color**

St. Augustine

I am enclosing a picture of Harry Pringle and some of his Brahman cattle. Mr. Pringle is an old-timer in the cattle business. In the past few years he has begun a pasture improvement program and now has about 30 acres of Pensacola Bahia and clover pasture. He has about 75 head of cattle which he maintains on his native and improved pastures. I hope you can use the picture in THE CATTLEMAN.

P. R. Mullen
County Agent

"Many thanks. We were very sorry that we had to return the photo unused, as it was a Kodachrome, and finances prohibit our use of color pictures in THE CATTLEMAN. We solicit any stories and black and white pictures which any reader would like to send us . . . any time. They'll usually be used!"

---

**Top 4-H and FFA Showman at State Fair to Get Cattleman Trophy**

Gainesville

Many thanks for (donating) an award to the top 4-H showman at the 1962 Florida State Fair. You can rest assured that this nice gesture is greatly appreciated.

J. E. Pace, Animal Husbandman
Agricultural Extension Service

---

For Sleepless Nights: Read The Cattleman?

Tampa

One night last week I was so busy trying to go to sleep that I couldn’t . . . So I turned on the bed lamp, reached over and picked up the August issue and began

---

The Florida Cattleman
Modern granulated

DAVCO 3-G
gives you
fullest possible
growth response

Farming in Florida is an art—requiring
the best, most up-to-the-minute ideas and
techniques. That’s why so many knowl-
edgeable Florida farmers, growers and
ranchers are switching to DAVCO 3-G—
the modern granulated fertilizer.

DAVCO 3-G gives you all the benefits of granulation—
complete, uniform coverage—faster spreading—dust-
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important, plants get an even flow of complete plant
food, all the Nitrogen, Phosphorus and Potash they
need. Result—You get full plant growth, early maturity,
heavier crops.

Call the Davison man nearest you today.

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DEHYDRATED
COASTAL
BERMUDAGRASS

14% PROTEIN, 21% FAT, 25% FIBER, 175,000
UNITS VITAMIN A (CAROTENE), XANTHOPHYLL

64% TDN
OR MORE

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GROWTH FACTORS

Pellets or Reground Meal
(Animal Fat Added)

Roughage
DAIRY CUT
LENGTHS

Low Cost
High Cellulose
Pellets

Truck or Rail Delivery

GRACO DEHYDRATION
Phone 2-1602, Box 89
CAIRO, GEORGIA

UNCONDITIONAL guarantee against
breakage is novel offer on this nine-ton
wagon made by Winpower Manufacturing
Company, Newton, Iowa, from air-
craft type high-tensile steel.

to read.
What I am getting at is this: I don't
know whether I was just in a super-re-
ceptive mood—or whether the August is-
sue is just about the best issue I have
read. Anyway, just wanted you to know
my thoughts.

Mrs. Bob F. Deriso

Liver Fluke Experimental Work
Being Conducted by CIBA

THE UNITED Nations Food and Agricul-
ture Organization is joining with CIBA
Ltd., international pharmaceutical firm
of Summit, New Jersey, in a project to
“control or eradicate liver fluke disease
(Distomatosis)” and a South American
disease caused by the tropical warble fly,
according to a CIBA release.

CIBA will contribute the cost of an ex-
pert’s field survey in Latin America,
unlimited amounts of its products for
FAO field work and for government field
trials, and the costs of a technical publi-
cation on animal disease.

It is not known whether the same fluke
which is present in Florida is present in
Latin America.

Over 80 Percent of Nation’s
Counties Now Eradicating Bang’s

WILLIMSBURG COUNTY in South Caro-
lina became the 2523d county of 3152 in
the nation to join the federal-state pro-
gram to eradicate Brucellosis, USDA re-
ports in Veterinary Dispatch.

A new method of testing for Brucel-
losis called the Heat Inactivation Test
has been developed by USDA’s National
Animal Disease Laboratory and will be
used as a supplement to the present blood
test in what USDA calls “problem
herds—presumably those herds where
positive tests show up month after month,
despite elimination of reacting cows.

Crusher-Feeder Head Speeds Grind
Of Ear Corn and Hay, Reports Gehl

A NEW crusher-feeder head to speed
grinding of ear corn and hay is now avail-
able with the Gehl Mix-All Feedmaker,
the company reports. The 17-inch-wide
crusher operates with a four-speed swing-
ing auger feeder in grinding corn, and the

The Florida Cattlemans
important part of every pasture program . . .

IDEAL 10·10·10

GRANULAR

So important, because Ideal 10-10-10 Granular is easy-flowing, even-flowing which makes it more economical to apply. Practically dust-free, each granule contains the complete quality fertilizer to assure uniform feeding for nutritious grazing.

We'd like to share our valuable experience in developing pasture programs. Take us up on it. Call your W&T Representative today. He'll be glad to help you plan for maximum quality and production.

WILSON & TOOMER FERTILIZER COMPANY

FLORIDA AGRICULTURAL SUPPLY COMPANY

Plants in Jacksonville, Tampa, Cottondale, Port Everglades

GENERAL OFFICES - JACKSONVILLE, FLORIDA
Competition?

YOU have COMPETITION in selling your livestock—from every other cattleman in the United States, a million or more with sizable herds.

WE have COMPETITION, of course, in our auction markets—just look at the list below, and several markets aren’t members of our Association.

YOUR BUYER should have COMPETITION, too—if you are to get the top market price for your stock. To be sure of competition, you must—

Sell Only at Auction!

For market information, contact any one of these solid, substantial markets—members of both Florida and National associations, and subscribers to the National “Code of Ethics” for auction markets:

Arcadia State Livestock Market
Auctions Every Wednesday
Pat Kelly, Mgr., Ph. WA 9-3151, 8-6901
ARCADIA, FLORIDA

Chipley Livestock Company
Auctions Every Tuesday
Buddy Neel, Mgr. Ph. ME 8-0267, 8-0689
CHIPLEY, FLORIDA

Glades Livestock Market
Auctions Every Monday
George Young, Mgr. Ph. WY 6-3028
BELLE GLADE, FLA.

Walton County Livestock Market
DEFUNIAK SPRINGS, FLA.

Gainesville Livestock Market
Auctions Every Monday
L. H. Thompson, Mgr. Ph. FR 2-3442
GAINESVILLE, FLA.

Jackson Livestock Market
Auctions Every Wednesday
Lovette Jackson, Manager
Phones FR 6-8304, 2-8612 (home)
GAINESVILLE, FLA.

Tindel Livestock Market
Auctions Every Monday
Claud Tindel, Mgr. Phone AN 3-3001
GRACEVILLE, FLA.

Kissimmee Livestock Market
Auctions Every Wednesday
Kenneth Caldwell, Mgr. 847-3521
KISSIMMEE, FLA.

Cattlemen’s Livestock Markets
Monday • Sales • Tuesday
Harry McCollum, Mgr.
Ph 4-1145 • Ph MU 2-0117
TAMPA and LAKELAND

Columbia Livestock Market
Auction Every Thursday
Terry McDavid, Mgr., Ph. 752-1874
Brooker 2681
LAKE CITY, FLA.

Suwannee Valley Livestock Market
Auctions Every Wednesday
O’Neal Boatright, Mgr. Ph. FO 2-1702
LIVE OAK, FLA.

West Florida Livestock Market
Auctions Every Tuesday
Bill Fite, Mgr. Phone HU 2-2229
MARIANNA, FLA.

Monticello Stockyards
Auctions Every Monday
John Hawkins, Mgr. Phone WY 7-1711
MONTICELLO, FLA.

Mills Auction Market
Auctions Every Thursday
C. E. Mills, Mgr. Ph. MA 2-4454, 9-3662
OCALA, FLA.

Mid-Florida Livestock Market
Auctions Every Monday
Gilbert Tucker, Mgr. Ph. GA 5-0432
ORLANDO, FLA.

Okeechobee Livestock Market
Auctions Every Tuesday
Pete Clemons, Mgr. Phone RO 2-5521
OKEECHOBEE, FLA.

Gadsden County Livestock Market
Auctions Every Wednesday
Wayne Henry, Mgr. Phone MA 7-8627
QUINCY, FLA.

Live Stock Auction, Inc.
SARASOTA, FLORIDA

For Further Information about Florida Livestock Markets, Contact
FLORIDA ASSOCIATION OF LIVESTOCK MARKETS
Livestock Exchange Building, Kissimmee, Florida

PLASTIC PIPES are shown in these two photos: above technician tries to break a length of Allied Chemical Corporation’s Polyethylene pipe, designed to carry water, while below is a clear plastic milk hose which has met U.S. standards for use with milk and is made by Munray Products, a division of Textron, Inc., of Cleveland, Ohio.

auger can be swung aside to allow the slicing of baled hay. For further information, contact Gehl Brothers Manufacturing Company, West Bend, Wisconsin.

New Herbicide by DuPont: Will It Work on Myrtles?

“AN EASY method of controlling brush in pastures” is the way DuPont describes its pelleted fenuron, sold as “Dybar” for killing weeds and brush.

The pellets are spread on the ground at the base of each brush cluster, without need for mechanical equipment, says the company. The product is non-corrosive and non-flammable, and presents little or no toxicity hazard to man or animals if directions are followed.

A long list of brush which Dybar will control is listed, but myrtles are not included, perhaps because they are not a pest in the areas where the product was tested. For further information, contact DuPont’s Information Service, Wilmington, Delaware.

Jackson Grain Sells Out
To Nutrena Mills of Minneapolis

THE JACKSON Grain Company X-Cel Feed Division at Tampa has been sold to Nutrena Mills, Inc., of Minneapolis, ac-
"Profits up $25 per cow my first year on MoorMan’s Dairy Cow Mintrate"

— says Turner Coats, Coats Dairy, Saint Lucie County, Florida

"My Weight-A-Day records show that net profit increased between $20 and $25 per cow the first year I switched to MoorMan’s Dairy Cow Mintrate*. And, my profits have continued to rise," says Mr. Turner Coats.

"Right now, my average total feed cost is 18¢ per gallon of milk produced. This is 4¢ per gallon less than my previous feed cost. And, in addition to lower production costs, my cows are in better condition, have no calving trouble, and lactate longer.

"Before I started on MoorMan’s Dairy Cow Mintrate, I mixed eleven different feeds in my ration," says Mr. Coats. "Now, I get better results with only six—snap corn, citrus pulp, soybean meal, molasses, salt and MoorMan’s Dairy Cow Mintrate makes a balanced ration with these feeds and cows seem to get more out of them.

"I mix my own feed and save $5 to $15 per ton."

Mr. Coats self-feeds Mintrate Blocks to his dry cows on grass. Says, "Cows stay in good condition, ready to go on grain. And, Blocks save me labor and money." Also, all his livestock get MoorMan’s Minerals free-choice.

Here’s why you, too, can increase dairy profits with MoorMan’s. Dairy Cow Mintrate is a super concentration of 7 protein sources, urea, 15 minerals, plus Vitamins A and D. This combination meets all nutritional needs and promotes increased micro-organism activity in the rumen. It helps break up fibrous forage, thus releasing more of the milk-producing energy from roughage.

Self-fed Mintrate Blocks work in much the same way for dry cows and heifers on grass.

Take advantage of the profit-producing advantages of MoorMan’s Mintrates. Your MoorMan Man will be glad to supply a recommended feeding program, with cost estimate, tailored to your operation.

MoorMan’s®

Since 1885

Good Results Through Research and Service
MOORMAN MFG. CO., QUINCY, ILL.

Cattlemen... Dairymen...

Don’t Miss the
GREATER JACKSONVILLE
AGRICULTURAL and INDUSTRIAL
FAIR
GATOR BOWL–JACKSONVILLE
OCTOBER 25–NOVEMBER 4, 1961

$11,600 in Premiums—94 Beautiful Trophies for
ANGUS, BRAHMAN, CHAROLAIS, HEREFORD,
SANTA GERTRUDIS, SHORTHORN, AYRSHIRE,
BROWN SWISS, GUERNSEY, HOLSTEIN, JERSEY

Up to 35 Classes per Breed

JUDGING DATES
SHOW
EXHIBIT DATES
Oct 26
Adult & Jr. Egg Show
October 25 - November 4
Oct 26
Rabbit Show
October 25 - November 4
Oct 27
Poultry Show
October 25 - November 4
Oct 27
Adult Beef
October 25 - October 29
Oct 31
Adult Dairy
October 25 - November 4
Nov 4
4-H & FFA Beef & Dairy
November 1-4

Entries Close October 16

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ELgin 3-0535

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We Buy Virgin or Well-Matured Pine Stumps

For Information Write or Phone
NEWPORT INDUSTRIES COMPANY
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Major Processor of Pine Stumps in Florida for 43 Years

ENGINEERING firm in Houston, Texas
–Lockwood, Andrews and Newman, Inc.
–used Childers Manufacturing Company
structural shelters shown above for
shelters used at United Feed Lots, Inc.,
near Houston. Facilities were designed
by Kansas City Millwright Company,
and provide for expansion. The Childers
firm is located in Houston, also.

according to R. D. Jackson, president of
the pioneer feed concern.

Jackson Grain was established by the
late Frank D. Jackson in 1909. It was
the first feed company to build its own
chemical laboratory for quality control
and the first to have its own commercial
research farm.

Jackson Grain will continue to operate
its X-Cel Supply Company, with Frank
D. Jackson II as general manager,
and with stores in Tampa, Orlando
and Plant City. It will manufacture and
distribute fertilizers, insecticides and gar-
den supplies.

The present mill at Cass and Ashley is
on riverfront land recently bought by
the city of Tampa and will be dismantled
when Nutrena finishes its new 100-ton
a day mill adjacent to the Tampa grain
elevator of Cargill, Inc., which is Nu-
trena’s parent firm.

Practically all Jackson personnel will
remain with Nutrena, including Keith
H. Morgan, former vice president, who
will head Nutrena’s Florida operations.

Medicate in Water, Urges
Vineland Laboratories

A comprehensive technical booklet cit-
ing the advantages of water medication
for hogs and other livestock has been
published by Vineland Laboratories, Inc.,
Vineland, New Jersey. The new appara-
tus, known as the “Crown Proportioner,”
accurately injects one ounce of any
water-soluble medicinal to every gallon
of water.

New Ford Attachment Chops
Even the Rankest Forage

FORD’S TRACTOR and Implement Division
reports that a new attachment for its
650 forage harvester has harvested pre-
viously unmanageable, six-foot tall, junc-
tile-like growths of Malojilla and Ele-
phant grass in Puerto Rico. Ford re-
ports that the machine has been built
with unusual strength, and is equipped
with a pusher rod which positions tall
If your pastures kept the high feed values of actively growing spring grasses, your dairy cows would produce at close to bred-in capacity the year-round. But in maturing and weathering, pastures lose their milk-making nutrients, causing milk production to slump.

Prevent this slide in the milk flow of your herd. Give your cows the green-feeding benefits of Merry Mixer Dehydrated Alfalfa. You'll see the dips in their milk production curve straighten out—come back to the peak levels of spring milk production.

FOR MORE PROFITABLE DAIRYING
Consolidated Blenders has compiled the complete story of the role of Carotene in milk production, and of how Merry Mixer in the right amounts supplies that Carotene for more profitable dairying the year-round. For this fact-packed brochure, just send your name and address to:

Dairy Brochure
CONSOLIDATED BLENDERS, INC.
P. O. Box 1965, Hooker's Point
Tampa, Florida

MERRY MIXER
DEHYDRATED ALFALFA
A Product of
CONSOLIDATED BLENDERS, INC.
Fremont, Nebr. Tampa, Fla. Guntersville, Ala.
represented in Florida by
BRADLEY AND BAKER
Barnett Bank Building, Jacksonville, Florida.
Liver Flukes Destroyed
By Efficient, Safe Drench

An efficient drenching treatment to control the common liver fluke is proving valuable in the cattle and sheep industry. The efficient preparation is easily administered and is non-toxic to animals.

This simplified method of drenching with a single dose of the medicant offers protection against a destructive parasite that causes considerable annual losses. Often from 2 to 5% of the total possible weight of an animal is lost because of digestive and other disturbances caused by liver flukes. This frequently means 25 cents per hundred weight loss to the rancher whose cattle or sheep are infested with liver flukes.

Results of a study made by a prominent parasitologist based on egg count tests indicate that a significant measure of control can be exerted upon the liver flukes of cattle through systematic treatment with a suspension of hexachloroethane (Hex-Ane). The study revealed that of 209 infected animals treated with Hex-Ane, 191 were free from liver fluke eggs when examined two to three weeks later. Ten animals were repeatedly examined from five to 20 weeks after treatment and only one showed an infection of four eggs per gram of feces. This one case occurred after five months on infested pasture.

Post mortem examinations were made on five animals infected with liver fluke at the time of treatment with Hex-Ane. Four of them were negative when examined shortly after treatment; the fifth was found to harbor a few liver flukes when examined four months later.

At least two Hex-Ane treatments yearly should be given to keep herd fertility and stamina at profit-making levels. This assures control of the parasite and improves the quality and gain of livestock.

Although most worm remedies are more or less toxic to some animals, the results of this treatment indicate that Hex-Ane, a suspension of hexachloroethane, based on the work and recommendation of a prominent parasitologist, is satisfactory from both the efficiency and the safety requirements of a worm remedy.

The manufacturer of Dr. Rogers' Hex-Ane is one of the foremost researchers and manufacturers of animal health products. It is the Texas Phenothiazine Company, whose products are distributed in this area by Cairo Livestock Supplies, Box 334, Cairo, Georgia—ADV.

FEEDER CALF SALE
Saturday
SEPTEMBER 12
Mills Auction Market
OCALA, FLORIDA
Sponsored by
CITRUS COUNTY CATTLEMEN'S ASSOCIATION
HERNANDO COUNTY CATTLEMEN'S ASSOCIATION

Animals will be graded into uniform groups before sale. Calf entries will be restricted to 200 lb. minimum weight. September 11th is the deadline for consignments. Get your entries in NOW.

EXPECT 1200 HEAD

For further sale information contact:
BROWN AND CULBREATH
LIVESTOCK SALES AND SERVICE
Phone STate 7-4714, 908 Perkins Street, Leesburg, Florida

Infrared Heat Available For Warming on Farms, Says Fostoria

A new brochure describes and illustrates application of Fostoria Corporation's Electric Infrared heat for milking parlors, brooder houses, calving and farrowing pens, repair shops, and the like. The company is located at Fostoria, Ohio. The heat frees floors of condensation, the company reports, and is clean and safe.

Swift's Tenderizing Injection Is Being Marketed by Pro-Ten, Inc.

A new 14 GALLON per minute and new 18 gallon per minute submersible pumps are being added to the line of Berkeley Pump Company, Berkeley, California, the company reports. Setting may be as deep as 700 feet, and horsepower range from 1/3 through five with all intermediate sizes.

Special Agricultural Lubrication Service Is Planned by Company

A SPECIAL Agricultural Lubrication Division has been started by Lubrication Engineers, Inc., of Fort Worth, Texas. 300 franchise offices will be opened by the division, the company reports, in an effort to provide the farmer more specialized lubrication.

Swift's Tenderizing Injection Is Being Marketed by Pro-Ten, Inc.

A new corporation called Pro-Ten, Inc., has been established to make Swift and Company's meat tenderizing process available to the entire meat packing industry in the United States and abroad.

The process was tested at Swift's Ocala plant two years ago. Food enzymes are introduced into the circulatory system by injection just prior to slaughter, thus allowing approximately 60 percent of a dressed beef to be sold as top eating quality steaks and roasts, compared with only 30 percent of beef processed by conventional methods, the company reports.
Now you can get the best scours protection available, and save up to 8¢ per tablet when you do—with Terramycin® Scours Tablets in this new 24-tablet economy pack. Each tablet is actually up to 8¢ less than if you buy 'em in the regular 4-tablet size. And, you'll save even more—up to 10¢ per tablet—with the big 100-tablet jar.

Give Terramycin Scours Tablets right after birth. Helps head off scours and respiratory troubles fast. Treat for two or three days, or as needed. Each tablet contains the disease-fighting ability of Terramycin, plus vitamins A, D and niacinamide—most-needed by newborn and sick calves. No other tablet contains this potent combination.

The only broad-range farm antibiotic with the potency-protected molecule. There is a difference in antibiotics. And Terramycin's got it with this potency-protected molecule. It delivers greater stability...to help you get more of the potent, disease-fighting power you paid for.

See your animal health supplier soon.
THE KEY to more profit for the livestock industry is more beef per acre. What with taxes going up and other increasing cost factors chopping away at profits, it has been established that improved pasture is a must if one wants to compete in the livestock business. Progressive cattlemen are proving that extra profit is gained from better pastures and good year-round forage crops. The big question has been, “what shall I plant in this Florida soil?”

The two cover crops pictured on these pages are KEY CROPS to YOUR BIGGER PROFITS! They have been PROVEN successful right here IN FLORIDA. Especially good for winter pasture is the new Gulf Ryegrass; it is now available from Florida seed dealers.

Gulf Ryegrass Produces Plenty of Seed and Forage

The new Gulf Ryegrass released in 1958 by the Texas Agricultural Experiment Station near Beaumont, offers two outstanding features that make this grass popular during the Winter. It is rust resistant, and reseeds to make excellent growth the following year. Recommended planting rate is 10 pounds of seed to the acre during October or early November.

The grass is strictly a cool season crop and makes little growth until cool weather sets in. Furthermore, the crop is winter-hardy and thrives wherever any of the ryegrasses grow.

Gulf Ryegrass is a versatile crop. It can be grazed, baled for hay, put in silos, or it can be left to mature a seed crop. And even with a seed crop, the hay or straw is of good quality.

Gulf Ryegrass is a good companion to other grass in a rotation that would carry cattle for most months of the year. It can become very popular with one of the clovers on the opposite page.

Mr. Sim Blitch of Sim Blitch Farms in Marion County (see Picture) planted the crop shown last Fall. He reports he is very pleased with it here in Florida and is planning to lay out more acreage of the Gulf Ryegrass. He particularly liked the palatability to the cattle, the low fertilizer requirements, and the ease of planting.

FLORIDA SEED AND FEED COMPANY

(WHOLESALE ONLY)
To Profit... Is Better Year-Round Pastures

UN-LOCK YOUR LAND with Nolin's Improved Louisiana WHITE CLOVER FOR YEAR-ROUND GRAZING

OCALA, FLORIDA

Attention Dealers!
Here are the KEYS to BIGGER 1960 SALES to your local customers. You can recommend our seeds without any doubt. For wholesale prices — contact: FLORIDA SEED AND FEED COMPANY at Ocala, Florida.

Ever since we started handling the NOLIN'S Improved Louisiana White Clover, we at Florida Seed and Feed have noticed an ever increasing popularity for it. Our dealers report that more and more satisfied customers are recommending Nolin's to their fellow ranchers and are planting more and more of it themselves. Try Nolin's with the new GULF RYEGRASS.

NOLIN'S Improved Louisiana White Clover will stay with your grasses around the calendar. It reduces fertilizer costs on companion grass, increases carrying capacity and eliminates wintering problems. It has been grown successfully in the South for eight years. The seed is grown by Nolin & Laborde, approved plant breeders. Buy Nolin's. Now.
BEAU MEEK, manager of Huds-peth Land and Livestock Co., Prine-ville, Oregon, showed the Best Ten Head of Herefords at the 1960 Chi-cago International. “They were fitted on Albers Sho-Glo all the way. It sure does a great job!” Sho-Glo builds winner’s circle bloom and finish-fast!

1941: Raise Beef For National Defense

The West Central Florida Experiment Station urged cattlemen to raise more beef to help in the defense effort in September 1941 issue. Letter from subscriber stated controlled woods burning pays dividends. First annual Palatka Rodeo held. JayCees appointed a special committee to promote Florida beef; in the past, they had opposed cattlemen because of wandering cattle on our State highways. At their meeting they pledged to support the cattlemen.

1946: University Ag College Needs Funds

Editorially, the CATTLEMAN (in September 1946) urged members of the legislature to investigate the under-financed College of Agriculture and then appropriate more money to make it second to none. Cattle rustler was caught through new Marks and Brands law. Although the law was new, the rustler was in jail before the owner knew his steer was missing. Female Angus sold for $25,000, to set a new sale record for any breed. The previous high had been $21,000.

1951: Cattleman Flays Trespassers

The editorial in the September 1951 issue took a strong stand against Florida’s Posting Law, and suggested that in it, natural rights were flagrantely disregarded. Marks and Brands was was to be enforced if FCA underwrote deficits. A veterinarian showed how cattle diseases are spread largely through carelessness on the part of ranchers. The dike protecting the northern part of the Glades farming area had just been completed, and the flood control program was proceeding on schedule.

1956: No Beef Council Legislation

An adverse recommendation by the USDA prevented congressional enactment of S. 4135 to allow 10c per head deduction for promotion purposes, the September 1956 CATTLEMAN reported. Florida was described by one writer as “a land of milk and honey;” bees pay off in honey and pollination service to pastures, insuring good seed set for natural reseeding. Largest ranches are predicted on the way out, with beef production to continue up.
HAD A LOOK AT YOUR FENCES LATELY?

