Western Livestock Journal®

"The Industry's Largest Weekly Circulation"

The National Livestock Weekly

January 16, 2023 • Vol. 101, No. 7

website: www.wlj.net • email: editorial@wlj.net • advertising@wlj.net • circulation@wlj.net

INSIDE WLJ

SOUTHWEST FEATURE — The new Inflation Reduction Act gives Arizona residents financial incentives for converting to solar energy. **Page 16**

CONCERN FOR SAGE GROUSE — The Center for Biological Diversity filed a petition to protect the greater sage-grouse in California from potential extinction caused by habitat loss. **Page 22**

A LOOK BACK IN HISTORY

With tax season approaching, it is important to begin assessing your profits and losses from 2022. In a Jan. 15, 2001, article, John Alan Cohan wrote about the do's and don'ts for complying with IRS farming industry regulations: "If you don't have two profit years in a seven-year period, you should try planning the current year to be a profit year. I suggest, among other things, cutting down on costs, selling off unprofitable animals and equipment, leasing out animals, eliminating some mortality insurance and being self-insured, and trying harder to generate sales of animals that you have produced. Even if you can show a small profit, that still counts as profit."

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BLM withdraws ID sheep grazing for sage grouse

— Allotment could hold 16,000 head

The Bureau of Land Management (BLM) will not be authorized to allow 16,000 sheep to graze on an allotment in southeastern Idaho, after a judge blocked the decision following a lawsuit intervention by Western Watersheds Project (WWP).

Sheep would have been authorized to graze on the 270,000-acre Twin Buttes Allotment through the winter, which WWP said was harmful to one of the most important sage grouse connectivity and winter migration corridors north of the Snake River. The conservation group filed suit in a Department of Interior law court to challenge the decision.

"Despite having full access to high quality scientific reports produced by its own team of sage grouse experts for the Twin Buttes area, the BLM chose to ignore the best available science in favor of livestock producers," said Patrick Kelly, WWP Idaho director, in a released statement.

"In a region of Idaho that has seen a 58% reduction in sage grouse populations since 2011, turning a blind eye to this imperiled species is both irresponsible and unacceptable. The BLM can and should do better when making decisions that impact habitat crucial to the long term survival of sage grouse."

The group claims the allotment contains vital overwintering habitat for sage grouse, and the older sagebrush and lower elevations make the area ideal for the birds to seek protection in the winter.

WWP said BLM radio telemetry studies showed that each fall, sage grouse groups migrate down from the mountains in the north and into Twin Buttes to overwinter.

"Surrounded on nearly all sides by agricultural development and other human-caused disturbances, this refuge of public lands provides a narrow lifeline to the surrounding mountains, connecting sage grouse with the full suite of seasonal habitats it requires," the group said.

See GRAZING on page 14



USDA Agricultural Research Service

Over 16,000 sheep will be unable to graze on an allotment in southeastern Idaho after a judge blocked a Bureau of Land Management decision. Pictured here, herding sheep to research sites at the U.S. Sheep Experiment Station near Dubois, ID.

Southwest real estate market a mix of optimism, uncertainty

— Prices will remain steady

As the market enters 2023, real estate brokers expressed caution due to the economy and input costs, but also expressed some optimism, with cattle prices increasing the demand for cattle ranches.

Texas A&M's Texas Real Estate Research Center (TRERC) issued its 2023 economic forecast, predicting inflation will likely continue throughout the year. TRERC forecasts the Federal Reserve will continue to raise interest rates in 2023, but did not indicate how much they will rise or if higher rates will curb inflation.

According to TRERC, the rise in interest rates will result in fewer land transactions than in 2022. If the hike in interest rates results in a recession, it will place further downward pressure on transactions. TRERC predicts prices for lower-quality land will fall, while prices for high-quality properties will remain steady.

Robby Vann, agent with Chas. S. Middleton and Sons and certified appraiser, told *WLJ* the uncertainty with inflation and the possibility of a recession cooled the market in the summer of 2022. Vann, who sells property in central Texas and the Texas Hill Country, concurred with TRERC, saying the increases in recent years are not sustainable, prices will stabilize and we won't be seeing any increases, but, "I don't think we will see any drop in values."

Keith Brownfield, associate broker at Steinborn & Associates in Las Cruces, NM, told *WLJ* the increase in interest rates, including the increasing cost of operating loans, could impact the real estate market. Brownfield also noted that the rise in input costs for producers could also affect people interested in purchasing.

However, Andy Groseta, owner of Headquarters West, Ltd., told *WLJ* that even though input costs have increased, so have prices for cattle. As profitability is returning to operations, the market looks favorable, particularly for cattle properties. Groseta noted that input costs in Arizona are relatively low compared to other states, which makes the state an opportunity for producers looking to expand or relocate their operations.

Texas/Oklahoma

Farmers National Company, a landowner services company, wrote in its Regional Land Value Report published in January that demand for quality irrigated land has remained steady through the fall months.

"The demand for dryland and pasture became stale with little to no increase in value for these land classes. The ongoing drought in Oklahoma and Texas slowed demand in late summer and into the fall months. In

See SOUTHWEST on page 18

The evolving purpose of showing livestock

— From promotion, to junior focus

The National Western Stock Show (NWSS) in Denver, CO, is off and running with positive feedback on the new Yards. The number of entries are up significantly in the Yards and up slightly on the Hill. It is interesting to look back and analyze how the purpose of showing livestock has evolved over the years. In the beginning, they were the primary means used to better the nation's cowherd, and now their focus is juniors and being the face of agriculture to the public.

Most of the major shows, including Denver, were originally associated with large terminal stockyards, which conglomerates of railroad companies generally owned. These shows included the International Livestock Exposition (1900) at the Union Stockyards in Chicago, the American Royal (1899) at the Kansas City Stockyards, Fort Worth Livestock Show and Rodeo (1896) associated with the Fort Worth Stockyards, and of course, the NWSS (1906) at the Denver Stockyards.

The premise of the stockyards was to utilize these shows to promote a better product being marketed through their stockyards and being processed at the adjoining packing plants. Above all, through these shows, they wanted to promote the improved purebred sires to upgrade the "scrub" cow

See STOCKSHOWS on page 32

A quiet week for cattle futures and cash trade

The cattle complex could not muster any support from traders as they waited cautiously for cash trade to develop and the release of USDA's World Agricultural Supply and Demand Estimates (WASDE) report.

Thursday's release of the WASDE report was favorable towards livestock, as production increased by 170 million lbs. in the first quarter. Quarterly price projections for 2023 for the first, second and third quarters are all expected to average $157, and the fourth quarter of 2023 is expected to average $162.

Live cattle futures were mixed, with the February contract up 20 cents to $157.55 and the April contract down 35 cents to $160.92.

"The live cattle complex seems to be merely on hold until traders and cattlemen alike can see what this week's cash cattle market is going to do," ShayLe Stewart, DTN livestock analyst, wrote in Wednesday's midday comments. "The consensus throughout the marketplace is that cash cattle will indeed trade higher—but the real question remains: How many cattle will trade? And by how much higher will they trade?"

