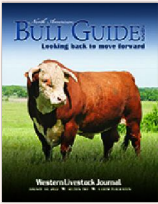




INSIDE WLJ

2022 BULL BUYER'S GUIDE — The annual WLJ Bull Guide is in this issue! If your copy is missing, call 800-850-2769.



AG CASES IN SUPREME COURT — Four high-stakes agricultural petitions await decisions in the Supreme Court. **Page 6**

A LOOK BACK IN HISTORY

Many ranchers today have land conservation on their mind, but even seven decades ago, in a January 1949 column, ranchers were discussing how to be the best possible stewards of the land: "Good soil is limited. There are only about 460 million acres of really good cropland left in the United States. ... Erosion gashes and muddy water are the immediate signs of wounded land, but the real tragedy is lower and lower yields, depleted stocks and higher prices at the grocery store. ... We cannot put away what we have and hold it for future use."

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Biden reveals plan for fairer meat supply chain

— Hosts industry roundtable

The meat industry has been highlighted in the past several months by the Biden administration, along with Congress. With higher costs of food for consumers but higher profits for meat packers, the administration is scrutinizing larger companies and taking a closer look at consolidation.

In its latest move, the Biden administration has announced an action plan for a "fairer, more competitive and more resilient meat and poultry supply chain." The White House released a fact sheet on the morning of Jan. 3 and followed with a roundtable meeting with industry stakeholders later in the afternoon.

In its action plan, the administration said it has four core strategies for creating a more fair and competitive meat sector, with better earnings for producers and affordable prices for consumers. These include:

- Dedicating \$1 billion in American Rescue Plan funds to expanding independent processing capacity.
- Strengthening rules that protect farmers, ranchers and consumers,

which includes the Packers and Stockyards Act and issuing new "Product of USA" labeling rules.

- Promoting stronger enforcement of competition laws and ensuring all of government works to promote competition.
- Increasing transparency in the cattle markets.

Expanding capacity

USDA plans to increase competition and create more options for producers and consumers by providing gap financial grants totaling \$375 million for independent processing plants. This spring, USDA will publish a request for proposals for phase one of the

initiative and will invest \$150 million to jump-start about 15 projects. An additional \$225 million will support projects in phase two, which will open in the summer.

The department also plans to allocate up to \$275 million to partner with lenders to provide loans

See **SUPPLY** on page 5



The Biden administration has announced an action plan to combat competition in the meat and poultry supply chain. Pictured here, a virtual roundtable meeting with industry stakeholders, held Jan. 3. White House

China still short of Phase One commitments

— Results through November

With the end of 2021 also came the end of the Phase One agreement between China and the U.S. Under the agreement, China agreed to purchase an additional \$200 billion in U.S. goods and services from January 2020 through December 2021. Through November, China was still short of its commitment level.

China's total imports of covered products from the U.S. through November were \$221.9 billion, compared to the Phase One target of \$356.4 billion, according to the Peterson Institute for International Economics (PIIE). U.S. exports to China were \$199.2 billion, compared to the target of \$330.9 billion. This data is based on the latest information released by the U.S. Census (Dec. 23) and Chinese customs (Dec. 20).

PIIE is an independent non-

profit, nonpartisan research organization, and it has been tracking Phase One's progress over the past two years. The group uses data from both China's reported imports and the U.S. Census Bureau's reported exports. The group then compares the data to the agreement's annual commitments, prorated on a monthly basis based on seasonal adjustments, above two baseline scenarios. Under the agreement, one scenario allows for the use of U.S. export statistics and the other for Chinese import statistics.

For covered ag products, China committed to an additional \$32 billion in purchases above 2017 levels. This would bring the target to \$80.1 billion in Chinese imports and \$73.9 billion in U.S. exports. China's actual imports through November were \$56.3 billion, and the U.S.' exports were \$57.4 billion. This

See **CHINA** on page 9

CA releases proposal for 30x30 plan

— Public comments accepted

The California Natural Resources Agency (CNRA) has released the "Draft Pathways to 30x30 Report" as part of Gov. Gavin Newsom's (D) executive order to protect 30 percent of the state's lands and coastal waters by 2030 to counter climate change and the loss of biodiversity.

According to CNRA, 24 percent of California's lands and 16 percent of its coastal waters are already conserved. The draft report lays out a strategy to conserve an additional 6 million acres of land and half a million acres of coastal waters needed to reach 30 percent.

To achieve the goal, the report identifies three objectives stated in Newsom's executive order: "Protect California's unique biodiversity, expand equitable access to

nature and its benefits, and conserve places that help California achieve carbon neutrality and/or build climate resilience."

The report states California is a "biodiversity hotspot" with "thousands of plants and animals" found only in the state. However, over the last two centuries, the state has lost 75 percent of its natural vegetation, including over 90 percent of California's wetlands.

Additionally, the report says blue oak woodlands, riparian zones and native grasslands now occupy a small fraction of their historic range. The report lays out broad objectives to counteract the loss by protecting areas adjacent to existing conserved areas, restoring degraded habitats and targeting areas with high species richness, endemism and species rarity.

According to CNRA, 30x30 provides an opportunity for outdoor

access and recreation. It should target areas that offer a wide variety of outdoor recreation opportunities while protecting biodiversity and enhancing climate resilience. It should also preserve Tribal lands for cultural practices, management and hunting.

To achieve California's commitment to achieving carbon neutrality by 2045, the report suggests ecosystems such as forests, grasslands, wetlands and coastal habitats should be incorporated into the 30x30 plan as they "remove carbon from the atmosphere, safeguard important resources such as clean water, and can protect people and nature from the impacts of climate change such as flooding or extreme heat."

The conservation priorities are: conserving lands with potential for high carbon sequestration,

See **30x30** on page 16

Markets ease into new year without much fanfare

The cattle markets eased into the new year with futures mixed, cash trade steady and corn prices growing.

The February contract lost about \$2.15 from the previous Tuesday (the last WLJ weekly report) to close at \$137.25, and the April contract was at \$141.95.

"Even though fat cattle shouldn't technically be influenced by the corn market, the contracts are woven together and what wounds one usually affects the other when it comes to the live cattle and feeder cattle futures," remarked ShayLe Stewart, DTN livestock analyst.

"Given that boxed beef prices are trending higher, feedlots may have been able to hold the market completely steady if they would have waited until later in the week to trade. But, the onset of the sharply higher corn prices caught feedlots off guard."

Through Wednesday, about 30,000 cash cattle sold. Live steers sold mostly from \$138-140, and dressed steers sold for \$220.

There was a sizable amount of cash trade the last week of December, especially for it being a holiday-shortened week. A total of 93,132 head sold, with live steers averaging \$139.60 and dressed steers averaging \$221.46.

The national weekly direct beef type price distribution

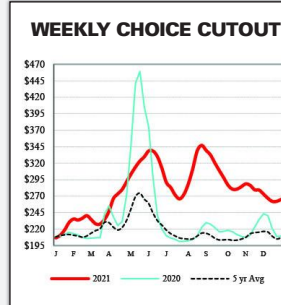
for the week of Dec. 28 to Jan. 3 was the following on a live basis:

- Negotiated purchases: \$139.64.
 - Formula net purchases: \$139.33.
 - Forward contract net purchases: \$135.37.
 - Negotiated grid net purchases: \$139.68.
- On a dressed basis:
- Negotiated purchases: \$221.54.
 - Formula net purchases: \$220.47.
 - Forward contract net purchases: \$208.42.
 - Negotiated grid net purchases: \$221.15.

Slaughter through Wednesday totaled 340,000 head, about 18,000 head below the same time a

See **MARKETS** on page 11

PERIODICAL: Time Sensitive Priority Handling



LIVE STEERS	DRESSED STEERS	CME FEEDER
\$139.47	\$219.98	\$162.13
WEEK ENDING: 1-5-22		

COMMENTS

Just throw money

The year ended on a good note in the cattle markets, with top-selling fed steers trading as high as \$145. Now, cattle feeders are earning over \$125 per head and have had excellent feeding conditions so far. The new year promises to be even better for cattle prices. Also, it looks like the West Coast is receiving ample moisture, and we all hope that the drought conditions will be ending.



CROW

The Jan. 31 cattle inventory is expected to show we are in the fourth year of a liquidation market. Analysts are thinking we will have 1.3-1.4 million head fewer than the same time last year. Cow processing has averaged about 7,000 head a week higher than last year, so expect a robust market for your calves, feeder cattle and cull cows.

Retail beef prices are 20 percent higher than last year, and demand appears to be strong in both domestic and export markets. Inflation seems to be the major threat to beef demand and to beef production. Corn prices have been very active the past few weeks, and the March corn contract is over \$6 a bushel. This has pumped the brakes on feeder cattle futures, but the deferred contracts are all trading around the \$180 mark.

The Biden administration is paying attention to the cattle industry and made big announcements to help. They plan to invest a billion dollars into meat processing infrastructure. They want to change the Packers and Stockyards Act, which is the same proposal the Obama administration was trying to implement. They will offer financial help to build more processing capacity, increase market transparency to promote fair markets, enforce the antitrust laws and invest \$100 million in workforce training and various other programs that they think will help the supply chain.

It's somewhat ironic that the cattle and beef industries have worked out the market dynamics on their own. The great thing is how much money consumers are spending on our product, and now leverage has returned to the producers instead of the processors.

Throwing a billion dollars at the cattle and beef industry seems a little excessive. The beef infrastructure is working fine, and we know that there has been enough capacity to process fed cattle and cows. The problem is still labor—it will impact any new plants too. Packers are paying more for labor and benefits and have realized they need to take care of their workers because they are a part of the community.

The administration might spend some time on immigration issues and allow more immigrant labor. Apparently, every industry is short of labor. As we move forward, the packing industry will slow slaughter down to match winter beef demand, which is about 650,000 head per week. Cattle feeders also know they don't need as many finished cattle during this time frame.

I would also imagine that any new entrants to beef packing will also have issues; small custom packers will never solve any supply chain issues. Medium-sized packers will have to develop their markets on niche products because they will not be able to compete with the majors on volume and price.

I'm concerned that the Biden administration will use or change antitrust laws to break the major packers up or change the Packers and Stockyards Act, which will produce a bunch of frivolous lawsuits. Alternative marketing agreements still seem to be the problem for most independent cattle feeders. USDA will start posting the cattle contracts available to producers soon.

But when the government steps in to create competition in any industry, it never seems to go well. Because they give an industry money, they will inevitably place new rules and regulations on producers. The cattle markets are as transparent as it gets. Just think of the healthcare industry—that industry has no transparency whatsoever.

Julie Anna Potts, president and CEO of the North American Meat Institute, said in a statement, "The Biden administration continues to ignore the number one challenge to meat and poultry production: labor shortages. This tired approach is not surprising because they have refused to engage with the packing and processing sector they attack, going so far as to hold a roundtable on meatpacking without a single beef or pork packer present."

It seems that when politicians step in to fix a perceived problem, they just throw money at it. If they want to fix real problems, let's work on water infrastructure in the West, get more people back in the workforce and fix immigration. Pray for moisture. — **PETE CROW**

DITTMER'S TAKE



I know there are folks who think the only force big enough to throttle back the power of the big packers is the government. But that is like using sticks of dynamite to weed your garden. No one knows where the weeds will land, and the holes in your garden present problems for hoeing or irrigating.

You've likely noticed that economists don't always agree, especially regarding issues like big corporations and prices. I've always said that economics is first and foremost a study of human behavior, rather than the touted econometric models. Some economists put their ideology first, ahead of factual historical proof and the ways humans do respond, versus the way they would like people to respond.

The Biden administration, sagging drastically in the polls and losing on their big spending leviathan—so far—are desperate to find inflation fixes and culprits to blame. Contrary to their beliefs, government regulations or restrictions on the beef supply chain will only increase prices, worsen inflation and further restrict supply. There are those who believe that big government solves everything and who lack common sense. How else could they think that making it harder and more expensive to process meat by the government charging into a time-tested supply chain—already struggling with throughput, not capacity—could fix things? Study the West Coast port problems, and you'll find out three of the biggest problems are federal government, state government and labor unions.

Hampering the Big Four will do two things: force price increases for consumers of beef and create an artificial, government-supported, higher cost beef supply chain. Don't get me wrong, smaller packers have earned a place in the chain by filling niches and having specialized business models and very good management. After all, that

other 20 percent of the market is very big, very real and well-served in areas the Big Four can't and won't compete in. It represents many billions of dollars and serves other geographic areas.

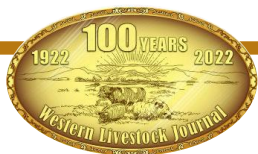
But the Big Four exist because they have figured out how to do very big jobs well at minimal cost. We have more market and financial information on the beef industry now than ever in history. That we could use more and our industry groups will help us get it is true. From that data, remember that Stephen Koontz at Colorado State University, who has absorbed much from going over mandatory price reporting packer financials, found that the big plants with lower costs due to economies of scale could and did tend to pay more for cattle than other smaller, higher cost, narrower margin packers. That's economics at work. You can't change the laws of economics.

Does that mean the packers have not made a ton of money during the pandemic? No, but the supply problems are much more complex than the government knows. And few cattlemen were worried about the packers losing tons of money through the middle of the last decade and beyond—until plant closures made folks realize even the big packers do not have a bottomless money pit. People forget that Swift, with lots of feeding capacity and multiple slaughter plants, was for sale for years before anyone would buy it—mostly for the pleasure of absorbing hundreds of millions in debt. The packers being money machines for the last couple of years doesn't change their past losses or the supply leverage that has already changed or guarantee packers' future profits.

It is undeniable that the packers' balance sheets supplying hundreds of millions of dollars as fast as they could figure out how to deploy it meant bolstering their throughput and taking care of their employees during the pandemic much more quickly than without those huge capital reserves.

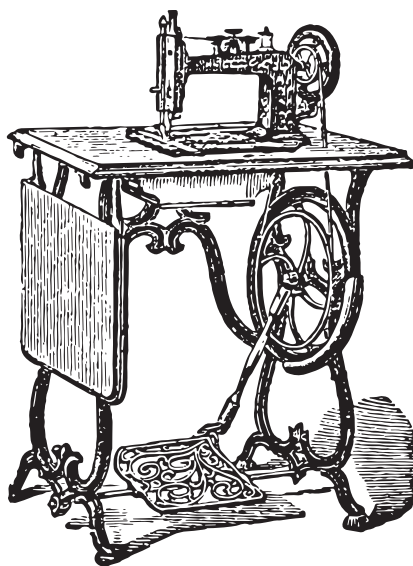
The role of government in free market systems is to provide the law, enforce the law and provide independent market information. The market is constantly changing, cattlemen and processors are constantly adapting and market information needs change. So the legislative and regulatory ideas being noodled providing more information are good.

Interfering with the meat production chain, artificially forcing that chain into higher costs and less efficient methods and operators, and penalizing the success of current packers of any size by introducing subsidized players—like the Chinese Communist Party does—will not help consumers, improve our product or make money for cattlemen. It will just tend to raise costs, reduce demand for our product and, ironically, but typically, mean only the biggest and best capitalized will survive government hassle and interference anywhere in the chain. — **Steve Dittmer, WLJ columnist**



December 28, 1922,
Vol 1, No. 4

MARKET JOURNAL'S WEEKLY PATTERN A BECOMING STYLE FOR THE GROWING GIRL



4202, Broad cloth in a new shade of brown with hands of satin would be attractive for this design. It is nice also for serge, and kasha cloth. The pattern is cut in 3 sizes: 12, 14, and 16 years. A 14-year size requires 2.5 yards of 54-inch material. The closing is under the panel at the left side.

Pattern mailed to any address on receipt on 10c in silver or stamps. A pattern of this illustration

mailed to any address on receipt of 10c in silver or stamps. Be sure to specify size in ordering. Please use care in making name and address legible.

A new spring stylebook containing 500 illustrations will be sent on receipt of 15c. About ten days is required usually to deliver a pattern or catalog. Write Pattern Editor, Farm and Ranch Market Journal, Union Stock Yards, Los Angeles, Cal.