USE Lanco PRESSURE-CREOSOTED POSTS
AND SEE THE DIFFERENCE

The following are authorized Lanco Florida dealers:

WEST FLORIDA

Farmers Supply Store
BLAUNSTOWN
West Florida Farmers Co-op
DEFUNIAK SPRINGS
Farmers Mutual Exchange
GRACEVILLE
Farmers Mutual Exchange
MARIANNA
W. G. Miller
MONTICELLO
W. J. Boynton & Son, Inc.
TALLAHASSEE

NORTH FLORIDA

Branford Hardware & Furn. Co.
BRANFORD
Farmers Mutual Exchange
CHIEFLAND
C & L Feed Company
EARLETON
Farmers Mutual Exchange
GAINESVILLE
Stringer Supply
HIGH SPRINGS
Farmers Mutual Exchange
LAKE CITY

Farmers Mutual Exchange
LIVE OAK
W. B. Howland
LIVE OAK
Farmers Mutual Exchange
MADISON
Perry Grocery Company
PERRY
Farmers Mutual Exchange
TRENTON

CENTRAL FLORIDA

Cash Feed Store
BELLEVIEW
Pasco Farm & Ranch Supply
DADE CITY
Harrell's, Inc.
LAKE LAND
Cauthen Grove Service
LEESBURG
Marion Hardware Company
OCALA
Farmers Cooperative Exchange
PINECASTLE
Gator Lumber Company
SANFORD
Fred St. Clair & Sons
TAMPA
Webster Farm Supply
WEBSTER

Hosters, Inc.
WILDWOOD
Doty Farm & Garden Supply
WINTER HAVEN

SOUTH FLORIDA

Smith's X-Cel Store
ARCADIA
Graham Builders' Supply
BARTOW
Glades Livestock Mkt. Ass'n
BELLE GLADE
Manatee Farm Service, Inc.
BRADENTON
Corbin Farm & Ranch Supply
CLEWISTON
Cameron Lumber Company
DANIA
Farm Supply Headquarters, Inc.
FORT PIERCE
Attaway Lumber Company
OKEECHOBEE
Stockyard Feed & Supply Co.
SARASOTA
Sebring Feed Store, Inc.
SEBRING
Crosby Builders Supply Co.
VERO BEACH

THE LANGDALE COMPANY
VALDOSTA, GEORGIA
FCA Planning Big Lakeland Convention

The problems and changes cattlemen will face if they survive in the future will be the general theme of the Annual Convention of the Florida Cattlemen’s Association, scheduled for Lakeland October 25-27, reports FCA President Louis Gilbreath of Ocala.

“Our program is pretty well set,” he reported, “and we expect to finalize it in a conference with officials of the Polk County Cattlemen’s Association, our hosts, on September 1.”

U.S. Senator Spessard Holland of Bartow, who has been a backer of the industry through more than 25 years of high political office, will be one of the feature speakers, talking on the Outlook for Agriculture generally.

Two other top-notch speakers hoped for are Charles N. Shepherdson, a governor of the Federal Reserve Bank of Atlanta, and a man well-equipped to tell what the financial outlook is for the cattle owner, and a USDA official who will tell of the “dual grading” plan now proposed, which could be of great help in increasing buyer acceptance of Florida’s beef. A change in the programming will put the sessions first on the agenda each day, instead of last. Directors and committees will meet on the first day, October 25, with morning business sessions scheduled on Thursday and Friday, October 26 and 27, and local entertainment planned for Wednesday evening and Thursday afternoon and evening.

Special tours of a phosphate plant and a plant making unusual tile will be special features Thursday afternoon, plus a tour of the Kraft Foods plant in Lakeland. Special entertainment is planned for the ladies on Thursday.

THOUSANDS OF FEEDER CALVES Slated To Sell in the September Auction Sales

A total of 12 feeder and stocker—and just plain “calf”—sales are on the agenda to be staged in Florida during the months of September and October.

Several thousand young steers, heifers and calves will sell in these events, with the better quality animals destined to sell at prices which are two cents or more above the market price.

Six of the sales will be sponsored by local county cattlemen’s associations and one state breed association. The quality entered in these sales will, in general, be well-controlled under rules and regulations set up by the sponsoring organizations. Sales are as follows:

- September 7, Leon County Feeder Calf Sale, Monticello Stockyards.
- September 8, Florida Angus Feeder Calf Sale, Gainesville Livestock Market.
- September 9, Highlands Feeder Steer Sale, Hardee Livestock Market, Wauchula.
- September 12, Tri-County Feeder Calf Sale, Tri-County Livestock Auction Market, Blountstown.
- September 16, Citrus-Hernando Feeder Calf Sale, Mills Auction Market, Ocala.
- September 29, Jackson County Feeder Calf Sale, West Florida Livestock Market, Marianna.

Six other sales will be held under sponsorship of local livestock auction markets. They are as follows:

- September 1, Hereford and Crossbred Feeder Sale, Gainesville Livestock Market.
- September 13, Kissimmee Stocker-Feeder-veal Sale, Kissimmee Livestock Market.
- September 15, Jackson Feeder Calf Sale, Jackson Livestock Market, Gainesville.
- September 22, Gainesville Calf Sale, Gainesville Livestock Market.
- October 16, Mid-Florida Feeder-Stocker Calf Sale, Mid-Florida Livestock Market, Orlando.
- October 18, Kissimmee Stocker-Feeder-veal Sale, Kissimmee Livestock Market.

Quality controls on these sales will vary greatly and both buyers and consignors can get further information by calling the manager of the sale in which they are interested to see if their type of calf is expected to be sold.

The Monticello Stockyards sale, sponsored by the Leon County Cattlemen’s Association, will start at 2:00 p.m. on Thursday, September 7, according to Leon County Agent Lloyd Rhoden. About 900 head of predominantly English-type calves are expected to be sold. Minimum weight for the animals will be 250 pounds.

On the following day, Friday, September 8, the Florida Angus Association will hold its annual feeder calf sale at the Gainesville Livestock Market. It is the oldest one in the state, having been started in 1948. This 14th annual event is restricted to cattle with a predominance of Angus characteristics, but calves with white faces will be accepted if they show Angus characteristics other than the white face. All animals will be steers and heifers and weigh at least 250 pounds, according to George Rogers of Lake City, sale manager. Deadline for entries is September 1.

Finishing out this three-day series will be the Highlands County Feeder Steer Sale starting at 1:00 p.m. at the Hardee County Livestock Market in Wauchula. Deadline is Saturday, September 9. Sponsored by the Highlands County Cattlemen’s Association, this is the only sale in the state that features only steer calves in the offering. A total of 1023 head of crossbred and English-type steers will be sold with a minimum weight of 300 pounds, according to Highlands County Agent Bert Harris.

The Highlands sale committee has really been working and has inspected all consignments. Harris says the sifting committee has visited the ranches of consignors and accepted the following: 173 steer calves in the 300-400 pound class; 422 steer calves in the 400-550 pound class; and 428 yearling steers in the 500-725 pound class.

Harris also points out that the objectives of the association in sponsoring the sale include: improving marketing and production practices in the area; improving the quality of feeder cattle in the area; and promoting and advertising the quality of Highlands County cattle.

The Tri-County Feeder Calf Sale, sponsored by the West Florida Cattlemen’s Association, will be held on Tuesday, September 12, at the Tri-County Livestock Auction Market in Blountstown. The majority of the calves will be predominantly representative of a beef breed and must weigh at least 250 pounds, according to Gulf County Agent C. R. “Cubie” Laird.

Brown and Culbreath Livestock Sales and Service of Leesburg will manage the Citrus-Hernando Feeder Calf Sale slated to be held at Mills Auction Market in Ocala on Saturday, September 16. Animals will be graded into uniform groups before the sale, which is sponsored by the Citrus County Cattlemen’s Association and the Hernando County Cattlemen’s Association. 1200 head, with a minimum weight of 200 pounds, are expected to sell. Deadline for entries is September 11.

In the last of the association-sponsored events, a total of 700 steer and heifer calves are expected to sell in the Jackson County Feeder Calf Sale to be held at the West Florida Livestock Auction Market in Marianna on Friday, September 29. Sponsored by the Jackson County Cattlemen’s Association, this event is scheduled to start at 1:00 p.m., according to Bill Fite, market manager.

The Florida Cattlemen
The weather plays strange tricks in Florida. It may be hot or cold, wet or dry—any one, for long periods, can be costly to growers and ranchers.

With FTE (fritted trace elements) you get extra protection for your crops against unseasonable weather which can retard the availability of essential trace elements. Containing all six minor nutrients—boron, iron, manganese, copper, zinc and molybdenum—FTE builds healthy plant growth highly resistant to excessive rain, drought, searing sun and cold.

In normal weather, too, FTE pays for itself in bigger, better crops. Season-long availability of the nutrients is the answer. This has been proved by state agricultural authorities, confirmed by growers in all parts of Florida. So, ask your dealer about FTE! It's available in high-productivity fertilizers, also in low-cost limestone top dressing.

FERRO Corporation
Cleveland 5, Ohio
For clover like this
...use Agrico

Agrico fertilizer helps you produce the lush high quality pasture you need to carry your cattle through Winter in top condition.

Plan your pasture program now so that your cattle will make the weight gains and produce the calf crop necessary for maximum returns to you.

Your local Agrico field representative is available to help you plan your complete pasture program. He will:
2. Take soil samples and make recommendations for proper liming and Agrico fertilizers.
3. Assist you with your pasture management practices.

Contact your local representative or sales office.

Better results...the
Agrico Difference

THE AMERICAN AGRICULTURAL CHEMICAL COMPANY
Pierce and Pensacola and 37 other locations in the United States and Canada.

Beef Council Sponsoring Bull Sale

Plans for the "Cowman's Special" Bull Sale were finalized at the August 10, meeting of the Florida Beef Council, held in Leesburg. The sale, sponsored by FBC is to be managed by Brown and Culbreath Livestock Sales and Service, Leesburg, and will be held November, in Webster.

Chairman Marvin Kahn, Sebring, reported to the council that the executive committee had laid preliminary plans for Brown and Culbreath to manage the sale. He asked for and received a vote of approval from the membership to continue plans for the sale—to be an all-breed bull sale.

It was emphasized by the sale managers and the FBC that this is to be a prestige sale: "We can't afford anything less than the best bulls for this sale." A grading committee was appointed to grade and select the bulls prior to the sale at the Livestock Pavilion at Webster.

A straight entry fee will be levied on each bull consigned, and will be forfeited by the consignor if the bull is rejected by the grading committee. No additional charge will be made for the sale except a 50 cent deduction requested from the seller to go directly to the Florida Beef Council, according to Brown, adding that his firm plans to ask consignors in all purebred sales handled by them in the future to contribute 50 cents to FBC.

Harold Berke, of Berke Displays, Miami, presented samples of signs design by his company, for the consideration of FBC members. The signs would be 4 by 8 feet, painted on both sides, and pointed at promoting the use of more beef—the sole aim of FBC.

Prices quoted by Berke for the signs to be placed in prominent spots over the state ranged from $150 each for 100 or less to $125 each, for groups over 100.

No final action was taken, but the executive committee of FBC was instructed to determine what could be done with an expenditure of $1000 for signs of some type—not necessarily the kind presented by Berke—and report at the next membership meeting, to be held during the Florida Cattlemen's Association annual convention in Lakeland, during October.

Dick Lobo of Benito Advertising, Tampa, outlined plans for the upcoming Beef Stew Promotion program to be effected in October. He reported that the project would cost $750. The council approved the budget and voted to implement plans for the promotion.

A motion was passed to order 25,000 Keep Slim With Beef brochures at a cost of $419.15. The brochures will be mailed on request from FCA executive vice president Art Highie's office, in (Continued on page 65)
HIGHLANDS COUNTY

FEEDER STEER SALE

Crossbred and English-Type Steers

1:00 P.M., HARDEE COUNTY LIVESTOCK MARKET

Sat., September 9, 1961
WAUCHULA, FLORIDA

The sifting committee has visited the ranches of consignors and accepted the following:

173 head steer calves, 300-400 pound class;
422 head steer calves, 400-550 pound class;
428 head yearling type steers, 600-725 pound class.

STEERS Only Will Sell!

1023 HEAD OF CROSSBRED & ENGLISH-TYPE STEERS ARE CONSIGNED

For further information write or phone:

Highlands County Cattlemen’s Ass’n

County Agent B. J. Harris, Jr., Phone EV 5-0945, Post Office Bldg., Sebring, Fla.
Carl McIntyre, Phone EV 5-7616, Sebring, Fla.
Fenton's New HAYRACK
You Can Feed Hay Right in the Pasture
With Minimum Loss from Weather or Scattering

Main frame of hayrack built of 2"x2"x3/16 angle, 4" T slider runners built so that it can be pulled from either end. All metal on the lower part of hayrack is 22 gauge galvanized, on roof, 24 gauge galvanized. The two end sections and center section are welded together as a unit. The end sections have the galvanized metal riveted to them.

Width of slider runners, 4', height from ground to overhanging eaves, 60", hopper height, 6', overall height, 6' 7", approximate length 12', width of roof, 11' 6", height from ground to top of feed pan, 21". Approximate weight of roof 440 pounds, the approximative weight of hayrack 790 pounds, the complete weight of hayrack approximately 3900 pounds.

The entire roof of this hayrack raises to allow filling. This is done with hand winch. The 1/2" pipe bars which hold the hay in rack can be removed once the roof is raised allowing this feeder to be used strictly as feed pan. Hopper sides can be purchased for this hayrack that will convert it into an automatic grain feeder.

Due to the size of this feeder, it would have to be picked up at the plant by truck to purchase it assembled. All shipments of feeders will be knocked down. Instructions for assembling will be furnished. Roof sections are shipped in 4 sections approximately 6' x 6'. It makes the deck for complete feeder 12' long.

FENTON'S FEEDERS

Phone WALnut 8-6331
Route 1, Box 124
ARCADIA, FLORIDA

Fury Fencer
Does Work Fast!

A NEW machine that will build a four-strand barbed wire fence 660 feet long in one hour with only two men is now available through United States Steel Corporation.

One man drives the tractor, one man handles the "Fury Fencer."

The Cattlemen was represented at a demonstration of the new machine seen by hundreds July 12-13 at Wainer's River Bottom Ranch near Valdosta, Georgia. U. S. Steel's Tennessee Coal and Iron Division, Birmingham, Alabama, sponsored the event.

Those attending thought the machine performed well.

It will handle woven wire or barbed wire. It will handle treated posts or steel posts.

The tractor needed for this machine is a two or three plow tractor, with wide wheels and a three-point hitch. A live power take-off operates the Fury Fencer with considerably less than full throttle. The operator pointed out that anywhere a tractor will go, the Fury will build fences.

The posts used in the demonstration were seven feet long, four inches in diameter. They were blunt, treated wooden posts. They were driven, without cap, to a depth of 32 inches. In about two minutes, the machine will drive up to a five-inch diameter blunt post, or an eight-inch diameter pointed post to a pre-set depth of up to 56 inches, into hard ground. A capped steel post can be sunk in about 30 seconds.

As the machine moves down the line, stopping to drive the posts at pre-marked spots, it stretches the wire out behind. After several posts have been driven, the operator gauges his tension and goes back to drive the staples. Of course a third man could do this if he were available.

Company officials felt that the most use of the Fury will be made by custom fence builders, and by state road builders for fencing rights of way, etc.

THE FLORIDA CATTLEMAN

STOCKMEN'S SUPPLY
6811 E. Broadway - Phone 4-2705
TAMPA 5, FLORIDA

YOUR GLOBAL WHOLESALE
Come and Buy!

Jackson Livestock Market Annual
STOCKER-FEEDER SALE
GAINESVILLE, FLORIDA
FRIDAY, SEPTEMBER 15TH
SALE TIME: 1:30 P.M. PROMPTLY

It's Not Too Late to Enter!

Advance entries will help us advise the buyers as to volume we'll have. They are not required, but will help not only your prices but everyone's prices. Please phone us—soon as possible. Steers and heifers ONLY (definitely no bulls will be admitted), everything under two years old. Angus, Herefords, English crosses, and English-Brahman crosses showing a preponderance of English blood.

All Breeds Will Sell—But English Blood Must Predominate
Only Steers and Heifers Over 250 lbs. Will Sell in These Sales

Attention, Buyers! We will do everything we can to keep you fully advised as to the number and type of cattle which are entered for this sale. We will also do everything we can to help you secure hotel or motel accommodations, or anything else which you need. Only steers and heifers will be sold, of course.

Please feel free to telephone me—either at the auction or at home—at any time, day or night, if you need further information. Both phone numbers will be found below.

This will be a fast-moving sale, with many of the entries grouped in uniform lots by the owners with our assistance and advice.

We sincerely hope you'll take advantage of this auction to help fill your needs for feeders and stockers.

F - L - A - S - H
As of August 22, we had 700 entries—all very high quality Angus and Hereford calves from good herds!

4-H and FFA Members: There Will Be A Good Number of Calf Club Prospects.

ALL FLORIDA CATTLEMEN—WHEREVER YOU LIVE, THIS SALE IS OPEN TO YOU

Jackson LIVESTOCK MARKET
Lovette Jackson, Manager, Phones FRanklin 6-8394, 2-8612 (home)
Gainesville, Florida

MARKET LOCATED ON NORTHWEST SIXTH STREET (ALTERNATE U. S. 441) TWO MILES NORTH
Insects Under Control,
State Vet Tells Cattlemen

FLORIDA'S STATE veterinarian, Dr. C. L. Campbell, head of the Animal Industry Division of the Florida Department of Agriculture, has written Art Higbie, executive vice president of the Florida Cattlemen's Association, that the fever tick, screwworm and red tick outbreaks all appear to be under good control.

Here is the information received by Higbie, under date of August 10:

"Reference is made to our recent conversation and your request to be brought up to date on the cattle fever tick, red tick and screwworm programs.

"Cattle Fever Tick—No cattle fever ticks have been found in the State since September 26, 1960. At the present time infested and exposed herds in Martin, Palm Beach and Indian River counties are being scheduled for final inspection preparatory to recommending release of state and federal quarantines. Final inspections have been completed in Hillsborough County and it is expected that all inspections will be completed before the end of September. The quarantine line across the state through Ocala will be discontinued when state and federal quarantines have been removed.

"During this reinfestation 16 herds were found to be infested with cattle fever ticks—one in Hillsborough, four in Martin, one in Indian River and ten in Palm Beach county.

“In the systematic inspection program in counties south of the quarantine line, reports indicate that better than 69 percent of the total estimated cattle population in those counties has been inspected.

"Red Ticks—Recommendation was made to Commissioner Conner and to the USDA for release of state and federal quarantines at Busch Gardens in Tampa. (Editor's Note: This was done on a total of five cases of screwworms was found in the reinfestation in Holmes County, the last case having been discovered on June 27. All cases were within an area of two or three miles from the initial case. Through the week ending August 5, a total of 83,731 animals had been inspected in the infested area. 5,045 animals were sprayed with Co-Ral, 2,808,800 sterile male flies flown in from the USDA Research Station at Kerrville, Texas, were released in a 50-mile circle surrounding the infested premises. (Editor's Note: For the details, see "Latest Statistics" on page 6.)

"It is felt that this reinfestation has been wiped out. However, the release of sterile flies will be continued for some time along with routine inspection of all animals in the area. This incidence points to our rather sharply the necessity for continued vigilance on the part of livestock owners of the State. Unless reinfestations are quickly detected and eradication measures immediately instituted, the screwworm could again be widespread."

Leon County Cattlemen’s Association
TALLAHASSEE, FLORIDA

No More Screwworms Found

The outbreak of screwworms in the vicinity of Bonifay appeared to be under control as the September CATTLEMEN went to press.

The Animal Industry division of the State Department of Agriculture (formerly the Florida Livestock Board) has reported no further screwworm flies in over a month. In all, five screwworm flies were found.

To accomplish this, thousands of animals have been inspected and sprayed, and millions of sterilized screwworm flies have been released, the division has reported.
MORE PROFITS

WITH JUST A FEW OUNCES A DAY OF

BEST MAID

Pasture Balancer

BEST MAID PASTURE BALANCER is a distinctive one-package program which furnishes a multiple source of rich proteins, essential minerals and vitamins... all masterly blended to give a fully balanced ration. BEST MAID PASTURE BALANCER fed free-choice is All You Need to feed in addition to your available grass and roughage to maintain and increase profitable livestock production. Not even salt is necessary.

Prove to yourself... like so many cattlemen in South Georgia and Northern Florida have... that the BEST MAID PASTURE BALANCER program CAN—SAVE YOU MONEY and MAKE YOU MONEY. It has proven to be one of the most practical and profitable ways known to raise livestock in this area today.

GET THE FACTS TODAY!

WRITE FOR FREE LITERATURE AND COMPLETE INFORMATION ON THIS PROVEN... PROFIT MAKING PROGRAM

MIXON MILLING CO.

PHONE 2-3092

CAIRO, GEORGIA
FAT MEN can’t climb through a modern rancher’s fence, and it doesn’t matter how old it is. The fence doesn’t sag and can’t be stretched apart. Even CATTLE can’t stretch it. The strain on a strand of wire is absorbed by all the other strands, to PROVE our point. It can easily be shown that the most up to date and MODERN way of substituting every other post with UNIVERSAL FENCE STAYS, actually gives you not just a better FENCE with longer life, but the BEST you can possibly build—for less money, too! Don’t BUY until you’ve checked with us and seen for yourself. Write for information and we will let you know where you can see UNIVERSAL FENCE STAYS on a modern ranch near you. Manufactured and sold by Wire Products Division P.O. Box 257 Phone Palatka EA 5-4430 EAST PALATKA, FLA.

When You ‘Post’, Do It Right!

What is the law on posting your property? The CATTLEMAN gets numerous requests for this information and space does not permit publishing all the laws in detail here.

However, we have asked our attorney to furnish us with this information, and you can get yours to do the same. Ask him for the following sections out of the 1955 Florida Statutes: 588.10, 821.06, 821.07, 821.34. Chapter 588 is titled “Legal Fences and Livestock at Large.” Chapter 821 is titled “Trespass and Injury to Realty and Similar Offenses.”

Somewhat contradictory provisions appear, but it seems that posted signs must be placed not farther than 500 feet apart along, and at each corner, of the boundaries of the land, and also at each gateway or opening of the fence enclosing same (although, of course, a fence is not necessary).

Where there is a water boundary, signs must be placed every 800 yards. Posting to prove a trespass isn’t necessary on any enclosed tract not exceeding 200 acres on which there is a house.

Congress Hears Livestock Tax Counsel Testify

LIVESTOCK MEN will get a minimum of relief—along with doctors, lawyers and others who are self-employed—from the Self-Employed Individuals Retirement Act (HR 10), the National Livestock Tax Committee has informed the Senate Finance Committee studying the bill already passed by the U. S. House of Representatives.

Stephen H. Hart, Denver, attorney for the Tax committee, told the Senators on July 31 that HR 10 “is a step in the right direction” but “is still less favorable (particularly with respect to persons with highly fluctuating agricultural incomes) than the relief afforded” corporations.

Specifically, the Tax committee recommended the following changes:

Eliminate the provision that all employees must have put aside for them the same percentage of income as the employer puts aside for himself or, if this is impossible, increase the number of employees where this would be mandatory from the present three to a higher figure. Or, better still, make it optional for an employee to be included, at his own expense.

Adopt the present corporate rules concerning vesting of contributions, which allow a corporation to require up to five years of full-time employment before an employee must participate, and provide that he need not have full vested interest in any such contributions for a reasonable period after the money is put aside.

The committee also believes that there should be no requirement that an identical percentage of income be put aside each year, as stockmen have highly fluctuating incomes which would make it desirable to put larger amounts aside in some years and perhaps make it impossible to contribute in some years.

Corporations now have the privilege of making tax-deductible contributions, based on earnings if they wish, to Profit-Sharing Trusts which may include the principal stockholders. The Trust Agree-
Why Southern has offered reduced freight rates on grain moving to the South

FOR YEARS, the railroads have failed to recognize in their rate structure that grain can and does move in large volumes. Our grain freight rates have been based on loading 50 tons or less per car, shipped in single car lots. We are hauling very little grain. Unregulated barges and trucks are hauling the bulk of the grain. Our rates were simply too high to meet the prices set by these privately-owned barges and trucks.

We had lost a source of badly-needed revenue. So two years ago we began a study to correct it.

**How We Can Afford To Reduce Our Rates**

We quickly found a need to haul grain at less cost. Obviously, it couldn't be done with 50-ton loads and single-car shipments.

So we designed and built a covered-hopper car with a lightweight aluminum body, to haul over 100 tons of corn or wheat — a few tons less of lighter grains. Wasteful deadweight metal was swapped for payload grain. Switching costs at origin and destination points were cut in half because one 100-ton car takes the place of two 50-ton cars. Hauling costs are similarly reduced.

Further large economies were found through less terminal switching by hauling in volume shipments in lots of 5 cars, 10 cars, or 20 cars, moving at one time to one destination — with rates based on a minimum load of 90 tons per car. Paperwork was reduced as only one bill of lading is necessary for each lot of cars.

In brief, we simply “tied together” into a modern pricing policy our new high-capacity, lightweight aluminum cars, the advantages of multiple-car movements, and less paperwork. Now we have a new transportation service to sell—one that produces low-cost transportation which benefits grain growers, elevator operators, millers, and consumers while making us an attractive profit.

To show how this works, the present grain rate — which will still be available—from St. Louis to Gainesville, Ga., is $10.50 per net ton, shipped 50 tons in a single car. Our new rates are $3.97 per net ton when shipped in lots of 20 cars or 1,800 tons, $4.07 in lots of 10 cars or 900 tons, and $4.17 in lots of 5 cars or 450 tons. Similar reductions have been made between and to many other points, effective August 10.

This scale of reduced rates will also apply within the South from grain producing to grain consuming areas.