Cash trade was slow to develop, with 25,100 head sold. Live steers sold between $155-158 and averaged $157.24. Dressed steers averaged $251.40. Asking prices were around $158-159 in the South and $253-plus in the North. Trade volume may develop Thursday afternoon and/or Friday.

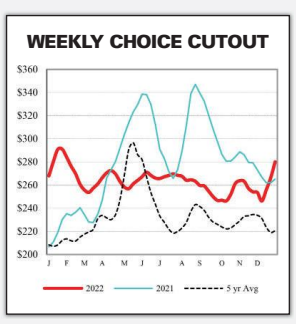
Cash trade for the week ending Jan. 8 totaled 73,664 head. Live steers averaged $157.75, and dressed steers averaged $252.17.

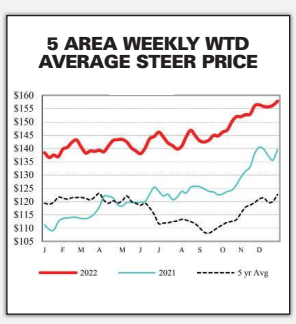
The national weekly direct beef type price distribution for the week of Jan. 2-9 was the following on a live basis:

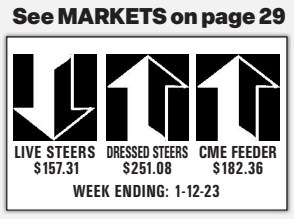
- Negotiated purchases: $157.96.
- Formula net purchases: $159.83.
- Forward contract net purchases: $164.83.
- Negotiated grid net purchases: $160.17.

On a dressed basis:

- Negotiated purchases: $252.42.







See MARKETS on page 29

PERIODICAL: Time Sensitive Priority Handling

COMMENTS

The rains have come



CROW

I suppose all that praying for rain is paying off. I just wish we started earlier. One of our California readers sent me an email saying, "Your prayers have been answered." California was in a 1,000-year drought, and now they are getting a 1,000-year rain—17 inches in two days in the northern part of the state.

The weather folks are saying that La Niña has ended, and we are in an El Niño pattern, when the Pacific cools down and starts dropping moisture on the West Coast. The "pineapple express" is in play, and they expect it to continue until Jan. 20 or so. The bad thing about this much rain in California is after their reservoirs are full—which will take a while—there are no other places to store water. They have not built additional water storage in 40 years, while their population has expanded to 40 million people. Lots of productive people are starting to leave the state because of their social policies and high taxes.

I feel a good spring coming on, and we all know that we are overdue for good spring rains. It looks like Mother Nature may give us another chance at managing excessive water. We need to continue conservation efforts, get crop and grass production back to normal and produce food. However, I would not bet on California doing a good job at water management.

Cattle markets were quiet this past week; packers are working at keeping their positive margins, with a $280 Choice cutout and cutting down on beef production. While on the other hand, cattle feeders are trying to force the markets higher. Futures markets are not providing any encouragement, so feeders are figuring that packers need cattle more than they do and are now in a waiting game.

There were some big runs of feeder cattle at auction markets last week: 17,500 head at Oklahoma City, OK, and 12,000 head at Joplin, MO. The southern Plains have not been receiving the moisture like the rest of the country and pastures remain dry. And I am sure some cattle sales were tax motivated; you always have to worry about Uncle Sam when money is concerned.

Bull sale season is in full swing and our *WLJ* field crew will be busy every day. I expect to see a favorable market. Last spring and summer, cull bulls were trading over $1 a pound and gave cattle owners a good reason to cull deep—real deep. It's getting to the point where after a 90-day breeding season, those buggers become a liability. Many ranchers get the cows bred, then sell them all. Why have a big mean beast around that will tear up men and equipment? Figure out what your breeding costs are and buy the best bulls you think you can afford.

We met one family while setting up our Nebraska livestock tour—which is set for May 21-27 this year—who buys a new bull battery every year. They get their cows bred in a 60-day breeding season, then sell all those bulls to a man in Texas for fall breeding. And I know several folks who share bulls, and split them between spring- and fall-calving herds. Cattle owners are finding creative ways to reduce their walking bull breeding costs. Some have figured out how to use artificial insemination so they can use better bulls at less costs, which can also make heifer selection much easier.

It looks like R-CALF is revving up their engines to make another run on their issues, such as mandatory country-of-origin labeling (MCOOL)—which we had at one point, until the World Trade Organization found it to be an illegal trade practice. At the time, only about 35% of beef was required to be labeled. I would support the issue if they can find a way to treat everyone involved fairly. Canadian and Mexican cattle owners did not feel like our friends at the time.

R-CALF opposes mandatory electronic identification (EID), which will be imposed by USDA in lieu of bangs tags. If you send cattle out of state, then they will need the tag—and most cattle take several truck rides in their lifetime and cross state lines. Today, the cost seems irrelevant with $1,200 calves and $1,600 yearlings—a $3 tag would be good for inventory control.

I have never understood, over all these years, how R-CALF can be against mandatory EID and then support MCOOL—one does not go without the other. Buy, hey, this is what R-CALF has stood for over the last 25 years.

Let's keep praying for rain; I can feel a good spring coming in my bones, but we need to ensure our prayers continue to be answered. — **PETE CROW**



DITTMER'S TAKE

LESSONS AND LEARNING FROM HOUSE SPEAKER FIGHT

The difficulty in electing a speaker of the House was really a battle of traditional Republicans versus a small group of Republicans who determined that free and blind spending, plus outrageous government growth, had to stop.

Every Congress sets operating rules. But this time, the rules will be aimed at restraining spending, stopping omnibus bills that no one has read and possibly requiring more than a simple majority to increase spending.

Some will view the stipulations that new House Speaker Kevin McCarthy (R-CA-20) agreed to in order to secure enough votes—characterized as "concessions" by some—as weakening his power. They especially point to the agreement that any one House member can call a no-confidence vote to remove the speaker. But such a call would be voted on. It is an enforcement mechanism.

But the progressive leftist Democrats were already worried about such a determined display of opposition to spending. What would such holdouts mean for government spending and the debt ceiling?

Our information is that the Congressional Budget Office has still not scored the omnibus bill, weeks after its passage.

From the right, there were a lot of Americans rooting for the 20 conservatives willing to stand up for changes, accountability and common sense on government spending and regulation.

Some of the countryside fury at Sen. Mitch McConnell (R-KY) and the Senate likely spilled over to the House speaker fight. Senate Republicans only needed 41 votes to block the omnibus bill. Instead, 18 Republican senators voted for a big spending atrocity to further spur inflation, add debt and reorder spending priorities. Why send $410 million for Middle Eastern countries to guard their borders, while spending nothing to protect our border?

There was no published version at press time of the speaker agreement. But it likely includes prohibitions on omnibus bills, requires 72 hours to consider bills, more single issue bills, larger majorities to increase spending and in general, a return to regular order.

Conservatives have pointed out that the power of the speaker, reinforced by the magic of controlling campaign funding, has grown too much. As radio financial and political analyst Larry Kudlow pointed out, the directions and prohibitions are really a return to the committee structure directed by the Constitution.

Cattlemen are accustomed to policy discussions, initiatives and votes coming out of member committees. Congress is supposed to work that way. Setting some ground rules for the House speaker is a great way to return to proper governing. There are supposed to be hearings, debates, amendments and committee decisions on 12 different appropriations bills, not a hideous and clandestine monstrosity at the 11th hour, spending trillions.