OBITUARY

Hal Sears; 1928-2022

Hal Sears passed away peacefully Jan. 3 in the High River Hospital. Hal was born in Vancouver, B.C., CA, on Feb. 21, 1928, to Harold and Mabel Sears. He was raised on the family farm northwest of Nanton; he was the third generation of the family there. Following his schooling in Nanton, he attended the University of New Mexico for a semester, taking engineering, before coming home to help out on the ranch with his dad and uncle John. He married Joan Meikle in 1953 and settled in the Basin district at the base of Timber Ridge.

He was active in the rodeo community and the ag society in Nanton for many years. He was predeceased by Joan in 1976. Hal enjoyed traveling and had a good memory for geography. He cultured many friends along the way. Lots of his acquaintances were acquired through his travel and involvement in the Society for Range Management and tours with the *Western Livestock Journal*. Hal was continuously involved in ranching for more than 75 years, and even after semi-retiring in 1992, he remained the roving eyes of all the operations of the boys.

Hal remembered the late Carol Bruce

(Christie) in 1987, and they later divorced in 1992.

Hal is survived by his four sons and their families: Larry (Avril Chattaway); Callum (Kelty); Derek (Marlee); Rick and Susan, Jordan, Lindsay; Mike and JoAnn; Tyrell (Danielle); Whitney (Lindy) Greig; Jeff and Dode, Bailey, Jace; as well as 10 great-grandkids. Hal enjoyed spending time with his grandchildren and then the great-grandchildren when they came along.

About eight years ago, Hal suffered a neck injury that affected his mobility and contributed to his declining health. He spent the last few years in the Mosquito Creek Lodge in Nanton, then on Christmas Day, he was moved to the hospital in High River.

The family is grateful to his chauffeur/angel, Karen Brown Duthie, for her friendship and dedication to taking Hal nearly everywhere he wanted the last few years. We are also very appreciative of all the staff at the lodge who cared for him. The hospital was very compassionate and helpful to Hal and all of us; thank you to the nurses and doctors who attended to him.

There will be a celebration of life at a later date, likely sometime in the summer. If anyone desires to make a donation in Hal's memory, the Nanton Ag Society is the choice.

Letters to the Editor: Letters for publication should be no longer than 675 words, must refer to an article that has appeared within the month, and must include the writer's name, address and phone number. Addresses and phone numbers will not be published. Letters may be shortened for space requirements. Send a letter to the editor by emailing editorial@wlj.net or mailing it to Western Livestock Journal Editorial, 7355 E. Orchard Road #300, Greenwood Village, CO 80111.

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Administration highlights progress on 30x30 plan

The Biden administration released the “Year One Report: America the Beautiful,” highlighting progress made toward President Joe Biden’s 30x30 initiative to conserve 30 percent of the nation’s oceans and lands by 2030.

“This first annual America the Beautiful report is by no means comprehensive of all the efforts underway across the federal family—let alone the country—but it provides a snapshot of how the Biden-Harris administration is kicking off a decade-long ef-

fort to conserve and restore the lands and waters we cherish as Americans,” wrote the leaders from the U.S. Departments of the Interior, Agriculture, and Commerce and the White House Council on Environmental Quality.

The report focuses on work the federal government, Tribes and stakeholders are undertaking around six areas: creating more parks in underserved communities; supporting Tribally led conservation and restoration priorities; expanding collaborative conservation of fish

and wildlife habitats and corridors; increasing access for outdoor recreation; rewarding voluntary conservation efforts of fishers, ranchers, farmers and forest owners; and creating jobs by investing in restoration and resilience.

Some of the points among the six areas are efforts to conduct Tribal consultations, advance Tribal co-stewardship of federal lands and waters, and strengthen Nation-to-Nation relationships. The report noted the preservation of Chaco Canyon in New Mexico, the expansion of the Bears Ears National Monument, proposed protections of roadless areas of the Tongass National Forest in Alas-

ka and the proposed Chumash Heritage National Marine Sanctuary off the coast of California.

The report included efforts the Department of the Interior (DOI) is making to enhance wildlife corridors for elk, mule deer and pronghorn in the West; create regional and federal partnerships to combat invasive species; and restore grasslands, wetlands and fish habitat.

Among the efforts to incentivize farmers and ranchers to take on voluntary conservation, the report notes the expansion of the Conservation Reserve Program and the enrollment of 2.8 million acres, \$75 million through

the Regional Conservation Partnership Program’s Alternative Funding Arrangements, \$94 million of Forest Legacy funds and partnerships with the U.S. Fish and Wildlife Service.

The Year One Report references the recently passed Bipartisan Infrastructure Law, which would fund new and existing efforts to “improve the care of lands, waters and wildlife across the country” and the Great American Outdoors Act. The report notes DOI’s Office of Policy Analysis showed the \$1.6 billion investment in the Great American Outdoors Act would generate 19,000 jobs and generate \$2 billion in local economies.

According to the American Stewards of Liberty (ASL), a nonprofit founded in 1992 by western ranchers to protect property rights, the total costs for projects mentioned in the report are \$58 billion. However, ASL notes it does not consider costs associated with the Conservation Reserve Program, grants to nonprofits and national monument expansions.

ASL critiqued the report’s “lofty narrative and high-sounding principles,” stating it is a “laundry list of primar-

ily small-sized actions, while still failing to address the most pressing questions Americans have about the program.”

ASL also criticized the Year One Report for failing to define what “conserving at least 30 percent” of America’s lands means. ASL cited that Page 7 of the report states, “It does not include a numerical summary of how much land is currently protected, conserved, or restored in the United States; the development of the American Conservation and Stewardship Atlas will enable that reporting to occur in future annual progress reports.”

At the time of the America the Beautiful announcement, the DOI released a fact sheet stating that according to the U.S. Geological Survey, 12 percent of lands are “permanently protected,” and 23 percent of oceans are “strongly protected.”

The Biden administration announced on Jan. 4 the America the Beautiful inter-agency working group (IWG) will seek comments to develop the atlas with input from stakeholders, including Tribes, states, scientists and the public. The IWG is seeking what data sources and technical sources should be used in the atlas. Additionally, the IWG will consider what “stewardship actions should be considered, in addition to permanent protections, to capture a more complete picture of conservation and restoration in America.”

The administration will hold three 90-minute listening sessions on Jan. 13, 19 and 21. Written comments can also be submitted before March 4. For more information, you can visit www.doi.gov/priorities/america-the-beautiful.

The second section of the Year One Report provides a survey developed with inter-agency federal scientists to provide a “foundation on which to build future discussions, analysis and reporting.” It looked at the land cover change to give perspectives on land-based trends and reviewed fish and wildlife habitats and populations. It noted that human and energy developments are the most significant drivers of landscape change, and climate change indirectly changes the landscape. The report also cited 1,268 species are listed as endangered, and 394 are listed as threatened under the Endangered Species Act.

The White House fact sheet stated that 50 Tribal leaders and hundreds of locally elected officials had expressed support for the program since the America the Beautiful announcement. The report highlights states’ efforts on their version of the 30x30 plan, including California, Florida, Hawaii, Illinois, Maine, Michigan, Nevada, New Mexico and New York.

“In leveraging the historic infrastructure investments and continuing to forge strong working partnerships with states, Tribes, local communities, and other key stakeholders, America is already capitalizing on this tremendous opportunity to honor the lands and waters we know and love and to build a better America,” the report concludes. — Charles Wallace, WLJ editor

YOUTH OPPORTUNITIES

(In an effort to serve the next generation of livestock producers, WLJ’s Youth Opportunities calendar lists internship and scholarship information for agricultural- and livestock-focused students, listed by application deadline. If you have an internship or scholarship to announce, please email it to editorial@wlj.net.)

Jan. 10 – American Angus Association, Angus Media and Angus Genetics Inc. (AGI) are offering five internship opportunities for next summer. The 10-week long internships include two opportunities for Angus Media and one opportunity each for a communications, events and education, and AGI internship. A résumé, cover letter and references

may be uploaded at www.angus.org/careers.

Jan. 31 – National Livestock is offering several general scholarships in the amount of \$2,000 and a few veterinary medicine scholarships in the amount of \$5,000. Students must be pursuing a degree in agriculture or a field related to agriculture. Details: nationallivestock.com.

Feb. 15 – The Red Angus Association of America will award a minimum of five \$1,000 college scholarships through the support of the Red Angus Foundation Inc. Applicants must be current Junior Red Angus members in good standing and graduating high school seniors or current college freshmen. Apply via the online portal at redangus.awardspring.com.

COMING EVENTS

(Send calendar of events information to editorial@wlj.net.)

Jan. 17-18 – The Colorado Cattlemen’s Association’s 2022 Mid-Winter Conference will be held in Denver, CO, at the DoubleTree. To register, visit coloradocattle.org, or call the office at 303-431-6422.

Jan. 19-22 – The 2022 American Sheep Industry Association Annual Convention will be held in San Diego, CA, at the Sheraton San Diego Hotel and Marina from Jan. 19-22. Early-bird registration closes

Dec. 31, but registrations can be made online until Jan. 7. All registrations after Jan. 7 must be made on-site. Details: www.sheepusa.org.

Jan. 24 – The California Rangeland Conservation Coalition Rangeland Summit will take place at the Cabral Ag Center in Stockton, CA. Rancher and student registration is \$30, and general registration is \$75. To register and to view more details, visit carangeland.org/2022-summit.



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161	88	15	-1.7	75	120	8	26	19	14	.61
6%	10%	20%	15%	45%	35%	25%	20%	15%	20%	8%



110J
ASA 3869243
BAR CK PENDLETON 7028 x GW MISS BREAKTHRU 907G
HOMO BLACK HOMO POLLED 5/8 SM 3/8 AN
CE BW WW YW MCE MILK MWW
18 -4.9 66 109 11 26 59
DOC CW YG MARB REA API TI
16 36 -0.13 1.11 0.51 194 100



308J
ASA 3869138
GIBBS 7019E BRONCO x GW MISS BREAKTHRU 925G
HOMO BLACK HOMO POLLED 5/8 SM 5/16 AN 1/16 AR
CE BW WW YW MCE MILK MWW
17 -4.7 67 105 10 27 60
DOC CW YG MARB REA API TI
15 15 -0.18 0.62 0.38 168 88



555J
ASA 3877088
GW SPARKY 369E x GW MISS GPRD 038W
HOMO BLACK HOMO POLLED 5/8 SM 1/4 AN 1/8 AR
CE BW WW YW MCE MILK MWW
15 -2.8 83 126 8 32 74
DOC CW YG MARB REA API TI
15 36 -0.23 0.62 0.70 175 96



199J
ASA 3869228
GW DEADWOOD 079G x GW MISS MARL MAN 950G
BLACK POLLED 1/2 SM 1/4 AN 1/4 AR
CE BW WW YW MCE MILK MWW
15 -0.1 76 121 9 29 67
DOC CW YG MARB REA API TI
12 32 -0.19 0.56 0.68 148 86



731J
ASA 3875016
GW MOVIN ON 183C x GW MISS DIRECT DRIVE 912F
RED HOMO POLLED 1/2 SM 5/16 AR 3/16 AN
CE BW WW YW MCE MILK MWW
16 -2.8 85 139 9 25 67
DOC CW YG MARB REA API TI
14 29 -0.18 0.53 0.42 166 94



491J
ASA 3876744
GW BREAKTHRU 045C x GW MISS DUE NORTH 734E
HOMO BLACK HOMO POLLED 5/8 SM 3/8 AN
CE BW WW YW MCE MILK MWW
15 -0.1 87 135 8 26 70
DOC CW YG MARB REA API TI
15 21 -0.12 0.90 0.36 170 101

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Chris Miller, Larry Hagenbuch, Logan Butcher, Brock Butcher

Selection for improved cow efficiency, mature weight

Reproductive performance in the cow herd is low in heritability, meaning it is largely influenced by environment, particularly nutrition. Mature weight (MW) is moderate in heritability (35 percent), meaning response to selection pressure to downsize cows can be accomplished more effectively. Most beef cattle registries calculate MW EPDs.

Among the benefits of modern genetic prediction in

beef cattle is being able to compare the genetic values of our herd bulls (or AI sires) across time and geography. If we weighed cows this fall and realized our mature cow weights are getting out of hand, we should take a look at the MW EPDs of the bull (or bulls) that sired them. The registration paper on our herd bulls permits us to look at EPDs of our current (or past) bull battery and use it as a means to guide change

in the future.

Excessive MW is typically the result of selection pressure being applied to increase weaning and yearling weights while ignoring the MW EPD value. Because of the positive genetic correlation between weights at all ages, it is an unintended but natural consequence that MW will increase over time when no selection pressure is applied to this trait. If we want less MW in our cow

herd, this can be done by selecting bulls with lower MW EPDs in the future.

A review of genetic trends in beef breeds is informative. Over the past 30 years, we see birth weight EPDs have stayed constant (or in some breeds have actually gone down), while weaning weight (WW) and yearling weight (YW) have gone up.

The point: In spite of those genetic correlations mentioned above, we have im-

proved calving ease, while raising WW and YW over time. The same can be accomplished by including MW among the traits we select for in our breeding program. Bottomline: We don't need to sacrifice WW or YW in order to keep MW in check. It is possible to identify sires that can improve the traits we want while decreasing MW.

The consequence over time is that a less mature size results in lower nutri-

tional requirements of our cow herd. As this happens, we see improved cow herd performance. The same amount of forage for the same number of cows with less MW will result in improved pregnancy percentages, percent calf crop weaned and pounds weaned per exposed female. — **Mark Z. Johnson, Oklahoma State University Extension beef cattle breeding specialist**

Industry groups have mixed reaction to Biden plan

SUPPLY

(from page 1)

and other support to independent processors. Applications will open by the summer. A total of \$100 million in American Rescue Plan funds has already been deployed to make more than \$1 billion in guaranteed loans available immediately. To apply, visit www.rd.usda.gov/food-supply-chain-guaranteed-loans.

USDA also plans to invest in workers by dedicating \$100 million to support development of a well-trained workforce, safe workplaces and good-paying jobs. To help independent processors, the department will invest about \$50 million in technical assistance and research and development, along with \$100 million in reduced overtime inspection costs.

USDA has already paid \$32 million in grants to 167 existing meat and poultry processing facilities to help them become federally inspected through the Meat and Poultry Inspection Readiness Grant program. An additional round of funding will be made available in the future.

Strengthening rules

The administration said it will issue new, stronger rules under the Packers and Stockyards Act. USDA has begun working on three proposed rules to strengthen enforcement and has also been working with the Federal Trade Commission to prepare a report on access to retail and competition's role in protecting new market entrants in the processing sector, the fact sheet said.

USDA will also issue new "Product of USA" labeling rules, "so that consumers can better understand where their meat comes from." Currently, meat may be labeled with a USA label as long as it was processed in the country, which could be confusing for consumers. USDA is currently reviewing the current labeling rules, with the goal of having a new rule-making.

Fair enforcement

The Department of Justice and USDA announced a new joint initiative to work together to promote fair enforcement of existing competition laws, and they will launch a new portal within 30 days for reporting concerns about potential violations.

"As appropriate, USDA will make reports or refer potential violations of the

Packers and Stockyards Act to the Justice Department to better enable its Antitrust Division to pursue meritorious competition-related cases and to allow the agencies to collaborate on issues of mutual interest," a statement from the two agencies read.

Increasing transparency

Finally, the administration said it will work to increase transparency in the cattle markets. The administration said USDA has been working to address this issue by releasing new market reports in August to provide insight on formula trade, and USDA is reviewing to see what more can be done.

The administration said it will also work with Congress to make markets fairer and more transparent and also said it was encouraged to see bipartisan legislation by Sens. Chuck Grassley (R-IA), Deb Fischer (R-NE), Jon Tester (D-MT), and Ron Wyden (D-OR) and Reps. Cindy Axne (D-IA-03) and Randy Feenstra (R-IA-04).