**South’s Grain Consumers Will Benefit**

This is the happiest part of all—the fact that these rates will produce lower costs to benefit the people of the South who gain their livelihood from the poultry, livestock, feed, elevating, and milling industries. The general public using these products also gets lower prices.

**Wholesome Effect On All Common Carriers**

Other common carriers should feel little, if any, ill-effect from our new rates. Mostly they will be benefited because unregulated carriage by private barges and trucks will be reduced. All common carriers know that it is the private, unregulated carriers which are setting the competitive price they must meet. To be competitive, common carriers must find ways to move freight more efficiently at less cost, and to express these improvements in lowered rates that will greatly reduce the profit in private carriage. This we seek to do — to the ultimate benefit of all common carriers and the public at large. There is no other way for regulated common carriers — rail, truck, or barge — to remain solvent and make their needed contribution to the public welfare.

**IN TOTAL EFFECT, THESE NEW REDUCED GRAIN FREIGHT RATES WILL BE WHOLLY GOOD AND GENUINELY IN THE PUBLIC INTEREST.**

SOUTHERN RAILWAY SYSTEM
WASHINGTON, D. C.
No waiting when you use Del-Tox...at last you can treat against profit-robbing external parasites of cattle or sheep and still be free to take advantage of day to day market conditions! F.D.A. now permits Del-Tox treated animals to move to slaughter any time following application. Because there is no residue problem with new Del-Tox, you can get long lasting protection with no limit on timing of your shipment to slaughter.

No waiting to see results either! Del-Tox gives you immediate kill of horn flies...plus fast positive kill against tough ecto-parasites such as ticks and lice.

Safe, easy to use, specially formulated for livestock-use as spray or dip, new Del-Tox contains Delnav* for wide range, effective control of parasites. *Registered trademark, Hercules Powder Company

See your dealer or write for free literature to WILLIAM COOPER & NEPHEWS, INC., 1909 N. CLIFTON, CHICAGO 14, ILLINOIS

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Ranch located at Picnic, 18 miles South of Plant City on State Road 39.
Charter Member of International and Florida Santa Gertrudis Associations.

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Contact us for your Feeders, Stocker, Slaughter, Cattle and Hogs.
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Home Phone 26518414

Cattlemen Profit Less
In South

In a 1958 study of 10 South Florida ranches, it cost producers 1/10 cent more per pound to produce the beef than they sold it for.

And while South Florida ranches had more than four times the average ranch capital of ranchmen in the Intermountain states, their earnings were close to identical—which means that the return per dollar invested in South Florida was only a quarter of that realized by the Intermountain cattlemen!

These two facts are among many included in a recent story titled “More Beef from District Farms” which appeared in the Monthly Review of the Sixth Federal Reserve District, embracing Tennessee, Alabama, Georgia, Florida and parts of Mississippi and Louisiana.

Prime reasons for the differential in return, as listed in the article, are:

“Beef production is hampered by poor-quality cattle, by insects and parasites that flourish in the District’s mild climate, by characteristic droughts that severely restrict grazing, and by an inadequate supply of nutritious feeds.”

In much of the South, the beef cattle industry has been hampered by other factors, the article points out.

“Small farms, which predominate in many areas of the District, are not easily consolidated into units large enough for beef enterprises. Often owners of small farms prefer to hold their land even if they do not work it. Frequently the farms that are available are too scattered to be welded into a beef ranch!”

For the future, the article believes that “relatively few areas in District states appear automatically favored for future expansion of beef cattle herds.”

However, the writer believes that “further growth in beef output probably will occur in areas such as... South Florida... where few profitable alternatives exist for using the land and where some cattlemen may prefer to produce beef while holding their land for higher prices.”

Statistics on income from cattle ranches in various areas was as follows:

Intermountain Cattle Ranch Area—$76,660 average ranch capital, produced $13,125 average ranch income, for a return of 17¢ per dollar of capital.

Northern Plains Livestock Area—$72,650 average ranch capital, produced $6,409 average ranch income, for a return of 9¢ per dollar.

Southwest—$140,660 average ranch capital, produced $9,382 average ranch income, for a return of 7¢ per dollar.

South Florida—$843,020 average ranch capital, produced $14,379 average ranch income, for a return of 4¢ per dollar of capital.
WAIT!

JUST LONG ENOUGH TO READ THIS BEFORE YOU ORDER YOUR HECTOR’S CATTLE BOOSTER. THESE ARE A FEW FACTS THAT YOU SHOULD KNOW!

You can't do better than Cattle Booster for your weanling calves. It acts as a tonic to keep them coming when you switch them from milk to feed. They don't lose the bloom and calf fat—they just keep right on growing. Try it. You need it only for about 10-14 days, so don't wait any longer!

Run a feed-lot? Try Hector's Cattle Booster to get those steers started right. They begin eating more grain faster—make more money faster! Run, don't walk to the nearest telephone and call Happy Hector for fast, fast, FAST delivery!

Hector's Cattle Booster has been designed by ULTRA-LIFE LABORATORIES especially for Florida's feeding problems. For weaning calves, starting feedlot, animals off feed and other HIGH STRESS CONDITIONS it pays to find out more about Cattle Booster! Many of Florida's most successful ranchers and dairymen have made additional dollars by using Hector's Cattle Booster for just a few days—about two weeks. Call in your order NOW!

Phone
Boca Raton
399-3003

Hector Feed Mills
A DIVISION OF HECTOR SUPPLY CO.
DEERFIELD BEACH, FLORIDA
BRANCH WAREHOUSE at OKEECHOBEE
Phone RO 6-1181
MORNING SPEAKERS at the Cattlemen's Institute held at Lake Placid are shown from left: Charles Anderson, Orie Lee, William O. E. Henry, C. E. Bell (rear), George Francis, W. H. Stafford, Charles Moore, and J. E. Pace, moderator.

SPEAKERS FOR the afternoon session of the Institute include, from left: D. W. Jones, moderator, Don Kaplan, Art Higbie, Elliott Whitehurst, Dr. Howard Giles, Kenneth Henderson, and M. E. Hammond.
HERBICIDES are now a part of our COMPLETE ANALYSIS liquid fertilizers. When we say COMPLETE ANALYSIS liquid fertilizer, we mean we can fill the prescription your land doctor orders. To rid your fields and pastures of unwanted weeds, plants, etc., we add the herbicides to the already economical application of modern liquid fertilizer. What does your land doctor order?

FOR SMALL GRAIN USE 8-8-8 NOW with HERBICIDES

SAVE TIME • LABOR MONEY

in planning year-round pasture program, take advantage of this modern method of fertilizing evenly... thoroughly... economically Florida-Georgia Industries offers you a dozen or more analyses to fit your land needs, as well as the service you require. Call or write the plant nearest you for service information.

FLORIDA-GEORGIA INDUSTRIES

FOUR PLANTS TO SERVE YOU—Ocala, call 619-3238—Alachua, call HO 2-3825—Lake City, call 752-0818

Madison, call HU 3-2241

Main Office: P.O. Box 690, Lake City, Florida—Phone 752-0818
New Ford 6000... 6-cylinder, 5-plow tractors with Select-O-Speed! Choice of tricycle or wide front at
from one row to 5 PLOWS!

Matched farm power—The kind of power you need to tackle 200-acre fields every season... and the kind of power that meets delicate, precise requirements in crowded plantings. Pick from 5-plow, 4-plow, 3-4 plow, 2-3 plow, even 1-row offset, multi-purpose tractors. All-purpose and row crop models and your choice of wheel arrangements, too.

Systemized to save—Complete hydraulic systems, built right in... all part of a 3-point hitch system matched to America's largest selection of pick-up-and-go tools. Ford offers ground speed and dual speed PTO's. Yes, and you choose from standard 4- or 5-speed transmissions of the world's only power shift transmission for farm tractors.

Built in "Farm-Ease"—Here's where Ford really shines! Auto driving ease built right in. Easiest tractors to get on and off. Controls are placed where you'd like to find them. And there's more rest in a Ford-ride! You and power steering at no extra cost on row crop models. You'll find power shift Select-O-Speed only on Ford tractors... it's standard along with power brakes and power steering on the new big 5-plow 6000 tractors.

Tools to match—Look no farther than Ford! You can plow, harrow, plant, cultivate, harvest and store your crops—including nearly every crop—with Ford equipment.

Your Ford tractor dealer can show you models and literature covering just about any machine in the size suited to your farm. See him soon!

Farm tailored credit terms—No need to wait for the crop to come in. Take delivery on a new Ford now and pay-as-you-farm. As little as 1/4 down, up to 4 crop years to pay and other liberal terms suited to your particular needs.

See your nearby Ford Tractor and Implement Dealer.

FORD
LEADS IN FARM PROGRESS
Remember the "cranberry scare"?

To be sure that such a thing never happens in the livestock industry, the Florida Cattlemen's Association and the American National Cattlemen's Association have joined with the Agricultural Extension Service and the USDA to emphasize the importance of using insecticides and additives properly.

On the following page are the official recommendations for various insecticides, as approved by USDA and the Pure Food and Drug Administration.

Besides protecting yourself from injuring the whole industry should dangerous residues be found in beef following improper use of these insecticides, the compilation may prevent loss in your own herd—and may give you an idea of new insecticides which might help you.

Even though these directions are plainly marked on each and every can, carton, or package, or sack which the rancher might buy, this compilation should prove helpful.

Just as proper pasture management is important to a successful cattle operation, so is a study of this list and the following of the directions to the letter for the use of all the beneficial products of this nature.

The name of the insecticide, name of the insect to be controlled, tolerance (in parts per million), minimum allowable days from last application until slaughter of the animal, and formulation and strength that the product should be used, are all included in this chart.

Also included is the amount or formulation to use per animal, directions for where and when to apply the various products and safety restrictions are listed where applicable.

for September, 1961
### INSECTICIDE RECOMMENDATIONS FOR CONTROL OF INSECTS ON BEEF CATTLE

From Agricultural Research Service, USDA

<table>
<thead>
<tr>
<th>Animal and insect</th>
<th>Insecticide</th>
<th>Tolerance Tolerance (n.p.m. in fat unless otherwise indicated)</th>
<th>Min. days from last application to slaughter</th>
<th>Formulation and strength</th>
<th>Amount of formulation per animal unless otherwise indicated</th>
<th>Where and when to apply</th>
<th>Safety restrictions</th>
</tr>
</thead>
<tbody>
<tr>
<td>Beef Cattle grubs</td>
<td>Ronnel (Trolene)</td>
<td>0 (in meat)</td>
<td>60</td>
<td>0.275% in feed</td>
<td>0.3 lb./100 lb. body weight</td>
<td>Daily for 14 days.</td>
<td>Do not feed to sick animals.</td>
</tr>
<tr>
<td></td>
<td>Co-Ral</td>
<td>–</td>
<td>45</td>
<td>49% in bolus</td>
<td>One 37.5 gram bolus./50 lb. body weight</td>
<td>Orally with balling gun or dissolved in water as drench.</td>
<td>Animals should have access to feed and water before and after treatment.</td>
</tr>
<tr>
<td>Horn flies</td>
<td>Delnav</td>
<td>1</td>
<td>–</td>
<td>EC, 0.15% S</td>
<td>1-2 qt.</td>
<td>To backs every 3 weeks or as needed.</td>
<td>Do not treat sick animals.</td>
</tr>
<tr>
<td></td>
<td>Methoxychlor</td>
<td>3</td>
<td>–</td>
<td>EC or WP, 0.5% S</td>
<td>2 qt.</td>
<td>To backs every 3 weeks or as needed.</td>
<td>Do not treat sick animals.</td>
</tr>
<tr>
<td></td>
<td>DDT</td>
<td>7</td>
<td>30</td>
<td>5% oil</td>
<td>1 gal./20 ft. cable</td>
<td>Saturate back rubbers.</td>
<td>Do not treat sick animals.</td>
</tr>
<tr>
<td></td>
<td>Toxaphene</td>
<td>7</td>
<td>28</td>
<td>5% oil</td>
<td>1 gal./20 ft. cable</td>
<td>Saturate back rubbers.</td>
<td>Do not treat sick animals.</td>
</tr>
<tr>
<td></td>
<td>Ronnel (Korlan)</td>
<td>0 (in meat)</td>
<td>56</td>
<td>EC or WP, 0.5% S</td>
<td>1 qt.</td>
<td>To backs every 3 weeks or as needed.</td>
<td>Do not treat sick animals.</td>
</tr>
<tr>
<td></td>
<td>Co-Ral</td>
<td>–</td>
<td>45</td>
<td>EC or WP, 0.5% S</td>
<td>1 qt.</td>
<td>To backs every 3 weeks or as needed.</td>
<td>Do not treat sick animals.</td>
</tr>
<tr>
<td></td>
<td>Malathion</td>
<td>4 (in meat)</td>
<td>–</td>
<td>EC or WP, 0.5% S</td>
<td>2 qt.</td>
<td>To backs every 3 weeks or as needed.</td>
<td>Do not treat sick animals.</td>
</tr>
<tr>
<td>Lice</td>
<td>Co-Ral</td>
<td>–</td>
<td>45</td>
<td>WP, 0.5% S, O.125-0.25% S</td>
<td>Depending on size of animals and amount of hair</td>
<td>Immense, spray, or dust thoroughly.</td>
<td>Do not treat sick animals.</td>
</tr>
<tr>
<td></td>
<td>Delnav</td>
<td>1</td>
<td>–</td>
<td>EC, 0.15% S</td>
<td>1 qt.</td>
<td>To backs every 3 weeks or as needed.</td>
<td>Do not treat sick animals.</td>
</tr>
<tr>
<td></td>
<td>Lindane</td>
<td>7</td>
<td>30</td>
<td>EC or WP, 0.025% S</td>
<td>1 qt.</td>
<td>To backs every 3 weeks or as needed.</td>
<td>Do not treat sick animals.</td>
</tr>
<tr>
<td></td>
<td>Malathion</td>
<td>4 (in meat)</td>
<td>–</td>
<td>EC or WP, 0.5% S</td>
<td>1 qt.</td>
<td>To backs every 3 weeks or as needed.</td>
<td>Do not treat sick animals.</td>
</tr>
<tr>
<td></td>
<td>Methoxychlor</td>
<td>3</td>
<td>–</td>
<td>EC or WP, 0.5% S (1-1.5% for tail)</td>
<td>1 gal./20 ft. cable</td>
<td>Saturate back rubbers.</td>
<td>Do not treat sick animals.</td>
</tr>
<tr>
<td></td>
<td>Ronnel (Korlan)</td>
<td>0 (in meat)</td>
<td>56</td>
<td>EC or WP, 0.5% S</td>
<td>1 qt.</td>
<td>To backs every 3 weeks or as needed.</td>
<td>Do not treat sick animals.</td>
</tr>
<tr>
<td></td>
<td>Toxaphene</td>
<td>7</td>
<td>28</td>
<td>EC or WP, 0.5% S</td>
<td>1 qt.</td>
<td>To backs every 3 weeks or as needed.</td>
<td>Do not treat sick animals.</td>
</tr>
<tr>
<td>Screw-worms</td>
<td>Co-Ral</td>
<td>–</td>
<td>45</td>
<td>WP, 0.5% S, 0.25% S</td>
<td>Depending on size of animals and amount of hair</td>
<td>Immense, spray, or dust thoroughly.</td>
<td>Do not treat sick animals.</td>
</tr>
<tr>
<td></td>
<td>–</td>
<td>–</td>
<td>45</td>
<td>WP, 0.5% S, 0.25% S</td>
<td>Depending on size of animals and amount of hair</td>
<td>Immense, spray, or dust thoroughly.</td>
<td>Do not treat sick animals.</td>
</tr>
<tr>
<td></td>
<td>Ronnel (Korlan)</td>
<td>0 (in meat)</td>
<td>56</td>
<td>WP, 0.5% S</td>
<td>1 qt.</td>
<td>To backs every 3 weeks or as needed.</td>
<td>Do not treat sick animals.</td>
</tr>
<tr>
<td>Ticks</td>
<td>Co-Ral</td>
<td>–</td>
<td>45</td>
<td>WP, 0.5% S, 0.25% S</td>
<td>Depending on size of animals and amount of hair</td>
<td>Immerse, spray, or dust thoroughly.</td>
<td>Do not treat sick animals.</td>
</tr>
<tr>
<td></td>
<td>Delnav</td>
<td>1</td>
<td>–</td>
<td>EC, 0.15% S</td>
<td>1 qt.</td>
<td>To backs every 3 weeks or as needed.</td>
<td>Do not treat sick animals.</td>
</tr>
<tr>
<td></td>
<td>Lindane</td>
<td>7</td>
<td>30</td>
<td>EC or WP, 0.025% S</td>
<td>1 qt.</td>
<td>To backs every 3 weeks or as needed.</td>
<td>Do not treat sick animals.</td>
</tr>
<tr>
<td></td>
<td>Malathion</td>
<td>4 (in meat)</td>
<td>–</td>
<td>EC or WP, 0.5% S</td>
<td>1 qt.</td>
<td>To backs every 3 weeks or as needed.</td>
<td>Do not treat sick animals.</td>
</tr>
<tr>
<td></td>
<td>Ronnel (Korlan)</td>
<td>0 (in meat)</td>
<td>56</td>
<td>EC or WP, 0.5% S</td>
<td>1 qt.</td>
<td>To backs every 3 weeks or as needed.</td>
<td>Do not treat sick animals.</td>
</tr>
<tr>
<td></td>
<td>Toxaphene</td>
<td>7</td>
<td>28</td>
<td>EC or WP, 0.5% S</td>
<td>1 qt.</td>
<td>To backs every 3 weeks or as needed.</td>
<td>Do not treat sick animals.</td>
</tr>
<tr>
<td>Spinose ear tick</td>
<td>Co-Ral</td>
<td>–</td>
<td>45</td>
<td>5% D</td>
<td>Lightly inside ears.</td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

*Use of back rubbers will aid in louse control.
WHY USE ANCIENT WORMING METHODS?

Move up to

A JET AGE PRODUCT

for Fast Treatment
Fast Action
Fast Recovery

PROTECT YOUR LIVESTOCK AND YOUR PROFITS from THE RAVAGES OF INTERNAL PARASITES

THIS IMPROVED MODERN WAY

THE PARITROPE COMPANY
Box 5665G, Stockyards Sta. Kansas City 2, Mo.
That's important to YOU because we promote YOUR product
Here's some of the projects your dime helped create

**PROMOTION AND PUBLICITY**—Recipes and photographs of Florida beef dishes are supplied regularly to food editors of large newspapers and sent to all weekly and daily newspapers in Florida. Magazine, radio and television publicity is obtained for Florida beef and Florida beef products.

**RECIPE CONTEST**—The Annual Florida Beef Council Recipe Contest attracts more than 3,000 entries. New ways to cook beef are discovered and publicized to homemakers throughout the state.

**SUMMER COOK OUT**—Radio, television and newspapers are combined with supermarkets and food manufacturers to push more outdoor cooking of Florida BEEF, primarily ground beef.

**BEEF STEW**—Low cost cuts of beef get the priority in this annual promotion. Supermarkets are decked out with promotional literature boosting Florida Beef Stew.

**DISPLAYS**—The work of the Florida Beef Council is portrayed in two traveling exhibits which are shown year-round at fairs, exhibits, beef sales and conventions.

**NAPKINS**—Florida Beef Council napkins are distributed at important convention banquets throughout the state.

**FOLDERS**—More than 700,000 folders and brochures have been printed and distributed by the Florida Beef Council. They all promote increased consumption of Florida beef.

**SCHOOLS**—Special beef charts and beef textbooks are distributed to home economics classes and meat courses throughout Florida. Educating citizens of Florida to use beef in more ways, resulting in more dollars for the total carcass.

*Florida Beef Council income is running approximately $1,400 monthly... increasing slowly but surely... join in our program and bring up the total to $3,000.*

**WHY PROMOTE BEEF?**

The effects of product promotion have been proven over the years. There was a day when milk was not as commonplace as it is today. There was a time when no one had ever heard of Coca-Cola or Jello. But these industries promoted their way into common household words—and products—and reaped the benefits. The same rules apply to beef. Consider this fact: If the consumption of beef per person in Florida could be increased ONE POUND PER MONTH, nearly 60 million pounds of beef would be needed EACH YEAR.

**SIGN UP NOW**

This advertisement sponsored by The Florida Cattleman.
Feed Rule Hearing Slated

Proposals to change the present rules and regulations under which the State Department of Agriculture regulates the state's feed industry will be presented at a hearing in Tallahassee on September 20--and Louis Gilbreath of Ocala, president of the Florida Cattlemen's Association strongly urges cattlemen to attend the session as some changes could seriously affect the industry.

Commissioner of Agriculture Doyle Conner has called the hearing as provided by law. It will begin at 2 p.m. on Wednesday, September 20, and will be held in the Fourth Floor Library of the Nathan Mayo Building.

Bull Sale May Be Means Of Encouraging Better Beef

Florida Beef Council officers comment on sponsorship of November 1 Webster event

Putting Florida Beef Council and its work before Florida cattlemen is the Number One reason why the Council has voted to sponsor the "Cowman's Special" Bull Sale at the Sumter All-Florida Livestock Pavilion near Webster November 1.

So reports Marvin Kahn of Sebring, chairman of the Council, an enthusiastic supporter of the sale, and one of the four persons who will rate the bulls "A", "B", "C" and "reject" before the auction.

"I'm idealistic enough to believe that the Council—whose main job is selling beef to consumers—also has a stake in helping to make our end product better by encouraging use of better bulls by our cattlemen," Kahn adds.

President Louis Gilbreath of Ocala, head of the Florida Cattlemen's Association, the Council's "parent" organization, agrees with Kahn's appraisal:

"Sales of this type could become worthwhile in developing FCA's continuing efforts to improve the quality of the beef we produce in our state."

Art Higbie, who is executive vice president of FCA and occupies a similar position with the Council, looks forward to making use of the fine facilities at the Webster pavilion to display the Beef Council's "wares"—displays and other information on what the Council is doing with the dimes which hundreds of cattlemen are now contributing each time they sell a beef animal.

"The All-Florida Breeders' Show and the Sumter County Fair are educational events primarily, and they will draw many hundreds of cattle people who may not be completely informed on what the Council is doing," Higbie notes. "These are exactly the people we want to reach with our program."

To insure extra high quality, Kahn reports that Brown and Culbreath of Leesburg, the sale managers, plan to stress the quality aspect in securing consignments to the auction, which will include all breeds.

"The rating committee will then have an opportunity to choose carefully among a generally good group of bulls, we believe," says Kahn. Others on the rating committee include Elliott Whitehurst, Williston feedlot operator and commercial cattle breeder, Jim Pace, University of Florida extension animal husbandman, and Gary Brown of Brown and Culbreath.

Another feature of the sale, which might prove to set a precedent with purebred auctions, will be the fact the 50c per head will be deducted from the proceeds of the consignor for the Council's work. A flat sum will also go to the Council to help defray its costs in connection with the auction sale.

While this is the first purebred auction with which Beef Council has been connected, the effort to educate cattlemen as to the work done by the Council and its importance to the industry has been a continuous job, using many different forums.

The advertisement on the page opposite, for example, is donated by THE CATTLEMAN to help tell the story of the Beef Council's work. Talks before cattle groups by Gilbreath, Kahn and other officials stress the work of the Council. The need for full industry support is stressed by Kahn:

"Beef promotion work throughout the nation, most of it done by the National Beef Council and the various state Councils, has been most effective in keeping beef consumption at a high level per capita, and thus keeping our market stable.

"But promotion will be even more important, of course, should cattle numbers build up and high beef production follow as it did in the early and mid 50s to make 'selling' even more important.

"Our goal, therefore, is to secure the backing of the entire industry in donating, regularly, 10 cents per head on every beef and dairy animal which sells."

DO YOU KNOW

Which of Your Cows are Pregnant?

IF NOT

You may be wasting money on NON-PRODUCERS that could be used on the cows that are making you a PROFIT.

Now is the time to get rid of those cows that are fat and not RE-BRED. Let us examine your herd. We have the experience gained from testing thousands of cows. We can, and want to, help you make more money. We are filling up our schedule fast, so call or write NOW! Don't miss another season.

Our rates are reasonable, and we can furnish references, so for your

Pregnancy Testing

See

Azell G. Lewis
Route 1, Box 37C
Gainesville, Florida
FR 6-2526
Guesswork in ranch management is a thing of the glorious past, gone with the saddle callouses of the manager whose agony now is derived from the detested paper work in involved in budgets, records, credit ratings and projected plans.

In these modern times of fierce corporation competition, unpredictable government intervention, and the old ever-present hazards of drought, insects, floods and disease, the men who raise beef cattle for a living are finding it difficult to realize profit without seeking and using advice from competent, professional consultants.

The most progressive ranch managers have found that it pays to obtain professional advice on matters of law, accounting, taxation, animal health, animal breeding and animal nutrition (including plant and soil analyses) — but the payoff comes in the wise application of this advice in the light of their experience to their ranch business operating procedure.

(The term “business operating procedure” is used because most beef cattle ranchers have a larger cash investment in inventoried items than their friends in pharmacies, super-markets, dry goods stores and other businesses. Yet no pharmacist, grocer or merchant would consider trying to operate his business without bookkeeping, tax planning, production, purchasing and legal advice.)

The pioneer nature of the cattleman and his desire to remain independent are qualities too rarely seen. Yet these same qualities often cause them to resist changes, especially those involving paper work which may lead to more efficient and profitable production of beef.

How often have you experienced incidents like occurred to a young county agent who, after addressing his County Cattlemen’s Association, was ridiculed for advocating the supplemental feeding of cows on winter grass pastures in order to increase the size of calf crops?