Regular order also applies to other legislation. Federal agencies have just been shoveling funds with little congressional oversight. Regulations have been imposed by federal fiefdoms that stifle growth, hamstring businesses and waste taxpayer funds in service to dubious philosophies like controlling the climate, redressing wrongs from hundreds of years ago or trying not to offend someone's feelings.

Wayne Crews of Competitive Enterprise Institute (CEI) and his "Ten Thousand Commandments" report annually details how government regulations stifle the economy and provide a hidden tax on economic growth. Crews noted the government itself tallies 332 "economically significant" rules—$100 million in annual economic impact—currently in the pipeline.

The executive orders President Joe Biden characterizes as "modernization" constitute a "whole of government" approach that directs agencies to incorporate rules on climate change, social justice, long COVID and "equity" into government social engineering on a huge scale, Crews said.

Kudlow believes the right should use the West Virginia Supreme Court decision to force federal agencies back within their delineated purposes. The left has utilized the high court to win legal battles for laws Congress refused to pass.

CEI's founder Fred Smith puts it this way: The Constitution isn't perfect, but it's much better than what we have now.

Rep. French Hill (R-AR-02) explained to Kudlow the operations under former House Speaker Nancy Pelosi (D-CA-11). Last year, House and Senate committees had developed a bipartisan infrastructure bill, holding hearings, operating the committee system in "regular order." Instead, Pelosi allowed a Senate bill to "parachute" in—no amendments allowed—and that was the bill passed, with mostly non-infrastructure projects.

McCarthy, as House speaker, should be of some advantage to California's cattlemen. We have heard in the past that there were communication lines open. That could be helpful.

Newsworthy: Sen. Debbie Stabenow (D-MI), chairwoman of the Senate Agriculture Committee, will not run for reelection in 2024. For Stabenow, who is not particularly friendly to production animal agriculture, the next farm bill will be her last. — **Steve Dittmer, *WLJ* columnist**

(Steve Dittmer is the author of the Agribusiness Freedom Foundation newsletter. Views in the column do not necessarily represent the views or opinions of* WLJ *or its editorial staff.)

GUEST OPINION

EPA WRONG ABOUT NEW WOTUS RULE

The Environmental Protection Agency's (EPA) new Waters of the U.S. (WOTUS) rule isn't just a step in the wrong direction, it goes a mile the wrong way—backward. Instead of making federal regulations more clear, the rule reinstates confusing standards that have already caused decades of uncertainty and litigation.

Most importantly, the rule gives the government sweeping authority over private lands and will require teams of lawyers and consultants for common and necessary farming activities. We worked with the EPA's staff and leaders while they were drafting the rule, hoping our input would make these regulations clear and fair, but I'm deeply disappointed in the outcome.

Farmers and ranchers share the goal of protecting our nation's waterways, but we deserve rules that don't require hiring experts to tell us if we can farm our land. The Clean Water Act gives the government authority to regulate navigable waters—but the new rule reaches beyond. The EPA doubled down by expanding the significant nexus test, which comes down to a subjective determination of whether the federal government can regulate large areas of farmland miles from the nearest "navigable" water.

Unfortunately, government overreach and confusing water regulations on our farms aren't new. In 2016, Eric Kelsey, an Illinois corn, soybean and wheat farmer, bought a farm next to the one his great-grandfather had purchased generations earlier. Eric used some of the land to build a home for his family and later wanted to make some improvements to land that wasn't farmable—a section that sat low and didn't drain well. Eric thought he'd just make it official and put a pond in that spot.

He wanted to make sure he did everything right, so he reached out to the Natural Resources Conservation Service and the Army Corps of Engineers. He was bounced back and forth between them for two years, talking about what was allowed and what permits he would need. One day, he called a supervisor he knew in one of the offices, who told Kelsey, "You don't even need a permit for that." Two people, same office, two different answers. The government's own employees couldn't even understand the regulations. So, how can they expect the public to understand them? The new rule puts us right back into regulatory confusion.

Farmers across the country are taking proactive steps to protect water on and around our farms. The 2020 Navigable Waters Protection Rule clarified what lands and waters were regulated and what were not. The definitions were easy to understand and allowed farmers, ranchers and other landowners to determine if they needed a federal permit to improve their land. But this new rule takes us backward.

This overreach could subject farming activities like moving dirt, plowing or building fences to require a federal permit. That means more paperwork, more delays and more lawyers. Instead of being treated as partners in protecting our nation's water supply, we are being told what we can and can't do on our farms by the federal government. On farms across America, we've increased practices that reduce soil erosion and keep nutrients in our fields. We've increased the use of cover crops and placed over 140 million acres of land into voluntary conservation programs. We've installed buffer strips to filter water coming off our fields and installed protective zones and terraces—all to protect water quality for our families and yours.

The EPA held a slew of listening sessions about the rule, but then disregarded what they heard. Now, we will use every tool in our toolbox to arrive at a rule with clear and commonsense parameters that allows Americans to manage their land without an army of lawyers. Farmers—and all landowners—deserve better. — **Zippy Duvall, American Farm Bureau Federation president**

WLJ

Letters to the editor: Letters for publication must 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, Attn: Editorial Dept., 7355 E. Orchard Road #300, Greenwood Village, CO 80111.

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WESTERN LIVESTOCK JOURNAL (ISSN 0094-6710, USPS 678660) is published weekly (52 issues annually, plus special features) by Western Livestock Journal LLC, 7355 E. Orchard Rd. #300, Greenwood Village, CO 80111. Website: www.wlj.net. Email: advertising@wlj.net or editorial@wlj.net. U.S. subscription rates: 1 year - $55, 2 years - $85, 3 years - $110. Single-copy price: $1.50. Periodicals postage paid at Denver, CO, and at additional mailing offices. POSTMASTER: Send address changes to Western Livestock Journal, P.O. Box 370930, Denver, CO 80237-0930.

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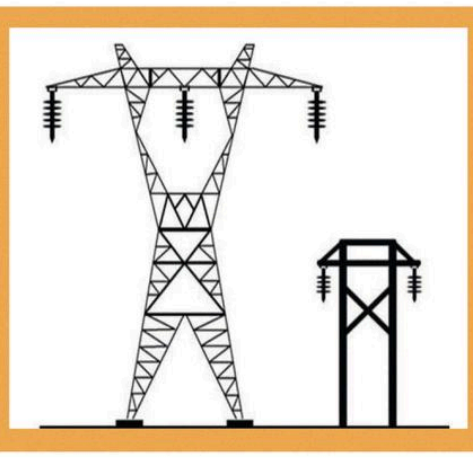
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THE VIEWPOINT

with Mark McCully

This exclusive column found only in WLJ features unique perspectives from some of the nation's top producers, marketers, animal health experts, economists and more.

Mark McCully took the reins as American Angus Association CEO about 2 1/2 years ago, but he is no stranger to the Angus business. Mark served the Certified Angus Beef (CAB) brand just short of two decades before transitioning to his current role as head of the association. In his time working with the Angus breed, Mark has stressed the importance of allowing all breeders to come together in something bigger than their individual programs.