"We look forward to working with Congress on these important issues, and we hope that they will also look for ways to ensure farmers and ranchers have fair access to processing capacity," the fact sheet concluded.

Roundtable

The White House also hosted a virtual roundtable meeting later in the afternoon, where participants described how lack of competition impacts their businesses. Participants included President Joe Biden; USDA Secretary Tom Vilsack; Attorney General Merrick Garland; National Economic Council Director Brian Deese; Scott Blubaugh, president of the Oklahoma Farmers Union; Kelsey Ducheneaux-Scott, director of programs for the Intertribal Agriculture Council; Corwin Heatwole, CEO of Farmer Focus; Brent Johnson, president of the Iowa Farm Bureau Federation; and Handy Kennedy Jr., owner of HK Farm.

"For too long, we have seen the multinational meatpackers suck out all of the wealth of rural America and put it in their corporate coffers, and in some cases even overseas," Blubaugh said at the roundtable.

Reactions

In response to the action plan, the North American Meat Institute defended its members and said the large-

est issue in meat and poultry production was labor shortages.

"For the third time in six months, President Joe Biden and his administration announced the same plans to spend \$1 billion to fund government intervention in the market in an attempt to increase prices livestock producers receive while blaming inflation on private industry," said Julie Anna Potts, president and CEO of the North American Meat Institute.

"The administration wants the American people to believe that the meat and poultry industry is unique and not experiencing the same problems causing inflation across the economy, like increased input costs, increased energy costs, labor shortages and transportation challenges," Potts said.

Cattlemen's groups had mixed responses.

"We are hopeful that the action plan unveiled today will help bring transparency

and true price discovery to the cattle marketplace, bring back truth in labeling through the closure of the Product of the U.S.A. loophole, and invest in a stronger—and more American—meat industry," said U.S. Cattlemen's Association President Brooke Miller in a statement.

Bill Bullard, Ranchers-Cattlemen Action Legal Fund United Stockgrowers of America CEO, said the group was appreciative of the plans to write rules re-

garding the Packers and Stockyards Act, correcting the "Product of USA" beef label and increasing market transparency. However, "The fact remains that the administration has not announced that it will take decisive enforcement action to protect America's cattle producers from the harms they've been experiencing for the past seven years, and we remain disappointed with that omission." — **Anna Miller, WLJ managing editor**

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Ag awaits SCOTUS decisions on big cases

The first week of January was an important one for several agriculture interests, as the Supreme Court was expected to consider whether to hear a number of high-stakes petitions that could affect farmers and ranchers.

In recent weeks, the Supreme Court distributed three of four ag cases filed for a Jan. 7 conference, after *WLJ* press time. That included challenges to Proposition 12 in California, an appeals court ruling throwing out the Environmental Protection Agency's (EPA) year-round E15 rule, and a long-fought Clean Water Act case with implications for farmers and ranchers when it comes to EPA authority.

In addition, Bayer AG filed

a petition on a multi-million-dollar Roundup settlement case. So far, the case has not been distributed for a Supreme Court conference. On Dec. 13, the court invited the U.S. solicitor general to file a brief in the case, asking for more information.

On Friday of every week when the court is in session, justices hold a conference to decide which petitions to accept. The Supreme Court, on average, considers about 80 cases per year out of the many hundreds filed.

Prop 12

Proposition 12 took effect in California on Jan. 1. The law bans the sale of pork from hogs that don't meet the

state's new production standards. A federal appeals court upheld the law. The law requires hog producers to abide by certain regulations to sell pork in California.

Voters in the state passed Proposition 12 in 2018 with nearly 63 percent of votes supporting it. The law forbids the sale of whole pork meat in California from hogs born of sows not housed in conformity with the law. Proposition 12 forbids sows from being confined in such a way that they cannot lie down, stand up, fully extend their limbs or turn around without touching the sides of their stalls or other animals.

The National Pork Producers Council argued in briefs filed with the court that the

law violates the Commerce Clause by regulating businesses beyond its borders.

Year-round E15

In October, Growth Energy asked the Supreme Court to consider whether EPA has the authority to allow year-round E15 sales and whether an appeals court erred in vacating the rule.

A three-judge panel on the U.S. Court of Appeals for the District of Columbia Circuit said in its July 2 opinion on a case brought by refining interests that the Reid vapor pressure (RVP) waiver rule does not apply to E15. The Trump administration, when creating the E15 rule, had declared the two blends to be substantially similar fuels.

In a brief filed with the Supreme Court on Dec. 8, the EPA asked the court to deny the ethanol industry petition. The industry said in a Dec. 21 reply brief that the Court of Appeals' "incorrect conclusion" that Congress intended the Clean Air Act's waiver to apply only to E10 "will have serious negative consequences."

Year-round sales of E15 have been limited because

the fuel has been ineligible for the 1 pound per square inch (psi) RVP waiver that allows the sale of certain ethanol fuel blends at 10 psi during the summer ozone season. The RVP waiver is a measure of the volatility of gasoline.

As a result, E15 has been subject to a stricter summertime volatility limit of 9 psi than E10, which is eligible for the waiver and can be sold at 10 psi.

Clean Water Act

Idaho property owners Michael and Chantell Sackett petitioned the Supreme Court to consider whether wetlands with a continuous surface water connection should be considered navigable waters subject to federal jurisdiction, or if the EPA and the U.S. Army Corps of Engineers only need to prove a so-called "significant nexus" to connect wetlands to navigable waters.

The Biden administration currently is working on a rewrite of the Waters of the U.S. rule and intends to return to the significant nexus test in making jurisdiction determinations. It is a case

with potentially wide ramifications for farmers, ranchers and other landowners across the country.

For decades, farmers and ranchers have been left to figure out on their own which waters on their land may fall under federal jurisdiction. The Sacketts' battle on an EPA wetland determination started when they bought a small parcel of land in 2005 with the intent to build a home in Priest Lake, ID.

They obtained a county permit to build, but EPA claimed the property contained wetlands and ordered the couple to return the land to what EPA said was its original state or pay penalties—all without the ability to challenge EPA's wetland ruling.

In their petition filed with the Supreme Court, the Sacketts asked the court to reconsider a ruling it issued in 2006 in *Rapanos v. United States*. In *Rapanos*, the Supreme Court held the Clean Water Act does not regulate all wetlands. However, the court offered no opinion explaining why.

A plurality opinion authored by the late Justice Antonin Scalia and joined by three other justices argued that only wetlands with a continuous surface water connection to regulated waters can be regulated.

A concurring opinion by Justice Anthony Kennedy, however, allowed for regulation of wetlands regardless of any surface connection so long as wetlands bear a so-called "significant nexus" with traditional navigable waters.

Roundup petition

In August, Bayer AG asked the Supreme Court to review a landmark Roundup case, arguing in a petition that a federal appeals court committed errors in the case brought by non-Hodgkin lymphoma victim Edwin Hardeman.

Bayer said in its petition, *Monsanto Company v. Edwin Hardeman*, that the U.S. Court of Appeals for the 9th Circuit in San Francisco committed two errors worthy of review.

The company said state law failure-to-warn claims at the center of the case were preempted by federal law, and the admission of expert testimony departed from federal standards, leading to what Bayer said was "unsupported testimony" on Roundup's safety profile.

In 2019, a jury awarded Hardeman \$80 million in damages after ruling his non-Hodgkin lymphoma was caused by his use of Roundup. The damages later were reduced to \$25 million. Bayer has faced thousands of similar lawsuits connected to the glyphosate-based product.

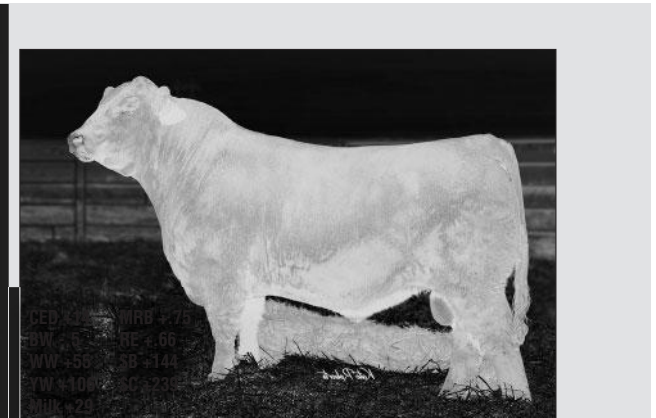
In May 2021, the 9th Circuit upheld the Hardeman judgment. Bayer officials have maintained the Hardeman case could shape how future cases are litigated. Also that month, a federal court in California rejected Bayer's \$2 billion Roundup settlement, ruling it would not adequately address the concerns of families who may later be diagnosed with non-Hodgkin lymphoma. — **Todd Neeley, DTN staff reporter**



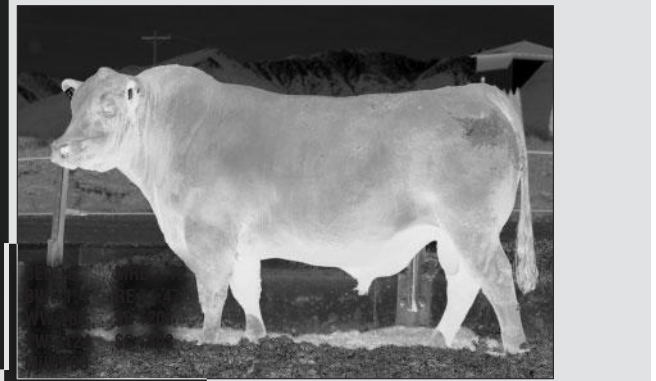
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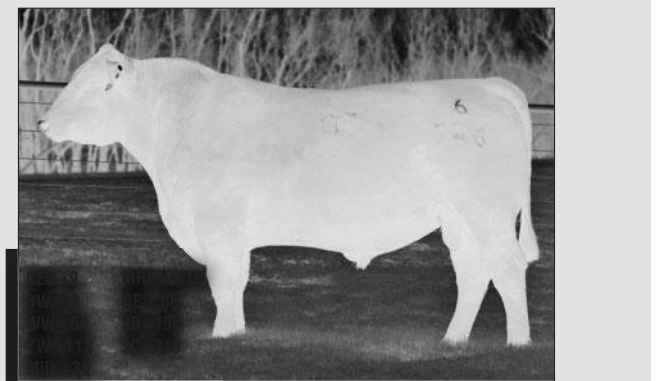
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Sage grouse virtual scoping sessions

The Bureau of Land Management (BLM) is hosting two virtual public meetings to gather input while it evaluates the need to update rangewide management plans for sagebrush habitat. The plans were adopted in 2015 and amended in 2019. BLM announced in November it would consider making updates to the plans to protect the long-term health of greater sage-grouse. The virtual meetings are scheduled for Jan. 11 from 1-2:30 p.m. MST and Jan. 24 from 6:30-8 p.m. To register, visit the blm.gov website and search for “virtual scoping sessions set for Bureau of Land Management sage-grouse planning.” Written comments may be submitted at go.usa.gov/xEMMd. Public input will be accepted until Feb. 7.

Feedlot/processor proposed in CA

Sandridge Partners has proposed a beef feedlot and processing facility in California’s Central Valley, near Lemoore, CA. The feedlot would span 215 acres and hold a maximum capacity of 12,600 head, according to a report by local media outlet Hanford Sentinel. The processing plant would comprise 72,000 square feet and have the ability to harvest up to 120 cattle per day. The plant will slaughter using kosher and halal harvesting methods. The plant will not be the only one in the area, as nearby Central Valley Meat also plans to expand their plant to have the capacity to process up to 4,500 head a day.

Restoring desert tortoise habitat

Nonprofit group Friends of Nevada Wilderness, along with federal, state and county agency volunteers, plan to establish “seed islands” around wildlife guzzlers (self-filling watering facilities) to restore desert tortoise habitat on fire-scarred lands in Nevada. “We’re taking advantage of birds and small mammals to disperse seed produced by newly-outplanted native species to enhance the surrounding desert,” said Matt Flores, wildlife biologist for the Nevada Department of Wildlife. Post-fire lands are dominated by nonnative and invasive annual grasses that provide poor forage for the tortoise, according to the Bureau of Land Management.

GMO foods required to be disclosed

As of Jan. 1, all bioengineered foods must be disclosed. In 2018, past Secretary of the USDA Sonny Perdue announced the National Bioengineered Food Disclosure Standard, which was required to be established by Congress in 2016. Food companies must disclose bioengineered foods through either text, symbols, electronic or digital links and/or text messages. The standard mandated that companies begin disclosing bioengineered foods by Jan. 1, 2020, except for small food manufacturers, who were given until Jan. 1, 2021. The mandatory compliance date was Jan. 1, 2022, and all entities must now comply with the standard. Bioengineered foods are defined as those that contain detectable genetic material that has been modified through lab techniques and cannot be created through conventional breeding or found in nature.

Grazing permit revoked for wolf kill

The District Court of New Mexico ruled in late December that a rancher who lost his grazing permit in 2018 after he killed a wolf has been trespassing on land since his appeal was lost in 2019. Craig Thiessen pleaded guilty to knowingly taking an endangered species, but he claimed his grazing allotment was privately owned and he did not need a grazing permit from the U.S. Forest Service (USFS). Thiessen also sued USFS in the District Court of New Mexico in 2021 but lost the case. He appealed the ruling to the 10th Circuit Court of Appeals, which is still pending. The most recent decision pertains to the USFS’ case against Thiessen, where the agency asked for the rancher’s cattle to be removed from the public lands and for him to pay monetary damages and fines for using the land since his appeal was lost in 2019. The court agreed with USFS, and penalties will be determined later in January. Conservation groups celebrated the decision. “Grazing permits are a privilege and not a right, and Mr. Thiessen lost that privilege after he pleaded guilty to bludgeoning an endangered young Mexican gray wolf to death with a shovel,” said Greta Anderson, Western Watersheds Project deputy director.

Organic support deadline extended

USDA’s Farm Service Agency (FSA) has extended the deadline for producers who are certified organic, or are transitioning to organic, to apply for the Organic and Transitional Education and Certification Program. The program provides pandemic assistance to cover certification and education expenses. The deadline was originally Jan. 7, but it has been extended to Feb. 4. Producers can apply through their local FSA office and can also obtain one-on-one support with applications by calling 877-508-8364. The program application and additional information can be found at farmers.gov/otcep.

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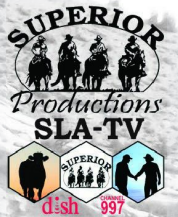
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yearling that can keep gaining at a rate over 1.5lbs a day on fall and early winter grass, lowers feed costs but will not lose quality in the final product. Bulls like these are what make our operation profitable, more pounds of beef at a lower cost of production, without a loss in quality.”

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Ute Creek Cattle Co. receives first NM Leopold Conservation Award

Ute Creek Cattle Company of Bueyeros, NM, has been selected as the recipient of the inaugural New Mexico Leopold Conservation Award.

Tuda Libby Crews and her husband, Jack, revitalized their ranchland in Harding County by removing invasive species and adopting a rest/rotation grazing system for their beef cattle. Given in honor of renowned conservationist Aldo Leopold, the prestigious award recognizes farmers, ranchers and forestland owners who inspire others with their dedication to land, water and wildlife habitat management on private, working lands.

Sand County Foundation and national sponsor American Farmland Trust present the Leopold Conservation Award to private landowners in 23 states for extraordinary achievement in voluntary conservation. In New Mexico, the award is presented with New Mexico Association of Conservation Districts, the Quivira Coalition and New Mexico Coalition to Enhance Working Lands.

The Crews improved wildlife habitat by restricting grazing on 6 miles of riparian area and establishing a 23-acre sanctuary dedicated to imperiled shortgrass prairie birds in 2014.

"Recipients of this award are real-life examples of conservation-minded agriculture," said Kevin McAleese, Sand County Foundation president and

CEO. "These hard-working families are essential to our environment, food system and rural economy."

Earlier this year, New Mexico landowners were encouraged to apply (or be nominated) for the award. Applications were reviewed by an independent panel of agricultural and conservation leaders. Among the outstanding New Mexico landowners nominated for the award was finalist JX Ranch of Tucumcari in Quay County.