Although the county-agent had controlled experimental evidence for stating that improperly-fed lactating cows would fail to come into heat, he was greeted with the comment:

“I’ve raised cattle here since the days when we drove oxen for supplies and we haven’t fed the first sack of store-bought feed to cows yet. I don’t need a slick fellow with a college degree who doesn’t own a cow to tell me how to run a ranch.”

Many people, including bankers, fertilizer company representatives, county agents and others expect this reaction from some of the older generation of Florida beef producers.

It must be admitted that they are right to the extent that they did profitably raise beef cattle without intensification up until a few years ago.

In the past, they didn’t need 90% calf crops and 500 pound calves at weaning time because their land wasn’t taxed heavily, stocking rates could be low on pastures, hired labor was seldom needed and living costs were low.

These old timers are still the best qualified to raise beef cattle in Florida, but it is unfortunate that their pride and past experience often delays their decision to permit the younger generation now operating their ranches to institute business principles and retain professional consultants. This is particularly unfortunate because too many people with “cattle know-how” have waited too long to intensify their methods and have lost ownership of their ranches to wealthy industrialists or others whose real estate knowledge overshadows their “cattle-sense.”

The question, “What business principles and consultant services are you advocating?” is probably fore-
Don't Miss the CITRUS—HERNANDO FEEDER CALF SALE

AT THIS AUCTION MARKET

OCALA, TUESDAY, SEPTEMBER 12

WHAT SELLS?—Steers, Heifers, Bulls. Steers must be under two years old. Heifers and Bulls must be under 12 months old. Entries restricted to 200 pounds minimum weight.

UNIFORM GROUPS—Animals will be graded into uniform groups before the sale. Market personnel and the sale managers, Brown and Culbreath of Leesburg, will assist in this, if you wish. Or you may grade them yourself at home.

DEADLINE FOR ENTRIES—No entries will be accepted after Monday, September 11, day before the sale. Entries may be given to this market, or sent to Brown and Culbreath, 908 Perkins Street, Leesburg.

ACCEPTING ANIMALS—Those wishing to bring their calves the afternoon before may do so, and arrangements can be made for water and hay.

SPONSORS—Sale is sponsored by the Citrus and Hernando County cattlemen's associations.

NUMBER HEAD—It is expected that 1200 head will be sold at this auction. Buyers and sellers: don't miss it!

NOT THE LARGEST . . . NOT THE OLDEST . . . BUT THE BEST

Mills

AUCTION MARKET

Clarence Mills, Manager
Telephone: 629-3662, 622-4454

OCALA, FLORIDA

ALSO: Competent hauling service at the disposal of Florida cattle and swine owners at all times. Phone: Day 629-3662; Night Williston 528-3977.
CHANGE—Both in the recent past and in the foreseeable near future—were common elements in talks on a variety of cattle industry developments at the Coordinated Beef Improvement Conference held at Fort Collins, Colorado, July 7-8, under joint sponsorship of the American National Cattlemen’s Association, the American Society of Animal Production and Colorado State University. Here THE CATTLEMAN reprints much of the talk by Max Fulscher, a purebred breeder from Holyoke, Colorado, which appears to typify the conference’s tone.

I’m not an expert on genetics or the science of animal breeding. So what I have to say to you will be strictly from a cowman’s viewpoint. To describe how we use present breeding knowledge is, actually, an analysis of the thoughts, aims, and ideals which direct our breeding program.

Our aims and ideals are set to a different pattern than they were 12 or 15 years ago. To cover a lot of territory in one sentence, I would say that, prior to 1950, our breeding program was based chiefly on selection for improvement of type and conformation as gauged by show ring standards.

I pinpoint 1950 as the turning point because it was then that we learned of the genetic implications of dwarfism. In the late ’40’s we encountered some dwarf trouble in our herd—not from our original old line of breeding, but through some herd bulls brought in from outside in 1941 and later.

By following the recommended procedure of geneticists familiar with this problem, we were able within two years to eliminate from our herd all those animals which were descended from known carriers of the dwarf gene. We also learned from the geneticists about progeny testing for dwarfism.

Briefly, it as a matter of statistical deduction that when a bull has sired at least 16 normal calves—and no dwarfs—from known carrier cows, such a bull can be considered dwarf free. So we have used this tool of modern breeding knowledge, together with clean pedigree selection, to assure ourselves that we wouldn’t reintroduce dwarfism into our herd.

Since 1950 we have maintained as a group apart—used only for progeny testing—a set of known dwarf producing cows on which to test all herd bulls brought in from outside (as well as following up on some bulls of our own production). Without going into detail on this, I will say that it has proven of value.

Although it seems rather like ancient history to me now, this dwarf thing had quite an impact on us. It swayed our own outlook toward cattle breeding. Here was the awakening that there is more to breeding cattle than meets the eye. Here was the first direct effort we made to overcome a deficiency of production that was not apparent in the appearance of an animal. Concisely, it accelerated our acceptance of production testing.

From this background we have formulated a breeding program conceived of the idea that the things we select for should tie in with the best interests of all segments of the beef cattle industry—from the registered breeder, to the commercial producer, on to the feedlot operator, to the packer and consumer. In the final analysis, the real purpose for maintaining registered herds is to provide a source of superior seedstock for the commercial producer. Superior seedstock means more than good quality and conformation; it also should be identified with dependable performance.

What do I mean by dependable performance? I mean all those things which are not apparent in an animal’s appearance, but still have economic significance to the people who handle beef cattle. Spe-
officially, this would indicate absence of the dwarf factor—or any other such malady—along with the positive factors of milk production in the mother cow and growth capacity in the younger cattle (gain ability), and along with this, feed efficiency. These are factors of great economic significance to beef cattle producers and feeders—and factors of comparatively high heritability, not easily discernible by looking at an animal.

Heritable to lesser degree, but nevertheless economically important are: fertility, longevity, disposition, and general health and vitality. Even though good nutrition can evidently do more, faster, to improve these things than can genetic attainment, we should nevertheless be alert to the possibility of encountering a genetic deficiency on one or more of these points.

To help us achieve this goal of dependable, or improved, performance, in 1954 we enrolled our herd in the Record of Performance Program conducted by the extension service of Colorado State University. Incidentally, this CSU program evolved last year, into the Colorado Beef Cattle Improvement Association, an organization currently of some 50 participants both registered and commercial including all three major beef breeds.

This organization is not set up to encourage its members to select for size and gain alone. Its purpose is to use performance testing to complement type selection—not replace it. The idea is to improve quality as we improve performance.

Production testing on this basis should fit into any man's pattern of beef cattle breeding, because within any breed, any herd, or any type, the inherent gain ability of the different animals is variable. Therefore, improvement in gain ability in any one herd can be made through selection and culling, regardless of the type of cattle the breeder prefers to raise.

I believe a breeder should have a type in mind—an ideal to work toward. In this respect, our goal is an animal of moderately short legs—not extreme—straight on those legs, with more than a moderate amount of bone. (There have been demonstrations showing where there is a positive correlation of muscling—which is red meat—to bone). Our ideal is an animal moderately deep bodied—again not extreme, because extreme depth tends to lower carcass cut-out value. We select for an animal that is long from hip to tail, yet moderately short coupled. We strive for extreme length of the body. We like wide loins and backs, a wide rib cage, with legs set out on the corners to match this width of body.

If and when you get all these things wrapped up in one critter, and it shows a straight top and bottom line, with evident muscling in the forearm and rear quarter—something like a good Quarter Horse—then it would seem to me you would just have to have a red meat animal whose cut-out value as dressed beef would be high.

We haven't, as yet anyway, set a standard relative to gain ability in the sense that we have relative to conformation. (Continued on page 64)

for September, 1961
Santa Gertrudis High at Auctions

Since the first Santa Gertrudis sale was held at King Ranch, Kingsville, Texas, in late 1950, 3923 purebred Santa Gertrudis have been offered in 96 different auction sales for an average of $1518 per animal, reports Santa Gertrudis Breeders International.

Included in the averages are 2255 halter-broken cattle, and 1668 cattle in range condition. Most of the 59 Santa Gertrudis which have sold in Florida sales are in the latter category, and they have averaged $705, SGBI reports. Practically all the Florida Santa Gertrudis selling at auction have been bulls, though a few females were offered in the 1958 sale at Bartow.

In contrast Winrock Farms of Morrilton, Arkansas, has averaged $4785 on the 161 head it has sold at auction, and King Ranch has averaged $6450 on 266 head sold in the United States and $5275 on 112 head sold in sales in Australia.

SGBI stresses that “we do not wish to leave the impression, through reporting of these excellent averages, that Santa Gertrudis are financially out of reach for commercial cattlemen or purebred breeders. Many of the range-conditioned cattle in the sales were bought by commercial breeders, as were some of the fitted cattle.” Of the 9000-10,000 Santa Gertrudis transferred each year, only an average of 375 have sold at auction.

Santa Gertrudis Gain in Popularity in Guatemala

Florida Santa Gertrudis breeders have shipped hundreds of purebred cattle to Latin American countries in recent years. Here is a report by Jim Compton of Santa Gertrudis Breeders International as to the reception the breed is getting in Guatemala:

“In the Central American country of Guatemala, the Santa Gertrudis beef breed is enjoying popularity reminiscent of that in the United States in the late 30s and early 40s when the King Ranch, where the breed was originated and developed, began selling a few bulls.

“There are a number of purebred herds of Santa Gertrudis established in Guatemala, these consisting primarily of imported cattle. Breeders in the country can, relatively speaking, sell all the purebred Santa Gertrudis bulls they desire. The quantity available in the country, however, is definitely limited since the breeders themselves are using the purebred bulls in their native cow herds.

“Almost all cattle sold at market in Guatemala are grass finished—never supplemented. The going price is 11¢ a pound, and this varies very little from year to year.

“The popularity of the Santa Gertrudis stems from the fact that the breed will outperform the native cattle in almost every respect. It takes from three to four years to grass-finish a native ‘Criollo’ steer. At this age, he will weigh from 600 to 700 pounds. A first cross steer from a native cow and a purebred Santa Gertrudis bull will finish a year earlier and at a considerably heavier weight.

“The history of Santa Gertrudis in Guatemala is brief. A few purebred bulls were imported in 1946, however breeding herds have been established only in the last seven or eight years, most of them even more recently.

“In this short time, the breed has made extremely gratifying progress. Purebred bulls from the foundation herds in the country have been sold to other cattlemen across the nation, others have been imported from the United States and other countries, and cattlemen are observing remarkable results.”
The Need's Imperative!

by T. J. CUNHA
Head, Dept. of Animal Industry, U. F.

The best investment a cattleman can make this winter is to make sure his cattle are fed the extra protein supplement they need. A long time experiment showed that for every dollar spent for needed protein supplementation during the winter there resulted two dollars in increased returns. How else can a cattleman get such a good return on his investment?

A lack of protein is still one of the most common nutritional deficiencies encountered in Florida during the winter. It costs cattlemen a great deal of money, since cattle lacking in protein lose weight and do not reproduce regularly. Moreover, they wean smaller calves, which means less return to the producer.

Many times one hears cattlemen say they do not use a protein supplement because it will cause their animals to graze less. This is not the case. Protein supplementation actually increases the appetite of cattle and causes them to graze more. Moreover, the forage they consume is better utilized because of the extra protein they are getting.

A good example to illustrate this point is some Florida experimental work conducted a few years ago. Cattle which had access to a rack full of low protein Pangola hay were losing about one-half pound per day in weight. When they were given a pound of a protein supplement daily in addition to the Pangola hay, they gained a little over a pound per day. Right away, the question is asked as to why a pound of a protein supplement made such a difference in rate of gain. The answer is that it increased the appetite of the cattle so that they started eating about twice as much Pangola hay. Moreover, the hay they ate was better utilized.

This example shows the importance of protein supplementation and also illustrates the fact that just because cattle have all the hay they can eat or all the pasture they can consume, they still can do poorly if the hay or pasture is low in protein. This fact needs considerable emphasis because many cattlemen are not aware of it, hence are neglecting use of sufficient protein.

Florida Agricultural Experiment Station experiments have shown that a lack of protein will cause cows to fail to come into heat, to take more services before getting settled and to fail to become pregnant. The results obtained will depend on how low the level of protein is needed.
that makes COOPA-FINE twice as effective as any other DRENCH

The smaller the phenothiazine particles, the MORE EFFECTIVE is the worming action for your sheep, cattle and goats. It's a scientifically proven fact! Super-fine COOPA-FINE Drench is proven twice as effective because it contains particles at least 3 times smaller than particles in ordinary drenches.

COOPA-FINE COMES IN A NEW "Shake 'N Pour" FORMULATION

All you do is shake the jar and it's ready to use. Smooth, uniform suspension won't settle, clog or clog the syringe. For more effective worming action, drench with COOPA-FINE. If your animals have a tapeworm problem, get SPECIAL COOPA-FINE (contains lead arsenate). Available at your animal health products dealer.

Make Your Own "TOUCH TEST"

Rub COOPA-FINE between your fingers do the same with any other drench. Feel the BIG DIFFERENCE. COOPA-FINE is smooth as oil, the other is gritty as sandpaper.

Ask your dealer for Free COOPA-FINE Literature or write to COOPER.

Successful Cattlemen Agree...Grow With Gulf!

It's time for fall pasture fertilizer application. Use Gulf fertilizer for nutritious, deeprooted stands. Talk with your Gulf field representative for sound recommendations.

THE GULF FERTILIZER COMPANY
Tampa - Florida
SERVING FLORIDA AGRICULTURE FOR 57 YEARS

and for how long the low level of protein is fed. A severe protein deficiency will result in no calves at all; whereas, a less severe protein deficiency will result in additional services for conception and a low calf crop.

It also needs to be emphasized that the beneficial effects of protein feeding during the winter on the percentage calf crop may not be noticed until the second winter of supplemental feeding. This is because the cows have already been bred and it may be too late to influence the number of calves born after the first winter of feeding. This word of caution is added in order to warn some cattlemen not to expect too much during the first winter of supplemental feeding. A heavier calf at weaning and less deaths should occur, however, during the first winter of feeding. Moreover, the cows will look better and will be more apt to settle quicker and more of them will calve.

The amount of protein feeding will vary from one-half to about two pounds daily. The amount will depend on the condition and size of the animal, the stage of pregnancy or lactation of the cow, the kind, quality and amount of pasture and other feed available as well as other factors. The amount of protein fed should be increased or decreased depending on how the animal responds to the feeding. If the animal responds well and fast, the amount of protein fed may be decreased. If the animal does not respond as fast as it should, then it is a good indication the amount of protein fed should be increased.

It is also recommended that cattlemen start feeding protein earlier than they have in the past. In most cases, cattlemen do not start protein feeding until December, January or even later. By then their cattle have already lost considerable weight and a great deal of feed will be required to bring them back into good condition again. It would be much better for cattlemen to start feeding earlier and begin with one-fourth or one-half of a pound of protein supplement daily and gradually increase it as the cattle need more. Then wait until later and then have to feed two or three pounds of a protein supplement daily.

This recommendation means that cattlemen should stretch out their protein supplement feeding period but should not feed as much per day as they would with a shorter winter feeding period. By starting to feed early, cattlemen will obtain more returns per unit of protein supplement used than by starting late after the animals have already lost much weight. In other words, it is much cheaper to prevent weight losses than to put weight back on an animal. Moreover, the cattle should perform better if they can be kept in fairly good condition throughout the year, instead of going through periods of extreme weight losses.

This discussion indicates that proper protein supplementation is necessary for cows to calve regularly and wean heavy calves. However, proper protein levels are equally important for growth and for efficient feed utilization.
Nearly $4000 in addition to regular prize money was collected by George Ruis of Plant City when he showed this white Shorthorn to the steer grand championship at the 1958 Florida State Fair. This was the first Shorthorn to win this honor in the fair's history. Shown with Ruis is C. R. "Jack" Hooker of Jacklen Farms, breeder of the steer.
SHORTHORNS

IF YOU ARE SATISFIED WITH CALVES LIKE THIS, YOU DON’T NEED OUR BULLS!

If you’re not happy, come to our SALE

FEBRUARY 3rd

BOLL WEEVIL PLANTATION

H. E. Lyons, Manager
Waynesboro, Georgia

Mrs. Hugh Fenwick, Owner
Aiken, South Carolina
Mann Ranch Has to Use Shorthorn Bulls
-Breeding Program Makes Them Vital

Shorthorn bulls play a vital part in the crossbreeding program of G. W. "Buck" Mann, Jr., Bartow. "I really like what they do for me," he says.

Mann, the owner of a sizeable commercial herd in southwest Florida, attempts to raise all his own bulls for the ranch. "All, that is, except Shorthorns," he explains. "We can't afford the time and effort required to build a top herd of purebred Shorthorns, so we buy them."

The ranch has a herd of registered Brahms, which are crossed with the Shorthorn bulls to produce half and half cross bulls that can be utilized on a large group of selected commercial cows. "We find that the Shorthorn blood gives additional beef of a higher quality, and our calves grow out somewhat faster."

The cows used in the program are usually high grade Brahman, and are bred to the crossbred bulls, producing a calf that is heavier, at an earlier weaning time.

"Occasionally we have calves that will weigh out at 600 pounds or more, and these we use to pass on this ability to the calves that we sell as feeders," Mann points out. "All the calves don't weigh that much, but we will consistently average 400 pounds and up, depending on the management that we give them." He emphasizes, "the ability to gain and do well is there, all we have to do is provide the minimum necessities to get it out of them."

The Mann ranch is primarily low, wet, unimproved land, and he feels that this combination of breeding is one of the few, at least, that will work satisfactorily.

All the bulls are rotated during breeding season—about 21 to 30 days with the cows—and they get a little feed when they are resting.

"We feel like the money we spend in keeping our bulls in good shape will pay off in a larger calf crop, and will help out the bulls themselves on the rough pasture that we have for them."

As to calf crop—Mann reports that he gets up to 80 percent with good pasture management.

When it comes to buying or raising bulls Mann is very emphatic—"We have to be selective; we've got to have the biggest and the best bulls available."

In addition to improving his commercial herds, Mann continues to maintain and improve the Brahman herd of brood cows, selecting the better bulls for some of his high grade English bred cattle, as well as using the best Brahman bulls back on the purebred herd.

"That's a little bit of a problem," he points out. "We have to breed the Brahman cows about every other year to Shorthorn bulls, using Brahms in between to keep the herd going. And we still seem to need more bulls than we have, at least, of the quality that we insist on."

Several years ago, the ranch had several Red Polled bulls, and the evidence is still there in the form of a three way cross of Shorthorn, Brahman and the Red Polled. "We like them, but we can't find any good Red Polled bulls, so the blood is slowly being diluted in favor of the half and half Shorthorn Brahman cross."

"We are pleased with the Shorthorn blood we have," Mann summarizes, "it gives us a higher calving percentage, faster gaining calves, and a little higher grade than we could get without it. A lot of our calves are sold to feeders and they like what we are offering, and that's what we are after—satisfied customers."
Acclimated Shorthorn Bulls For Sale!

5 BULLS, 2 to 3 years old
ALSO 10 BULLS, 15 months to 2 years old

PRICED REASONABLY
(As low as $300!)

THIS OFFERING includes one 2-year-old son of Bapton Craftsman (Imported from Scotland by Edellyn Farms) and one 2-year-old half-brother to Creekland Lancer (International Champion). The balance are sons of our International Congress Champion, WL Bank Standard 8th. All were born and raised on our farm under unsanitized conditions.

PLEASE WRITE OR CALL FOR APPOINTMENT

JACKLEN FARMS
C. R. (Jack) and Lennie O. Hooker, Owners
Phone: Business 752-1398, Home 752-4658
102 N. Collins St., Plant City, Florida

CF RANCH of Winter Garden is the owner of this fine daughter of Bapton Constructor. She is bred to Louis Cornerstone.

Steer-A-Year Program Starts

The American Shorthorn Association reports that those responsible for putting the “Steer-A-Year” program into actuality were surprised when the first steer actually became a reality, and his cash return found its way into the American Shorthorn Foundation recently.

The first steer, “Nebraska” by name, was a red, 960-pound son of Cruggleton Leishman and was donated by Dan and W. G. McCubbin of Elkhorn, Nebraska.

Selling on the Omaha market, he was purchased by the head cattle buyer for Swift and Company, Hans Magnuson, for $23 per hundredweight. This was the extreme top for that day.

While the $278.15 proceeds from this steer was the first to reach the Foundation via the “Steer-A-Year” route, this scene is slated to be duplicated many times in the coming months in markets throughout the country.

The American Shorthorn Foundation was activated for the sole purpose of creating a permanent fund for the promotion of Shorthorns and Polled Shorthorns.

Subscribed Now!

THE CF RANCH
Corrie and Fred Tilden
876-2482, P.O. Box 472, WINTER GARDEN, FLA

Established in 1953

We are now well on our way towards building a productive herd of Scotch Shorthorns of scale and quality, acclimated to Florida conditions.

SHORTHORN showman at the Florida State Fair 4-H beef show last winter won a grand championship with this fine female. Danny Kriedler is the owner, but the youngster holding the heifer is unknown. (If identified, please write The Cattlemen.)
The Smith Ranch Shorthorn bulls shown above, left to right, are: S. R. Crown Duke; S. R. White Master; and S. R. Roan Eagle.

IT HAS BEEN PROVEN here in Florida and throughout the Southeast that Shorthorns, particularly registered Shorthorn bulls, have a profitable place in the crossbreeding programs operated by many commercial cattlemen.

We know that it is the big, rugged type of Shorthorn animal that the commercial breeder wants and needs. We are raising good Shorthorns and selling them when they are mature and acclimated. All of the bulls we offer for sale are semen-tested and we feel that this is important. See us for the kind of Shorthorns you need.

ACCLIMATED, SEMEN-TESTED SHORTHORN BULLS

SMITH RANCH

H. L. & P. N. Smith, Owners

WINTER HAVEN, FLORIDA

RANCH FIVE MILES NORTHEAST OF LAKE HAMILTON

TEPEE RANCH

At TEPEE RANCH, since 1953, we have been developing a herd which will produce purebred Shorthorn bulls suitable for crossbreeding sires under Florida conditions.

Sorry. We have no bulls for sale this year.

Terrill E. Price, Col., Cavalry, U. S. Army (Ret.)

Route 4, Box 190, Gainesville, Florida

Army Service 1916-1932, including Remount Service; University of Florida 1952-1956, Master of Agriculture 1955; Animal Geneticist since 1917.
COME AND SEE OUR REGISTERED SHORTHORNS

SHORTHORN CROSSBRED steers are sired by Shorthorn bulls from the herd of A. Duda and Sons, Inc., Cocoa. They are out of high grade Brahman cows. 15 of these selected steers will be sent to the North Florida Experiment Station at Quincy for feeding trials. The purpose of the experiment is to compare this and other hybrid crosses with steers of straight English breeding, as to feeding and gain ability.

Our 100 brood cows are served by three bulls we have carefully selected for their adaptation to Florida's particular needs. These bulls are L. L. Emperor and Naemoor Saracen (imp.), both of whom have been in our herd for some time, and W. P. Mandarin, who is a more recent addition. Our herd has been in existence continuously since 1946, and we believe we are the oldest, as well as one of the largest, of Florida's registered Shorthorn herds.

THEY'RE THE THRIFTY BIG-BONED GRASS-EATING KIND!

Herd in pastures along US Hwy 27, 6 miles east of Clewiston. Drive in!

Beardsley Farms
Poilied Shorthorns

Phones: YUkon 2-7501 (office) YUkon 2-1242 (farm)
CLEWISTON, FLORIDA

Shorthorn Breeders Advised to be Alert

by MRS. HENRY L. SMITH
Florida Shorthorn Breeders Ass'n

WE HAVE proven in Florida and the Southeast that the registered Shorthorn bull has a profitable place with our commercial cattlemen in their crossbreeding programs.

This is particularly true if we, as breeders, raise the big, rugged type of animal that does so well for the commercial cattlemans. Selling mature, acclimated bulls is a big asset, too.

We should be ever alert to hear more about the type of animal that is best suited for the commercial breeder. Any good commercial cattlemans in the Southeast can tell you the type of bull that he thinks he needs to give him the most profitable calf crop under his operating conditions.

I'm sure that a good-headed bull with plenty of bone is important, but it is also important that they are somewhat up off of the ground and do not look like they are crawling around on their knees!

It is interesting to note that the Florida Shorthorn Breeders Association was formed in 1947 during the Southeastern Fat Stock Show in Ocala. There were probably fewer than 100 registered Shorthorn cows in the state at that time but the breeders were thoroughly sold on the big cows.

We have gone on through the years promoting the breed we like, but we could use more active members in our association. There are several breeders in the state with only a few head of Shorthorns that do not belong. They will be more than welcome.

It's the little Shorthorn breeder of today that makes the big breeder of tomorrow. Dues for the Florida association are $5.00 per year. For an additional charge of $2.50 you can also belong to the Southeastern Shorthorn Association.

I'd like to take this opportunity to invite all association members and anyone interested in Shorthorns to attend a meeting at Smith Ranch at 10:00 a.m. on Saturday, September 9. We plan to tour the ranches, located five miles northeast of Lake Hamilton, near Winter Haven, have our meeting and then enjoy lunch.