"This allows them to ultimately stay independent and leverage the size and the scale of the association to help them maintain access to genetics or markets, or whatever that may be," he told *WLJ*.

National shows

WLJ spoke to Mark shortly after the Angus events concluded at the 2023 Oklahoma City Cattlemen's Congress, a show that saw strong entries and competition, he said.

"I continue to be amazed, as someone who grew up in that world and has been around it for a while," he said. "It's the quality of the top end. There really is not much of a bottom end anymore to these shows, and it's pretty impressive."



Courtesy photo

Mark McCully

In addition to the show numbers, Angus had nine pens and two carloads of bulls, each of which exhibited a great set of bulls, Mark said. There were also a number of Angus sales held.

"There really wasn't a soft spot in any of them," Mark said. "The different types of Angus cattle is the unique thing there. Some sales had really big numbered cattle, some had stout phenotype cattle, some had a combination and others had different breeding philosophies on display. And they were all met with really strong demand."

Angus also hosted their 2023 National Angus Bull Sale at Cattlemen's Congress, the only association-sponsored sale. The sale began by selling a female donated by Coleman Angus of Montana, which was purchased by Ingram Angus of Tennessee, raising $130,000 for the Angus Foundation. There were also a number of pregnancies sold throughout several sales, with proceeds benefiting the foundation.

Mark noted the show ring has evolved, just like every part of the business has. He grew up going to open shows where breeders had strings of their genetics on display, and you were able to see each breeder's genetic programs. While that still exists to some extent, he said, open shows now are largely about the junior heifers and the junior exhibits.

> *"We work to serve that very diverse membership and we're fortunate in that we have some size and resources that we're able to do that in a fairly significant way."*
>
> —Mark McCully

"That market has gotten so strong that these junior heifer prospects are pretty valuable commodities," he said. "There's so many ways now to market those prospects because of the internet and some alternative marketing options that we didn't have available to us back in the 'olden days,'" he said.

He added that one of the unique things about the Oklahoma City show was there were a few people exhibiting in the pen show who may not have exhibited at the National Western Stock Show in Denver, CO, in the past, opening up marketing opportunities for some Angus producers who are located in more southern or southeastern parts of the country.

While the landscape of shows has changed a bit, they are still a great opportunity to showcase a breeder's genetic program and to use them as a marketing outlet, he said.

Next on the association's itinerary was the National Western Stock Show, which was set to host the Angus events shortly after *WLJ* press time. Mark said the pen and carload shows were expected to have strong turnout, with just over 30 entries submitted for the pen show. Numbers "on the Hill" were also expected to be very strong, rebuilding after COVID-19 put a pause on events.

"One of the things I always enjoy most going out to the show is having a tent down in the Yards where breeders can stop in. It's always a fun way to get reconnected, sometimes with folks that we see once a year," Mark said. "We look forward to hearing what's on breeders' minds and answering any questions that they might have."

CAB

The growth at CAB has been incredible, Mark said. Most impressive is the impact the brand has had across the industry, he added, saying it's not just because of the number of pounds sold, but the fact that it drives people's businesses at food service.

"We may not think of it that much from a producer standpoint—we tend to think about it as a product spec and knowing they're out there selling our beef—and maybe we don't think about how critical that brand is to these businesses," he said. "To have the brand is so valuable to them. I think that's pretty key."

When Mark first started out at CAB, one of the questions the brand most often answered was "Where is my premium?" Now, the brand never has to answer that question, he said.

"When you're out watching these feeder cattle markets, you see these cattle that bring the bigger premiums for sure on the fed cattle market. We see things like $900 premiums on a Prime carcass today," he said. "What it's taught me in a bigger way, is that it is simply about creating pull through demand."

He continued, "If you stay consistent on that and you build something that has value that somebody wants, you create the pull through demand, and then you allow the system to take advantage of that demand. It's a model that works."

One of Mark's favorite things working at CAB was seeing every segment of the supply chain. In his role as association CEO, he is able to combine his experience at CAB with his duty to brainstorm about genetics and evaluation, and how to put tools in the hands of cattlemen to take advantage of economic signals, making them as profitable as they can be.

"When you couple the really strong pull through demand with the most powerful tools and the most predictive power of a database that the American Angus Association has today, it's a pretty good recipe for success for our commercial cattlemen," Mark said.

In today's industry, three-quarters of fed cattle are black hided, he said, and one of the association's biggest focuses has been driving the value of an Angus registration certificate: "The power of the pedigree, the power of the data that comes with that, the power of the programs that a registration certificate unlocks for a commercial cattleman," he said.

Mark emphasized the importance of recognizing the diversity within the association and knowing that not all of its members come to the association for the same thing. He recalled a recent interaction where one moment he was speaking with a brand new member, who was wanting to learn how to get started in the breed, to walking over to a fourth-generation breeder who was asking questions about future genetics.

"Both of those people are members of the American Angus Association," Mark said. "So we work to serve that very diverse membership and we're fortunate in that we have some size and resources that we're able to do that in a fairly significant way. Every member is different, but every member has a seat at the table." —**Anna Miller, *WLJ* managing editor**



American Farm Bureau establishes 2023 policies

Farmer and rancher delegates to the American Farm Bureau Federation's (AFBF) 104th Convention adopted policies on Jan. 10 to guide the organization's work in 2023. Key topics ranged from expanding risk management programs and improving dairy pricing transparency to battling hunger.

Delegates were polled regarding their farms at the beginning of the voting session. The results show almost 99% (334 delegates) of those who cast votes operate family farms and almost 65% represent small- to mid-size farms as defined by USDA.

"Delegates demonstrated the strength of Farm Bureau by coming together to represent hard-working farm families from all 50 states and Puerto Rico," said AFBF President Zippy Duvall. "There's a lot of work to do in 2023 as Congress drafts the next farm bill, and the policies set forth today will guide AFBF as we work to ensure farmers and ranchers can continue to meet the growing needs of families in America and around the world."

Delegates to the American Farm Bureau business meeting voted to modernize the farm bill by expanding baseline funding, developing more flexible disaster relief programs and extending protection to more specialty crops.

They also voted to bring more transparency to the federal milk pricing system. Several changes to policy include support for more USDA audits of processing costs to ensure data remains accurate and a Federal Milk Marketing Orders (FMMO) voting procedure that requires cooperatives to communicate more clearly with members regarding proposed changes. The results of an FMMO forum hosted by AFBF in October 2022 served as a guidepost for policy changes.

Recognizing growing food insecurity in the U.S., delegates approved new policy to support access to nutrition programs, including connecting farms directly with food banks, increasing the number of Supplemental Nutrition Assistance Program-approved food sales outlets and other efforts to make produce available to families living in food deserts.

On trade, delegates added policy for USDA to continue working with the Mexican government to drop a proposed ban on imports of biotech corn. The new policy also encourages USDA to urge the Mexican government to accept established science on the safety of U.S. biotech products.

Voting delegates also formalized Farm Bureau's position opposing the 2022 Waters of the U.S. rule and a proposed Securities and Exchange Commission rule if it requires Scope 3 emissions reporting from farms.

Beyond policy changes, delegates also elected members to serve on the AFBF board of directors and national program committees.