Ute Creek Cattle Company

Inspired by seven generations of family on the land and Leopold's land ethic, the Crews approached land restoration by collaborating with others.

Tuda and her husband, Jack, realized the restoration of Ute Creek Cattle Company required open minds, innovation and financial/technical resources. Implementing conservation practices has transformed their shortgrass prairie ecosystem.

Partnering with the Natural Resources Conservation Service (NRCS) in 2002, an Environmental Quality Incentives Program contract helped the Crews establish an adaptive grazing system to create 23 pastures from the original four. A water distribution system was established with pipelines and storage tanks to provide water for livestock and wildlife.

Time-managed adaptive

grazing of their Angus cow herd remains critical to all of the Crews' soil health and wildlife habitat goals. This system maximizes forage production, soil disturbance and natural fertilization, while increasing wildlife habitat on the once ecologically degraded landscape. Grazing riparian areas in the dormant season protects bird species in that prime habitat during breeding/nesting seasons.

The Crews stabilized creek banks with erosion-control materials. They cut and piled 3 miles of dead saltcedar trees to create habitat for quail. Grazing goats also helped control saltcedars and other invasive species. Within 10 years of partnering with NRCS, the New Mexico Water Trust Board and Ute Creek Soil and Water Conservation Service, Ute Creek was a perennial water source and regional model of riparian restoration.

Diverse wildlife and bird species have increased, and so has the quality of the cow herd; the sale of high-quality calves provides the ranch with operating revenue. To diversify income, the ranch has a hunting lease enterprise to manage its elk, pronghorn and white-tailed and mule deer populations. The Crews plan to reintroduce prescribed burning to improve grass palatability, stimulate forage production and increase species biodiversity.

Nationwide, habitat loss from development, the cli-

mate crisis and shortage of healthy forage under the vast migratory flyway has imperiled shortgrass prairie birds. With the U.S. Fish and Wildlife Service, Tuda established a 23 acre wild bird sanctuary providing water, a small grape vineyard, breeding and nesting areas, bird houses, and a few shade trees. As nature's indicators of land health, bird species numbers are used as the yardstick to measure progress. The number of identified bird species has increased from 17 in 2004 to over 100 in 2018.

As a national advocate for preserving prairie ecosystems, Tuda's land ethic is felt beyond the ranch's fences. She helped form Partnerscapes, a national landowner-led conservation organization, which encourages landowner leaders to become part of the solution by implementing conservation practices on private lands.

The Crews aim to leave the land healthier than they found it, and that mantra includes succession planning for future generations. Their adult children, Libby (Peter) Wood and Ted (Sadie Jo), and their families are committed to upholding water/land conservation, animal welfare and wildlife habitat while providing all-natural, quality food for beef consumers. This lead-by-example approach earned a regional Environmental Stewardship Award from the National Cattlemen's Beef Association in 2019.

Two years later, their

hard work and ability to work synergistically while holding themselves to a high standard of land stewardship is being honored with New Mexico's first Leopold Conservation Award.

The New Mexico Leopold Conservation Award is made possible through the generous support of American Farmland Trust, Sand County Foundation, New Mexico Association of Con-

servation Districts, Quivira Coalition, New Mexico Coalition to Enhance Working Lands, Dixon Water Foundation, USDA Natural Resources Conservation Services of New Mexico, Tri-State Generation and Transmission Association, John Duncan and Anita Sarafa, and Holistic Management International. — **Sand County Foundation**



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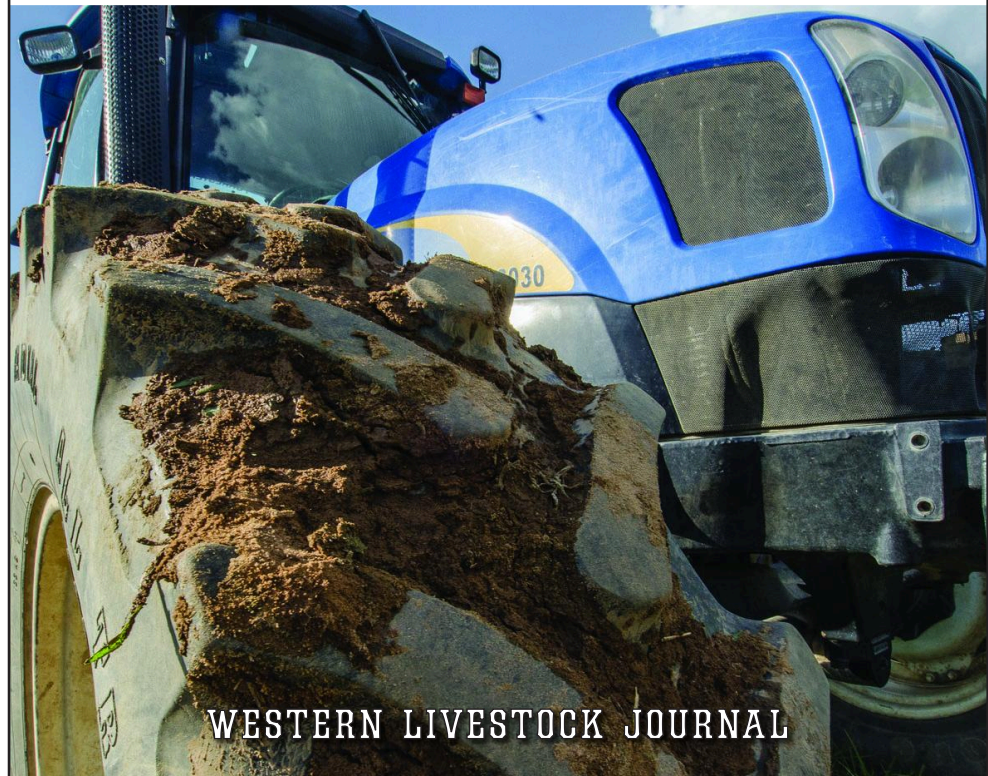
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WESTERN LIVESTOCK JOURNAL

Easterday lawyer seeks sentencing delay

— Third possible postponement

The lawyer for Cody Easterday is seeking postponement from sentencing for the third time, citing Easterday needs to participate in the bankruptcy settlement to repay creditors.

Easterday was scheduled to be sentenced on Jan. 24, but Carl J. Oreskovich, Easterday's lawyer, asked the U.S. District Court for the District of Eastern Washington Judge Stanley Bastian for a postponement hearing on Jan. 6. Oreskovich is asking to delay the sentencing

until April 28.

"Mr. Easterday does not seek to delay sentencing indefinitely and only desires to continue his good efforts to generate as much money as possible to reduce his restitution indebtedness," Oreskovich said in a declaration.

According to the declaration, Easterday has been working with creditors to sell assets and reach an agreement on allocating funds before a court hearing on April 18. An allocation trial is set to begin on that date against Cody, his wife, Debby, mother, Karen, and the estate of Gale Easterday

to determine their interest in certain proceeds generated from the sale of all of the real estate, in which the Easterdays assert a claim.

"The court should be advised that the resolution of this case occurred within an extraordinary quick time frame," Oreskovich said. "The government first appeared in the investigation of this case in mid-January of 2021, and by March 31, the parties had negotiated and entered a guilty plea. Mr. Easterday has quickly accepted responsibility, (and) is not seeking to delay sentencing for any other

"Mr. Easterday does not seek to delay sentencing indefinitely."

purpose other than to maximize asset value to reduce the amount of restitution owed."

On Dec. 28, lawyers for Easterday Farms and Easterday Ranches filed a third motion to extend debtors' plan exclusivity deadlines to settle the bankruptcy case through June 6, 2022. The lawyers noted the significant progress since the second plan in October 2021, including the settlements with Equitable Financial Life Insurance Company, Prudential Insurance Company and the Commodity Futures Trad-

ing Commission.

According to court documents, the Justice Department has indicated it opposes the request to postpone the sentencing for the third time. The department did not oppose a delay in sentencing in the last two extensions.

In March 2021, Cody Easterday pled guilty to one count of wire fraud and faces up to 20 years in prison for defrauding Tyson Fresh Meats and another unnamed company of \$244 million in a "ghost cattle" scheme. — **Charles Wallace, WLJ editor**

Tai: China will be held accountable

CHINA (from page 1)

translates to 76 percent of the goal for Chinese imports (83 percent for U.S. exports).

From January through November 2021, China's total imported covered products totaled \$122 billion, compared to the target of \$183.3 billion. U.S. exports were \$105.2 billion, compared to the target of \$171.9 billion.

In terms of ag products, China committed to an additional \$19.5 billion of purchases in 2021 above 2017 levels, implying an annual commitment of \$43.6 billion in imports (\$40.4 billion in U.S. exports). Through November, China's imports were \$32.7 billion (\$30.2 billion in U.S. exports). Therefore, 87 percent of the Chinese import target was reached (84 percent for U.S. exports).

In 2020, China's imports totaled \$99.9 billion, compared to the commitment of \$173.1 billion, while U.S.

exports totaled \$94 billion, compared to the \$159 billion commitment.

For ag products, China committed to an additional \$12.5 billion in purchases above 2017 levels in 2020, implying an annual commitment of \$36.6 billion (\$33.4 billion in U.S. exports). Actual imports totaled \$23.6 billion (\$27.3 billion in U.S. exports). This put China's 2020 purchases at only 64 percent of the commitment (82 percent for U.S. exports).

Each respective government should release their December report in the near future, and from there, it will be determined whether China met their Phase One commitments, although it is not likely. The U.S. has not indicated whether it will pursue additional phases of the agreement. However, in October, U.S. Trade Representative Katherine Tai said the U.S. would hold China accountable for any commitments it failed to meet. — **Anna Miller, WLJ managing editor**

Nutrition, stress in utero impact animals for lifetime

During pregnancy, regular checkups are key for a mother and baby to maintain good health. The same is true for beef cattle, according to the experts at Kansas State University's Beef Cattle Institute.

"In the case of replacement heifers, research has shown that if their diet was restricted when they were in utero, there can be some long-term negative implications for them as they become cows," said Phillip Lancaster, beef cattle nutritionist, on a recent Cattle Chat podcast.

Lancaster's comment came during a discussion about fetal programming.

"Fetal programming relates to how we feed and manage the cow during pregnancy and its impact on the calf's performance at birth and throughout its lifetime," said Brad White, veterinarian.

In extreme caloric restrictions that are the result of drought or mismanagement, veterinarian Bob Larson said there is likely a negative impact on the pregnancy.

"It is conceivable that a cow that appears to be malnourished will have a calf that is negatively impacted,"

Larson said.


In early gestation, malnourishment can impact the development of the gastrointestinal tract and liver. Later in the pregnancy, it can impact muscle, ribeye size and marbling, Lancaster said.

"Nutrition has been the focus of the research, but the fetus can also be impacted if the cow experiences a stressful event while pregnant," he said.

To keep the cows in good nutrition, Lancaster said protein supplementation is important, as well as adding energy to the diet and providing vitamins and minerals.

"If the cows are out on pastures with low-quality forage, make sure you are providing them with a protein supplement," Lancaster said.

White added: "If the cows maintain a good body condition throughout the pregnancy, it is likely that the calf will be born healthy, but for some extra assurance you may want to consult with a nutritionist to make sure the cows are getting what they need through supplements." — **K-State Research and Extension**



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CED	BW	WW	YW	MILK	MRB	RE	\$B	\$C
8	0.2	80	138	29	1.00	0.79	190	347

SIRE: Connealy Clarity MGS: Poss Easy Impact 0119


Poss Winchester #20060473



CED	BW	WW	YW	MILK	MRB	RE	\$B	\$C
6	1.3	89	163	25	1.30	1.03	225	386

SIRE: Connealy Clarity MGS: Poss Easy Impact 0119


Poss Rawhide 1519 #20055488



CED	BW	WW	YW	MILK	MRB	RE	\$B	\$C
13	-1.3	83	140	29	1.36	0.85	183	312

SIRE: Poss Rawhide MGS: Connealy Uptown 098E


Poss Home Town 1525 #20057690



CED	BW	WW	YW	MILK	MRB	RE	\$B	\$C
7	3.7	84	184	20	1.08	0.68	187	322

SIRE: G A R Home Town MGS: Connealy Power Play


Poss Wrangler 1085 #20103685



CED	BW	WW	YW	MILK	MRB	RE	\$B	\$C
1	3.3	107	177	29	0.79	1.14	200	348

SIRE: Poss Wrangler MGS: K C F Bennett TheRock A473

Poss Rawhide 1506 #20055483




CED	BW	WW	YW	MILK	MRB	RE	\$B	\$C
13	-1.3	81	136	33	1.23	0.89	194	365

SIRE: Poss Rawhide MGS: Connealy Uptown 098E

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MARKET NEWS

MARKET SITUATION REPORT
 WLJ compiles its market reports, ODJ stories and statistics from USDA and independent marketing organizations.

MARKET AT A GLANCE	This Week: 1/5/2022	Week Ago	Year Ago
Choice Fed Steers	139.47 ▼	139.81	110.47
CME Feeder Index	162.13 ▲	159.56	135.35
Boxed Beef Average	266.93 ▲	264.66	205.81
Average Dressed Steers	219.98 ▼	220.81	174.85
Live Slaughter Weight*	1,393 ▲	1,394	1,397
Weekly Slaughter**	537,000 ▲	488,000	515,000
Weekly Beef Production	450.1 ▲	409.7	432.9
Hide/Offal Value	13.85 ▲	13.62	9.09
Corn Price	6.02 ▼	6.05	4.94

*Average weight for previous week. **Total slaughter for previous week. ***Estimated year-to-date figure in million pounds for previous week.

89BEEF REPORT: Weekly Composite Boxed Beef												
WEEK ENDING	COMPREHENSIVE Loads/Price		PRIME Loads/Price		BRANDED Loads/Price		CHOICE Loads/Price		SELECT Loads/Price		UNGRADED Loads/Price	
December 31	5,655	267.79	178	330.78	1,002	268.63	1,707	262.80	590	252.29	2,177	246.09
December 24	5,109	264.34	205	330.10	955	266.70	1,656	260.32	514	249.37	1,779	240.49
December 17	6,636	268.28	257	328.37	1,120	267.75	2,234	263.30	837	250.07	2,189	242.53
December 10	7,136	271.37	238	342.32	1,239	274.11	2,181	266.93	878	254.87	2,600	244.51

Cutouts					
FED BOXED BEEF					
DATE	CHOICE	SELECT	COW BEEF CUTOUT	50% LEAN	90% LEAN
January 6	N/A	N/A	N/A	N/A	N/A
January 5	266.93	259.61	227.48	100.84	273.56
January 4	266.82	259.23	228.14	100.43	274.42
January 3	266.03	258.90	229.56	99.10	277.67
December 31	N/A	N/A	N/A	N/A	N/A

CATTLE FUTURES: CME Live Cattle							
	12/31	1/3	1/4	1/5	1/6	High*	Low*
Feb.	13970	13893	13783	13725	N/A	13970	10527
Apr.	14483	14420	14268	14195	N/A	14483	10920
Jun.	13920	13875	13765	13725	N/A	14385	12525
Aug.	13785	13785	13695	13673	N/A	14240	13055

CATTLE FUTURES: CME Feeder Cattle							
	12/31	1/3	1/4	1/5	1/6	High*	Low*
Jan.	16688	16625	16268	16213	N/A	17068	14110
Mar.	16995	16953	16635	16618	N/A	17025	15385
Apr.	17275	17248	16978	16978	N/A	17275	15425
May	17440	17420	17208	17213	N/A	17755	16625

*High and low figures are for the life of the contract.

