

September 2005

In This Issue...

Beef Management Calendar	2
Beef Industry University Travel Course for Teen Leaders	2
Florida Equine Institute & Allied Trade Show	4
First of its Kind: UF Launches Center for Food Distribution and Retailing	6
Economic Impact of the Horse Industry in the U.S.	8

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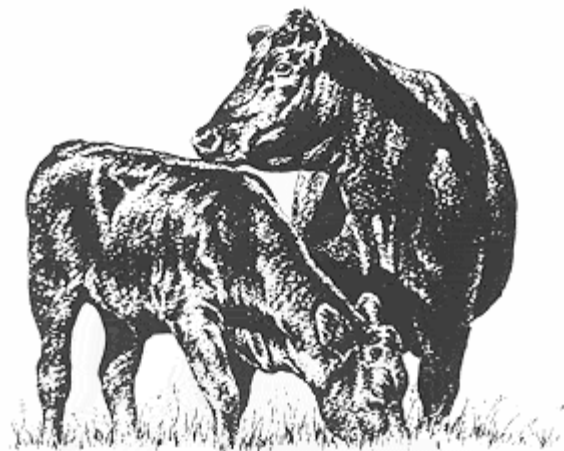
Dates to Remember

September

- 15-17** FCA Fall Quarterly Meeting - Crystal River, FL
- 25** Florida Santa Gertrudis Sale - Bartow, FL

October

- 1** 10th Annual FCA Quality Replacement Heifer Sale - Ocala, FL
- 1** The Farm Bull Sale - Okeechobee, FL
- 7** Livestock Evaluation Coaches Workshop - Gainesville, FL
- 13** National 4-H Meats Judging Contest - Manhattan, KS
- 16** Florida Santa Gertrudis Association Auction - Bartow, FL
- 21** Little Creek Farm Bull Sale - Kissimmee, FL
- 21** Meadows Creek Bull Sale - Kissimmee, FL
- 21** Callaway Angus Bull Sale - Kissimmee, FL
- 22** Ankony Angus Bull Sale - Ocala, FL
- 22** Graham Angus Bull Sale - Okeechobee, FL
- 27** Circle G Bull Sale - Hampton, GA
- 29** Lemmon Cattle Company - Okeechobee, FL





Beef Management Calendar

September

- ☑ Cut hay.
- ☑ Heavily graze pastures to be interplanted to cool season pastures.
- ☑ Check mineral feeder.
- ☑ Check for mole crickets, spittlebugs, and grassloopers, and treat if necessary.
- ☑ Check dust bags.
- ☑ Wean calves and cull cow herd if not already done. Remove open, unsound, or poor producing cows.
- ☑ Train cowboys to observe normal and abnormal behavior and signs of disease.
- ☑ Be sure any replacement purchases are healthy and have been calfhood vaccinated for brucellosis.
- ☑ September or October is a good time to deworm the cow herd if internal parasites are a problem.
- ☑ When replacement heifers are weaned, give them required vaccinations and teach them to eat from a bunk – then put them on a good nutrition program.
- ☑ Determine bull replacement needs, develop selection criteria, and start checking availability of quality animals.
- ☑ Review winter feed supply and feeding plans so that needed adjustments can be made before supplies tighten and prices rise.

October

- ☑ Plant cool season legumes.
- ☑ Plant small grain pastures.
- ☑ Check mineral feeder.
- ☑ Check for external parasites, especially lice, and treat if needed.
- ☑ Check for spittlebugs and grassloopers and treat, if needed.
- ☑ Watch condition of cow herd; maintain adequate nutrition.
- ☑ Isolate any additions to the herd for 30 to 60 days and observe for signs of disease; retest for brucellosis and leptospirosis.
- ☑ Be sure you have adequate handling facilities, and they are in good working order.

- ☑ If you are raising bulls for the commercial market, October thru December is the main bull-buying season for cattlemen in south Florida and now is the time to have your promotion program fully activated.

November

- ☑ Have soils tested.
- ☑ Observe cows daily to detect calving difficulty.
- ☑ Use mineral with high level of magnesium if grass tetany has been a problem in the past.
- ☑ Check for external parasites and treat if needed.
- ☑ Maintain adequate nutrient level for cow herd.
- ☑ Calve in well-drained pastures.
- ☑ Survey pastures for poisonous plants.
- ☑ Start summarizing your annual records, both production and financial-then you will have time to make adjustments for tax purposes.
- ☑ Re-evaluate winter feeding program and feed supplies.
- ☑ Get breeding soundness exams on bull battery so you have time to find replacements if some fail.
- ☑ Implement bull conditioning program.
- ☑ Review plans and arrangements for the upcoming breeding season.
- ☑ Check progress of developing replacement heifers - are they going to meet your target weight by the start of the breeding season?