BEEFY SCENE is presented by these registered Shorthorn brood cows owned by Smith Ranch, Winter Haven.
We'd like to take this opportunity to introduce Florida cattle-men to Upson Shorthorn Farm. We have 70 brood cows in the registered herd, approximately 80 percent of which are polled. Herd sires include Upson Ocean Wave, by Calrossie Ocean Wave; Upson Lancer x, Upson Lancer 3d x, and Oakwood Classic x, all by Creekland Lancer x, former International Grand Champion.

We rigidly insist on Shorthorns and Polled Shorthorns that are right in conformation. We want them to consistently produce offspring that "naturally have it" and we think we're producing the kind of Shorthorns that can do good in your herd. Come spend some time with us. We're eager to have you see our herd.

A number of good young bulls and females for sale—
all by our Upson Lancer bulls and by Upson Ocean Wave.

George H. Miller, Owner
E. M. Gilbert, Manager

THOMASTON, GEORGIA

UPSON SHORTHORN FARM

SHORTHORNS . . . For Greater Profit!

Present day beef making requires early maturity, rapid gaining ability and a "Red Meat" carcass. Small wonder that Shorthorns and Polled Shorthorns best fill these requirements—they inherit efficiency . . . gaining ability . . . more milk in mother cows . . . adaptability to all conditions . . . and an enviable world-wide reputation as the greatest crossing bulls. Why not investigate that all important profit making ability of Shorthorns?

DON'T LOOK FOR GLAMOR
DEMAND PROFIT . . . and
get it with SHORTHORNS!

AMERICAN SHORTHORN ASSOCIATION
Livestock Exchange Building—Omaha 7, Nebraska
Let's talk Facts...

**Fact:** Shorthorns will contribute size to your herd no matter what the breed that you now have.

**Fact:** Shorthorns will add to your calving percentage when crossed with almost any breed of cattle.

**Fact:** Shorthorns, when crossed with any breed, will make a more desirable calf for feedlot operators.

**Fact:** Shorthorns are known for their easy fattening ability, and they pass on this characteristic in commercial herds.

**Fact:** Shorthorns are TOPS grade-wise, so you really can't go wrong if you depend on Shorthorn blood for PROFIT.

For more Shorthorn Facts, contact:

**FLORIDA SHORTHORN BREEDERS’ ASS'N**

Mrs. Henry L. Smith, Secretary, Winter Haven, Florida
Swine Short Course on September 15

AN EXCELLENT program has been worked up for the Field Day to be held at the University of Florida at Gainesville. The program starts at 8:30 a.m. at the Swine Farm. This program will be an excellent opportunity for everyone to get up to date on the latest swine developments.

Complete program can be found on page 74 of this issue. However, the field day will give a fairly complete—if rapid—"look" at what we are doing here at Gainesville in swine research during the morning session, and then a series of short talks designed to help swine men improve their management practices during the afternoon. Approximately a dozen of our Experiment Station scientists and others are on the program.

If you make any sizable share of your living from hogs, this field day ought to be of considerable benefit to you.

New Circular on Bull Semen Evaluation

UNIVERSITY of Florida Agricultural Extension Circular No. 218 on "Bull Evaluation" by C. B. Plummer and A. C. Warnick is available from your County Agent or our Gainesville office. It gives excellent information on testing bulls for semen and the ratings which are given to semen. In summary it states:

"Bull testing is another tool that can be used by cattlemen to eliminate unsatisfactory bulls that have little or no chance for settling cows. The test is not designed to put emphasis on small differences that may exist in the potential fertility of bulls classified as satisfactory for use in natural breeding programs. It should not be assumed that a bull with a score of 60 to 100 would necessarily be a better prospective breeder than one with a score of 60, 70 or 80. On the basis of present knowledge and techniques of semen evaluation, we do not believe that differences in dollar value for natural breeding can be assigned to two 'satisfactory' bulls, one of which has a higher score than the other."

New Bulletin on Crossbreeding Results

FLORIDA AGRICULTURAL Experiment Station Bulletin 624 entitled "Genetic and Environmental Influences on Weaning Weight and Slaughter Grade of Brahman, Shorthorn and Brahman-Shorthorn Crossbred Calves" by F. M. Peacock, W. G. Kirk, E. M. Hodges, W. L. Reynolds and M. Koger has recently been issued. It is available at the County Agent's office. Part of the summary gives the following information:

"Year of birth had a highly significant effect on weaning weight and slaughter grade of calves resulting from weather and pasture variations. The effect of sex on weaning weight and slaughter grade was highly significant, with the steer calves weighing heavier and heifer calves grading higher.

"Weaning weight differences of calves from cows of different age groups were highly significant, while slaughter grade variations were non-significant. Calves from two-year-old cows were lightest, weighing 346 pounds, those from three-year-olds were 35 pounds heavier. Cows from four to six years of age produced calves weighing 403 pounds, which was comparable to the seven to nine and 13- to 18-year-olds which weaned calves weighing 406 and 408 pounds, respectively. The heaviest calves, 416 pounds, were from the 10- to 12-year-old group.

"There was a highly significant difference in weaning weight and slaughter grade among calves of varying proportions of Shorthorn-Brahman breeding. The heaviest calves were 3/4 Brahman-1/4 Shorthorn, weighing 422 pounds, and the lightest were Shorthorns, weighing 308 pounds, a difference of 134 pounds. The other breed groups in descending weight order were: 3/4 Shorthorn-1/4 Brahman, 436 pounds; 1/2 Shorthorn-1/2 Brahman, 419 pounds; 7/8 Brahman-1/8 Shorthorn, 401 pounds; 7/8 Shorthorn-1/8 Brahman, 378 pounds; and Brahman, 370 pounds. The 3/4 Shorthorn-1/4 Brahman calves rated highest in slaughter grade with a 10.3 score, while the 3/4 Brahman-1/4 Shorthorn were in second place with a 10.1 grade. The other breed groups in descending order of slaughter grade were: 1/2 Shorthorn-1/2 Brahman and 7/8 Brahman-1/8 Shorthorn, both grading 9.1; 7/8 Shorthorn-1/8 Brahman, 8.4; and Shorthorn, 8.2. Calves with the heaviest weaning weight and highest slaughter grade were 3/4 Brahman-1/4 Shorthorn and 3/4 Shorthorn-1/4 Brahman, both out of crossbred 1/2 Shorthorn-1/2 Brahman cows."

for September, 1961
Mrs. Reagan Successfully Runs Home, Ranch, Farm

MRS. ALMA LYONS REAGAN, owner, of Cos- 
Sie Lyons Ranch, Pompano Beach, and 
formerly a Beville from Sumter County, 
was subject of a feature story in one of 
America's top daily newspapers, Chris-

tian Science Monitor, in its issue of Au-
gust 3.

Excerpts from the article follow:

You needn't "go West young man" to 
get into the cattle business. Just go south 
life, Florida. And you needn't be a young 
man to make a success in the business, 
either. You can be a young woman and 
do fine.

Alma Lyons Reagan is one of the wom-
en who has proved you don't have to be a 
cattleman to know cattle.

But it isn't surprising that Mrs. Reagan 
knows how to run a ranch for she's owned 
cattle and horses since the day she was 
born. On that day her grandmother gave 
her cows and her grandfather gave her 
horses. She grew up knowing how to 
handle them.

And her son, Beville, (who, at three 
years will file an income tax), is also the 
owner of cattle, which his mother bought 
for him with money given him when he was born.

But Mrs. Reagan knows farming, too. 
And she is also an expert accountant 
presently doing the "control work" on 
seven businesses. These include her Cos-
sie Lyons Farm of 3,500 acres in Palm 
Beach County, on which she lives; the 
motel business, used car business, and fi-

nance business owned by her husband, 
Baieam Reagan, in Gatlinburg, Tenn.; Shady 
Brooks Ranch in Sumter County which 
she and her sister, Mrs. Odis Cowart, 
own; the commissary on her farm; and a 
partnership business of her sister and 
brother-in-law.

She learned farming from her first hus-
bond, Coszie Lyons, for whom she was 
secretary for four years before their mar-
quage.

"And there is much to know about 
farming too," she observed. "In this cli-
mate you must have water and you must 
fertilize. You have to know the natural 
contour of the land for ditch irrigation. 
Here the natural flow is to the southwest 
so we put the water supply on the east 
side and empty it on the west side letting 
gravity do the work."

At one time she had 1,600 acres in 
 farming but sold 1,000 of these and now 
has only 600, and these are rented. Her 
tillable land is in eggplant, squash, and 
green beans. The rest is devoted to 
cattle and horses, with a breeding herd of 
hybrid Brahman.

"We used to ship young beef to the 
corn—for eight years we sent them to 
Texas—but now the calves go to feedlots 
here in the state."

Mrs. Reagan has done the cowboy 
work on the ranch as well as the business 
but she now leaves most of the actual 
ranch work to her brother-in-law, Harvey 
"Red" Martin, her ranch manager.

Before renting the farm land, Mrs. 
Reagan said, she hardly knew what it was 
to have five minutes free. She was con-
stantly in demand for something, over-
seeing the water, the harvesting, or pro-
tecting the crops when there was a sud-
den drop in temperature.

She remarked with satisfaction that 
although they had experienced crop dam-
age they had never lost a crop.
There's a definite need for good American Brahman cattle in both Colombia and Venezuela—but in both places American breeders must meet competition from other countries, both in South America and Europe—a special committee of the American Brahman Breeders Association which included G. T. Stack of Tampa Ranch, Tampa, has reported to the national breed association.

The 18-day trip was a study trip to the two South American countries, conducted cooperatively with the Livestock Marketing Branch of USDA's Foreign Agricultural Service, ABBA reports, adding:

"The purpose was first to study the need and demand for American Brahman cattle in the countries visited. If it was determined that there was a need and desire for Brahmans, the other purpose was to study other related problems such as financing, selection, transportation and distribution.

"Anticipating that financing would be one of the paramount problems, because of conditions existing in Venezuela and Colombia, the committee visited Washington, D. C., before the trip to South America, to determine what sources of financial aid may be available in this country.

"In South America the committee met with officials of Brahman (Cebu) associations, national cattlemen's associations, ministries of agriculture, bank officials and government officials and also visited a number of cattle ranches in each country.

"The conclusion of the committee is that there is a very definite need for good American Brahman cattle in both countries to inject new blood into purebred herds and to upgrade the commercial cattle. There is also a desire on the part of cattlemen in both countries for American Brahmans; however, there is a difference of opinion as to numbers and kind required to meet the needs.

"Other phases of the ABBA's long-range study project relative to the Latin-American market will include trips to Central America, Mexico and other South American countries later this year and in 1962."

WINNERS of the annual Winn-Dixie-Farm Bureau $1,000 college scholarships include Gloria Alligood of Monticello and Hines F. Boyd of Greenville. Both were selected from 36 contestants representing all parts of Florida.

FEDERALLY INSPECTED slaughtering plants using humane methods now number 484. About 18 months ago it was estimated that only 124 plants were equipped to slaughter livestock humanely.
PRI Information Used
On Breed Registrations

Both of the national breed registry associations involving French Charolais blood have arranged for putting performance record information on their certificates, in cooperation with Performance Registry International, they report.

Simultaneously announcements were made by the American Charbray Breeders Association and the American-International Charolais Association, both headquartered in Houston, Texas.

American-International reports: "A provision was established at a meeting of the board of directors April 24, 1961, to include performance data and ratings on Charolais with PRI adding performance data to the certificate, which will become a part of the animal's permanent record and will be attested to by PRI's secretary."

American Charbray explains: "The board of directors on April 10, 1961, voted to enter complete performance data on the Certificate of Registration" providing space "for performance information which will be certified by the office of Performance Registry International, Denver, Colorado, for Charbray members who are members of P.R.I."

The ACBA release continued: "The board of directors were supplied with details of PRI's new system of herd enrollment through an IBM setup. It was pointed out that this new service makes it possible to build up a production history on a breeder's herd, indicating the sires and dams that are the most productive through progeny performance."

"The addition of performance information by PRI certification to the Charbray certificate of registration of the ACBA is considered an important milestone in the history of this breed registry association."

American-International noted that "this will be an agreement by the individual breeders with PRI, and strictly under a voluntary basis. The livestock industry's growing demand to know where superior performance tested breeding and feeding animals, under exceptionally high standards and supervised conditions, led to this association's affiliation."

K-Bar Sends
Cattle To N.C.

Charolais and Charbray cattle have been sent to North Carolina from the K-Bar Ranch at Zephyrhills according to H. C. Douglas, of K-Bar.

A truck load of 25 yearlings was recently shipped to H. W. Connell, Warrenton, N. C. Douglas reports that two bulls and one heifer were purebred Charolais, and the remainder were registered Charbray.

Douglas mentioned that W. S. Hundley of Boydton, Virginia, purchased eight bulls during the spring of this year, and Connell, a neighbor of Hundley, was impressed to the point of coming down to look at K-Bar's offerings. And he took back 25 to use toward furthering a herd of Charolais and Charbray.

Hundley had reported earlier that his bulls had each gained about 200 pounds while breeding a herd of cows on pasture according to Douglas.

Officers Elected

The American Charbray Association at its recent annual meeting elected Otwell F. Langford of Texas president. Others elected were A. D. Cobb, Jr., vice president and Howell B. Jones treasurer, the association reports.

A total of 2339 animals were entered on the herdbook during 1960, and transfers totaled 1706, it was reported. On December 31, 1960 there were 21,178 animals on the books of the registry association.

The annual meeting of the Eastern Charolais and Charbray Association will be held October 18, 1 p.m., at Morrison's Cafeteria in Ocala, according to a report from association president H. C. Douglas of Zephyrhills.
Plenty of Mouths
To ‘Eat More Beef’

ANY EXTRA beef which Florida’s cattlemen can produce should have a ready market in the America of the future—a predicted 290 million strong by 1975.

So predicts Paul Zillman, director of American Meat Institute’s department of livestock.

The packing industry trade association official notes that the task of feeding the enlarged population will involve fewer farmers, since the recent and pronounced trend toward larger farms and fewer farmers likely will continue in the future.

In listing achievements of the industry, Zillman cites selective breeding stock and carcass evaluation programs as the most significant.

“Hog raisers have been leaders in this field, but beef raisers are now making a good start and the lamb raisers also are making significant studies. Artificial insemination has proved a boon in the dairy cattle industry in recent years, and the method now is being explored thoroughly as it applies to other livestock,” he said.

Zillman told delegates to the conference that the meat packing industry ranks among the three top industries in the United States in terms of dollar sales. He predicted that its position would be relatively unchanged for many years to come.

TOTAL U. S. farm imports for 1960 were the lowest in 11 years, according to the July issue of Foreign Agriculture magazine. The agricultural percentage of total U. S. imports has been steadily dropping from 44 percent for 1945-49 to only 28 percent in 1960. However, the pattern of buying remains much the same, with coffee, sugar, rubber and wool still the top four agricultural imports, accounting for more than half of the $3825 million import total.
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☐ Have Representative Call

A NEW DIKE now separates the two lower conservation areas below Lake Okeechobee, constructed in the state-federal Central and Southern Florida flood control project. U.S. Highway 27 crosses the dike at the spot north of Andytown shown above, where a pumping station is located.

Flood Control Progressing:
Kissimmee Valley Starting

FLOOD CONTROL work south of Lake Okeechobee passed another milestone recently when the Central and Southern Florida Flood Control District's southern conservation areas were separated by completion of the dike and pumping station shown in the photo above.

Now FCD Chairman Riley Miles of Kissimmee says contracts should be let "soon" for the first work in the Kissimmee Valley: an enlarged canal between Lake Tohopekaliga and Lake Cypress in Osceola County near Kissimmee and a dike with locks across the south end of Lake Tohopekaliga. A second dike will be built between East Lake Tohopekaliga and Lake Tohopekaliga soon afterward.

Meanwhile, FCD's Executive Director G. E. Dail, Jr., reports fast progress toward completion of the work between Lake Okeechobee and Lake Istokpoga in Highlands County.

These works are being constructed for the FCD by the U.S. Corps of Engineers at a cost of $7,380,000 with 80 percent of actual construction cost being paid with Federal funds, and the State matching 20 percent.

Cowmen Active in Sugar Co-Op

CATTLE PRODUCERS are prominent on the board of directors of the new Sugar Cane Growers Cooperative of Florida, recently organized at Belle Glade, with George H. Wedgworth, himself a cattleman, vegetable farmer and fertilizer and mineral manufacturer, as president.

The cooperative is to plant at least 20,000 acres near the eastern and southern shores of Lake Okeechobee, and the mill will have a 500-ton daily capacity over a minimum of 150 days of harvesting. 1000 workers will be employed, and investment will exceed $15 million.

Besides Wedgworth, officers include Robert D. Apelgren, Pahokee, vice president and Walter J. Kautz, Canal Point, secretary-treasurer; and the following directors: Joe Tom Boynton, Pahokee; Andrew Duda, Jr., Oviedo; Lewis Friend, Pahokee; Billy Rogers, South Bay; Fritz Stein, Jr., Belle Glade; John Tiedtke, Winter Park; Roy Vandegrift, Sr., Pahokee; W. R. Wilson, Belle Glade.
The Florida Cattleman

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SEBRING, FLORIDA

Cattlemen’s Inst.

(Continued from page 32)

M. E. Hammond, Bartow, President of the Florida Beef Cattle Improvement Association, pointed out that the sole purpose of the association is to improve commercial and purebred cattle through the use of better and more complete records.

To illustrate his talk, Hammond used some reproductions of records compiled by the Extension Service at Gainesville. He showed how the W. H. Stuart Ranch which he manages has used these records to cull and select cows and bulls on the basis of the performance of offspring from the individuals in the herd.

Kenneth A. Henderson of the Agricultural Economics Department of the University of Florida gave some answers to the question: Should I incorporate my ranch?

He listed some of the advantages as well as some of the disadvantages of incorporating a ranching business. He pointed out that in many instances, incorporating can have very favorable results, particularly in case of death of the owner, or if the owner wishes to give members of his family a tangible share of the income and ownership of the ranch, but does not want to break the acreage and cattle into smaller lots.

Dr. C. W. Fields of the Department of Animal Industry, State Department of Agriculture, Tallahassee, gave a report on the methods and results of the Brucellosis backtagging program. He said that identifying tags are placed on the back of all breeding age females and bulls at the market where sold, and these tags are referred to at the slaughter house where the cattle are subjected to a blood test.

Dr. Howard Giles, of the Agricultural Extension Service, University of Florida gave information on the future outlook of beef cattle in the nation.

Performance and gradeability of Florida feeder cattle was discussed by two men panel including a producer and a packer.

Elliott Whitehurst, Williston, said that quality is the important factor in determining whether a steer will perform satisfactorily in reaching a suitable grade, rather than the state in which he was raised. He reported looking at cattle on the rail in Denver, and said that Florida cattle he had seen would stand up well in a comparison.

Don Kaplan, president of Mid-State Packers, Bartow, told of the quandary in which the packer finds himself. “We can buy only what the producer wants to sell, and we have to sell what the consumer wants.” He pointed out that his particular concern started by processing vealers and older cows, but that the producers are now giving him a good supply of fed cattle. “If we can get a large enough supply of any one type animal, we will find a market for it,” he remarked.

The morning and afternoon sessions ended with a question and answer period, all the speakers participating in answering questions from the audience.

Pace announced that there were 160 registered for the Institute.

ASK before you leap!

For individual breeders and their associations ... professional SALE MANAGEMENT assistance that far surpasses "the ordinary." Ask before you leap ... get complete details for comparison with our competitors. Then let your better-business-sense make the decision.

STOP! ... and ask.

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AHA Reports New System And New ROM Topper

NEW record-keeping machinery and a new record-breaking register of merit bull feature the news from the American Hereford Association, with which the Florida Hereford Association is affiliated.

A new IBM machine has made it possible for American Hereford Association to furnish three-generation pedigrees to all breeders on their registration certificates at a cost of only 40 cents per registration, reports AHA Secretary Paul Swaffer.

Meanwhile the association announced that TR Zato Heir 88 set a new record high for the association’s register of merit bulls with a total of 1366 points to pass the venerable HC Larry Domino 12, whose 1229 points had made him high for a number of years.

Hereford register of merit bulls and females are determined based on the record of their get in six of the largest shows in the nation: Memphis, San Francisco, Chicago, Timonium (Maryland), Denver and Fort Worth.

TR Zato Heir 88 was bred by Turner Ranch of Sulphur, Oklahoma, calved in 1952, and his get has been shown principally by Hull-Dobbs Ranches of Fort Worth.

Top register of merit female is now MH Princess Pres, a 1948 daughter of G Jr. A-do President, bred by Frank and G. L. Gilliland of Crawford, Oklahoma.

Her 113 points were primarily due to the show record made by her produce owned by Orvil E. Kuhlmann of North Platte, Nebraska.

The Hereford association’s IBM setup is useful in many ways in providing statistical and other information about the breed—part of the trend toward “data processing” machinery which is being used extensively by business throughout the nation.

ROM Shows Listed

THE AMERICAN Hereford Association has announced six Register of Merit livestock shows for 1961-62. They are the Mid-South Fair at Memphis; Grand National Livestock Exposition in San Francisco; International Livestock Exposition at Chicago; Eastern National Livestock Show, Timonium, Maryland; National Western Stock Show at Denver; and the Southwestern Exposition and Fat Stock Show at Fort Worth.

To quality for ROM points, exhibitors must compete in a qualifying show—in most cases state fairs—and must show at two ROM shows, it was announced.

FARM family workers in June totaled only 5.6 million, one percent lower than last year and a new record low for the period.

YOUTH CHAMPIONS in Hereford competition at last winter’s Florida State Fair were crowded out of The Cattleman at the time: Upper left, Janet Peeples’ 4-H champion bull; Upper right, Wendy R. R. Jenkins with the 4-H champion female, owned by Hillsborough County 4-H clubs; Lower left, George Culverhouse with his FFA champion Hereford bull; Lower right, Charles R. Jenkins with his FFA champion female.
We have been producing and selling a large number of bulls each year to Florida Cattlemen. However, the demand has been greater than our supply and we have been increasing our cow herd which will enable us to have more bulls to offer Florida Cattlemen. When you are in need of one or a carload, we would appreciate your giving us an opportunity to show you what we have.

We are proud of the business our many cattle breeding friends have given us in the past and we assure you that it is our desire and intention to give satisfactory service in the future as we have in the past, but always attempting to do a better job. If at any time you are not satisfied with the performance of your Jo-Su-Li bull, we would appreciate hearing from you.

We realize that quality as well as growing ability is being demanded by all good cattlemen. Recognizing the strong competition that we must meet we are attempting to keep one step ahead by culling our cow herd, selecting and purchasing additional herd bulls each year, and striving to increase the efficiency of our cattle by following a performance testing program.

We have been producing and selling a large number of bulls each year to Florida Cattlemen. However, the demand has been greater than our supply and we have been increasing our cow herd which will enable us to have more bulls to offer Florida Cattlemen. When you are in need of one or a carload, we would appreciate your giving us an opportunity to show you what we have.

JO-SU-LI FARMS  COLQUITT GEORGIA
Clarence Cross, Owner  Ralph Thompson, Cattle Manager
Tuberculosis Certificate 158--Herd vaccinated against Leptospirosis
All calves vaccinated, and herd Brucellosis accredited, Certificate 131
Phone Plaza 8-3637
Beef Conference
(Continued from page 43)
What we are trying to do is breed the type of cattle we believe in, and at the same time expend the effort to continually improve the performance factor as much as is consistent with selection for our conformation goal.
Where cattle numbers indicate a plentiful supply in relation to demand, we need the kind that get to market faster, with proper finish, at moderate weights. To me, production testing should not be designed to market more pounds of beef from every steer, but rather moderate weight in less time for more profit through efficiency. That is to say, we still want the 1000 pound steer, but we want him there at a younger age.
On this basis of systematic weighing and grading, we are able to carefully study and analyze several things. We can determine what progress our herd is making in our effort to improve performance as we improve conformation. It offers a sound and consistent basis for making comparison ratings between each and every cow, the herd sires, and the calves at weaning and again as yearlings.
Then, using these comparison ratings, we determine which animals to keep and which to cull. To show the most progress toward improvement, any breeder should consistently retain his best and eliminate the rest. In this connection, we have culled our cow herd continually, eliminating those cows proven inferior as producers and also those that fall distinctly below the herd average in their appearance.
Next, I'll briefly give some conclusions that seven years of record keeping have revealed.
First, relative to the conformation of our cow herd: In 1954 we had cows grading from C to A minus, with a B average. Today our cows grade from B to A, with a B plus average. (All grading was done by an impartial grader.)
Second, relative to the weight of these cows: the mature cows weighed at weaning time last fall averaged 1405 pounds, which represents more than a ten percent increase over the first cow weights we took in 1954.
Third, on weaning weights: our 1954 and 1960 average weaning weights were almost identical, but in 1954 we practiced creep feeding, and in 1960 no creepers were used.
Fourth, on weaning grade: definite improvement, especially on the lower end, but less than noted on the cow herd; because all calves are graded before any culling takes place.
Fifth, we have noted a high correlation between weaning weights and grades and yearling weights and grades.
These records reveal other things of interest—at least to me—but time does not allow me to list them all here. To summarize: we have improved only a little the best of what we had in 1954—either in conformation or performance—but we have improved considerably the least of what we had. In a word, more uniformity...
Beef Council
(Continued from page 26)
Kissimme.
Higbie reported that receipts thus far from deductions for 1961 are $4000 ahead of the same period last year. He pointed out that this indicates a wider base of income than has been experienced in the past. He said that additional markets as well as individual cattlemen have shown increased interest in the voluntary deduction program. Current balance as of July 31 is $1951.86.