FED CATTLE TRADE			
Head Count	Avg. Weight	Avg. Price	
WEEKLY WEIGHTED AVERAGES			
Live FOB Steer	911	1,616	139.47
Live FOB Heifer	898	1,435	139.51
Dressed Del Steer	N/A	N/A	N/A
Dressed Del Heifer	N/A	N/A	N/A
SAME PERIOD LAST WEEK			
Live FOB Steer	23,953	1,523	139.81
Live FOB Heifer	7,008	1,358	139.69
Dressed Del Steer	8,605	968	220.81
Dressed Del Heifer	3,321	860	221.23
SAME PERIOD LAST YEAR			
Live FOB Steer	468	1,441	110.79
Live FOB Heifer	221	1,325	112.03
Dressed Del Steer	4878	952	174.84
Dressed Del Heifer	N/A	N/A	N/A

NATIONAL WEEKLY FED BEEF SLAUGHTER VOLUME		
	Domestic	Imported
Forward Contract	29,794	2,458
Formula	228,477	564
Negotiated Cash	64,861	246
Negotiated Grid	36,361	0
Packer Owned	7,496	0
Total	366,989	3,268

SLAUGHTER FORWARD CONTRACTS		FORWARD BEEF SALES	
Delivery Month		Neg. Sales 0-21 days	1,430
Dec. '21	183,279	Neg. Sales 21+ days	1,012
Jan. '22	171,909	Formula sales	3,113
Feb. '22	195,892	Forward contract sales	100
Mar. '22	203,944	Domestic sales	4,793
Apr. '22	108,100	NAFTA Exports	59

CANADIAN LIVESTOCK PRICES & FEDERAL INSPECTED SLAUGHTER FIGURES			
Alberta Direct Sales (4% shrink)	Price	Weekly Change	
Slaughter Steers, mostly Choice & Select 1-3, 1300-1500 lbs	129.06	-0.02	
Slaughter Heifers, mostly Choice & Select 1-3, 1200-1400 lbs	128.05	-0.45	
Ontario Auctions			
Slaughter Steers, mostly Choice & Select 1-3, 1300-1500 lbs	130.36	+0.32	
Slaughter Heifers, mostly Choice & Select 1-3, 1200-1400 lbs	N/A	N/A	
Slaughter Cows, Cutter and Utility 1-3, 1100-1400 lbs	52.39	+3.54	

*Price comparison from one week ago.

Average feeder cattle prices (CND) for week ending Thursday, December 24, 2021			
Steers:	Alberta	Saskatchewan	Ontario
501-600 lbs	167.23	N/A	156.40
601-700 lbs	154.84	N/A	152.08
701-800 lbs	148.33	N/A	143.18
801-900 lbs	144.82	N/A	149.60
Heifers:			
401-500 lbs	147.94	N/A	132.96
501-600 lbs	141.02	N/A	132.98
601-700 lbs	133.27	N/A	128.81
701-800 lbs	132.35	N/A	142.06

USDA MEXICO TO U.S. WEEKLY LIVESTOCK IMPORTS				
Feeder cattle imports weekly and yearly volume.				
Species	Current Week	Previous Week	Current Year-to-date	Previous Year-to-date
Feeders	1/1/22	12/25/21		
	2,005	22,213	1,109,684	1,434,452

USDA WEEKLY IMPORTED FEEDER CATTLE			
Thursday 12/30/21			
Mexico to TX. & NM. Weekly Feeder Cattle Import Summary	Receipts EST: 2,000	Week Ago Act: 17,888	Year Ago Act: 10,464
Not enough head sold on the current market to establish trend or quote prices. Supply consisted of mostly previously contracted steers or spayed heifers weighing 300-700 lbs.			

(All sales fob port of entry.)

Selected Auction Week Ending January 5, 2022									
Feeder prices for steers & heifers reflect medium and large 1 cattle, unless otherwise noted; * Indicates medium and large 1-2									
DATE MARKET	STEERS / HEIFERS							SLAUGHTER COWS SLAUGHTER BULLS	PAIRS REPLACEMENTS
	200-300 lb.	300-400 lb.	400-500 lb.	500-600 lb.	600-700 lb.	700-800 lb.	800 lb. -up		
No report available Blackfoot, ID									
No report available Burley, ID									
No report available Emmett, ID									
No report available Eugene, OR									
January 3 Madras, OR 1,439		185-200 168-178	185-200 158-175	175-192 145-163.50	160-170 130-140	147-160 125-135	143-147 120-125	80-90 50-73	
No report available Vale, OR									
No report available Davenport, WA									
No report available Toppenish, WA									
No report available Orland, CA									
January 3 Escalon, CA N/A		125-160 125-150		120-155 120-145		120-140 100-135	100-1.25 95-115	52-60 75-96.50	800-1,300 700-1,300
No report available Famoso, CA									
No report available Galt, CA									
No report available Turlock, CA									
No report available Salina, UT									
January 3 Iowa 4,356			187-201 161-182.50	174.50-189 151.75-171	157.50-182.50 142.50-157.50	154-173.75 141-154	140-153 140.50-149	44-83 35-97	
No report available Miles City, MT									
No report available Bassett, NE									
No report available Ericson, NE									
January 4 Imperial, NE 1,850		223 174-180	200-215 181.50-189	180-196 166-186	162-182 151-163	161.75-169 153-158.25			
December 29 Kearney, NE 3,042		205-216 210	188 165.75-175	183-185.50 163-171	166-191.75 156-167.50	155-179 150.25-165.25	155.75-174.85 149-160		
No report available Lexington, NE									
No report available Ogallala, NE									
No report available Valentine, NE									
No report available Herreid, SD									
No report available Torrington, WY									
No report available Willcox, AZ									
January 3 Colorado 682							102	32-85 81.50-86.50	1,250 1,000-1,050
No report available La Junta, CO									
No report available Loma, CO									
No report available Dodge City, KS									
No report available Pratt, KS									
No report available Salina, KS									
No report available Clovis, NM									
January 4 El Reno, OK 3,000	227.50	207.50 175-190	182.50-227.50 154-191	169-202 139-165	153-169 137.50-153.75	149			
January 5 McAlester, OK 2,030		186-221 158-177	178-195 152-166	158-185 140-157	147-162 130-143	139-150 122-134	118-131 114	49-67 75-90	625-1,125 600-1,100
January 4 Oklahoma City, OK 8,593	206-239 172-202	200-236 164-179	189-228 156-179.50	170-204.50 143-160	151-182 146-155.50	157-168.50 140-160	143-170 120-149		
No report available Cuero, TX									
No report available Dalhart, TX									
No report available San Angelo, TX									
No report available Tulia, TX									
No report available Alabama									
January 3 Lexington, KY 548		166* 140*	149-190* 135-148*	149-154* 126-150.75*	141-163.75* 127-141.75*	143* 120-148.95*	108-116*	53-73 89-108	1,025 800-975
January 3 Joplin, MO 11,331		207-220 164-173	186-210 155-168.50	175-195 146-163	163-179 147-161	158-166 144-159.25	145-166.10 141-152.50		
No report available Tennessee									
No report available Virginia									
CANADA									
No report available Lethbridge, Alberta									

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A New Year's resolution for cow-calf producers

Cow-calf producers are constantly managing many production and marketing challenges. However, as we consider the new year, one challenge that deserves special attention is to produce and market forage for maximum value. Cattle producers are frequently reminded that they are really in the forage business and that cattle are a means to harvest and market forage. There are numerous considerations to market forage for the highest value.

In part, marketing forage involves considering cattle production and marketing alternatives that represent higher value for forage. For cow-calf producers, this includes considerations for marketing calves at weaning or retaining calves for backgrounding/stocker production, as well as marketing cull breeding animals.

The market environment in 2022 may provide more possibilities with reduced cattle numbers favoring

weaned calf production and marketing. Yet, at the same time, higher grain prices and elevated feedlot cost of gain increase the value of added forage-based weight gain on feeder cattle. Producers will have more options and potential to add value, and planning now can improve returns to cattle and forage production later.

Feed costs are the largest cost component for cow-calf production. Part of managing forage for increased value is to utilize grazing better to reduce cow feed costs. Grazing is the least expensive feed for cows, so this means managing pastures for maximum quantity, quality and duration of grazing and having cows do most of their own feed harvesting.

Early planning is necessary for annual forage production and grazing management. This must be done in conjunction with plans for cow-calf production, retained stockers and forage

use as part of cull cow marketing.

Feeding harvested forages (hay) is at least twice the cost of grazing. The goal should be to minimize hay use with grazing management. To the extent that hay use cannot be avoided, manage hay for reduced waste and to decrease hay expense.

Test hay to know the nutritive value and how the hay will contribute to meeting cattle nutritional requirements. This is done on a pound basis, so it is important to know the weight of round bales. Evaluate the economics of hay versus supplemental feeds to provide needed protein and energy relative to the cattle stage of production at different times and any available grazable forage.

Store hay to maintain quality and reduce waste.

Driving around, there are lots of round bales from last year or the year before that are now melted into the ground with little or no feed value. Plan hay storage rela-

tive to how long the hay might need to be stored. The longer hay must/will be stored, the more you can justify investment in storage facilities (sheds, coverings, pads and drainage).

Feed hay to reduce waste, and know exactly how much cows are consuming. Think about how much hay cows

need and how much they are getting. Round bales are more convenient and save labor but do require feeding management; otherwise, they can add significantly to annual cow costs.

With generally rising input costs, cow-calf producers need to put additional effort into cost management. Man-

aging feed costs will be a key to minimizing cow costs and capitalizing on better cattle market conditions in 2022. It's not too early to plan the next year of forage management and grazing. — **Derrell S. Peel, Oklahoma State University Extension livestock marketing specialist**

Feeder cattle sales still aggressive

MARKETS (from page 1)

week earlier. A total of 61,000 head were slaughtered on New Year's Eve, and only 1,000 head were killed Saturday due to the holiday. Slaughter through the holiday week is projected at 537,000 head. Actual slaughter through Dec. 18 totaled 657,633 head.

"Slaughter volumes are concerning to everyone in the supply chain for cattle and beef. If the plants can't absorb the available supplies, the entire industry suffers," wrote the Cattle Report. "Labor woes continue to plague all plants and volumes this week are short of expectations. Futures traders have expressed their concerns by selling futures to lower closes each day this week."

Boxed beef prices were up slightly, with the Choice cutout up about \$2 from the previous Tuesday to \$266.82 and the Select cutout up about \$3 to \$259.23.

Feeder cattle

Feeder cattle futures post-

ed mixed. The January contract lost about \$1.40 to close at \$162.12, and the March contract gained 95 cents to close at \$166.17. The CME Feeder Cattle Index gained about \$2.50 from the previous Tuesday to close at \$162.13.

Corn futures are still over \$6 a bushel, with both the March and May contracts at \$6.02.

"The feeder cattle contracts are going to depend heavily on the live cattle market for support in the weeks ahead," Stewart said. "Thankfully feeder cattle sales were still aggressive Tuesday afternoon, but if corn keeps trading at \$6 or trends higher (staying above \$6/bushel is very likely) the buyers could grow weary of diving into any more feeders as their cost of gains have changed significantly."

Iowa: Russell Livestock in Russell sold 3,856 head on Monday. Russell noted there was no recent market coverage for comparison, but trading was active with good demand on heavy offerings. Benchmark steers averaging 719 lbs. sold be-

tween \$160-176 and averaged \$170.96.

Missouri: Joplin Regional Stockyards in Carthage sold 10,000 head in their first sale of the year on Monday. The sale also included a special yearling sale. Feeder steers traded \$3-8 higher, with some five-weight steers trading \$10 higher. Feeder heifers traded steady. Benchmark steers averaging 779 lbs. sold between \$158-164, averaging \$160.03.

Oklahoma: Oklahoma National Stockyards in Oklahoma City sold 9,000 head Monday. Compared to the previous sale held on Dec. 13, steer calves sold \$3-6 higher, and heifer calves sold unevenly steady. Feeder steers sold steady to \$3 lower, and feeder heifers were not well tested, but a lower undertone was noted. — **Anna Miller, WLJ managing editor**

(Editor's note: Due to an early press schedule, WLJ went to press Thursday morning. This report only includes information released as of Wednesday afternoon.)

ESA protections proposed for CA yellow-legged frog populations

— Foothill frog species

Following a lawsuit from the Center for Biological Diversity (CBD), the U.S. Fish and Wildlife Service (USFWS) has proposed listing four populations of foothill yellow-legged frogs in the Sierra Nevada and central and southern California.

CBD said the frogs have disappeared from more than 50 percent of their historic habitat in the state, and they claim the species has dwindled for a multitude of reasons, including livestock grazing, logging, dams, water diversions and pesticide use.

"Protecting these precious creatures will also help safeguard the coastal and Sierra foothill rivers and creeks we all rely on for clean drinking

water and recreation," said Jeff Miller, a CBD senior conservation advocate.

USFWS is proposing to list four of the six distinct population segments of the frog after an agency review determined two populations to be endangered and an additional two populations to be threatened. However, USFWS was unable to determine designation of critical habitat in their review.

"Due to a court-ordered settlement agreement for completing our 12-month finding for the species, we have not been able to obtain the necessary economic information needed to develop a proposed critical habitat designation for the foothill yellow-legged frog," USFWS proposed rule read.


"Once we obtain the necessary economic information, we will propose a criti-

cal habitat designation for the species."

The service proposes to prohibit "take" or harm of the frogs, including through "livestock grazing that damages riparian habitat." Exceptions are proposed for wildfire prevention, fuel management plans that include measures to minimize impact and stream habitat restoration, among others.

The agency is accepting public comments on the proposal until Feb. 28. Comments may be submitted at regulations.gov by searching for docket number FWS-R8-ES-2021-0108 or by mail to Public Comments Processing, Attn: FWS-R8-ES-2021-0108, U.S. Fish and Wildlife Service, MS: PRB/3W, 5275 Leesburg Pike, Falls Church, VA 22041-3803. — **Anna Miller, WLJ managing editor**

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CW: +43 Marb: -.10 RE: +.58 \$W: +64 \$M: +61 \$C: +183



LOT 4
LGR Bravo 1028 2/13/21 AAA# 20071657
CED: +12 BW: -.6 WW: +66 YW: +121 M: +27 SC: +.74 Doc: +25
CW: +45 Marb: -.32 RE: +.68 \$W: +73 \$M: +66 \$C: +180



LOT 32
LGR Logo 1008 2/9/21 AAA# 20070203
CED: +10 BW: +1.0 WW: +73 YW: +132 M: +32 SC: +2.62 Doc: +17
CW: +48 Marb: +.23 RE: +.54 \$W: +85 \$M: +75 \$C: +220



LOT 101A
LGR Ruby 1099 3/4/21 AAA# 20070243
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Kentucky Bluegrass Ranch Study Tour II

MAY 22-MAY 28

KENTUCKY REVISITED!

It's time to start making plans to be a part of this year's Western Livestock Journal Tour, Kentucky Revisited! This will be our second tour to Kentucky. We have had so many requests to do another Kentucky tour, and this is your chance if you missed the first one. This tour is entirely different, with some great stops that will give you firsthand knowledge of this great state noted for Thoroughbred horses, cattle, bourbon and beautiful scenery.

The tour will kick off in Louisville, Kentucky, on May 22 and finish up back in Louisville on May 28. The first day will include a stop at Maple Heights Farm, Owenton, KY, where you will see cattle, nationally renowned Southdown sheep, tobacco, hemp and a first-rate operation that is generations old. We will also visit the unique Hermitage Farm and see their carriage horses at work. That evening and the next five nights will be spent in Lexington at the Embassy Suites. No bags to pack for five days! Tuesday, we travel south to visit Tarter Farm and Ranch Equipment, Dunnville, KY. This is a very impressive facility where we will see top of the line equipment all manufactured starting with flat steel. The tube plant is most impressive. After lunch at the Bread of Life café, we will visit Donald Tarter's cattle operation and see some innovative practices he has instituted. And we'll visit Branch View Angus Ranch.

The middle of the week will be spent in the Lexington area with visits to Spendthrift Farm, where we will see such greats as Malibu Moon, Omaha Beach and Bolt d'Oro. We are also invited to visit the world-famous Rood and Riddle Equine Hospital with 60 equine veterinarians on staff, and we might just get lucky enough to watch some surgery. Rood and Riddle care for some of the most valuable horses on the planet.