Chris Hoffman, president of Pennsylvania Farm Bureau, and Wayne Stafford, president of Maryland Farm Bureau (Northeast Region), were elected to fill one-year terms on the AFBF board of directors. Joe Newland, president of Kansas Farm Bureau (Midwest Region), and Scott Mugrage, president of Alaska Farm Bureau (Western Region), were elected to two-year terms on the AFBF board of directors.

Fifteen other state Farm Bureau presidents were re-elected to two-year terms to represent their regions on the board.

From the Midwest Region: Rich Guebert, Illinois; Randy Kron, Indiana; Brent Johnson, Iowa; and Dan Glessing, Minnesota.

From the Northeast Region: David Fisher, New York, and Joe Tisbert, Vermont.

From the Southern Region: Tom McCall, Georgia; Jim Harper, Louisiana; Mike McCormick, Mississippi; Shawn Harding, North Carolina; Rodd Moesel, Oklahoma; Eric Mayberry, Tennessee; and Russell Boening, Texas.

From the Western Region: Stefanie Smallhouse, Arizona, and Jamie Johansson, California.

Matt Fimon of Virginia was elected chair of the Young Farmers & Ranchers Committee, taking over the position in March at the end of the Young Farmers & Ranchers Conference for a one-year term. Heather Graham of Kentucky was elected vice chair and Joel Currier of Colorado was elected secretary. They will each serve one-year terms.

Isabella Chism of Indiana was re-elected chair of the Women's Leadership Committee and Lorenda Overman of North Carolina was re-elected vice chair, each for a two-year term. Lou Nave of Tennessee (Southern Region), Lisa Wherry of Pennsylvania (Northeast Region), Marieta Hauser of Kansas (Midwest Region) and Shawn Wood of Arizona (Western Region) were re-elected to two-year terms.

Daryn Westergard of Utah was elected chair of AFBF's Promotion & Education Committee, and Alan Clark of Idaho was elected vice chair. Both will serve two-year terms beginning in March.

AFBF thanks the more than 60 speakers and nearly 5,000 registered attendees who helped make the 2023 Convention such a success. Registered attendees may view selected workshops and sessions on-demand on the convention virtual platform for the next 90 days.

Planning for the American Farm Bureau's 2024 Convention has already begun. Mark your calendar to meet us Jan. 19-24, 2024, in Salt Lake City, UT. — **AFBF**

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CED: +14 BW: -.8 WW: +76 YW: +145 M: +28 Marb: +1.05 RE: +1.24$C: +334
50K Rankings
CED: 4 BW: 8 WW: 43 YW: 10 DMI: 84 YH: 53 SC: 15 HP: 77 CEM: 18 M: 43 MW: 61
MH: 58 CW: 14 Marb: 15 RE: 1 Fat: 68 Tend: 3 BW 74# NR: 107 YR: 113

PAP 39 Highly recommended for heifers at elevation. Perfect bull to lead off our 50th annual bull sale. Combines tremendous phenotype, calving ease, pap, performance, carcass, and an epd profile that's second to none. We'll use this bull in our AI program next year.

Cherry Crk Blue Collar J179S
8/29/21 AAA# 20401514



CED: +12 BW: -.8 WW: +73 YW: +133 M: +36 Marb: +1.04 RE: +.64 $C: +273
50K Rankings
CED: 17 BW: 23 WW: 19 YW: 12 DMI: 78 YH: 35 SC: 32 HP: 47 CEM: 61 M: 5
MW: 12 MH: 17 CW: 29 Marb: 18 RE: 33 Fat: 57 Tend: 9 BW: 71# NR: 106 YR: 108

PAP 37 Highly recommended for heifers at elevation. Herd bull prospect. Another outstanding son of Blue Collar and a beautiful first calf heifer by Assertive. Added length of body and extra eye appeal. We will also use this bull heavily in our AI program next year.

Cherry Crk Ramesses J355 BH
9/19/21 AAA# 20401436



CED: +11 BW: +.8 WW: +78 YW: +132 M: +30 Marb: +.81 RE: +.86 $C: +281
50K Rankings
CED: 16 BW: 26 WW: 37 YW: 46 DMI: 67 YH: 78 SC: 45 HP: 20 CEM: 23 M: 48 MW:
52 MH: 59CW: 50 Marb: 46 RE: 24 Fat: 44 Tend: 3 BW: 90# NR: 111 YR: 108

PAP 36 Recommended for large heifers and cows at elevation. Herd bull prospect. Elite EPD profile combining calving ease, performance, pap, and carcass. Dam is a powerful Hickok daughter and is also the granddam to lot 4.

Cherry Crk Commodore J218M
9/2/21 AAA# 20404229



CED: +10 BW: +1.2 WW: +90 YW: +162 M: +28 Marb: +.51 RE: +1.05 $C: +312
50K Rankings
CED: 26 BW: 46 WW: 1 YW: 1 DMI: 84 YH: 9 SC: 67 HP: 36 CEM: 29 M: 70 MW: 9
MH: 13 CW: 2 Marb: 60 RE: 4 Fat: 17 Tend: 46 BW: 84# NR: 107 YR: 114

PAP 42 Herd bull prospect that combines eye appeal, calving ease, performance, and PAP. Dam is a first calf heifer. Top 10% in the breed for WW, YW, CW, RE, $W, $F, $B, and $C.

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AFBF, John Deere sign right to repair memo

The American Farm Bureau Federation (AFBF) and John Deere signed a memorandum of understanding (MOU) on Jan. 8 that ensures farmers' and ranchers' right to repair their own farm equipment. The MOU, signed at the 2023 AFBF Convention in San Juan, Puerto Rico, is the culmination of several years of discussions between AFBF and John Deere.

"AFBF is pleased to announce this agreement with John Deere. It addresses a long-running issue for farmers and ranchers when it comes to accessing tools, information and resources, while protecting John Deere's intellectual property rights and ensuring equipment safety," said AFBF President Zippy Duvall.

"A piece of equipment is a major investment. Farmers must have the freedom to choose where equipment is repaired, or to repair it themselves, to help control costs. The MOU commits John Deere to ensuring farmers and independent repair facilities have access to many of the tools and software needed to grow the food, fuel and fiber America's families rely on."

> *John Deere commits to engaging with farmers and dealers to resolve issues when they arise and agrees to meet with AFBF at least twice per year to evaluate progress.*

David Gilmore, John Deere senior vice president of Ag & Turf Sales & Marketing, said, "This agreement reaffirms the longstanding commitment Deere has made to ensure our customers have the diagnostic tools and information they need to make many repairs to their machines. We look forward to working alongside the American Farm Bureau and our customers in the months and years ahead to ensure farmers continue to have the tools and resources to diagnose, maintain and repair their equipment."

The MOU sets parameters and creates a mechanism to address farmers' concerns. John Deere commits to engaging with farmers and dealers to resolve issues when they arise and agrees to meet with AFBF at least twice per year to evaluate progress.

The agreement formalizes farmers' access to diagnostic and repair codes, as well as manuals (operator, parts, service) and product guides. It also ensures farmers will be able to purchase diagnostic tools directly from John Deere and receive assistance from the manufacturer when ordering parts and products.