Expenses during July totaled $1136.30, and receipts were $2452.00. Since there was a balance of $535.75 July 1, the July 31 bank balance totaled $1851.86. Expenses were:

- National Beef Council $366.30, Telephone $31.25, Postage and Telegraph $62.50, Equipment $22.75, Rent $30, Internal Revenue $12.50, Office $12.00, Travel $12.50, Salary of Executive Vice President $312.50.

Contributions were as follows:
- Milla market $1, Loeb and Gottfried $36, L. Mask $28, Gainesville market $100, F reckon market $15, Okeechobee market $141, Dressel Brothers Dairy $15, V. H. Melear $8, Hall and Boyd Dairy $12, Kuster Cirus Pulp $30, W. T. Stitt $1, Frank Robs $25, Lykes Brothers $150, Stanley S. Cramer $7, Tower Dairy $20,

Attend...
the 12th Annual Florida Hereford Ass'n
Hereford Bull Sale

Webster, November 2, at the Webster Livestock Pavilion.

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Kirkland Hereford Farm
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We are offering 75 Horned and Polled Hereford bulls that have been inspected by George Hemstra, acting field man, and he reports that there are some exceptionally good herd sire prospects and show winners.

Quality will be controlled. Plan now to attend this sale for some top Hereford bulls.

Auctioneers: A. W. "Ham" Hamilton, Bryan L. "Bo" Swilley

For Catalogs and further information contact:

FLORIDA HEREFORD ASSOCIATION
C. W. Quinn, President, 220 Magnolia Street, Jacksonville, Florida

TWO TOP STEERS from youth shows last winter were these Herefords. Photo above shows Jay Boynton's reserve champion steer at the show in Madison, held by John Odom, while photo below is of Dennis Ruffing's Pasco Fair champion steer, held for picture by Bobby Backline.

Look...
Do come by and look. Visitors are always welcome. We have 25 calves by this great breeding bull. There are some promising prospects for sale now!

QUINN FARM
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Ph. CO 4-9730 (Jacksonville)
18 mi. S of Jacksonville, off US 17

HSF Prince Victor 47th
HDR ZATO ASTER B. 45th is one of the greatest breeding bulls in Hereford History, and a top son of TR Royal Zato 27th. He combines the top Register of Merit bull of all times in his ancestry, with a double-bred Hazford Rupert 81st (he also a Register of Merit sire) dam. There will be 106 sons and daughters of HDR Zato Aster B. 45th in our dispersion... and HE SELLS!

In addition to the 106 sons and daughters of "B. 45th," we will offer 92 sons and daughters of HDR Real Onward 3d (his service also sells), and 90 sons and daughters of HDR Real Onward 561st. Two other top bulls featured are SH Onward Heir 991st, and HLF Zato Heir 2d.

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HE SELLS

FREE DELIVERY

5 lots...300 miles
8 lots...500 miles
10 lots...1000 miles
20 lots...Anywhere in the USA!

This is a rigidly culled, top-producing herd in its PRIME! The health of the herd is 100% RIGHT! The pedigrees are 100% CLEAN throughout the entire herd, according to the best authorized information available. It is a cow herd of strong Colorado Domino, Beau Aster, TR Zato Heir, Real Onward and Shadow Reflection breeding. This will be an opportunity sale for the most discriminating cowman.

Just a few of the good, big, healthy brood cows that you may select from at the sale.
Complete Dispersal of
1010 QUALITY HEREFORDS • OCT. 2-3-4

- 375 TOP COWS
- 285 CALVES AT FOOT
- 150 BRED HEIFERS
- 100 OPEN HEIFERS
- 100 BULLS (calfhood vaccinated)

1,010 ANIMALS SELL

Pictured above and below are just a few of the 100 good bulls that will sell during the three days of this quality sale . . . October 2-3-4.

This high-quality offering will carry the bloodlines of 181 Colorado Dominos, 100 Hazletts, 100 HT Tones, 100 Zato Heirs, 182 Real Onwards, and many other respected bloodlines.

Auctioneers:
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FARM LOCATION—2 miles off US Highway 11E, 18 miles west of Knoxville, Tenn., and 75 miles north of Asheville, N. C.
Rainwater Tells of Angus Record Keeping System

A slide-illustrated talk by Crawford Rainwater of Perdido Ranch, Pensacola, mentioned briefly in the June Cattleman, was a feature of the American Angus Conference held at Athens, Georgia, last Spring.

Rainwater's talk was primarily concerned with the use made of records at his Raynagua Farms. But he introduced his talk by explaining briefly the American Angus Association's programs in this direction, as follows:

"For more than 10 years, I have been vitally interested in the possibilities of Herd Improvement through the use of records based on facts, rather than on a basis of eye appeal and poor memories.

"My first attempt at Performance Testing was on an individual herd basis at Perdido Ranch—a herd in which I was a partner with my brother. At that time, in co-operation with Dr. Marvin Koger of the University of Florida, we began weighing calves and, using correction factors, established adjusted 205-day weaning weights. All calculations had to be done on a calculator and to assemble the information on a group of calves took many hours of tedious work.

"Unfortunately for our long-range plans with Angus, we dispersed the Perdido Herd in the Spring of 1955."

"In the Fall of 1955, my wife and I started over, with just a handful of cows, under our present name—Raynagua Farm. Immediately upon starting our new herd, we began a performance testing program in cooperation with the University of Florida and are continuing to cooperate with them.

"When our association announced the availability of classification, we adopted this program, and three different official classifiers have assisted us on four separate visits to the farm. Then, when Angus Herd Improvement Record was made available, we decided to adopt it, also.

"I realize many of you may feel that the information you have available to you is adequate.

"Perhaps so, but I would like to remind you that the summary as prepared by the Angus Association gives most of the essential information on one calf on one line—adjusted 205-day weaning weight, weaning grade, average daily gain at weaning, adjusted 365-day weight, average daily gain from birth to 365 days, plus classification score. In addition, animals are grouped as to sires and averages computed for each sire. Most other records fail to combine so much information into such a meaningful form.

"Angus Herd Improvement Records are designed to help the individual breeder. No attempt, and I think rightly so, is made to compare my herd with any other herd. Conditions vary widely from area to area, farm to farm, and even year to year."

YOUNGSTERS who showed Angus champions at the Florida State Fair last February are pictured above: Upper left, 4-H champion bull, with Curtis W. Hughes; Upper right, 4-H champion female, with Hughes; Lower left, FFA champion bull, owned by Turkey Creek FFA Chapter, with James Sanders holding; Lower right, FFA champion female, owned by Jeff Daughtry.
Plan now to attend the

FLORIDA ANGUS
FEEDER CALF SALE

AT THE GAINESVILLE LIVESTOCK MARKET

GAINESVILLE, FRIDAY, SEPTEMBER 8, 1961

Buy with confidence from Florida's largest and oldest Feeder Calf Auction.
Buy with confidence the BLACK calves that you can always count on to make you more money. They grade higher, and the packers pay more for them.

BETTER BUY BLACKS
at the
FLORIDA ANGUS FEEDER CALF SALE

We are expecting approximately 1400 head of some of Florida's best

ANGUS FEEDER CALVES

All animals must weigh at least 250 pounds, be steers or heifers (no bulls) and must show Angus characteristics (other than an allowable white face).

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For additional information

George D. Rogers, Sale Mgr.
Rt. 3, Box 118, Ph. 752-2103
Lake City, Florida

or

L. H. Thompson, Mgr.
Gainesville Livestock Mkt.
Gainesville, Florida
Angus cows produce smooth, beefy calves that bring you more money

M-O-N-E-Y, money — that’s what you’re in the cattle business for. And that’s what we’re talking about. For when you compare “profit per cow” — you’ll find Angus are ahead.

**Less bone, belly and brisket**

There’s no better beef type than Angus. There are lots of ways of describing it, but it all adds up to higher dressing percentage and more saleable beef, especially in the higher-priced cuts. For Angus have less wasteful bone, belly and brisket.

Why fool around with these big, wasty “new jangled” types or big-bellied, big-boned “out-dated” breeds? The packer is still the paymaster. And he’ll pay more for Angus — for Angus cut out more money for him.

What’s more, with naturally hornless Angus you’ll have less calving trouble — for Angus cows have bred-in hardiness — and Angus calves have smaller, polled-shaped heads that help make calving easier. 95 to 97% calves per 100 cows is average performance in well managed herds. Can any breed beat it?

Angus cows also nourish their young under adverse conditions, too — for they are not bothered with snow-burned or sunburned udders. Angus do not have cancer eye — and have natural resistance to pinkeye, too.

**Consider long cow life:** healthy, productive 15-year old Angus cows are not uncommon in herds throughout the country — still giving a plentiful supply of rich milk for their calves. So it’s easy to see why Angus are called “Queen of all the brood cows.”

**Be Ahead! Breed Blacks!**

Why don’t you switch to Angus? You’ll produce hornless calves with less wasteful bone, belly and brisket — smooth, beefy calves that will bring more money.

Just remember — they’re worth more if they’re Black.

American Angus Association, 3201 Frederick Boulevard, St. Joseph, Missouri

FLORIDA ANGUS ASSOCIATION, Charles H. Moore, President, Lutz, Florida
Snappin' Turtle Dispersing

Angus herd will sell out September 6

A complete dispersal sale of the Angus herd at Snappin' Turtle Ranch will be held at 9:00 a.m. Wednesday, September 6, at the ranch in Montverde, Florida. 425 head will be selling, including bulls, herd cows, heifers, and cows with calves at side, many rebred.

“This is a complete dispersal sale and the choice is yours,” reports L. Neal Smith. “I am dispersing my herd because a limited acreage does not allow me to expand the breeding program, and I have already made plans to convert my cattle operation to a steer feeding program.” He also states, “The health of the herd is now, and has always been, excellent.”

Montverde is located northeast of Clermont on State Road 455. Lunch will be served at the ranch by the Montverde Methodist Church, and all those attending the sale are invited.

The sale will be handled by Brown and Culbreath, of Leesburg, sale managers.

According to Brown and Culbreath, the group of cattle represents one of the better breeding herds in Florida. “The herd has been sifted and resifted, paying special attention to the ability of the brood matrons, and every cow in the herd has the ability to produce an outstanding calf,” says Brown.

Sale headquarters will be the Clermont Motor Lodge in Clermont.

Two capable auctioneers are on hand in the persons of Bryan L. (Bo) Swilley, Memphis, Tennessee, and W. Scott Wilson, Macon, Georgia.

Anyone who wishes to receive more information or catalog contact: Brown and Culbreath, sale managers, Leesburg.

Dundee Quality

To anyone that knows of Dundee Ranch and of its management the words “Dundee Quality” means “Superior Breeding.” They know also that nothing is spared when it comes to the improvement of quality breeding at Dundee.

The calf crop from our 100% Scotch bred bull, Perthonian 3rd and from Whitneymere 150th is showing still greater results in our breeding program. The good head, excellent conformation and bone in these calves is truly outstanding. Visit us and see why “Dundee Quality” impresses visitors and buyers alike.

It Pays To Keep Your Eyes On . . .

Dundee Ranch

Lake Fern Rd. • Lutz, Florida • Ph. Tampa, WEBster 9-5201
RALPH J. and GWEN CORDINER, Owners • CHAS. MOORE, Mgr.

Certified T.B. and Bang’s Tested Herd

ANGUS SALES are beginning again for the fall and winter seasons. This photo, taken at the Angus Invitational in Bartow last winter, shows Price Brown with the grand champion bull, owned by Sinkola Plantation.
We are especially proud to be presenting such a large group of good Angus cattle to our friends in the South-east. A great deal of effort and time—yes, and sweat—to build the kind of cattle herd of which we can be proud. We hope that you will all come to the sale to see the cattle and to buy what you need for your herd.

These cows have been culled extensively to produce better milkers, and thus better mothers. The calves speak well for the success of this strict attention to better production. The bulls that we are offering have been selected for characteristics of size, strength, doing-ability, ruggedness, and the ability to improve the cattle that they might be used with.

AUCTIONEERS:
Bryan L. "Bo" Swilley
W. Scott Wilson

Refreshments and lunch will be served at the ranch.

Snappin’ Turtle Ranch...
Montverde Florida at the Ranch

We owe you an explanation for our dispersing—"We are going into a feed-lot operation, and the space that we have available is not sufficient to allow us to expand our breeding program, thus we are going completely into the steer feeding business. Let us take this last opportunity to invite all our friends and cattlemen to come to our sale. YOU WON'T GO WRONG."

For information and catalogs, contact Brown and Culbreath Livestock Sales and Service—908 Perkins Street, Leesburg, Florida—Phone STate 7-4714
Management (Continued from page 40)

(2) A herd performance record system which (a) enables the owner to identify and eliminate the poorest producing (least profitable) cows; (b) gradually improves the genetic constitution of the cow herd (inherited ability for top production on the pastures and hazards of that individual ranch); (c) gives the manager a means of showing ranch owners his progress in building a productive herd and convincing them of the need for better bulls, testing programs or other services; and, perhaps most important (d) permits taking full advantage of all legal means of reducing taxes.

(3) A pasture and crop production record system which can be analyzed to learn the quantity of forage produced (or cow days of grazing) per pasture relative to fertilizer applications and other maintenance costs. Since fertilizer is the largest item of expense on most beef cattle ranches, these records often guide ranchers to the most profitable methods of feeding cattle. Too often a manager will give up on almost vital programs like silage, hay, c'over or water control because of the expense when good records would have shown him how to use these programs for profit.

(4) A month by month ranch work routine which lists the major jobs scheduled for each month. The preparation of this calendar necessarily causes planning and coordination of the entire ranch operation—feeding, breeding, herd health, pasture maintenance, fencing, drainage, irrigation, marketing, meeting tax or loan obligations and all other major jobs. The preparation of these calendars for at least a year in advance is an invaluable, almost essential, aid to busy ranch managers.

(5) A ranch income tax plan which guides the manager in "thinking taxes" all during the year and considering tax aspects before making decisions. The government expects only the amount due. It is the responsibility of the individual to manage the ranch business so that the amount of taxes paid is no more than the legal minimum. Many ranchers fail to take advantage of tax-reducing opportunities like family partnerships, accelerated depreciation, taking maximum capital gains treatment of timber and cattle sales, paying wages to children for farm work and so on. This tax plan should be worked up at the beginning of each fiscal year by the ranch manager and a tax accountant who specializes in ranch business and keeps informed on the latest Internal Revenue Service rulings and court actions on ranch tax matters.

County agents should know of competent lawyers, accountants, and consultants. In addition, they have at their disposal State and Federal specialists who work with the County Agent in helping ranchers start cattle performance testing, accounting systems, pasture record systems, enterprise analysis and most other business operating procedures in agricultural enterprises.

KNOLLWOOD ANGUS RANCH
Registered Angus Cattle
For Sale
Open and bred Heifers
Large Selection of Breeding Age Bulls
Brucellosis and T.B. Certified
Ranch located off Route 60 halfway between Bartow and Lake Wales
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HERD SIRES—Hughes Eileenmere 999, Hughes Bordallemere 10, Harpeth Eileenmere 123, Kinlochian 872, Kinlochian 2365, Prince of Red Gate 199.

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P.O. Box 218, Ellenton, Florida
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Located 3½ miles north on Highway 683

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POLLED HEREFORDS
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Phone Tucker 6-2281, Apopka, Fla.
Leonard Balaban of Bonifay, past president of the Florida Angus Association, has been named temporary chairman of a new promotional group called the Tri-State Angus Association, organized to serve breeders in southeastern Alabama, southwestern Georgia and parts of western Florida.

All three states were represented at the organizational meeting, held at Balaban's Lookout Plantation near Bonifay. The association plans several educational meetings this winter, and it will hold its first field day in the summer of 1962. It is expected that the group will sponsor a sale of registered females in 1963.

Other Floridians attending the first meeting were R. D. Bennett of Greenwood and J. R. Thompson of Marianna who were elected temporary directors, and W. B. Ellis of Bonifay. From the other states, directors are: Price Brown, Thomasville, Georgia; Robert Puckett, Blakely, Georgia; Abner M. Barnes, Hartford, Alabama; James Roney, Sampson, Alabama.

Membership will be open to breeders in the following counties: Florida—Walton, Holmes, Washington, Bay, Jackson, Calhoun, Liberty, Gadsden and Leon; Alabama—Henry, Coffee, Covington, Geneva, Dale and Houston; Georgia—Randolph, Clay, Calhoun, Early, Miller, Seminole, Dougherty, Mitchell, Decatur, Grady, Thomas and Baker.

Florida is well on the way to becoming self-sufficient in feeder cattle production, reports J. E. Pace, animal husbandman with the Agricultural Extension Service. Large numbers of feeder cattle are now being produced annually in Florida's commercial herds, and the gap between supply and demand within the state is rapidly being closed.

Good quality is becoming more and more emphasized at Florida purebred sales. This photo, taken at a sale last winter, shows one of the champion bulls, Bandolier of Sugihara 5, owned by P. W. Fulton, with Charles Hughes.
FEEDLOTS--They Have Many New Ideas to Investigate

Review of latest research on new practice in feedlots is presented by head of University Animal Science Department

by T. J. CUNHA
Head, Department of Animal Science Florida Agricultural Experiment Station

The livestock industry has entered the "space age" as far as new developments in feeding are concerned. Alert, progressive feeders need to keep abreast of these new developments in order to increasingly improve their efficiency of operation.

Vitamin A...

During the last year much interest has occurred with vitamin A. This has developed from studies showing that vitamin A has been beneficial with rations which supposedly had all the carotene needed by cattle. There are some investigators stating that one reason for this higher vitamin A need is that higher levels of nitrogen fertilizer are being used. This in turn increases the nitrate level in feeds. In the rumen, these nitrates are changed to nitrites which in some way affect carotene utilization and thus increases the need for vitamin A.

Whether this is the exact and only reason for this supposed increased vitamin A need is not yet known. It might be that part of the increased need for vitamin A may be due to a need which has not been recognized until just recently.

There is considerable variation in the level of vitamin A being presently recommended. It will vary from 5,000 to 30,000 I. U. per steer daily. Since the cost of vitamin A is so low, the writer would tend to recommend the use of higher levels of vitamin A of 20,000 to 30,000 I. U. per steer daily.

This would insure an adequate intake level of vitamin A until more accurate information is available on its needs by cattle under varying conditions. Later, the level can be lowered if need be. Two pounds of extra gain should pay for all the vitamin A needed during a 150 day feed-lot period.

Of much importance is the Purdue Station finding that steers fed vitamin A during the summer gained faster, stayed on feed better and showed less distress to the heat. (Studies are needed to determine if vitamin A might be beneficial with cattle in Florida during the hot weather.)

Purdue also found that Aureomycin was not beneficial until Vitamin A was added to their ration at adequate levels. This is a very significant finding and may account for the variability which has occurred in antibiotic feeding with cattle rations. It may be that antibiotics will not give optimum response unless the cattle ration is adequate in vitamin A.

Enzymes and Tranquillizers...

Much work has been done with enzymes and tranquilizers during the last few years. Sometimes they help and other times do not. As a result the use of enzymes and tranquilizers for beef cattle is not clear. More studies are needed to determine why they help at some times and not others.

Stilbestrol...

At the present time it is estimated that 75 to 85 percent of the cattle feeders are using stilbestrol. With fattening steers it increases rate of gain about 18 percent and feed efficiency about 12 percent. If used properly, stilbestrol does not affect carcass quality nor cooler or transit shrink. The Purdue Station has found that the combination of stilbestrol with Aureomycin or Terramycin increases carcass grade over the use of either stilbestrol or the antibiotic alone.

The "Mycins"...

The use of either Aureomycin or Terramycin in steer feeding is increasing. They increase rate of gain five percent and increase feed efficiency about five percent. Most feeders will use a level of 350 to 500 mg. of Aureomycin or Terramycin for one to four weeks in combating high disease level outbreaks or when first starting cattle on feed. After this period of high-level antibiotic feeding they may discontinue their use or continue feeding them at a level of 70-80 mg. per steer per day depending on the disease level and other stress conditions encountered in their feed-lot.

The antibiotics are most helpful the higher the sub-clinical disease level in the feed-lot. They have been shown to be beneficial with increasing hair coat bloom as well as combating foot rot, scours, shipping fever and liver abscesses.

High Concentrate Rations...

Much interest has developed in the use of high concentrate rations without hay or with very little hay. Those who are...
using high concentrate ratios without hay can do so without bloat and founder but must have good feeds and excellent management of the animals.

Those who do not have well trained personnel to take care of their cattle had better be careful in feeding high concentrate feeds without hay or other bulky feeds. Nature intended for cattle to eat roughage feeds. Anytime one goes against nature he needs to know what he is doing and use good feeds, well balanced rations and pay constant attention to his management.

**Pelleting Feeds . . .**

A great deal of research has been conducted on pelleting feeds in the last year or so. The pelleting of feeds is of value in cattle feeding and in most cases will increase animal response. The big question is, will the additional response pay for the cost of pelleting? Sometimes it will and other times it will not. As new engineering developments occur with pelleting equipment, the cost of pelleting will decrease and there will be more cases where pelleting will pay.

Pelleting is the most helpful with low quality roughage rations. It increases their intake and speeds their passage rate through the digestive tract. At the present, pelleting will usually pay with low quality roughage rations. However, with high concentrate rations, about the only way that pelleting would pay would be on the basis of better adaption to automation. Even then, the cost of pelleting would need to be balanced against the feasibility of use.

These are only a few of the many new developments in cattle feeding. These and many others are occurring rapidly and it behooves the livestock producer to stay abreast of them. Their application will result in more efficient and economical feeding programs on our livestock farms.

**Baldwin Angus Ranch Reports Sale of Bulls**

Sales of bulls to M. C. Strickland, Jr., of Bunnell and John A. McGovern of Ocala have been reported by Leroy Baldwin of Baldwin Angus Ranch, Ocala. Strickland purchased 20 yearling bulls the latter part of July, Baldwin writes. McGovern paid $1000 for McKenzie 150-105, and Clayton 150-105.

**Clayton Dies**

Harold Gray Clayton, 70, former head of the Florida Agricultural Extension Service, died July 18 at Gainesville, following a lengthy illness.

Clayton headed the state’s Agricultural Extension Service for nine years—from 1947 until his retirement in 1956. He joined the Extension Service in 1917 as a county agent in Manatee County.

A native of Ocala, he was educated in the state schools and graduated from the University of Florida with a degree in agriculture.

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**M & M FALL ROUNDUP SALE**

**Purebred • 150 Head • Commercial**

- 50 Purebred Angus Bulls (2 to 6 years of age)
- 15 of these bulls will be from Gulfstream Farm, Ft. Lauderdale
- 30 Purebred Angus Cows (with calves at side or safe in calf)
- 25 Purebred Angus Heifers (open)
- 20 Commercial Angus Cows (all safe in calf)
- 25 Commercial Angus Heifers (open)

**NOVEMBER 3, 1961**

**GLADES LIVESTOCK MARKET**

**BELLE GLADE, FLORIDA**

12:30 P.M. Auctioneer, Col. Robert Cooper, Sarasota, Florida

You can buy with confidence because

1. All bulls will be semen tested before sale time.
2. All cows selling weaned a calf last season and will have a calf at side sale day or be safe in calf by one of M & M Ranch’s top Angus bulls.
3. All open heifers have been calfhood vaccinated for Bang’s.
4. All cattle selling will be T.B. and Bang’s tested prior to sale time.
5. All cattle are acclimated to Florida’s conditions.

An excellent opportunity to buy Angus Cattle for your purebred or commercial herd.

Write for sale catalog for full details

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**M & M RANCH**

R. W. & E. B. Matlack, Owners

Scott L. French, General Manager, Wallace A. Giffey, Cattle Superintendent

Phone West Palm Beach Overland 3-2944, Loxahatchee, Florida
Swine Short Course Is Sept. 15th

A full day of information designed to bring the Florida swine producer up to date on what the University of Florida is doing in the line of swine research, is scheduled for September 15, when the annual Swine Short Course will start at 8:30 a.m. 

“We feel the program this year is outstanding and one in which you will gain some very worthwhile information of help to you in your operations,” reports M. O. Watkins, director of the Florida Agricultural Extension Service, sponsor of the event.

Registration begins at 8:30 at the swine unit, located near the Archer Road. (Turn north at the sign about one mile west of the University Medical Center.)

The program is as follows:
1. 8:30—Registration; 8:45—Welcome by Dr. J. R. Beckenbach, Director, Agricultural Experiment Station. 8:50—Research at swine unit, including sow research, Dr. H. D. Wallace; Space and feeder hole requirements, Dr. G. E. Combs; Tour including feed trials at the pig parlor; Reproduction study; Soaked vs. unsoaked corn; Vitamin A and temperature study; Baby pig experiments. 11:30—Backfat probing demonstrations. 12:00—Barbecue lunch.

Anyone interested in the short course is welcome to attend, and no advance registration is required.
Rodeo Cowboy Standings Are Up to Date

BARNEY FAIRCLOTH of Ocala—a calf roping and bulldogging specialist—leads Florida's RCA cowboys as the 1961 contest passes the midway mark, reports Albert Barthle, secretary of the sponsoring Rodeo Cowboys of Florida.

Faircloth had 1285 points as of August 10, and close behind was Cary Carter, leader in the bareback bronc riding, with 1015 points. Gene Aberle with 534 points and Gene Carter with 500 points are third and fourth respectively.

Individual event leaders include Faircloth, who leads in both calf roping and bulldogging, Babe Ashton, leader in saddle bronc riding, Cary Carter as mentioned above in bareback riding, and Gene Carter in bull riding.