Also in the Lexington area, we will have the opportunity to visit the Kentucky Horse Park, which is an impressive facility. Another stop in the area that will surely impress is the Bluegrass Stockyards Regional Marketplace. This is not only a premier stockyard, but the complex includes shops, educational facilities and offices. You have never seen anything like this place, and we will have lunch there with opportunities to do some shopping. Then we will visit Golden Age Farm, which direct markets their wagyu and wagyu cross beef.

Many of our repeat tour members know Mr. Bob Hall and his son Lee from our tours, and we are excited to include Hallway Feeds on this year's tour. This is a premier equine feed facility that utilizes the latest technology to supply feed to some of the Thoroughbred industry's most well-known and respected farms nationally and internationally. Wednesday evening, we will be guests of Hallway Feeds as they host a special dinner for our group.

Churchill Downs is also on the list of stops, as well as Spy Coast Farm, a sport horse farm.

Plan now to attend! The tours have been filling up fast the last couple of years, so don't get shut out. There is excellent air service into Louisville, and there are many sights to see for all you early arrivals. This is a great opportunity to see this wonderful country with old friends, and you'll meet some new ones along the way. We are limiting the tour to three buses and 145 people. We have a lot of interest in this tour, so sign up quickly.



Kentucky Bluegrass Ranch Study Tour II — MAY 22-MAY 28, 2022

I understand the price is \$1,935 PER PERSON and is based on double occupancy. The price includes seven nights' accommodations, all transportation, six breakfasts, six lunches, one cocktail party and two dinners, all fees, admissions, taxes and tips. The single rate supplement is \$570. The tour begins Sunday, May 22nd in Louisville, KY, at the Crowne Plaza Louisville Airport and ends back in Louisville Saturday, May 28th. A deposit of \$300 PER PERSON is due with a signed application to hold your reservation. Final payment is due April 24. Make your check payable to Livestock Tours, LLC and mail to: 7355 E. Orchard Rd., #300, Greenwood Village, CO 80111. Cancellations after April 24 will be subject to a \$300 per-person cancellation fee. Cancellations after May 15th will be subject to any and all funds not recovered from our vendors, as well as the \$300 per-person cancellation penalty. Refunds cannot be made if a member leaves the tour before its completion.

Name(s): _____
 Address: _____
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'Containergeddon' at ports costs California farmers \$2.1B in exports

Between wildfires, drought, a trade war and the COVID-19 pandemic, the last few years have been hard on California farmers. But recent research by agricultural economists from the University of California (UC), Davis and the University of Connecticut suggests that economic losses to California agriculture from recent supply chain disruptions may have an even greater economic impact.

In an article titled "Containergeddon" and California Agriculture," researchers estimate that there was a 17 percent decline in the value of containerized agricultural exports between May and September 2021, resulting from recent port congestion. This amounts to around \$2.1 billion in lost foreign sales, which exceeds losses from the 2018 U.S.-China trade war.

By the peak of the disruption in September 2021, nearly 80 percent of all containers leaving California ports were empty—about 43 percent fewer filled containers leaving California's ports than there were prior to the pandemic. And since 40 percent of filled shipping containers leaving California's ports are filled with U.S. agricultural products—around one-third of which are from California—farmers in the state experienced significant lost export opportunities.

By September 2021, there were around 25,000 fewer

"If port inefficiencies persist, the ramifications for California agriculture will extend beyond the immediate loss of foreign sales."

containers filled with agricultural products leaving California ports than there were in May 2021. Processed tomatoes, rice, wine and tree nuts saw the sharpest average trade declines.

"We calculated California tree nut producers lost about \$520 million," said Colin Carter, UC Davis distinguished professor of agricultural and resource economics. "This was followed by wine, with a loss of more than \$250 million, and rice, with about \$120 million lost."

During the pandemic, an increase in household savings led to increases in consumer spending, with many of these additional goods being imported from Asia. California ports were overwhelmed by the added shipping containers coming in from Asia. At times, bottlenecks at southern California ports left more than 80 vessels waiting off the coast to unload. Docks and warehouses ran out of space, and the turnaround time for shipping containers nearly doubled.

Increased U.S. demand for imported goods from Asia also led to increased demand

for empty shipping containers in Asia. Prior to the pandemic, freight rates for shipping containers from Shanghai to Los Angeles were already higher than the return trip from Los Angeles, but this gap widened significantly after COVID-19. By September 2021, the fee to ship a 40-foot container from Shanghai to Los Angeles had increased sixfold to \$12,000—while the return trip from Los Angeles was only \$1,400.

The high prices for containers from Asia, coupled with shipping delays from the high volume of imported goods entering California ports, made it more profitable for shippers to return containers to Asia empty, rather than waiting at the ports to have them loaded with U.S. exports for the return trip.

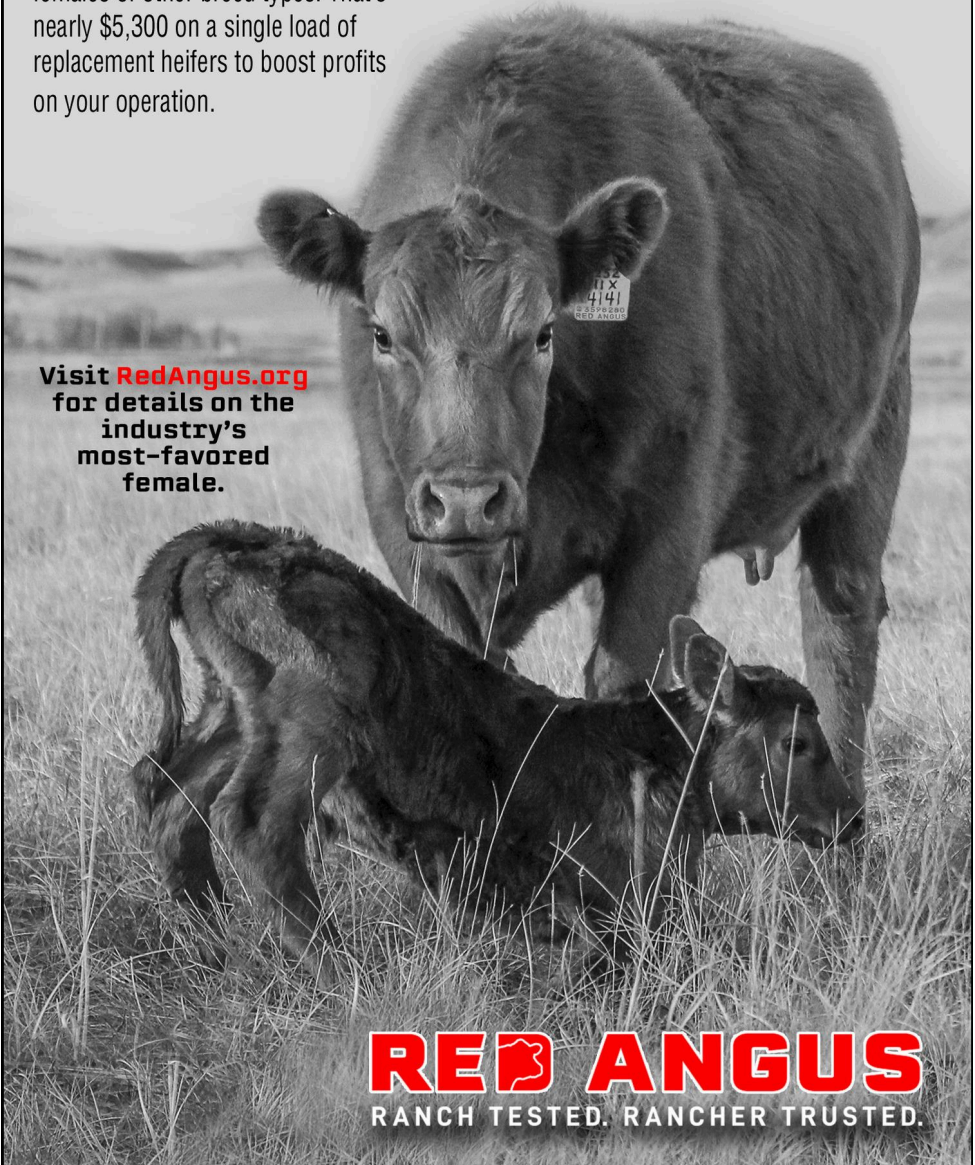
"If port inefficiencies persist, the ramifications for California agriculture will extend beyond the immediate loss of foreign sales, as importers begin to view California as an unreliable supplier of agricultural products," Carter said. — UC Agriculture and Natural Resources

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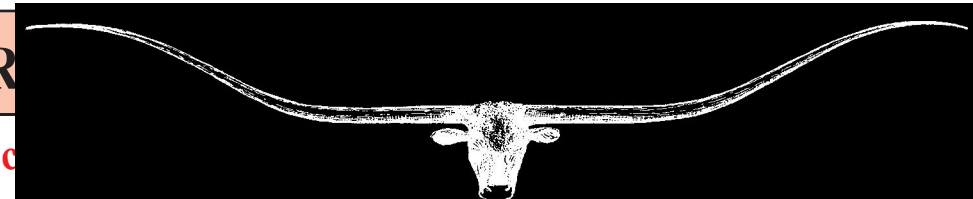
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ALL BREED

- Jan. 10 – Northern Livestock Video, Diamond Ring Cattle Sale, Billings, MT
- Jan. 14-Feb. 5 – Fort Worth Stock Show, Fort Worth, TX
- Jan. 25-29 – Red Bluff, Bull, Gelding & Stock Dog Sale, Red Bluff, CA
- Jan. 29 – Red Bluff Bull Sale, Red Bluff, CA
- Feb. 1 – PAY's Blue Ribbon Cow Sale, Billings, MT
- Feb. 5 – Klamath Falls, Bull Sale, Klamath Falls, OR
- Feb. 19 – Nevada Cattlemen's Association, Bull Sale, Fallon, NV
- Mar. 13 – Snyder Livestock Company, Inc., Bulls for the 21st Century Bull Sale, Yerington, NV
- Mar. 16 – Western Breeder's Bull Sale, Eltopia, WA
- Apr. 7-8 – Midland Bull Test, Bull Sale, Columbus, MT
- Apr. 19 – Treasure Bull Test, Great Falls, MT
- Nov. 5 – Cattlemen's Livestock Market, 'World of Bulls' Sale, Galt, CA

ANGUS

- Jan. 12 – Leachman Cattle of Colorado, Early Bird Online Sale
- Jan. 20 – Thomas Angus Ranch, Bull Sale, Cheyenne, WY
- Jan. 22 – Little Goose Angus, Production Sale, Buffalo, WY
- Jan. 22 – Louisiana Angus Association, Bull Sale, Kinder, LA
- Jan. 25 – Huwa Cattle, Bull Sale, Roggen, CO
- Jan. 26 – Bear Mountain Angus, Bull Sale, Palisade, NE
- Jan. 26 – Brooks Chalky Butte, Female Sale, Bowman, ND
- Jan. 27 – Marcy Cattle Co., Bull Sale, Gordon, NE
- Jan. 28 – McConnell Angus, Production Sale, Dix, NE
- Jan. 28 – Ruggles Angus, Production Sale, McCook, NE
- Jan. 29 – Baldrige Performance Angus, Bull Sale, North Platte, NE
- Jan. 29 – Bobcat Angus, Production Sale, Great Falls, MT
- Jan. 29 – Nichols Farms, Bull Sale, Bridgewater, IA

- Feb. 4 – Burgess Angus, Bull Sale, Homedale, ID
- Feb. 4 – Poss Angus, Bull Sale, Scotia, NE
- Feb. 4 – Spring Valley Angus, Bull Sale, Burwell, NE
- Feb. 5 – Ellingson Angus, St. Anthony, ND
- Feb. 5 – Leachman Cattle, Topline Bull Sale, Orland, CA
- Feb. 6 – Frey Angus, Production Sale, Granville, ND
- Feb. 8 – G Bar H Angus, Bull Sale, Torrington, WY
- Feb. 8 – South Mountain, Bull Sale, Melba, ID
- Feb. 9 – Jindra Angus, Production Sale, Clarkson, NE
- Feb. 9 – Meadow Acres Ranch, Bull Sale, Hermiston, OR
- Feb. 10 – Booth Cherry Creek Angus, Bull Sale, Veteran, WY
- Feb. 11 – Dutch Flat Angus Sale w/ Cox Ranch, Lewiston, ID
- Feb. 11 – Powder River Angus, Bull Sale, Buffalo, WY
- Feb. 12 – EZ Angus Ranch, Bull Sale, Myrtle Creek, OR
- Feb. 12 – Schaff Angus Valley, Production Sale, St. Anthony, ND
- Feb. 12 – Gem State Angus, Bull Sale, Twin Falls, ID
- Feb. 12 – Jocko Valley Cattle Co., Bull Sale, Missoula, MT
- Feb. 13 – Bradley's 3 Ranch, Bull Sale, Memphis, TX
- Feb. 14 – BB Cattle Co., Bull Sale, Connell, WA
- Feb. 15 – Coleman Angus, Bull Sale, Missoula, MT
- Feb. 15 – Doug Booth Family Angus, Bull Sale, Torrington, WY
- Feb. 15 – Felton Angus, Bull Sale, Springdale, MT
- Feb. 15 – Kessler Angus, Bull Sale, Milton-Freewater, OR
- Feb. 15 – Ostrand Angus, Production Sale, Mason City, NE
- Feb. 16 – Shaw Cattle Co., Bull Sale, Caldwell, ID
- Feb. 17 – Krebs Ranch, Bull Sale, Gordon, NE
- Feb. 17 – Wooden Shoe Farms, Bull Sale, Blackfoot, ID
- Feb. 18 – Hoffman Ranch, Bull Sale, Thedford, NE
- Feb. 19 – Angus Alliance, Bull Sale, Eltopia, WA
- Feb. 19 – Minert-Simonson Angus, Bull Sale, Dunning, NE
- Feb. 19 – Schiefelbein Angus, Bull Sale, Kimball, MN
- Feb. 20 – PABCO, Bull Sale, Madras, OR
- Feb. 21 – Bulls of the Big Sky, Bull Sale, Billings, MT
- Feb. 21 – Frank Cattle, Bull Sale, Chappell, NE
- Feb. 21 – Teixeira Cattle Co., Bull Sale, Terrebonne, OR
- Feb. 21 – Weaver Ranch, Bull Sale, Fort Collins, CO
- Feb. 22 – Haynes Cattle Co., Bull Sale, Ogallala, NE
- Feb. 22 – J.C. Heiken & Sons, Miles City Livestock Commission, Miles City, MT
- Feb. 22 – Connelly Angus Ranch, Bull Sale, Valier, MT
- Feb. 22 – Thomas Angus, Bull & Bred Heifer Sale, Baker City, OR
- Feb. 23 – TC Ranch, Bull Sale, Franklin, NE
- Feb. 24 – Botts Angus Ranch, Bull Sale, Enterprise, OR
- Feb. 25 – Cowman's Kind, Bull Sale, Madras, OR
- Feb. 25 – Diamond Peak Cattle, Bull Sale, La Junta, CO
- Feb. 25 – Hyline Angus, Bull Sale, Three Forks, MT
- Feb. 25 – Skinner Ranch, Hall, MT
- Feb. 26 – 44 Farms, Bull Sale, Cameron, TX
- Feb. 26 – Baker Angus, Bull Sale, Vale, OR
- Feb. 26 – Ranchers Choice, Bull Sale, Eltopia, WA
- Feb. 26 – Sutphin Cattle Co., Bull Sale, Lamar, CO
- Feb. 27 – Buchanan Angus Ranch, Bull Sale, Klamath Falls, OR
- Feb. 28 – Circle L Angus, Bull Sale, Dillon, MT
- Feb. 28 – Colyer Herefords, Bull Sale, Bruneau, ID
- Feb. 28 – Reyes/Russell, Bull Sale, Wheatland, WY
- Mar. 1 – Barker Cattle Co, Bull & Female Sale, Burley, ID
- Mar. 1 – Ipsen Cattle, Online Bull Sale
- Mar. 2 – Adams Angus Bull Sale, Blackfoot, ID
- Mar. 2 – Ox Bow Ranch, Bull Sale, Wolf Creek, MT
- Mar. 2 – Pasture View-ZWT Ranch, Bull Sale, Valentine, NE
- Mar. 3 – Cannon Angus Production Sale, Preston, ID
- Mar. 3 – Split Diamond, Dillon, MT
- Mar. 4 – Crouthamel Cattle Co, Bull Sale, Stanfield, OR
- Mar. 4 – Reminisce Angus, Dillon, MT
- Mar. 5 – Bulls of the Bitterroot, Bull Sale, Stevensville, MT
- Mar. 5 – Lazy JB Angus, Bull Sale, Montrose, CO
- Mar. 5 – Loya/Wardell Angus, Bull Sale, Platteville, CO
- Mar. 5 – Lucky 7 Angus, Bull Sale, Riverton, WY
- Mar. 6 – Corsair Angus Ranch Sale, Lone, OR
- Mar. 8 – Veltkamp Angus, Manhattan, MT