The MOU has the potential to serve as a model for other manufacturers, and AFBF has already begun those discussions. — **AFBF**

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8	2.7	80	156	27	0.87	1.00	49	217	330



EZAR STEP UP 1476

Sire: EZAR Step Up 9178 • Dams Sire: Gardens Project

CED	BW	WW	YW	MILK	Marb	RE	$M	$B	$C
8	3.4	83	144	21	1.92	0.97	40	227	334



EZAR FIREBALL 1457

Sire: GB Fireball 672 • Dams Sire: Basin Bonus 4345

CED	BW	WW	YW	MILK	Marb	RE	$M	$B	$C
16	-2.2	70	133	28	1.55	0.59	60	203	323



EZAR DISCIPLE 1536

Sire: EZAR Disciple • Dams Sire: Basin Payweight 1682

CED	BW	WW	YW	MILK	Marb	RE	$M	$B	$C
3	3.3	90	159	31	0.57	0.90	68	194	320



EZAR GOALKEEPER 1509

Sire: Baldridge SR Goalkeeper • Dams Sire: Gardens Project

CED	BW	WW	YW	MILK	Marb	RE	$M	$B	$C
3	3.3	87	157	25	1.36	0.78	44	197	300



EZAR SAFE DEPOSIT 1456

Sire: Basin Safe Deposit 9324 • Dams Sire: EXAR Stud 4658B

CED	BW	WW	YW	MILK	Marb	RE	$M	$B	$C
13	2.0	75	140	29	0.86	0.94	72	179	304

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Pasture lease drought considerations in 2023

Drought conditions usually occur one out of every five years in Nebraska, especially in the western regions. Further, when severe drought conditions occur in one year, the majority of the time, another extreme drought subsequently follows in the next growing season.

Our last back-to-back extreme drought occurred in 2012 and 2013. Will the extreme 2022 drought conditions repeat again this year? If so, should pasture lease agreements be adjusted?

Historically, pastures (especially in the western region) need time for full recovery after drought. During Dust Bowl years, heavily overgrazed pastures often resulted in delayed forage production for up to five years. Whereas, moderately grazed pastures recovered quicker.

So, now may be the time for landowners and tenants to include a clause in their written pasture lease agreements to account for potential dry conditions. Other pasture biomass management clauses might include severe hail and wildfire considerations.

Traditionally, pasture leases are for five or six months, from April or May through October. Previously stressed warm-season grass pastures might be rested by delaying grazing season start in 2023. Further, pasture stocking rates could be reduced 10-15% and adjusted further if drought continues. In fairness, pasture rent owed should also be adjusted accordingly if the grazing season is shortened.

Consider pricing leases based on grazing animal unit months rather than a flat rate per acre or cow-calf pair. A clause might be added to cover livestock water in case water sources go dry. Typically, pasture weed control is a landlord expense, but if the pasture was overgrazed due to drought, weed control costs might be shared between landowners and tenants.

Start your communications early and make written agreements for fairness and equity. The University of Nebraska-Lincoln Extension provides free fillable Ag Lease 101 leases at cap.unl.edu. Other drought information is available at beefwatch.unl.edu and cropwatch.unl.edu. — **Todd Whitney, Nebraska Extension cropping systems and water educator**

Free online Ag Economic Dialogues to continue

South Dakota State University (SDSU) Extension will continue the Ag Economic Dialogues series in 2023 to address current economic issues that farmers and ranchers face.

The monthly series will start at 10 a.m. CST on Jan. 20, and will continue on the third Friday of every month until Dec. 15. Other dates for 2023 are Feb. 17, March 17, April 21, May 19, June 16, July 21, Aug. 18, Sept. 15, Oct. 20, Nov. 17 and Dec. 15.

Registration is free and participants can join from the comfort of their home or business via Zoom.

Potential topics include production input costs, market outlook, insurance options and macroeconomic issues.

Heather Gessner, SDSU Extension livestock business management field specialist, said she'll announce the topics one to two weeks before each session. Each month is different and focused on timely topics and current events to help farmers and ranchers navigate the ag economy as it changes.

"In SDSU Extension, we provide the information and education, and tie in resources for assistance," Gessner said. "We hope to teach you something and give you the ability to do it, or take it to the next step."

Discussion is encouraged, she said. The sessions usually bring in an audience that includes farmers, ranchers, lenders, insurance agents and other educators.

To register for the Ag Economics Dialogues, visit extension.sdstate.edu/events. One-click registration for the entire year is available. — **SDSU Extension**

Newly received feedlot calves may need more protein

Newly received feedlot calves undergo numerous stressors that can be brought about by weaning, transportation and commingling. These stressors can affect digestive and immune function for these calves. This article will focus on the nutritional implications these stressors can have on feed intake of newly received feedlot calves, specifically their protein requirements.

Feed and water deprivation, from abrupt weaning and learning to eat new feedstuffs or due to the time spent during transport, can affect the willingness of newly received feedlot calves to consume feed upon arrival. Feed intake during the first week of arrival in the feedlot can be considerably less than the second week for calves. Therefore, the receiving diet should have a greater nutrient density to compensate for the decreased feed intakes of newly received feedlot calves.

The lesser feed intake observed during the first week of feedlot arrival has not been shown to be due to reduced rumen bacteria or digestibility of the consumed feed. Rather, it may be driven by a change in endocrine signaling and blood metabolite concentrations that changed due to the feed and water deprivation.

Researchers from The Ohio State University, Fluharty and Loerch, investigated the effects of different crude protein (CP) percentages and protein sources included in the receiving diet fed for the initial weeks after arrival. In experiment one, average daily gain (ADG) and feed efficiency (G:F) improved linearly with increasing CP concentrations from 12, 14, 16 and up to 18% during the first week after feedlot entry. Dry matter feed intake (DMI) was not different across the different CP concentrations.

However, DMI was about 45% less during week one relative to week two, so CP intake ranged from 322 to 580 grams/day (0.71 to 1.28 lb./d) during the first week after feedlot entry. Over the course of the six week receiving period, feeding spray-dried blood meal resulted in a greater G:F compared with soybean meal as the protein source in the diet.

Rumen undegradable protein sources may be more beneficial when the supply of amino acids is low and DMI is less than 2% of their body weight. This experiment demonstrated that newly received calves weighing 525 pounds benefited from greater concentrations (16 and 18%) of CP during the first week after entering the feedlot.

Experiment two investigated greater CP concentrations with soybean meal and blood meal, each supplying 50% of the CP at 11, 14, 17, 20, 23 or 26% of the diet dry matter. The DMI of calves did not differ across the different CP concentrations, but DMI was 48% less during week one relative to week two. Crude protein intake increased from 265 g/d to 738 g/d (0.58 to 1.63 lb./d), with only the 23 and 26% CP concentrations meeting the protein requirements of 525 lb. calves trying to achieve a 3 lb./d ADG.

Not surprisingly, ADG increased linearly with the 23 and 26% CP treatments having the greatest ADG during week one. Interestingly, G:F demonstrated a quadratic response where 17 and 20% CP treatments were greatest during week one and for ADG and G:F across the entire four-week receiving period on average. Therefore, the results indicate that about 20% CP resulted in the best feedlot performance during the receiving period.