Beef Industry University Travel Course for Teen Leaders

Application

Who?

Applicants must be at least 15 years-of-age by September 1, 2005 and be a current member of the Junior Florida Cattlemen's Association.

When?

Session 1 - June 2006; UF campus and/or FCA Headquarters

Session 2 - July 2006; Travel Course to the High Plains

What?

The Beef Industry University is an exciting, educational, enlightening experience for teen leaders who plan to spend a life in the beef cattle industry. Maybe the most important function of this summit is to motivate and inspire our outstanding teens to continue in the beef industry in the face of inhibiting factors presented by the media, their peers, and sometimes their own family. The program is designed to connect teens with the important and influential issues and people in the beef industry.

How to apply?

Participants will submit applications to **Dr. Tim Marshall** by January 15, 2006. The FCA Youth Committee will make the selections by February 1, 2006. Members will be notified immediately so that plans can be made for participation.

**P.O. Box 110910
Animal Science Building
University of Florida
Gainesville, FL 32611**

The FCA Youth Committee reserves the right to interview the applicants if the printed applications do not provide sufficient information to complete the selection process.

Follow this format to create an application packet. Please be accurate, complete, but concise. Your packet development is an indicator of your communication skills, ability to organize and creativity. Using Microsoft Word, WordPerfect or other software, create this packet. Do not try to hand write on this form.

1. Legal Name - Name that you want used to address you (ie., Sue rather than Susan)
2. Permanent Mailing Address
3. Phone Numbers (home, cell, others)
4. E-mail Address
5. Birth Date
6. Number of years actively involved as member of the Junior FCA.

7. Evidence of school scholastic performance provided by your high school or college (GPA, SAT, ACT).

8. Provide evidence of activity and professional development gained from:

- a. 4-H
- b. FFA
- c. Junior FCA and local County Cattlemen's Assoc.
- d. Junior breed associations
- e. Other youth programs

9. Work experience in the beef cattle industry

10. Other work experience

These questions must be answered by the applicant alone. He/she may use any source of information to respond, but must use personal critical thinking and creative writing to provide the answers.

11. Identify one of the following major issues affecting the beef cattle industry and discuss its effect on Florida's beef industry? 1. BSE and the Export Markets 2. National Animal ID

12. Why do you want to participate in this program?

13. Why should you be selected to represent Florida's Junior FCA membership in this program?

14. How would you use what you learn in this program to benefit the beef cattle industry, the Junior FCA membership, and yourself?

15. Describe the United States beef cattle industry structure and discuss how Florida's beef cattle producers fit into this national structure.

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Florida Equine Institute & Allied Trade Show

September 22, 2005

8:00 am

**Southeastern Livestock Pavilion
2232 NE Jacksonville Road
Ocala, Florida 34470**

This Equine Institute and Allied Trade Show is
conducted by:

Central Florida Livestock Agents Group

PROGRAM PLANNING COMMITTEE

Chairman

Mark Shuffitt, Marion County Extension

Extension Equine Specialist

Ed Johnson, Ph. D.

Extension Equine Specialist

Saundra TenBroeck, Ph. D.

Extension Director

Freddie Johnson, Ph. D.

Central Florida Livestock Agents Group

Joe Walter-Brevard County

Ed Jennings-Pasco

Mark Shuffitt-Marion County

Dennis Mudge-Orange & Seminole

Randy Bateman-Osceola County

Brantley Ivy-Polk County

Sharon Gamble-Volusia County

AM

8:00 - 8:45

Trade Show Opens / Registration

Moderator:

Mark Shuffitt, Chairman - CFLAG

8:45

“Opening remarks / Welcome”

F. Glen Hembry, PhD, Chairman, Department of
Animal Sciences, University of Florida

9:00 - 9:45

“Managing Horse Manure by Composting”

Lori Warren, Ph.D.; Equine Nutritionist, Department
of Animal Sciences, University of Florida

9:45 - 10:30

“Maintaining the Mouth of Equine Athletes”

Kent Seamanson, DVM, Tomoka Equine Practice,
DeLand, Florida

10:30 - 11:00

Trade Show Break

11:00 - 12:00

“Common Lamenesses”