- Mar. 8 – Wagon Wheel Ranch, Bull and Commercial Female Sale, Yuma, CO
- Mar. 9 – Hornung Livestock, Bull and Commercial Female Sale, Stratton, CO
- Mar. 9 – Sitz Angus, Dillon, MT
- Mar. 9 – Udy Cattle Co, Bull Sale, Rockland, ID
- Mar. 10 – Sunny Okanogan, Production Sale, Okanogan, WA
- Mar. 11 – Reid Angus, Production Sale, Brush, CO
- Mar. 11 – Rollin Rock Bull Sale, Stanfield, OR
- Mar. 11 – Yardley Cattle Co., Bull Sale, Beaver, UT
- Mar. 12 – Diamond Peak Cattle, Bull Sale, Riverton, WY
- Mar. 12 – Koberstein Farms, Bull Sale, Ogallala, NE
- Mar. 12 – Montana Ranch Angus, Big Fork, MT
- Mar. 12 – Riverbend Ranch Bull Sale, Idaho Falls, ID
- Mar. 12 – Western Colorado Angus Association, Bull Sale, Delta, CO
- Mar. 14 – Parry Angus, Bull Sale, Sterling, CO
- Mar. 14 – Pine Coulee Angus, Hardin, MT
- Mar. 14 – Spring Cove Ranch, Production Sale, Bliss, ID
- Mar. 15 – Blevins Angus, Charlo, MT
- Mar. 15 – Quirk Land & Cattle Co., Production Sale, Hastings, NE
- Mar. 15 – Blevins Angus, Charlo, MT
- Mar. 16 – Lufkin Angus, Leadore, ID
- Mar. 16 – Stevenson Angus Bull, Hobson, MT
- Mar. 16 – Wagonhammer Ranches, Bull Sale, Albion, NE
- Mar. 17 – Carter Cattle Co. Bull Sale, Blackfoot, ID
- Mar. 17 – Vallad/Oft Bull Sale, Vale, OR
- Mar. 18 – Leadore Angus, Leadore, ID
- Mar. 18 – Montana Performance Bull Co-op, Columbus, MT
- Mar. 18 – T/D Angus, Bull Sale, North Platte, NE
- Mar. 19 – Gray Angus, Bull Sale, Harrison, NE
- Mar. 19 – Nelson Angus Ranch Bull Sale, Salmon, ID
- Mar. 19 – Ward Ranches Bull Sale, Minden, NV
- Mar. 21 – Whistling Winds Angus, Production Sale, Hingham, MT
- Mar. 21 – Harre's Lost Lake (Angus), Great Falls, MT
- Mar. 21 – JR Ranch/Sackmann Cattle Bull Sale, Othello, WA
- Mar. 23 – Nebraska Bull Test Sale, Broken Bow, NE
- Mar. 23 – Peterson Grain and Cattle, Havre, MT
- Mar. 24 – Gartner-Denowh, Sidney, MT
- Mar. 24 – Vermilion Ranch Commercial Female Sale, Billings, MT
- Mar. 25 – Schurrtop Angus & Charolais, Bull Sale, McCook, NE
- Mar. 25 – Vermilion Ranch, Bull Sale, Billings, MT
- Mar. 26 – Basin Bull Fest Sale, Klamath Falls, OR
- Mar. 26 – Diamond Peak Cattle, Bull Sale, Loma, CO
- Mar. 26 – Connealy Angus, Bull Sale, Whitman, NE
- Mar. 29 – Silver Bit Ranch, Bull Sale, May, ID
- Mar. 29 – Thomas Angus, Bull Sale, Shoshone, ID
- Apr. 2 – Brooks Chalky Butte, Bowman, ND
- Apr. 5 – Daigger-Orr Angus & Red Angus, North Platte, NE
- Apr. 5 – Hinman Angus, Malta, MT
- Apr. 7 – Arntzen Angus, Hilger, MT
- Apr. 8 – Midland Bull Test, Angus Bull Sale, Columbus, MT
- Apr. 9 – Bar T Bar Ranches, Bull Sale, Winslow, AZ
- Apr. 9 – Redd Ranches, Bull Sale, Paradox, CO
- Apr. 11 – Cook Angus, Billings, MT
- Apr. 11 – Herbster Angus Farms, Bull Sale, Marysville, KS
- Apr. 11 – Jorgensen Land & Cattle, Production Sale, Ideal, SD
- Apr. 12 – Hilltop Angus, Denton, MT
- Apr. 14 – Carr Angus, Hobson, MT
- Apr. 14 – McClun Lazy JM Ranch, Bull Sale, Torrington, WY
- Apr. 15 – DeGrand Angus, Baker, MT
- Apr. 20 – Milk River Genetics, Chinook, MT
- Apr. 23 – Herring / Hi Country, Bull and Quarter Horse Sale, Saratoga, WY
- Apr. 26 – Currant Creek, Miles City, MT
- May 14 – Diamond Peak Cattle, Bull & Female Sale, Loma, CO

BALANCER

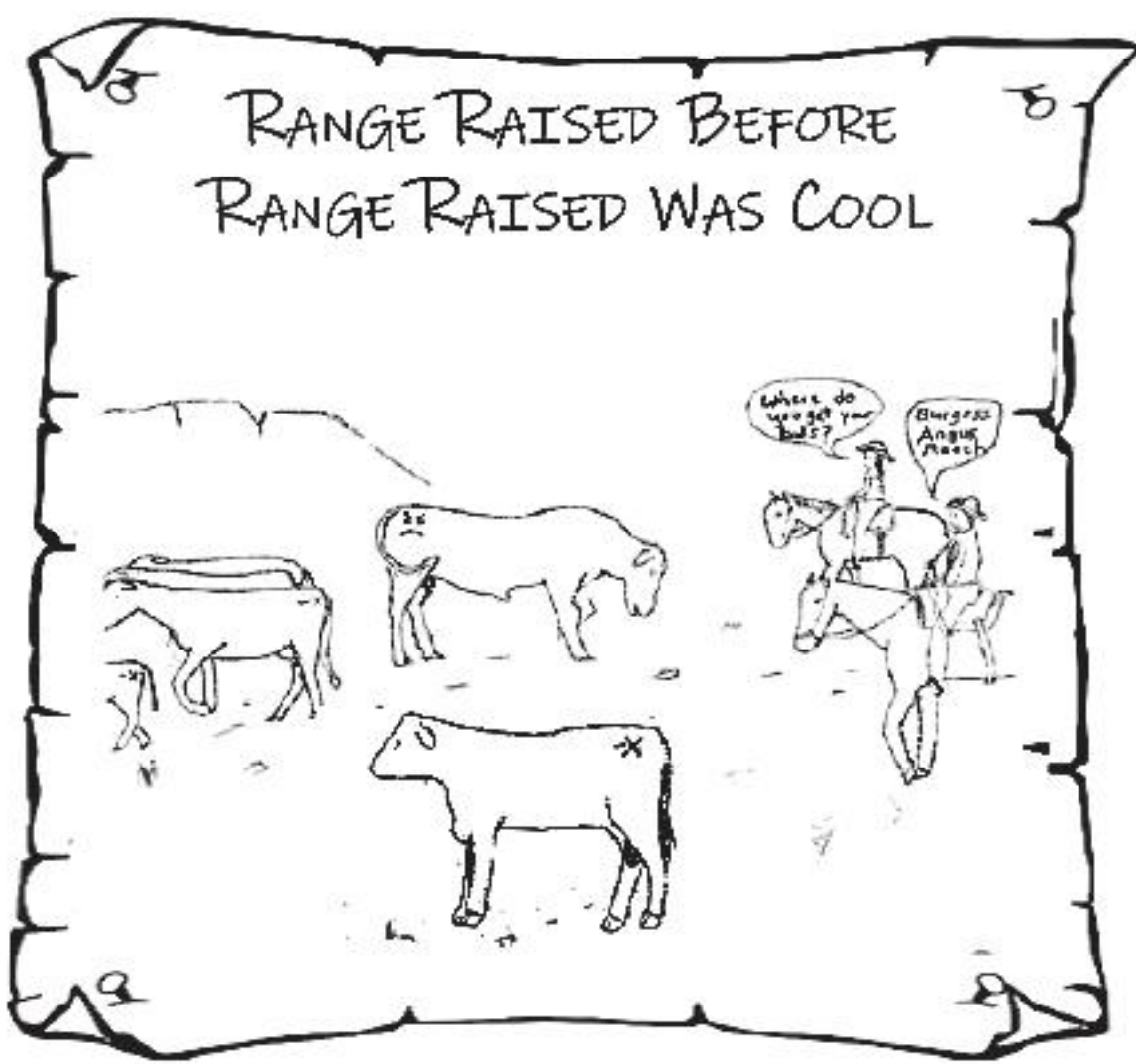
- Feb. 21 – Frank Cattle Ranch, Bull Sale, Highmore, SD
- Apr. 9 – Bar T Bar Ranches, Bull Sale, Winslow, AZ
- Apr. 9 – Redd Ranches, Bull Sale, Paradox, CO

BRANGUS

- Mar. 22 – Geneplus-Suhn Cattle Co., Bull Sale, Eureka, KS

CHAROLAIS

- Jan. 12 – Leachman Cattle of Colorado, Early Bird Online Sale
- Feb. 13 – Bradley's 3 Ranch, Bull Sale, Memphis, TX



Annual Bull Sale
February 4, 2022

Doug & Janice Burgess
 (208) 337-4094
 2725 Mule Springs Road
 Homedale, ID 83628
 www.burgessangusranch.com

Feb. 15 – VAL Charolais, Bull Sale, Nyssa, OR
Feb. 19 – Angus Alliance, Bull Sale, Eltopia, WA
Feb. 25 – Cowman's Kind, Bull Sale, Madras, OR
Feb. 26 – Ranchers Choice, Bull Sale, Eltopia, WA
Feb. 26 – Sutphin Cattle Co., Bull Sale, Lamar, CO
Mar. 15 – Romans Ranches, Production Sale, Westfall, OR
Mar. 16 – Wagonhammer Ranches, Bull Sale, Albion, NE
Mar. 25 – Schurrtop Angus & Charolais, Bull Sale, McCook, NE
Mar. 26 – Valley View Charolais Annual Bull Sale, Polson, MT
Mar. 28 – Axtell Cattle Company, Production Sale, Sterling, CO
Apr. 2 – DeBruycker Charolais, Bull Sale, Great Falls, MT
Apr. 9 – Hebbert Charolais, Bull Sale, Hyannis, NE
Apr. 16 – Cobb Charolais, Augusta, MT

GELBVIEW

Feb. 21 – Eagle Pass Ranch, Bull Sale, Highmore, SD
Apr. 9 – Bar T Bar Ranches, Bull Sale, Winslow, AZ
Apr. 9 – Redd Ranches, Bull Sale, Paradox, CO

HEREFORD

Jan. 17 – Van Newkirk Herefords Production sale, Oshkosh, NE
Jan. 25 – Churchill Cattle Co., Bull Sale, Manhattan, MT
Feb. 3 – Ridder Herefords, Production Sale, Callaway, NE
Feb. 4 – Elkington Polled Herefords, Bull Sale, Idaho Falls, ID
Feb. 5 – Upstream Herefords, Production Sale, Taylor, NE
Feb. 8 – South Mountain, Bull Sale, Melba, ID
Feb. 9 – Durbin Creek Ranch, Bull Sale, Worland, WY
Feb. 11 – Dutch Flat Angus Sale w/ Cox Ranch, Lewiston, ID
Feb. 11 – Lambert Ranch, Bull Sale, Alturas, CA
Feb. 14 – BB Cattle Co., Bull Sale, Connell, WA
Feb. 16 – Shaw Cattle Co., Bull Sale, Caldwell, ID
Feb. 17 – Wooden Shoe Farms, Bull Sale, Blackfoot, ID
Feb. 18 – Hoffman Ranch, Bull Sale, Theford, NE
Feb. 25 – Jamison Herefords, Bull Sale, Quinter, KS
Feb. 28 – Colyer Herefords, Bull Sale, Bruneau, ID
Mar. 1 – Ipsen Cattle, Online Bull Sale
Mar. 3 – NW Hereford Bull Sale, Stanfield, OR
Mar. 7 – Harrell Herefords, Bull Sale, Baker City, OR
Mar. 9 – Udy Cattle Co, Bull Sale, Rockland, ID
Mar. 14 – Holden Hereford, Valier, MT
Mar. 14 – Spring Cove Ranch, Production Sale, Bliss, ID
Mar. 15 – Cooper Hereford, Willow Creek, MT
Mar. 17 – Vallad/Oft Bull Sale, Vale, OR
Mar. 23 – Nebraska Bull Test Sale, Broken Bow, NE
Mar. 23 – NJW Herefords, Sheridan, WY
Mar. 29 – Silver Bit Angus, May,

ID
Apr. 14 – McClun Lazy JM Ranch, Bull Sale, Torrington, WY
Apr. 16 – Stuber Ranch, Bowman, ND
Sep. 5 – Genoa Livestock, Bull & Female Sale, Minden, NV

LIM-FLEX

Feb. 26 – Sutphin Cattle Co., Bull Sale, Lamar, CO

MAINE ANJOU

Mar. 11 – Yardley Cattle Co., Bull Sale, Beaver, UT

OPTIMIZER

Mar. 19 – Ward Ranches Bull Sale, Minden, NV

RED ANGUS

Jan. 12 – Leachman Cattle of Colorado, Early Bird Online Sale
Feb. 4 – TJS Red Angus, Bull Sale, Buffalo, WY
Feb. 5 – Leachman Cattle, Topline Bull Sale, Orland, CA
Feb. 16 – Shaw Cattle Co., Bull Sale, Caldwell, ID
Feb. 21 – Frank Cattle, Bull Sale, Chappell, NE
Feb. 26 – Sutphin Cattle Co., Bull Sale, Lamar, CO
Mar. 1 – Sandhills Red Angus, Sidney, MT
Mar. 3 – Bieher Red Angus Ranch, Bull Sale, Leola, SD
Mar. 4 – Sutherlin Farms, Production Sale, Stevensville, MT
Mar. 5 – McCann Red Angus, Bull Sale, Billings, MT
Mar. 5 – Redland Red Angus, Hysham, MT
Mar. 8 – Loosli Red Angus, Production Sale, Ashton, ID
Mar. 9 – Udy Cattle Co, Bull Sale, Rockland, ID
Mar. 11 – Leland Red Angus Ranch, Production Sale, Sidney, MT
Mar. 12 – Ludvigson Stock Farms, Cornhusker Classic Sale, North Platte, NE
Mar. 14 – Feddes and C-T Red Angus, Production Sale, Manhattan, MT
Mar. 14 – Lautenschlager and Sons Spring Sale, Othello, WA
Mar. 15 – Green Mountain Red Angus, Logan, MT
Mar. 16 – Klompein Red Angus, Manhattan, MT
Mar. 19 – Lorenzen Red Angus Bull Sale, Madras, OR
Mar. 19 – Milk Creed Red Angus, Plevna, MT
Mar. 21 – JR Ranch/Sackmann Cattle Bull Sale, Othello, WA
Mar. 23 – Nebraska Bull Test Sale, Broken Bow, NE
Mar. 23 – Westphal Red Angus, Grass Range, MT
Mar. 28 – Axtell Cattle Company, Production Sale, Sterling, CO
Apr. 1 – Pieper Red Angus, Bull Sale, Hay Springs, NE
Apr. 5 – Daigger-Orr Angus & Red Angus, North Platte, NE
Apr. 8 – 5L Red Angus, Sheridan, MT
Apr. 9 – Ludvigson Stock Farms, Spring Bull Sale, Shepherd, MT
Apr. 9 – Redd Ranches, Bull Sale, Paradox, CO
Apr. 12 – Beckton Red Angus, Bull & Female Sale, Sheridan, WY
May 25 – Ludvigson Stock Farms, Online Bull Sale, Shepherd, MT
Sep. 11 – Ludvigson Stock Farms, West Coast Bull Sale, Visalia, CA