Experiment three investigated changing dietary CP concentrations after week one and week two when feed intake appeared to be the lowest. Crude protein concentrations were 23% for week one, 17% for week two, and 12.5% for week three. In addition, different feedstuffs were investigated to supply dietary protein, with either soybean meal, blood meal, corn gluten meal or fish meal used. Feed intake was 40-48% less during week one compared with week two.

The different protein sources did not result in any significant differences in feedlot performance during the four-week receiving period. As long as metabolizable protein requirements are being met, a wide variety of protein sources may be used to meet dietary protein needs of newly received feedlot calves.

It is not uncommon for newly received feedlot calves to have feed intakes 0.5-1.5 % of their body weight during the first week. However, providing these stressed calves adequate energy and protein to meet their nutrient needs will improve their ability to increase their feed intake and combat potential illnesses. Providing calves a preconditioning period before feedlot entry can greatly reduce weaning stress, expose and acclimate calves to the feedstuffs used in feedlots and accumulate energy reserves prior to transport, which will allow for an easier transition into the feedlot for newly received calves. — **Michigan State University Extension**

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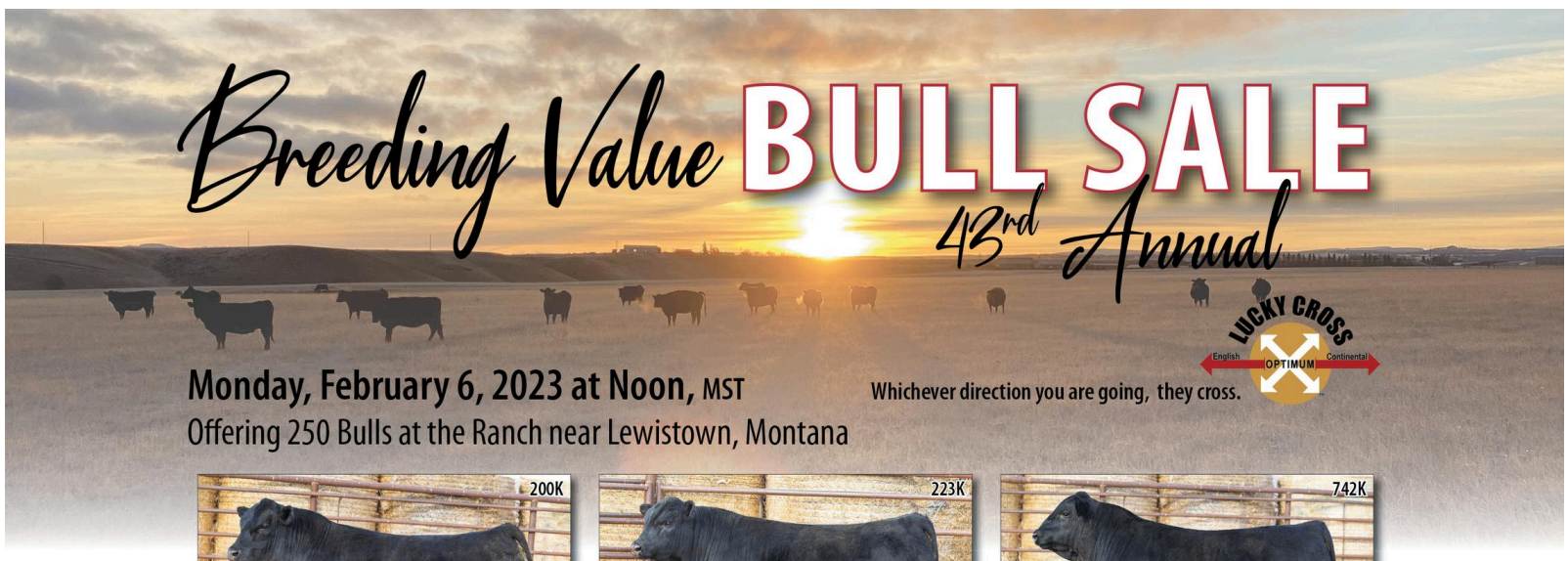
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CE	BW	WW	YW	MCE	MILK	MWW
18.6	-3.6	82.6	126.3	10.6	26.4	67.7
DOC	CW	YG	MARB	REA	API	TI
14.6	40.1	-0.23	0.90	0.74	181.4	102.3


223K
ASA 4033663
BAR CK PENDLETON 7028 x GW MISS BREAKTHRU 480H
HOMO BLACK HOMO POLLED 5/8 SM 3/8 AN

CE	BW	WW	YW	MCE	MILK	MWW
20.8	-3.7	75.6	126.4	12.5	27.5	65.2
DOC	CW	YG	MARB	REA	API	TI
18.8	32.6	-0.13	1.09	0.44	188.6	103.4


742K
ASA 4033579
GW HAWKEYE 805H x GW MISS DUE NORTH 849E
HOMO BLACK HOMO POLLED 5/8 SM 3/8 AN

CE	BW	WW	YW	MCE	MILK	MWW
13.2	-1.6	86.0	132.9	7.9	28.2	71.2
DOC	CW	YG	MARB	REA	API	TI
16.7	25.9	-0.13	0.85	0.53	177.8	100.0


728K
ASA 4033540
GW HIGH BALL 102H x GW MISS ADVANTAGE 391G
HOMO BLACK HOMO POLLED 5/8 SM 1/4 AR 1/8 AN

CE	BW	WW	YW	MCE	MILK	MWW
16.8	-2.8	80.3	130.1	9.7	27.9	68.0
DOC	CW	YG	MARB	REA	API	TI
17.5	36.0	-0.11	0.81	0.57	185.1	97.5


562K
ASA 4033388
GW DEADWOOD 079G x GW MISS COMMOTION 733D
RED HOMO POLLED 5/8 SM 1/4 AR 1/8 AN

CE	BW	WW	YW	MCE	MILK	MWW
13.7	-2.5	64.4	102.4	8.9	27.9	60.0
DOC	CW	YG	MARB	REA	API	TI
16.0	14.5	-0.07	0.86	0.13	179.7	88.1


208K
ASA 4033336
GW DEADWOOD 079G x GW MISS BRONCO 144H
HOMO BLACK HOMO POLLED 5/8 SM 3/16 AN 3/16 AR

CE	BW	WW	YW	MCE	MILK	MWW
18.1	-2.6	72.5	118.4	9.8	27.9	64.1
DOC	CW	YG	MARB	REA	API	TI
15.3	27.0	-0.12	0.85	0.26	182.7	94.0

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CA rule banning older trucks is a challenge for agriculture

As of Jan. 1, under a newly implemented state rule, large trucks and buses made before 2010 are prohibited from operating in California. The rule, which includes restrictions on the big rigs that transport much of the state's agricultural produce, is the final phase in a set of clean air regulations passed by the California Air Resources Board (CARB) in 2008.

The rule applies to diesel vehicles that weigh at least 14,000 pounds. At the close of the year, CARB estimated that around 70,000 big rigs, or roughly 10% of the state's commercial trucks, were not in compliance with the rule.

The Air Resources Board created the regulation because newer engines are better at filtering out toxic particulates. According to state regulators, big rigs emit more than half the vehicle-related pollution in California, even though they make up just 6% of the motor vehicles registered in the state.