In champion cowgirl competition, decided on winnings in the Cloverleaf Barrel Race, Mrs. Shirley Reaves of Lake Wales is first with 281 points, followed by Mrs. Helen Mills (97), Mrs. Wilda Staley (87), and Mrs. Faye Blackstone (62).

Standings by events are as follows:
- Saddle Bronc Riding—Ashton 430, Gene Aberle 360, Gene Carter 34, Don Baxter 25;
- Bareback Bronc Riding—Cary Carter 902, Gene Carter 203, Ed Froehlich 84 (no further place listed);
- Bull Riding—Gene Carter 293, Froehlich 223, Cary Carter and Pete Crenshaw (tied for third) 22;
- Bulldogging—Faircloth 794, Jim Knowles 203, Aberle 174, Sonny Lambert 123;

Hunting Season Set

Florida's 1961-62 general hunting season for resident game birds and animals opens Saturday, November 18, in all districts of the state.

The opening date applies to deer, turkey, quail, squirrel, and bear. Hunting will be allowed every day in the First, Third and Fourth Conservation Districts.

The Second and Fifth Districts, Northeast and North Central Florida, will have a "staggered-day" hunting, with the first nine days (November 18-November 26) and the period December 25 through January 2 open every day, except that the Ocala National Forest will be closed December 26 and December 29. Mondays, Tuesdays and Fridays will be closed at all other times in the two districts.

Shooting hours for resident game species will be from one-half hour before sunrise to one-half hour after sunset on each open day.

A CHARTER has been granted to Beefmaster Breeders Universal, first organization for breeders of Beefmaster cattle. Headquarters have been established at 601 Milam Building, San Antonio, Texas.
**The Florida Cattleman**

### FQHA Members Vote 1962 Sale

The Florida Quarter Horse Association will hold another auction sale at Kissimme during the Florida Quarter Horse Jamboree and Silver Spurs Rodeo Independence Day weekend this coming year, members voted at a recent meeting.

"We expect that this sale will be an annual event and will get bigger and bigger as interest in Quarter Horses continues to grow," says E. L. "Goey" Partin of Kissimme, FQHA president.

Other action taken at the meeting included appointing A. G. Lewis, Gainesville, and Raymon Tucker, Bunnell, to a statewide advisory committee, sponsored by the Florida State Veterinary Association, on livestock disease problems.

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**Gainesville QH Show Will Be Labor Day Weekend**

A full Sunday and Monday event is planned for the 6th Annual Gainesville Quarter Horse Show Labor Day weekend—and there will be a preliminary elimination for cutters on the preceding Satur-

day, reports A. G. Lewis of Gainesville, chairman for the event which is co-sponsored by the Florida Quarter Horse Association, the Gainesville Roping Club and the Alachua County Sheriff's Posse.

All profits will go to the Florida Sheriff's Boys Ranch located near Live Oak, Lewis said.

15 halter classes are included, with trophies and ribbons in each, with five provided for stallions, five for mares, three for geldings, plus produce of dam (two from same mare) and get of sire (three from same sire).

In addition, trophies and ribbons will be given for registered roping, registered pleasure, youth pleasure, youth reining, youth barrel race and youth showmanship. Youth trophies will be in the form of trophy belt buckles. Lewis said.

"This is the first Florida show to provide youth classes," Lewis pointed out. "We're expecting a good turnout of youngsters, as well as a strong entry list from adult exhibitors."

Open cutting, jackpot roping and reining will all feature cash pay-off: $100 plus 80% of the $25 entry fee in both open cutting and reining, with $100 added in cutting and $25 in reining, and of course a division of the jackpot in the roping.

Schedule calls for first go-round of cutting to begin at 2 p.m., Saturday, September 2. That evening a free barbecue will be provided for participants.

Sunday morning the halter show will be held, starting at 9 a.m., with performance shows slated for 2 p.m. on both Sunday, September 3, and Monday, September 4.

Judge for the event is Willard Davis of Miami, and all events will be held at the Gainesville Riding Club grounds near the airport.

Plenty of stable facilities are available, Lewis reports, but room reservations should be made in advance if possible. Youth show entrants must be 18 years old or under.

**ATTEND THE FCA Convention October 25-27.**

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**The Florida Cattleman**

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Ranch near Ellenton, Manatee County 3/4 Brother to Stella Moore. A proven ROM running horse. Standing FLORIDA BAY LAD and MAJOR'S MEL. Fee $100.00.

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If you are a Performance minded horseman, see us for a Performance Bred Colt by MOSS HOBO TOP P-58,108 or WALTER 942.

**TANBARK QUARTER HORSE RANCH**

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Pleasure and Working—At Stud—

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Fee: $150.00 (Return privilege)

- Sundown Red P 66,560  
sire: Red Man by Joe Hancock  
dam: Modge L by Little Ben  
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Harvey “Red” Martin, Manager  
Box 940, 355-055 or 355-3776  
Route 1, Box 675, Pompano Beach, Fla.
O'chobee
Holding
Its Rodeo

Two afternoon performances are slated for the Labor Day Rodeo sponsored again this year at Okeechobee by the Okeechobee County Cattlemen’s Association, J. O. Pearce, Jr., chairman, reports.

Five contest events will pay $75 in day money each: bulldogging, bull riding, saddle bronc riding, bareback bronc riding and calf roping.

The rodeo is RCA-approved and will attract many of Florida’s top cowboys, Pearce predicts, if the usual pattern repeats. There are adequate grandstand seats at the rodeo grounds, located north of Okeechobee on U.S. Highway 441.

Phone number to contact for the rodeo is Rodeo 2-3691, Okeechobee, reports Clifford Boyles, secretary of the association.

Misty King
Winner at Ocala

Tight competition was a big feature of the special cuttings, jackpot roping and barrel race held on July 30 at Mills Livestock Market, Ocala, under sponsorship of the Marion Saddle Club, reports Mrs. Wilda Stalvey, show secretary.

At the close of two go-rounds, Misty King, owned by William Candler, Jr., of Kissimmee, and ridden by Gene Koger, was tied with Lee’s Pride, owned and ridden by George Harden of Sanford. In the run-off for the trophy, Misty King ended up as winner.

Gerald Wright won the roping trophy buckle, and Miss Carolyn Owen won the girl’s cloverleaf barrel race.

Winners, in order by events, were as follows:

- Open cutting—First go-round: Lee’s Pride, Misty King, Miss Nan Play, owned by Spencer Hardin; Second go-round: Misty King, owned by Norris Cattle Company, Ocala, ridden by Archie Sprow; Average: Misty King and Lee’s Pride (tied for first); Miss Nan Play.
- Novice cutting—Miss Nan Play; Bert’s Stardust, owned and ridden by Glenn Murphy; Carribelle, owned and ridden by Bob Daley, Palatka.
- Calf roping—First go-round: Don Stalvey (14.5 seconds), Gail Wright, PoeWee Gilland; Second go-round: Gail Wright (14.5 seconds), Don Stalvey, Sunny Moser; Average: Gail Wright, Gilland, Smith; Barrel race: Carolyn Owen (15.3 seconds), Zanna Crosby, Marilyn Barrett.

Manure Is Valuable

Pound for pound, farm manure will benefit soil productivity more than any other soil amendment, according to a University of Florida soils specialist.

S. N. Edson, associate professor of soils with the College of Agriculture, says poultry manure is the richest source of plant food, followed by pig, sheep, horse, and cow manure.

for September, 1961

CHICKEN PIE continues to win!

CHICKEN PIE is still winning, since she was Grand Champion Mare at Kissimmee . . . Grand Champion at Lafayette, Georgia and Reserve Champion at Pulaski, Tennessee; also a winner at cutting.

We are also the home of Poco Imprint, out of Poco Bueno and Jessie Rose; He was the eleventh highest selling stud at auction in 1960.

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FOR INFORMATION CONTACT:

CLIFFORD MARKER
Rising Sun, Maryland

or

V. D. RIDER
New Market, Virginia
Eastern Pony Sale Is Slated

A wide variety of ponies, including Shetlands, Welsh, Hackneys, crosbred and hunting ponies, will be sold at Devonhurst, New Market, Virginia, on September 21 and 22, reports Clifford Marker, Rising Sun, Maryland, president of Eastern Pony Breeders, Inc. No information as to numbers was available, but Marker will provide further information on request.

Quarter Horse Show Slated in Georgia

A registered Quarter Horse show is slated for Windy Hill Ranch, Waynesboro, Georgia, on September 9, reports McH. Abel of Mockingbird Hill Ranch, Albany, Georgia. Presumably additional information can be secured from either Mockingbird or Windy Hill.

Mockingbird Hill Wins, Builds Stables

Mockingbird Hill Ranch of Albany, Georgia, has continued its winning ways after showing the grand champion mare at Kissimmee in July, reports Owner McH. Abel. At Pulaski, Tennessee, Chicken Pie was named reserve mare, and also placed first in senior cutting. She was grand champion again at Lafayette, Georgia, while Mockingbird's Jones Gal was reserve mare.

New stables are being built now to house recently purchased horses, particularly Tag Tail, a son of Leo Tag who stands 15 hands high, and should add speed to the herd.

Ag Yearbook Out

Publication of Seeds—the 1961 Yearbook of Agriculture—has been announced by USDA. In the yearbook's seven sections and 75 chapters, with 48 pages of photographs and many drawings, 128 experts explain in layman's language the importance, life processes, production, processing, certification, testing, and marketing of seeds.

The Yearbook of Agriculture is a Congressional document prepared in the Agriculture Department and published under direct Congressional authorization. The Yearbook is distributed mainly by members of Congress. It is also sold by the Superintendent of Documents, Government Printing Office, Washington 25, D.C., at $2.00 a copy.

Experts have estimated that 70 percent of all work performed by a large size tractor is "light load work." Thus, a farmer having an annual fuel bill of $1000 could save $2000 over a 10-year period if the drivers would "shift up" and reduce engine speed when doing light load work.
Dairy Field Day Draws Good Crowd to See Latest Work of Research Unit

PROVED SIZE data has been made more speedily available to Florida dairymen through the development of the new 705-III record machines, reported C. W. Reaves, extension dairyman, at the Annual Dairy Herdmen's Short Course held July 24-26 at the University of Florida, Gainesville.

Six other University scientists also took part in the program.

The 705-III machines are presently keyed to give a breakdown into three categories—artificially sired daughters, nonartificially sired daughters, and a combination of the two groups. These, in turn are set to give: averages of all the sire's daughters, all the sires' tested daughters out of tested dam's averages, 105-day contemporary herd average, and a yearly herd average.

Dr. J. M. Wing, associate dairy husbandman at the university, listed some of the causes of irregular breeding in dairy animals. A routine pattern of handling, with a minimum of stress factors, is needed to obtain the maximum efficiency in any breeding program, he told the group. A careful observation of periods of heat, and the proper breeding times and techniques are necessary parts of accomplishing a high conception rate he explained.

Dr. C. J. Wilcox, assistant dairyman, enumerated some of the causes of calving and heifer losses at the University's Dairy Research Unit. With existing conditions, and present turnover rates at the DRU, Wilcox reported that the herd would grow, doubling its size in about 20 years.

Reaves offered statistics to the group aimed at showing the difference in value of milking cows calving at 12-month intervals, compared to those calving at longer intervals. In one hypothetical instance he pointed out that a cow having a calf each 12 months for 2 years would give a total of 70,062 pounds of milk compared to 62,197 pounds from a cow calving at a 17-month interval, assuring that both had a base production of 100 pounds per day.

"The feed, labor and overhead requirements are the same for raising a 1000 pound scratch that will produce only 10 pounds of milk per day as they are for raising a well-bred 1000 pound heifer that will produce 50 pounds of milk daily," according to Dr. S. P. Marshall, dairy husbandman. Thus he introduced a discussion on the proper care and management of dairy heifers.

T. Wilson Sparks, assistant extension dairyman gave a report on the various methods of obtaining replacement heifers. This study is presented below on this page.

J. T. Christian of Lake Placid, Florida supervisor of Northern Ohio Breeders Association, listed some of the essentials necessary for a good conception rate.

Wilbur Aiken, Winter Park, Florida representative of American Breeders Service, discussed the Estrus cycle, and various methods of heat detection.

Dairy Short Course!

Replacing Milk Cows—Your Problem May Be Different

by T. W. SPARKS
Assistant Extension Dairyman
University of Florida

For a great many years, commercial dairymen in Florida have purchased most of their replacements as either springing heifers or as fresh cows. However, during the last few years many of the commercial dairymen have begun to raise a good many of their replacements. This has come about mainly because of the increased number of artificial matings, the increased knowledge and control of parasites, and the producing ability of their herd.

With the continued trend toward specialization and intensification of the dairy farming practices, it would be wise for a dairyman to ask himself a few questions: What is the cost of raising replacements on my farm? Should replacement animals be raised on my farm or purchased? Should I have calf-raising specialists do the job for me by contract? How much does it cost to replace a cow in the herd? Very few dairymen have accurate figures on the cost of raising a calf from birth to calving. A study in Orange County recently showed that cost figures vary widely, ranging from approximately $250 to over $400 per replacement, with feed the big cost item.

With this continued trend toward intensification of dairy farming, it may be practical for a dairy farmer to have his replacements raised on a special farm, or have them raised on a contract basis. Stop and figure your best approach to the problem.

Where is your farm located in relation to the milk market? (Farms close to the market will usually try to concentrate on making more milk.) The price of milk, the amount of base, the value of your land, labor, cost of feed, and disease problems, plus the total cost of raising heifers, etc.: any one of these factors may have sufficient economic bearing to warrant a change in the operation.

Raising dairy heifers on a contract basis is receiving increased interest among dairymen and calf growers. There are many different types of contracts or agreements in force in Florida at this time.

A dairyman must be alert and see that the contract or agreement contains certain clauses:
Cost or price to be paid and how this amount of money will be paid.
Length of time and way payment is to be made. This will include the age, weight, size and condition of animals when the calves are placed on contract and when animals are delivered back to the dairyman.
Disease prevention.
Breeding.
What to do in case of loss.
Insurance.
Arbitration, plus several other minor considerations.

When farm conditions are satisfactory, home raising of replacements is probably the best way to handle the replacement problem. In this method we include the special replacement unit or farm away from the dairy. Closer supervision may be given by the owner or manager.

The dairyman must realize that today he can buy better replacement animals than ever before. Because of artificial breeding there are more daughters of Proven Sires available, hence, higher production from the replacements.

If this program is adapted or continued consider a few important points before purchasing: Disease (TB, Bangs, Lepto, Mastitis, etc.). Production records if available, Age of animals to be purchased and the reputation of the seller.
BROWNY BASIL SARA, 1st 4 year old at 1961 Florida State Fair. Two half sisters are selling in this sale.

SELLING 48 JERSEYS

The sale manager and committee have selected nothing but top quality animals from 29 herds in eight states. There are many popular bloodlines and show prospects represented. Among the fine heifers and cows—all either fresh or springing—consigned are:

-Selling-

A daughter of the Medal of Merit cow, Sybil Juggler’s Sayda with a record of: 8-5 305 15874 755
Paternal sister to first prize 4 yr. old at 1961 Florida State Sale
Two year old daughter of record selling Marlu Milestone whose dam is the breed’s milk champion
A Senior Yearling for the shows whose dam is a Georgia State Fat Champion as a Junior 3 yr. old, she is also Gold & Silver Medal
Three daughters, including an Excellent, of Jester Standard Advancer Excellent Superior Sire that sold for $9,000.00
Show three year old sired by Basil Jester Advancer, Superior Sire and winner of first prize Get of Sire, 1960 All-American Jersey Show

You are invited to attend the annual meeting of the Florida Jersey Cattle Club at 2:00 P.M. Friday, September 8th, at the home of Bryan W. Judge, Sr. The annual banquet will take the form of a barbecue immediately following the meeting.

Tone-up Your Herd with a Top Quality Jersey

Take advantage of this opportunity to add a top producing cow to your present herd. You can buy just one—or more—of these fine animals that will more than pay for themselves in future calf crops and replacement heifers.

21st Annual
FLORIDA STATE JERSEY SALE
Saturday, September 9
at the
Orange County Ag Center
Orlando, Florida

Sale Managers:
Chester Folck & Sons, 4810 S. Yellow Springs Rd., Springfield, Ohio.
Catalogs & Information:
Bryan W. Judge, Jr., Rt. 5 Box 283, Orlando, Florida
or
Chester Folck & Sons, Sale Managers, 4810 S. Yellow Springs Rd., Springfield, Ohio
Financing:
Arrangements can be made with clerk on day of sale.

You are invited to attend the annual meeting of the Florida Jersey Cattle Club at 2:00 P.M. Friday, September 8th, at the home of Bryan W. Judge, Sr. The annual banquet will take the form of a barbecue immediately following the meeting.

Sponsored by
Florida Jersey Cattle Club
FRANK DeBORD, JR., President
BRYAN W. JUDGE, Sale Com. Chm.
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Do you waste lots of time—$$$$—chasing strays and heading them back where they ought to be?

Do they cost you more for lumber, hardware, labor, fixing and replacing, hunting strays, and what have you (did you ever figure that out?) than the price of good manufactured gates?

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Protect yourself against summer storms and hurricanes that can suddenly cut off power supplies for hours or even days. Neither cows nor their perishable product can wait on electrical repairs, but you can safeguard your investment with temporary

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Youngsters Show at Chipley

HARRY LYONS, Holmes County 4-H member, won "the most purple" with his Holstein and Guernsey entries at the West Florida Dairy Show, August 3, in Chipley.

Lyons won grand and reserve championships in the Holstein division, and grand champion in the Guernsey show, for 4-Hers.

Highlights of the show, sponsored by the State Department of Agriculture, Vocational Agriculture Department, Agricultural Extension Service, City of Chipley, Washington County, Chipley Kiwanis Club, Foremost Dairies, Borden Dairy, Southern Dairies, and Carbole Fertilizer Company, included judging, showmanship, and herdsman contests.

Leon County topped the 4-H judging contest, with the County's team number 1 placing second. Washington County team number 1 was third in the contest.

Jay Chapter of the Future Farmers topped the FFA judging contest, with second and third going to Marianna and Escambia Farms chapters respectively.

Holmes County won first place in the 4-H class for county groups of three animals. Jackson County was second and Wakulla third.

In the FFA Chapter groups of three, Bonifay chapter was first, Chipley and Marianna were second and third respectively.

Individual breed champions in the 4-H show were as follows: Jersey—Donald Wyatt, Jackson County, grand champion; Lendon Scott, Jackson, reserve champion; Guernsey—Harry Lyons, Holmes, grand champion; Claude Sellers, reserve champion; Holstein—Harry Lyons, Holmes, grand and reserve champions.

FFA individual breed champions were: Jersey—Lynn Cope, Chipley, grand champion; Ronald Thompson, Marianna, reserve champion; Guernsey—Clifton Lyons, Bonifay, grand champion; Charles Parker, Marianna, reserve champion; Holstein—Clifton Lyons, Bonifay, grand champion; James Cross, Chipley, reserve champion.

Showmanship award went to Mike Harvey, Wakulla County 4-H member. The best fitted animal was shown by Grady Taylor, of Jackson County. The herdsman's award went to the Marianna FFA Chapter.

Featured also at the show was a farmers' open dairy judging contest. Entrants must have at least one milking cow, be a bona fide dairymen, and reside in one of the counties represented in the show. T. E. Nettles, of Chipley, won first place, with Nora Melvin, and G. W. Ford of Marianna, placing second and third respectively.

The Florida Cattlemen
TOP JERSEYS will be sold at the Florida Jersey Cattle Club sale in Orlando, though perhaps not many as good as this champion, owned by J. K. Stuart of Bartow, one of the consignors.

Jerseys to Sell

At Orlando

A REGISTERED Jersey Sale is to be sponsored by the Florida Jersey Cattle Club Saturday September 9, at the Orange County Ag Center, Orlando.

Bryan W. Judge, Jr., Orlando, sale committee chairman, reports that 48 head from 29 herds in eight states will sell during the sale. "All," he says, "will be fresh or springing cows and heifers."

To encourage additional enthusiasm during the sale, a banker will be on hand to handle immediate financing for anyone desiring to buy cattle.

Judge indicates that there will be several popular bloodlines represented, many of which will be show prospects.

The annual meeting of the FJCC will be held at 2:00 p.m., Friday, September 8, followed by a barbecue, at Lake Conway, near Orlando, at the home of B. W. Judge, Sr.

Sale managers for the event will be Folck and Sons, Springfield, Ohio.

Highest Production

AN APPOKA dairy herd owned by A. J. Rusterholz, Jr., has completed the highest yearly milk production average on Dairy Herd Improvement Association test to date.

C. W. Reaves, dairymen with the Florida Agricultural Extension Service, reports the 170-cow herd set up the average of 13,774 pounds of milk, 3.6 percent test and 497 pounds of butterfat on the year's test.

This is 2,310 pounds above the previous high milk average set by Howard Wilson, DeLand, last year. It is also the all-time high herd average in pounds of 4 percent fat-corrected milk.

Reaves says the new state record is a credit to the breeding, feeding and management of the herd.

"Records like this are also a credit to the state," says the extension man, "and add to the results that let Florida consumers and the rest of the country know that Florida dairymen are doing a good job and making progress in the dairy business."

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POUND FOR POUND—DOLLAR FOR DOLLAR
YOUR BIGGEST BARGAIN
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Florida Reaches National Average Milk Production

In 1950, the Florida Long Range Dairy Committee decided to work toward increasing Florida’s per-cow milk production so as to reach the national average—and just 10 years later, in 1960, this goal was reached, reports C. W. Reaves, extension dairyman at the University of Florida.

“This accomplishment represented a unique achievement in the state’s dairy program,” Reaves points out. “The 1960 production per cow was 52.3 percent above that for 1950—and since the number of milk cows had increased 43.4 percent, this meant an increase of 118 percent in total milk production during the 10 years. This would be a truly remarkable increase for any industry.”

On a fat-corrected basis, Florida’s milk production in 1960 was 6746 pounds, while the national milk production was 6746 pounds. Florida’s average exceeded all southern states except Maryland and Delaware, according to Reaves.

“So far as is known, no such tremendous increase in productivity per cow has been accomplished since California did a similar job in the 1930’s,” says Reaves.

The actual Florida production per cow without the fat correction, was 6700 pounds of milk and 271 pounds of butterfat for all cows kept for milk. The national average was 7004 pounds milk, but only 263 pounds butterfat.

Historically, Florida and all Southern states had been below the average of the rest of the nation in milk production per cow due to the combined effect of mediocre breeding, feeding, and care of herds. Florida’s production per cow had climbed 1,000 pounds from the very low average of 3,400 pounds in 1940, to 4,400 pounds in 1950. But this was still 914 pounds below the 1950 national average of 5,314 pounds. (Note that the national average has continued to increase, but Florida’s has increased at a much faster rate.)

The Long Range Dairy Committee set up in 1949 developed goals in 1950 for increases in total milk production, production per cow, better dairy cow replacement, forage production, etc. (Reaves was secretary of the committee.)

Dairymen were conscious of the need for cows of higher production potential whether raised or purchased. Many raised heifers for the first time, built inexpensive individual pens, and followed prescribed methods. “Some of these had almost ‘beginners’ luck’ as new facilities and methods were utilized in their calf-raising program for good herd replacements,” Reaves recalls.

New commercial equipment speeded up forage production and harvesting. Bunker silos were utilized by many as a means of storing large quantities of silage at cheap cost.

The improved grasses released by the Experiment Stations in the 1940’s and the labor saving equipment and better varieties, fertilization, and cultural methods resulted in much more and better pasture and forage production and feeding it either as grazing, fresh green chop, or silage. Better feeding and care generally have been practiced.

These practices with some better cows secured by artificial breeding or purchase enabled higher production to be attained.

The improved methods have enabled efficient dairymen to stay in the business in the face of rising costs without proportional increases in their selling prices.

ALL-NIGHT LIGHTING does not stimulate dairy cows to produce more milk, according to recent studies made at the University of Idaho. Good lighting of barns and yards is desirable, however, because it permits better management and feeding, safety and convenience, even if no greater production.

PURBRED HOLSTEINS were first brought into Florida in 1887 by Hamilton Disston at Fort Bassinger. Disston paid off Florida’s reconstruction debt of $1 million by buying four million acres at 25¢ an acre on condition that he drain and develop it.

Milk Production for June

FLORIDA MILK production for June totaled 9,955,812 gallons, according to reports from the three milk commission areas and the Southeast Florida federal marketing order area. (No figures for area west of Suwannee River).

<table>
<thead>
<tr>
<th>Area</th>
<th>Class I</th>
<th>Class II</th>
<th>Class III</th>
<th>Total</th>
<th>State Prod.</th>
<th>BF</th>
<th>Blend</th>
<th>Class I</th>
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<td>Tampa</td>
<td>2,471,164</td>
<td>1,169,570</td>
<td>2,171,333</td>
<td>5,812,067</td>
<td>2,652,598</td>
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<td>525,243</td>
<td>920,589</td>
<td>2,562,927</td>
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<td>Southeast</td>
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<td>1,526,493</td>
<td>2,917,139</td>
<td>8,067,165</td>
<td>3,892,812</td>
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<td>64.80</td>
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<td>TOTAL</td>
<td>8,636,299</td>
<td>3,851,590</td>
<td>3,169,954</td>
<td>15,657,843</td>
<td>7,698,605</td>
<td>3.85</td>
<td>64.80</td>
<td></td>
</tr>
</tbody>
</table>

*includes 79,515 gallons military, so classified under federal order NES 15.
**includes 238,695 gallons classified as Class IV under federal order.
It is indeed a compliment and a pleasure for me to have been selected as the first full time EXECUTIVE SECRETARY of the Florida Dairy Farmers' Federation.