Sep. 24 – McPhee Red Angus, Annual Sale, Lodi, CA
Oct. 29 – Ludvigson Stock Farms, Fall Bull Sale, Shepherd, MT

SIMANGUS

Jan. 31 – APEX Cattle, Production Sale, Dannebrog, NE
Feb. 18 – Hoffman Ranch, Bull Sale, Theford, NE
Feb. 21 – Bulls of the Big Sky, Bull Sale, Billings, MT
Feb. 21 – Eagle Pass Ranch, Bull Sale, Highmore, SD
Feb. 23 – Price Cattle Co., Bull Sale, Echo, OR
Feb. 25 – Diamond Peak Cattle, Bull Sale, La Junta, CO
Feb. 26 – Sutphin Cattle Co., Bull Sale, Lamar, CO
Mar. 1 – Barker Cattle Co, Bull & Female Sale, Burley, ID
Mar. 3 – Kearns Cattle Co., Bull Sale, Rushville, NE
Mar. 5 – Trinity Farms, Bull Sale, Ellensburg, WA
Mar. 9 – Hornung Livestock, Bull and Commercial Female Sale, Stratton, CO
Mar. 12 – Diamond Peak Cattle, Bull Sale, Riverton, WY
Mar. 14 – Parry Angus, Bull Sale, Sterling, CO
Mar. 16 – Wagonhammer Ranches, Bull Sale, Albion, NE
Mar. 24 – Western Cattle Source, Production Sale, Crawford, NE
Mar. 26 – Diamond Peak Cattle, Bull Sale, Loma, CO
Mar. 26 – T-Heart Ranch, Bull Sale, La Garita, CO
Apr. 9 – Redd Ranches, Bull Sale, Paradox, CO
Apr. 23 – Herring / Hi Country, Bull and Quarter Horse Sale, Saratoga, WY

SIMMENTAL

Jan. 29 – Nichols Farms, Bull Sale, Bridgewater, IA
Feb. 5 – Prickly Pear Simmental, Bull Sale, Helena, MT
Feb. 7 – Gateway Simmental, Bull Sale, Lewistown, MT
Feb. 10 – Lassle Simmental, Bull Sale, Glendive, MT
Feb. 17 – Bar CK Ranch, Bull Sale, Culver, OR
Feb. 21 – Bulls of the Big Sky, Bull Sale, Billings, MT
Mar. 1 – Barker Cattle Co, Bull & Female Sale, Burley, ID
Mar. 3 – Kearns Cattle Co., Bull Sale, Rushville, NE
Mar. 5 – Trinity Farms, Bull Sale, Ellensburg, WA
Mar. 11 – Yardley Cattle Co., Bull Sale, Beaver, UT
Mar. 24 – Western Cattle Source, Production Sale, Crawford, NE
Mar. 26 – T-Heart Ranch, Bull Sale, La Garita, CO
Mar. 28 – Vertical Edge Genetics, Bancroft, ID
Mar. 31 – Open Gate Simmental, Bull Sale, Augusta, MT
Apr. 2 – Big Country Genetics, Powell, WY
May 1 – Poppe Cattle Co., Fallon, MT

SOUTH DEVON

Jan. 29 – Nichols Farms, Bull Sale, Bridgewater, IA

STABILIZER

Jan. 12 – Leachman Cattle of Colorado, Early Bird Online Sale
Mar. 27-28 – Leachman Cattle of Colorado, Spring Bull & Female

Sale, Fort Collins, CO

COMMERCIAL

Jan. 10 – Northern Livestock Video, Diamond Ring Cattle Sale, Billings, MT
Jan. 12 – Cattlemen's Livestock Market, Special Feeder Sale, Galt, CA
Jan. 12-14 – Superior Livestock, Bellringer XXXIV, Oklahoma City, OK
Jan. 27 – Western Video Market, Replacement Female Sale, Red Bluff, CA
Feb. 1 – PAY's Blue Ribbon Cow Sale, Billings, MT
Feb. 2 – Cattlemen's Livestock Market, Special Feeder Sale, Galt, CA
Mar. 2 – Cattlemen's Livestock Market, Special Feeder Sale, Galt, CA
Mar. 5 – Bulls of the Bitterroot, Bull Sale, Stevensville, MT
Mar. 8 – Wagon Wheel Ranch, Female Sale, Yuma, CO
Mar. 9 – Hornung Livestock, Female Sale, Stratton, CO
Mar. 16 – Cattlemen's Livestock Market, Special Feeder Sale, Galt, CA
Apr. 14 – Western Video Market, Turlock, CA
Jul. 11-13 – Western Video Market, Silver Legacy, Reno, NV
Nov. 5 – Cattlemen's Livestock Market, Female Sale, Galt, CA

HORSE

Jan. 28 – Red Bluff Gelding Sale, Red Bluff, CA
Mar. 4 – Winnemucca Ranch Rodeo, Horse Sale, Winnemucca, NV
Apr. 23 – Herring / Hi Country, Bull and Quarter Horse Sale, Saratoga, WY

DOG

Jan. 28 – Red Bluff Stock Dog Sale, Red Bluff, CA

NATIONAL WESTERN STOCK SHOW

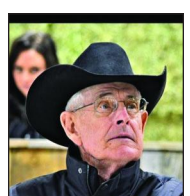
Jan. 13 – National Western Stock Show, Colorado Angus Foundation Female Sale, Denver, CO
Jan. 13 – The Red Meat Club, 2022 Friend of the NWSS and Red Meat Industry Award, Denver, CO
Jan. 15 – National Western Stock Show, Denver, CO



SALE REPORTS

ZUMBRUNNEN ANGUS
Dec. 14, Lusk, WY
83 Total registered bulls \$4,734
11 Total registered females 4,795
4 Pregnancies 6,000
32 Embryos 986
Auctioneer: Wes Tiemann
Sale Manager: CK6 Consulting
TOPS—Bulls: ZA Jonah J401, 1/24/21 by EXAR Stock Fund 9097B; to Harding Ranch, Meridian, WY, \$13,000. ZA Jericho J239, 2/26/21 by Baldrige Pappy; to Malek Angus, Highwood, MT, \$8,000. CWDR Entice DEAN J21, 2/18/21 by MOGCK

Entice; to Kirk & Emily Semroska, Harrison, NE, \$7,000. ZA Jubilee J340, 4/1/21 by Baldrige Alternative E125; to John Tidyman, Newcastle, WY, \$6,500. ZA Johnny J214, 2/11/21 by MOGCK Entice; to Kirk & Emily Semroska, Harrison, NE, \$6,500. **Open heifer:** ZA Pepper J600, 3/3/21 by G A R Home Town; to Iron Creek Cattle Co, Dubuque, IA, \$15,000. — **JIM GIES**



GIES

Differences between high, medium and low profit cow-calf producers

Dustin Pendell, Ph.D., and Kevin Herbel published a paper in November 2021 that highlighted the differences between 81 different producers with cow-calf enterprises that are part of the Kansas Farm Management Association.

The paper examined both returns over variable costs and returns over total costs in 2016-20. The authors broke out participants in the study into three groups of high, medium and low profit producers. Here are the differences that stood out between producers from the data when looking at returns over total costs.

- Differences in costs between operations significantly outweighed revenue differences.
- High profit operations spent \$283.81 less per cow than low profit operations in this study.
- High profit operations generated more gross income per cow, \$176.09, than low profit operations.
- Differences in costs between high profit and low profit herds were found in feed expenses.
- High profit herds spent a total of \$444.19 per cow on grazed and harvested feed, while low profit herds spent \$573.61. This is a difference of \$128.70 per cow!
- Labor, depreciation, machinery and interest expenses were all lower on a per-

cow basis for the high profit operations than the low profit operations. High profit producers spent on average \$116.43 less on these items than low profit producers.

• High profit operations had a negative net return to management of -\$107.99 per cow over the five-year period, while low profit operations had a negative return of -\$567.88 to management over the five-year period: a \$459.90 difference! Over this five-year period, on average, all farms had a negative return to management from the cow-calf enterprise.

Participants in the data set have the necessary production and financial records to know what their production costs are and then can use that information to make management decisions to improve profitability.

In this data set, producers who aggressively controlled costs while producing more pounds of calf to sell per cow than their competitors and generated more gross revenue per cow were more profitable. Good production with cost control differentiated the most profitable producers from those that were the least profitable.

This study can be found at the Kansas State University AgManager.info website. — **Aaron Berger, Nebraska Extension beef educator**

42ND ANNUAL RANGE RAISED CATTLE SALE
FRIDAY FEBRUARY 4, 2022 -12:30 PM

AT THE ELKINGTON RANCH 5080 SUNNYSIDE RD. IDAHO FALLS, ID 83406.

ELKINGTONPOLLEDHEREFORDS.COM



EBE ELKER
EXTREEM 216H
(P4413579)



EPHER ELKER
WARRIOR 022H
(P44153342)



EPHR MISS ELKER
PATH 043H
(P44153463)



All Bulls are PAP Tested at 6250 ft elevation after 120 days.



Contact: Keith-(208) 521-1774, Layne-(208) 681-0765, Brent- (208) 523-6461, Eric (208) 881-4014, ephrbulls@hotmail.

'Ranches are an important and existing conservation strategy'

30x30 (from page 1)

increasing habitat connectivity, protecting lands that are likely to persist under climate change, and conserving lands and coastal waters that reduce risks from climate impacts and build climate resilience.

To achieve the three objectives, CNRA states implementation of 30x30 will build upon existing efforts, which are highlighted in the appendices. Additionally, it should provide an "objective, mappable and understandable definition of which lands and waters are considered conserved for 30x30."

For California's 30x30 goal, the definition of "conserved" is "land and coastal water areas that are durably protected and managed to support functional ecosystems, both intact and restored, and the species that rely on them." According to CNRA, the definition is based on existing classifications and designations made by federal, state and local governments.

The 30x30 measurement will be based on the California Protected Areas Database (CPAD) and the California Conservation Easement Database (CCED). The databases use the U.S. Geological Survey's (USGS) land classification, known as Gap Analysis Program (GAP) codes. GAP codes correspond to the degree of protection a particular area receives, with GAP code 1 signifying the strongest protection measures on conserved lands.

CPAD and CCED will use GAP codes 1 and 2 for lands that are "conserved." The report details the definitions of the two GAP codes as lands having "permanent protection from the conversion of natural land cover." Code 1 lands go further, stating disturbance events of a natural type are allowed "to proceed without interference or are mimicked through management." Lands under GAP code 1 are national parks, wilderness areas, ecological reserves and wild and scenic rivers. Code 2 lands maintain permanent protection while suppressing natural disturbances such as wildfires and insect outbreaks. The report considers national wildlife refuges, California state

parks and national seashores as those under GAP code 2.

Code 3 lands, which the report states do not qualify for conservation under the 30x30 plan, are lands "subject to extractive uses" such as logging or mining. Some examples are multiple-use national forests, Bureau of Land Management land and agricultural easements.

Victoria Rodriguez, public policy advocate for the California Cattlemen's Foundation, told *WLJ*, "Though 'agricultural easements' are not included within those GAP codes that are classified as already conserved, it is important to note that the draft states that these GAP codes are not all-encompassing, and the draft goes on to identify working lands as one of many conservation areas throughout the state. Additionally, the draft notes in several locations that sustainably managed ranches are an important and existing conservation strategy."

CNRA noted that "California's vast array of landscapes all play important roles in biodiversity conservation, access and climate action," and they will support the objectives over the long term. The report notes working lands that are managed for biodiversity conservation and climate resilience with wise water use, encouraging native plant diversity, providing habitat for wildlife, and implementing soil health practices are areas that will achieve this objective.

Rodriguez noted other CNRA documents, such as the Natural and Working Lands Climate Smart Strategy, highlight grazing "as an important land management strategy that protects biodiversity, sequesters carbon, mitigates the risk and effects of catastrophic wildfire, restores native plants and grasses and increases the resilience of natural and working lands."

The report outlines several actions to achieve the 30x30 goal, including executing strategic land acquisitions, increasing voluntary conservation easements, accelerating regionally led conservation, restoring degraded landscapes and priority habitats, leveraging federal partnerships to advance conservation and aligning investments to

"The Foundation recognizes and appreciates that CNRA has included grazing as an important tool for conservation and ecological restoration in other documents."

maximize conservation benefits.

"The California Cattlemen's Foundation appreciates the inclusion of voluntary conservation easements being counted to-

wards 30x30 as mentioned above," Rodriguez said. "We also appreciate CNRA's desire to work with ranchers on these strategies and to recognize the conservation work that is already being

done through sustainable land management practices on ranches and grazing land. Further, the Foundation recognizes and appreciates that CNRA has included grazing as an important tool for conservation and ecological restoration in other documents."

According to CNRA, strategies to implement the 30x30 plan would be funded through federal, state and local resources; leveraging public-private partnerships; and applying 2021-22 California Budget Act commitments, including the \$758 million for nature-based solutions, \$600 million for coastal resilience projects,

\$645 million in habitat restoration and \$105 million in wildlife corridors and fish passage projects.

A coalition of environmental organizations praised the release of the draft report, stating it is a "once-in-a-generation opportunity to reverse the biodiversity crisis, invest in equity, build climate resilience and enhance access to California's natural spaces."

CNRA is currently taking public comments on the report through Jan. 28. The report can be viewed at californianature.ca.gov under the 30x30 tab. — **Charles Wallace, WLJ editor**



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300 Powerful Bulls & 700 Commercial Females
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 <p>ELLINGSON PROFOUND 1005 Profound x Advance • BW: 77 • WW: 891 BW: -0.5, WW: +76, YW: +123 HP: +17.5, \$M: +98</p>	 <p>ELLINGSON BARRICADE 1192 Barricade x Advance • BW: 88 • WW: 899 BW: +1, WW: +71, YW: +126 HP: +12.1, \$M: +78</p>	 <p>ELLINGSON PROFOUND 1137 Profound x Remedy • BW: 85 • WW: 937 BW: -2.1, WW: +96, YW: +160 HP: +14.9, \$M: +93</p>
 <p>ELLINGSON PROFOUND 1426 Profound x Juneau 797 • BW: 86 • WW: 825 BW: +3.6, WW: +76, YW: +120 HP: +15, \$M: +95</p>	 <p>ELLINGSON FUNDAMENTAL 1451 Fundamental x Advance • BW: 92 • WW: 916 BW: +2.1, WW: +74, YW: +133 HP: +14.6, \$M: +67</p>	 <p>CHAD & JULIE ELLINGSON FAMILY St. Anthony, North Dakota 701-445-7309 • 701-361-3606 [Chad's cell] 701-595-1364 [Stetson's cell] ellingsonangus@westriv.com www.ellingsonangus.com</p>

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COWPOKES® By Ace Reid



"Well, they didn't come again. I'm gonna hafta git that horn fixed or all them cows are gonna starve to death!"