Murray Brown, D.V.M., MSc Dipl, Chief, Large
Animal Surgery, University of Florida

PM

12:00 - 12:15

Update

“Florida Equine Waste Management / BMP’s”

Saundra TenBroeck, Ph.D., Equine Specialist,
Department of Animal Sciences, University of Florida

12:15 - 1:15

Lunch/Trade Show Break

Waste Management Demo

1:15 - 1:45

“Techniques & Technology in Hoof Care”

Ed Johnson, Ph.D., Equine Extension Specialist,
Department of Animal Sciences, University of Florida

1:45 - 2:30

“Boots & Bandages” (Panel Discussion)

Performance

Ed Johnson, Ph.D.
Equine Extension Specialist
University of Florida

Shipping

Dana Zimmer, DVM, DACVIM, DABVP
Equine Extension Veterinarian
University of Florida

Wounds

Murray Brown, D.V.M., MSc, Dipl
Chief, Large Animal Surgery
University of Florida

2:30 - 3:00

Trade Show Break

3:00 - 4:30

Live Animal Demonstration**“Saddle Fitting & Pad Selection”**

Blake Kral
Master Saddle Maker
Morriston, Florida

Joel McQuagge
Saddle Maker
Manager Horse Teaching & Research Farms
Department of Animal Sciences
University of Florida

Register Now To Win \$500 Gift Certificate!

Each paid participant registration to the 2005 Florida Equine Institute and Allied Trade Show will be entered in a drawing to win a \$500 gift certificate good at Tack Shack of Ocala, Inc. or Tack Shack Too. Take a look at their website: <http://www.tackshackofocala.com>. The drawing will be held at the conclusion of the program on September 22, 2005. You do not need to be present to win.

Registration includes admission to all seminars, trade show, a printed copy of the speakers' papers, refreshment breaks, and catered lunch. Additionally, each paid registrant will be eligible to win a \$500 gift certificate for use at *Tack Shack of Ocala, Inc.* or *Tack Shack Too*.



**Directions to Southeastern Livestock Pavilion
from I-75:
Exit 354 - US Hwy 27**

Turn east on US 27 and continue to US 441, turn north onto US 441 and go to first traffic light, turn east onto 200A and continue for approximately 1 mile. Southeastern Livestock Pavilion is on the north side of 200A.

GPS:

W 82^N 07.835'
N 29^N 12.662'

For more information contact:

Marion County Extension Service
ATTN: Mark Shuffitt
2232 NE Jacksonville Road
Ocala, Florida 34470-3615
Phone: (352) 671-8400
Email: jmsh@ifas.ufl.edu

Participation Registration Form

Florida Equine Institute & Allied Trade Show
September 22, 2005
Southeastern Livestock Pavilion
Ocala, Florida

PLEASE PRINT

Name _____
Organization _____
Address _____
City _____
State & Zip _____
County _____

Registration Includes:

All seminars, trade show, proceedings, refreshment breaks, and lunch

_____ \$25 Registration Fee (Postmarked on or before 09/12/05)
_____ \$15 Student Registration Fee
_____ \$50 Late Registration Fee (postmarked after 09/12/05) or pay at the gate

MAKE CHECK OR MONEY ORDER PAYABLE TO:

Marion County Extension



First of its Kind: UF Launches Center for Food Distribution and Retailing

Described by researchers as the first of its kind in the world, the new Center for Food Distribution and Retailing at the University of Florida will help the nation’s \$950 billion retail food industry provide consumers with high quality products at affordable prices.

The center will conduct research and education on the entire food distribution chain from farm to fork, with an emphasis on perishable food products such as fresh produce, meat, fish and baked goods, said Jeffrey Brecht, director of the center at UF’s Institute of Food and Agricultural Sciences.

He said the center will also focus on improving packaging design and developing new technologies such as radio frequency identification on food products to replace the current bar code system and speed customers through the checkout counter.

“When it comes to perishable food products – which account for half of all retail food sales – high losses translate into razor-thin profits that average about 1.4 percent,” Brecht said.

“For perishables, only 19 percent of the retail price represents the amount paid to growers,” he said. “The balance covers marketing and distribution as well as losses, which means there are real opportunities for improving the process from growers to the shelves of a retail store.”

One of the best ways for a retailer to keep or gain market share is by presenting a perfect produce section, he said. The positive image gives customers a better perception of the overall quality of the business.