Dairy farmers have many obligations to themselves and to continued improvement of their business:

- To promote increased sales of Florida produced milk;
- To be knowledgeable and active about public issues and legislative matters;
- To promote strong ties with other segments of the agricultural community and allied groups;
- To fully utilize available educational and research talents and facilities;
- To offer competent testimony in respect to federal, state and local regulatory matters and to insist that where government regulation is necessary and required that its work be performed by competent employees of high caliber.

Of course, there are other areas which will be touched on from time to time.

In all this, my responsibility will be to provide background information in those areas of interest determined to be of a statewide nature affecting the Florida dairy farmer. Then, when policy has been established by our Board of Directors, that policy will be communicated to those with whom we will be doing business.

As we go about our business, the Federation seeks the understanding, good will, and support of those with whom we will be associating, particularly those governmental agencies who control the economics or very life blood of our affairs.

In turn, we are prepared to extend the same courtesy to others—emphasizing at the same time that a fair and reasonable course of action must be found for the issues at hand rather than ignoring them in hopes that they will disappear.

I particularly like the structure of this Federation, composed as it is of local associations served by competent leadership with demonstrated capabilities to handle a vast number of local problems. It would be completely impossible for me, as Executive Secretary, to go beyond statewide matters and involve myself in the daily activities of our local association leaders.

Whatever I may accomplish in this position will be the collective measure of exactly what each dairy farmer contributes through his local association. I urge all of our Florida dairymen who are not now affiliated with the Federation to make a contribution to their own welfare by joining one of our local associations. In return, I offer no easy solution or smooth answers to any of your problems. I do promise a full measure of hard work, both for you and those of us at this office.

—Howard Walton, Executive Secretary

THESE LOCAL ASSOCIATIONS ARE MEMBERS OF THE FLORIDA DAIRY FARMERS FEDERATION

Alachua County Breeders Ass'n
Gainesville

Central Florida Milk Producers Ass'n
Orlando

Independent Dairy Farmers Ass'n
Fort Lauderdale

South West Florida Milk Producers Ass'n
Palmetto

Northeast Florida Milk Producers Ass'n
Jacksonville

West Coast Milk Producers Ass'n
Tampa

for September, 1961
We have at our farm now 60 grade Holstein heifers and 15 purebred Holstein heifers with registration papers. These heifers are due to calve within two to eight weeks.

The grade heifers are sired by registered bulls and the purebreds have excellent pedigrees for your inspection.

For further information, contact:

F. A. GALBRAITH
4300 N. Military Trail
West Palm Beach, Fla.
Phone OV 3-1701
increased by more intensive use of land to grow more feed and by increasing the production rate per cow. It is not as important how many cows per man as how much milk per man. Some dairies average 70 cows per man with 6,000 pounds milk per cow. Fifty cows with an average of 9000 pounds each means more milk sold per man, in fact $2000 worth more per year.

Increased production per cow may require the purchase or breeding of better cows for the long-time goal. Hence, breeding to bulls of high transmitting ability as available through artificial breeding is a recommended practice. Over 90,000 dairy cows were bred artificially in Florida last year. This practice will pay off in a higher producing future herd, if the calves from the better cows are grown out properly.

Another management decision is whether land, labor, and feed on the dairy farm should be utilized to grow out heifers or whether it is better to have them grown on contract on another farm where the pressure for land, labor, and feed is not so great.

Correct feeding of the cows we have is a first requisite for profit from the present herd. The cows must receive enough of the right kind of feed to produce profitably. This necessitates weighing of milk to know the production for correct feeding individually or in production groups. Production records enable "prescription feeding" of herds.

After the feed input, the final practice affecting the yield of milk involves the harvesting of it, night and morning every day. A Wisconsin study showed the milking practices to be the most significant factor in the production of dairy herds. The milking practices of 43 dairy farms were graded in four groups, as Poor, Fair, Good, and Excellent. An 800 pounds milk increase per cow was found for each increase in the rating. A two place change from Fair to Excellent gave a 1600 pound milk per cow increase—over $100 more milk per cow by better milking alone!

After production, management practices that pay involve marketing for a reasonable price. This requires a study of the market and cooperative effort at adjusting production voluntarily or through a public agency.

Finally, in all steps in producing and marketing milk, it must be handled so that the consumer will like it and want more of it.
Emergency Power Can Be Vital

by A. M. PETTIS
Associate Agricultural Engineer
Florida Agricultural Extension Service

A STANDBY power plant is cheap insurance against costly electrical stoppages. It should be regarded by the dairyman as an insurance policy, and the investment is worthwhile—even if it is never needed. One storm, producing outages of one or more days duration, may cost the dairyman both in injury to cows, and in loss of product.

The latest hurricane, in Florida convinced many of Florida's dairymen that some sort of emergency standby power is not only essential, but a profitable investment.

A dairyman cannot afford to guess—or hope—that the power will remain on. He must take steps before the storm strikes to insure continuous power for milking, watering animals, and in many cases for the feeding of animals.

The responsibility for continuous electric service is a two-way job. The power supplier has a definite duty to attempt to provide service to the dairyman as soon as possible, after power is resumed at hospitals, and of course, the primary high-voltage line.

So a dairyman decides to obtain some kind of standby power—how can he select a practical and economical unit?

Normally, a good manager can operate a dairy with a unit that produces less than the total electric load. For example, the water pump and the feed grinder-mixer might be operated while the milk cooler is not needed.

It should be noted that, when using several motors being fed by one generator, the largest motor should be started first. An electric motor uses three to five times as much current when starting as when running.

A standby electric generator will generally be more satisfactory than separate gasoline engines for various power requirements. This eliminates the necessity of maintaining several small units, and many of the newer kind of equipment being used on dairies will work only with electricity.

For the smaller dairy, tractor powered generators are a possibility. Usually the farm tractor is kept in good running order, and it will be ready for use immediately when needed. If the power requirements are not too large, a tractor operated unit will cost considerably less than a complete diesel or gasoline driven generator unit.

It is important that standby generators be used occasionally even when not needed, to keep the coils reasonably dry and to cause the motor to lubricate itself.

About once every two months it should service a complete daily cycle—that is, milking, cooling, feeding, mixing, etc. It is also helpful to have a 100 watt bulb placed near the coils to keep the moisture content at a minimum.

When installing a standby unit, it is important to discuss plans with the regular power supplier. He may have certain regulations pertaining to the safety and proper operation of the unit.

He should be consulted prior to any actual installation of wiring to avoid disturbing the regular power supply.

Velda Now Co-op

A NEW cooperative milk plant may be established in the West Palm Beach area within the next couple of years, says C. W. Reaves of the extension service reports that 91,960 cows were artificially bred in 1960, and says this represents 48.2 percent of the 213,000 milk cows in the state. This has been a factor in the 92 percent increase in milk production per cow since 1950, Reaves stresses.

LIVESTOCK buyers from El Salvador recently bought five Holstein bulls, 24 brown Swiss bull calves and two heifers from farms in Maryland, Pennsylvania and Ohio.
Attention, Dairymen!

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15 Paternal Grand-Dams Average 15,152 lbs. Milk, 872 lbs. Fat

Sire | Dam's Age | Days | Lbs. Milk | % | Lbs. Fat | Times Milked | Classification
--- | --- | --- | --- | --- | --- | --- | ---
H 52 | 9-0 | 365 | 23,022 | 3.5 | 817 | 3x | “EX”
H 53 | 11-6 | 365 | 28,120 | 3.7 | 1049 | 3x | “EX-GMD”
H 55 | 6-6 | 365 | 17,131 | 3.9 | 666 | 2x | “GP”
H 57 | 7-6 | 365 | 19,002 | 4.1 | 617 | 2x | “VG”
H 58 | 7-10 | 365 | 16,522 | 4.2 | 670 | 2x | “EX-GMD”
H 61 | 7-0 | 365 | 15,307 | 4.3 | 650 | 2x | “EX-GMD”
H 63 | 8-6 | 365 | 21,390 | 4.0 | 845 | 2x | “EX”
H 67 | 3-7 | 365 | 22,057 | 4.0 | 851 | 2x | “EX-GMD”
H 68 | 6-0 | 365 | 16,130 | 3.7 | 600 | 2x | “EX”
H 69 | 6-5 | 365 | 17,503 | 3.7 | 691 | 2x | “VG”
H 70 | 9-0 | 323 | 24,012 | 3.6 | 873 | 3x | “EX”
H 71 | 6-1 | 365 | 19,654 | 4.0 | 789 | 3x | “EX-5”
H 72 | 6-0 | 365 | 20,136 | 3.3 | 672 | 3x | “EX”
H 73 | 6-1 | 365 | 18,736 | 4.8 | 901 | 3x | “VG”
H 75 | 11-0 | 365 | 33,119 | 4.2 | 1403 | 2x | “EX-GMD”
H 76 | 4-3 | 326 | 17,220 | 3.7 | 646 | 2x | “EX-GMD”
H 77 | 6-9 | 365 | 22,414 | 3.9 | 864 | 2x | “EX-GMD”
H 79 | 6-6 | 365 | 21,459 | 3.9 | 827 | 2x | “EX-GMD”
H 80 | 8-1 | 324 | 19,999 | 4.2 | 847 | 2x | “EX-GMD”
H 81 | 9-0 | 365 | 24,679 | 3.7 | 916 | 3x | “EX-GMD”
H 82 | 7-0 | 303 | 23,668 | 3.6 | 860 | 3x | “GP-GMD”
H 83 | 7-4 | 354 | 14,933 | 4.0 | 614 | 2x | “EX-GMD”
H 84 | 7-3 | 354 | 27,283 | 4.2 | 1156 | 2x | “EX-GMD”
H 85 | 5-6 | 365 | 12,939 | 4.8 | 622 | 2x | “EX-GMD”
H 86 | 3-4 | 365 | 21,268 | 3.5 | 741 | 2x | “EX-GMD”
H 87 | 4-2 | 365 | 23,065 | 3.9 | 889 | 2x | “EX-GMD”
H 88 | 3-8 | 365 | 14,681 | 3.9 | 576 | 3x | “EX-GMD”

27 Dams Average 20,572 lbs. Milk, 3.9%, 804 lbs. Fat—17 on 2x—10 on 3x
17 “Excellent,” 8 “Very Good,” 2 “Good Plus”—7 GM Dams—1 5 Star Cow

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Gainesville, Florida
Phone FR 6-8793
Nightshade poisoning occurs rather frequently in Florida as determined by the number of cases presented to the diagnostic laboratory.

Nightshade (Solanum gramineum Link) is also called Black Nightshade, Deadly Nightshade and Graceful Nightshade. The plant is low-growing (2-4 ft.) with upright, green, woody stems and numerous branches. The flowers, borne on the stems, are white. They mature into green berries which later turn purple or black when ripe.

Each berry contains numerous small seeds embedded in greenish pulp. The plant is an annual but persists through the winter in southern Florida. It may grow any place except near salt water. The chances are good that most fence-rows and citrus groves contain many plants. It will be found in almost every weed patch. It prefers shade but thrives in sunny locations as well.

The poison in nightshade is called solanine. Both the leaves and green berries contain the poison, the amount varying with the soil type, climatic conditions and stage of growth. The ripe, black berries contain little poison. The amount of plant material required to kill an animal has not been determined because of the variable amount of poison as well as other factors such as the condition of animals eating the plant. Although animals do not generally eat nightshade, they will do so when there is no other forage available.

Animals poisoned by nightshade exhibit signs of stupor, weakness, nervousness, staring eyes, and paralysis. The poison is also irritating to the digestive tract and may cause bloating, salivation and diarrhea. Post-mortem examination usually reveals little other than gastrointestinal irritation.

There may be congestion of the brain and kidneys and blood-stained urine. There is no specific treatment. Purgatives and stimulants are generally used. At the diagnostic laboratory we have been able to aid in the diagnosis of nightshade poisoning by identifying the poisonous principle in urine and liver tissue.

Written solely for The Florida Cattleman by members of The Florida State Veterinary Medical Association.

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With Florida Kowbelles Goes to Webster to Meet

The John Barbers

Who Ranch on the Side!

by ETHEL HALES STANICL

ALVENA (Mrs. John W.) Barber of Webster says she was named by her father, Lawrence Harrell of Orlando, for a girl in the community. “The family wanted me to be a boy,” she adds, “and since I wasn’t they didn’t care what they named me!” Alvena, I consider an unusual, pretty name; I like given names not run-of-the-mill.

John used to be in the produce hauling business. He frequented the market often at Webster and fell in love with the countryside. He began buying land and cattle there and when he decided to get rid of his trucks the family moved, opening up Barber’s Supply, a store which tries to supply every need of surrounding farmers and ranchers.

John’s first love is the ranch and he spends as much time as possible there. Mrs. Barber helps in the store and has found out how confining it is, though they keep the shortest hours in Webster—7:30 a.m. to 5:00 p.m.

“Shortest hours” really mean just shortest store hours, for they are available for any emergency no matter the hour. Frequently they are called on at night and on Sundays for parts necessary to fix broken water lines and pumps. They know what it means to be without water and they rally to the aid of those in such trouble.

Bar-B Ranch is home for the Barbers when they’re not in the store! It is hard for some to understand how they love the country so when they were brought up in the city (Orlando). She contends that their love goes deeper, because of their intense appreciation of it. (John’s mother, Mrs. J. W. Barber, still lives in Orlando, as her parents mentioned heretofore, the Lawrence Harrells.)

Mrs. Barber says, “We live too close to the highway to have dogs. If we ever move, we want to get back into the woods far enough to have 12 dogs!”

Bar-B Ranch has Hereford bulls and cows which are cross-Brahman.

Mrs. Barber is a 4-H leader of the caliber hard to come by. Daughter...

For the Kowbelles

I LEARNED a tip for hamburger-shaping from watching a girl at the drug store food-counter. She shaped the meat into balls which were stacked as biscuits in a deep bowl. These were individually placed between pieces of waxed paper and flattened with the bottom of a heavy bowl. By turning the bowl slightly to the left and then to the right while pressing against the meat, perfectly shaped patties emerged.

Hamburger patties can be thus prepared and frozen, ready for the broiler at a moment’s notice.

If you want to stretch the ground beef do it this way. Soak two slices of bread in milk. Break into pieces and add to the meat. This “filler” will also help the meat to stay together.

SINCE ARTHRITIS is helped by use of the afflicted parts, a typewriter is a good gift for the person suffering with crippled fingers. I found an old upright machine for $10 which a friend was delighted to receive.

Use of the machine will probably be as beneficial as crocheting or knitting, and will prove interesting I am sure.

GEORGEANNE AND Glenn have called twice since they moved to Chicago. Good connections, it sounded like they were just around the corner.

Talking with other parents we realize we have much to be thankful for—they could be overseas and really inaccessible. As it is, one can fly to Chicago in 7 hours or go by train in about 26. Is it typical that I found that out as soon as I knew they were moving?

WE WISH someone would start an effective campaign to alert members on telephone party lines to their responsibility of limiting phone calls. 15 minute conversations are not uncommon on many and guilty parties think they are within their rights.

We HAD tobacco on the warehouse floor on opening sale day in High Springs. On the second day we sold our fifth cropping, however, which was a mistake. We learned that buyers this early in the season have not received orders for the leaf this high up on the stalk.
Nancy, 13, is in her third year of 4-H. Nancy's first project was a sock (which won third place in the country contest. She received a pin for that and was so enthusiastic over her prize that her mother decided to do everything she could to further her interest and that of other girls in 4-H.

"I can see what 4-H has done for Nancy," she says, "and I want it to help others." Nancy is a Junior 4-H leader who plays her role with love for and a sincere interest in the younger girls.

Nancy makes many of her own simple clothes. She has learned when she shops to buy fussy dresses which would be difficult to sew. Mrs. Barber feels that sewing instructors have the right idea in teaching girls first the fundamentals of sewing without demanding perfection in completed garments. If the fit is good and the outside neat she says workmanship on the inside will come later. Attractive exterior garments is the first requisite. This encourages youth such as Nancy to sew in the beginning.

Nancy likes to cook, to try new recipes. She has found she can do many interesting things in the kitchen which compensate for washing dishes! She took Child Care as a 4-H project when a neighbor got sick and her daughter, aged two, needed care. Mrs. Barber feels that this especially was worthwhile for her, an only child.

Currently, Nancy wants to be a home economist. The girl's love for sewing probably was caught from her mother who would rather sew than do anything else. Despite Nancy's sewing she still makes many garments for the girl, who comes home from school with the compliment, Mother, the other girls at school wish their mothers could make them clothes like you can make me!" So many mothers these days cheat themselves out of this pleasure.

Favorite meat of the Barbers is ranch-raised beef. (Who can eat store-bought beef after home-grown?) Roast is popular. Alviena cooks it in a heavy aluminum Dutch oven with celery, onions, salt and pepper as seasoning. She likes to have the roast cooking when company comes. Its aroma whets appetites. With the meat she likes to serve field peas, a green tossed salad, cake and ice cream. They used to make their own cream but it seems nowadays there is never time for that.

The Barbers are active in the Baptist Church, Mr. and Mrs. being Intermediate Leaders for Sunday evenings. She stressed the importance of bringing up children in the church. John's Sunday School class is currently visiting the local jail and the heartbeat there bears out this truth. Boys who have been caught in acts of vandalism, adults picked up drunk.

Mrs. Barber has two brothers: James Harrell, of Orlando, Frank Harrell, serving with the Army, currently in Maryland, one sister, Mrs. W. T. (Georgia Bell) Lamp of Orlando. Blue Ribbon Citizens, the John Barbers of Webster.

for September, 1961
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FOR FLORIDA Ranches, Groves or Homes, contact J. H. Holben, Realtor, Lake Wales, Fla. 450f

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A'plasmosis May Be Bad This Year

by WM. L. SIPPEL, V.M.D.
Florida Department of Agriculture
Large Animal Diagnostic Laboratory

If JULY is a good indicator, it does not appear that 1961 will be a bad anaplasmosis year. During July we received specimens from only three active cases of that disease. As is usual every month, blood samples were received for examination for the carrier state of anaplasmosis but these animals were clinically normal.

More cases of liver flukes were reported from animals from areas previously not known to be infested. Three dairy calves were presented for autopsy from a group in which 40 had been lost in a week. These calves were found to be infected with Salomonella germs which are usually taken in through the mouth, affect the intestinal tract and may spread all over the body. In the latter case, the animals usually die in 24 to 72 hours. The prompt calling of professional assistance could have prevented many of the losses.

In another case on a ranch with very excellent husbandry practices, 56 percent of 300 heifers were found pregnant whereas 85 or 90 percent was expected. These heifers had been served by bulls that were known to be fertile so it is felt that bulls could be eliminated as cause.

Very careful examination of the pastures for the presence of germs that cause abortion or evidence of past infection with these germs was not found. It is possible that sub-clinical nitrate poisoning caused by a highly fertilized pasture might have caused this apparent infertility. If this was the case, it could have started weeks or months prior to the time the cows were examined for pregnancy and, therefore, could not now be proved to have caused the trouble.

A case of "nasal granuloma" in some dairy cows was examined. The cause of this condition is not known with certainty but is suspected to be caused by a fungus infection in the nasal cavity. It causes the animals to make loud breathing noises and, at least in northern Florida, tends to become better during the cold months only to recur in the spring.

Evidently there is extreme irritation in the nostrils as the cattle will run sticks into the presence of the cows. This Year May Be Bad
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Catt listed by advertisement.

We had one case of hog cholera in the latter part of July and a case of pneumonia in swine.

An unusual and interesting disease of dogs that was probably related to swine was the appearance of "mad itch" (Anajeszkie's disease) in two dogs. Dogs usually become infected with this disease by eating young pigs that have been discarded after dying of "mad itch." The dog scratch violently at areas on the head, damaging the tissue and die.

The disease is carried by older swine that exhibit no symptoms of it. It produces a high mortality in young pigs and is invariably fatal to dogs and cattle that contact the virus. It is common in cattle during the watermelon season in north Florida and south Georgia. Farmers will discard cull watermelons into the lot used jointly by cattle and hogs. Hogs that carry the virus will bite at a cow to chase her away from a watermelon and in this way can fatally infect the cow.

Our unusual case for the month was a whale from an East Coast exhibit that proved to have died from an internal hemorrhage.

Looking back over the record of past years indicates that September will probably mark the beginning of more cases of anaplasmosis. This is due to the build-up of horseflies during this time. Serious losses are suffered each year among bulls from anaplasmosis. Probably a lot of this is the result of animals being purchased in the north and not becoming immune to anaplasmosis during calfhood.

When anaplasmosis-free bulls are placed on a pasture with carrier bulls or cows, often the former become infected and die from acute anaplasmosis.

The laboratory can test blood samples from your cattle for the carrier state of anaplasmosis if your veterinarian will submit properly collected blood samples for this examination. This test will tell you which of your cattle are immune to anaplasmosis and which are susceptible to it. The immune carrier animals can then be separated from the susceptible animals and the disease controlled.

Another way of handling the situation that is convenient if the animals are being fed, is to add aureomycin or terramycin to the grain at the rate of 0.25 mg. per lb. of body weight per head per day. This amount of aureomycin has been found by researchers to prevent the disease from developing. This recommendation is for bulls only due to Federal government regulations.

for September, 1961 97

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Current Price Trends in FULTON-COLE'S SEED MARKET REPORT

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EDITORIALS

How to Avoid Quarantines!

It should be obvious by now to all Florida cattle producers that it is a very tough job to eradicate something like the Texas fever tick—or the screwworm fly.

Elsewhere in this issue Dr. C. L. Campbell, state veterinarian, reports that no ticks have been found for nearly a year, and that the quarantines, including the "spray line" across the state along Route 40 will probably be lifted by October 1.

However, it should be noted that the latest outbreak is the third since the first and toughest eradication program was officially completed in 1946. Each has cost the state and federal governments millions of dollars in direct costs, and the cattle industry many more millions in inconvenience and market dislocations.

The screwworm outbreak also seems to be well under control, following inspection and spraying of many thousands of cattle in western Florida, and the release of several million sterilized flies.

All of which is to emphasize a statement by President Louis Gilbreath of the Florida Cattlemen’s Association:

“The cattlemen themselves must remain on the alert for any reappearance of these two parasites. There is absolutely no possible benefit to any individual in not reporting any suspicious ticks, or any screwworms—as the outbreak is sure to show up sooner or later, and perhaps so much later that a great many other producers may also be affected.”

If you want to avoid quarantine, keep your eyes open!

Sanitary Authorities Do Well

Florida's livestock sanitary authorities have had their share of criticism in these columns, and we would like to take this opportunity to tender them a bit of praise.

While it is regrettable that outbreaks recur from time to time, it is certainly a fact that the state and federal livestock disease units have moved extremely rapidly and efficiently whenever outbreaks have been found.

We are fortunate to have had through the years dedicated stockmen and dedicated veterinarians heading up these efforts.

We'd like to thank those now occupying these positions for the very fine work involved in containing and eliminating the latest screwworm and fever tick outbreaks so rapidly.

Convention Facilities Tops...

Seldom has the Florida Cattlemen’s Association had finer facilities for its meetings than will be found at Lakeland October 25-27.

The New Florida Hotel will probably have accommodations for all convention delegates—and if not, the Lakeland Terrace Hotel half a block away can handle the overflow.

And the Municipal Auditorium where the meetings are scheduled is only a short two blocks from these hotels.

There will be plenty of committee rooms of adequate size.

On page 24 of this issue you’ll find a brief run-down on the program which is being planned, and of course the October CATTLEMAN will have a great deal of information about it.

Florida’s cattlemen have many big problems and the Florida Cattlemen’s Association is the best available means for combatting and beating them.

We believe that the convention coming up could well be the largest in history. We recommend that you make reservations NOW by writing to Art Higbie, Executive Vice President, Florida Cattlemen’s Association, Box 646, Kissimmee, Florida.
"RATION WITH P.D.Q. FORTIFICATION PRODUCES $10.18 MORE PROFIT"

This was the startling Announcement made in our four page report carried in the August issue of the Florida Cattleman. It points out to the cattlemen of Florida the great benefits that can be obtained THROUGH BETTER FEEDING PRACTICES.

While the results obtained were under feedlot conditions, it is significant that similar results obtained under range conditions have been reported to us by numerous cattlemen and ranchers. Eloquent testimonials as to the efficiency of P.D.Q. Supplements have been voluntarily furnished us by users and offer proof that P.D.Q. Supplements constitute the most practical and positive way to get MAXIMUM UTILIZATION from feeds and grasses.

The P.D.Q. Company has spent more than twelve years conducting scientific research in the laboratory and on the ranches of Florida to attain this end. It is, therefore, with justifiable pride that we recommend the use of P.D.Q. Supplements to the cattlemen for use on the ranch, and P.D.Q. Fortifiers to these ranchers and cattlemen who desire to do their own feed mixing.

WRITE - WIRE - PHONE
P.D.Q. Company
P.O. BOX 439, LAKELAND, FLORIDA
What's Superior Sam going to do? From now on it will be his job to see that you get the kind of pasture tips that will mean extra profits for you. Sam, like many cartoon characters, has a knack of getting in trouble, but you can depend on him for important hints on the proper time to plant, fertilize, or spray for different pests. And—when it comes to the best fertilizer and pesticides anywhere—you can depend on Superior!