“In the minds of many customers, if the store provides high quality fresh produce, it is probably maintaining the same high quality for other products in the store,” he said.

“However, keeping this ‘freshness image’ requires an inventory turnover of almost 50 percent each day – the highest percentage in a retail store after the meat and fish sections.”

As a result, the average lost revenue for a fresh produce section in a supermarket is about \$200,000 per year, said Brecht, a horticultural sciences professor.

The interdisciplinary center, which includes scientists from five UF departments working in cooperation with major national food distributors and retailers, will generate research-based information for the food industry, consumers and students. Participating UF departments include agricultural and biological engineering, food and resource economics, food science and human nutrition, horticultural sciences and plant pathology.

Jean-Pierre Emond, an associate professor of



Jeffrey Brecht (left) and Jean-Pierre Emond, co-directors of the University of Florida's new Center for Food Distribution and Retailing, check pineapples for freshness and quality after shipment from Costa Rica. Brecht said the center — the first of its kind in the world — will conduct research and education on the entire food distribution chain from farm to fork, with an emphasis on perishable food products such as produce, meat, fish and baked goods. Emond said the center will also help test and develop new technologies such as radio frequency identification tags that will eventually replace traditional bar codes on packages. (AP photo by Thomas Wright/University of Florida/IFAS)

agricultural and biological engineering and co-director of the UF center, said their advisory board includes executives from major supermarket chains such as Ahold, Publix and Wal-Mart. More than \$1 million in research support commitments have already been received from firms such as Franwell Inc. in Plant City, FL; Ingersoll-Rand Co. Ltd., in Bridgeton, Mo.; and IPL Inc. in Quebec, Canada.

“While the primary focus is the Florida food distribution and retailing industry, the UF center will have an impact on the worldwide industry,” Emond said. “The center will also introduce new concepts in food distribution and retailing at the undergraduate and graduate levels as well as through continuing education programs.

“Outreach efforts will target the entire food industry, ranging from growers and packers to shippers and transportation services as well as warehouse operators, wholesalers and retailers.”

He said radio frequency identification – or RID – is one of the hottest new technologies in the distribution and retailing industry, and it will eventually make bar codes on products obsolete.

“RFID tags will revolutionize the checkout counter,” Emond said. “Instead of waiting for individual food items to be scanned, customers will be able to have the cost of all their purchases totaled electronically in a matter of seconds.”

The tags contain a microchip and a tiny antenna that send the price and other information about the product to a computer. In the future, the technology will allow products to be tracked through every stage of the supply chain, recording temperature, shock and other conditions during shipping, Emond said.

“We will work closely with the industry to help them adopt these new technologies to limit losses and make further improvements in freshness, quality and safety,” Emond said.

He said 40 percent of the perishable produce from Central and South America enters the United States through Florida, making the state a logical site for the new center. Because of the rapid globalization of agricultural trade, the center is expected to become a valuable source of information for food distribution.

Scott Charlton, senior vice president of manufacturing and distribution at Publix Supermarkets Inc. in Lakeland, FL, said the UF center is “a valuable partner providing a unique level of expertise that is not readily available to our industry. It will help us improve overall quality and service to our customers.”

Jeff Wells, president and chief executive officer of Franwell Inc., said its relationship with the new food distribution and retaining center is an important strategic alliance.

“The center provides a platform for our retailing customers who are competitors to collaborate in solving difficult problems that affect us all,” he said. “This shared cooperation would not be possible outside the center, which provides a framework for research on neutral ground for all its members.”

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By: Chuck Woods
Phone: (352) 392-1773, Ext. 281
UF/IFAS News
Gainesville, FL
Release - August 24, 2005

Economic Impact of the Horse Industry in the U.S.

Florida ranks 3 behind Texas and California

- The Florida horse industry produces goods and services valued at \$3.0 billion
- The national industry has a \$5.1 billion impact on the Florida economy when the multiplier effect of spending by industry suppliers and employees is taken into account. Accounting for off-site spending of spectators would result in an even higher figure.
- 440,000 Floridians are involved in the industry as horse owners, service providers, employees, and volunteers. Even more participate as spectators.
- The Florida horse industry directly provides 38,300 full-time equivalent (FTE) jobs. Spending by suppliers and employees (in Florida and other states) generates additional jobs in Florida for a total employment impact of 104,700.
- There are 500,000 horses in Florida, over 60 percent of which are involved in showing and recreation.

SOURCE: American Horse Council
<http://www.horsecouncil.org/>
Release - August 24, 2005