In a memo released last year, CARB Deputy Executive Officer Craig Segall called the regulation one of the board's "biggest successes in protecting public health."

However, as the final requirements of the rule go into effect, farmers and trucking company owners say it imposes a heavy burden, especially for small trucking businesses and agricultural producers using older trucks on a seasonal or part-time basis.

Business owners looking to replace noncompliant trucks with newer big rigs face a steep financial hill.

With the rule now in effect, the older trucks "have no resale value," said Katie Little, policy advocate for the California Farm Bureau. "The market is saturated with these old trucks, which you have to sell across state lines, so the resale value has really just dropped."

The next step, purchasing a newer big rig, has been complicated by pandemic-related supply chain issues that have created a monthslong backlog for new diesel trucks and inflated the market for used vehicles. To get a big rig made in 2010 or later, prices run anywhere from $50,000 to around $200,000.

For the most part, large trucking companies have had time to transition their fleets, as they get enough use out of them for the investment in new trucks to pay off.

Those who have expressed the most concern about the rule, Little said, have been "smaller family farms that have a truck or two and use them during harvest season or planting season," but not year-round. "It's for part-time use, and the cost of investment (to get a new truck) is just really a heavy lift right now," she said.

Until this year, an agricultural exemption had allowed big rigs made before 2010 to run up to 10,000 miles per year. But that exemption ended as part of the final phase of the rule. People using noncompliant big rigs for agricultural purposes must now abide by a general 1,000-mile limit.

Tom Barcellos, owner of Barcellos Farms, a Tipton-based dairy farm and trucking company, has a fleet of 24 trucks, including six that were made before 2010. Under the 10,000-mile agricultural exemption, Barcellos could use his older trucks to haul feed between his two dairies 3 miles apart and haul silage from the field.

Now, under the new limit, he may have little choice but to sell those trucks at a low price, as he can't get the work done while staying within the new limit. "The thousand miles is what's going to kill us," Barcellos said.

For some farmers, even just a 2,000-mile limit might be enough. But "unfortunately, the department is sticking hard and fast to their thousand-mile limit," Little said.

At the same time, Barcellos and other farmers with similar operations don't put enough miles on their trucks to make it worth investing in new ones that are compliant with CARB regulations.

"It's not going to generate enough income to pay its bills and warrant that kind of money," Barcellos said. "It's challenging for a lot of people."

The state has provided incentive programs and financial assistance to upgrade to newer diesel trucks, but the return on investment still doesn't add up for everyone. According to news reports, some business owners, including those shipping fresh produce in the Salinas Valley, have downscaled or left the trucking sector altogether rather than buy expensive new diesel trucks.

Trucking company owners are also weighing other challenges, including higher diesel prices and looming regulations aimed at further curtailing pollution and carbon emissions.

At the moment, CARB is considering a proposed regulation to phase out big rigs and other trucks with internal combustion engines and replace them with zero-emission vehicles, forcing some trucking companies to begin converting their fleets in 2024 and prohibiting the sale of all new fossil-fueled trucks by 2040.

"It seems like these rules are all stacking up against each other, and farmers are going to have to make an investment now (in a newer diesel truck) and then make another large investment (in a zero-emission truck) when the electric vehicle rules come through," Little said. "It doesn't give our members a lot of time to recoup the costs of these regulations that seem to be bearing down on them."

Business owners said the cost of abiding by the regulations will be borne by farmers and ultimately by consumers.

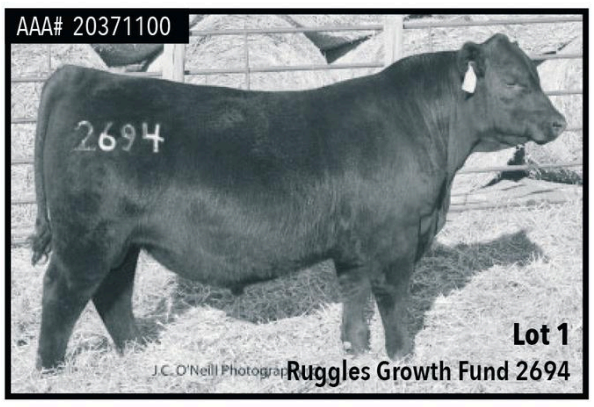
"Looking beyond myself, this is going to end up raising the rate in agriculture in general," Barcellos said. "No matter what it is—we haul (farm) equipment for other people—the rates are going up because of all the added costs." — **Caleb Hampton, California Farm Bureau Ag Alert assistant editor**

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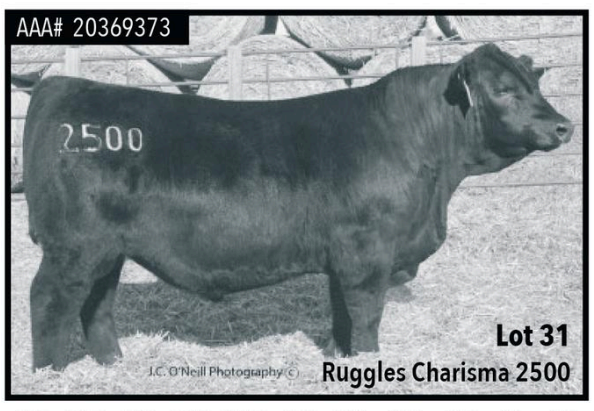
130 Yearling & 18-Month-Old Bulls & 22 Replacement Heifers will sell!



CED	BW	BW	WW	WW	YW	Milk	$M	$W	$B	$C
5	80	2.5	106	811	181	33	98	101	167	315



CED	BW	BW	WW	WW	YW	Milk	$M	$W	$B	$C
12	84	0.9	98	758	170	30	81	96	138	260



CED	BW	BW	WW	WW	YW	Milk	$M	$W	$B	$C
8	77	0.4	86	838	140	24	72	84	134	246



CED	BW	BW	WW	WW	YW	Milk	$M	$W	$B	$C
16	70	-3.1	69	769	128	29	76	76	125	238

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PRODUCT NEWS

BioZyme launches new brand for fermentation products

BioZyme Inc. is proud to launch its newest brand, AO-Biotics. AO-Biotics is a line of fermentation products derived from BioZyme's innovative fermentation of Aspergillus oryzae (AO), that promotes resilience. As global experts in AO fermentation, BioZyme is excited to bring to market AO fermentation products that are "anything but ordinary."

The first product addition to the AO-Biotics is Amaferm. For the last 50-plus years, Amaferm has been the hallmark ingredient in BioZyme's premier line of animal nutritional supplements and health products. It is a prebiotic research-proven to enhance digestibility.

While research continues to expand on Amaferm, BioZyme is also on track to develop new products under the AO-Biotics brand. These will include both prebiotics and postbiotics.

"We are very passionate about utilizing our expertise in AO fermentation to develop new products that address common challenges in animal agriculture globally," said Lisa Norton, BioZyme president and CEO.

BioZyme, a member of the International Science Association for Probiotics and Prebiotics (ISAPP), has long manufactured and marketed prebiotics. However, inaugural sales of postbiotics are scheduled for the first quarter of 2023. Postbiotics are defined by ISAPP as "a preparation of inanimate microorganisms and/or their components that confers a health benefit on the host." These may include inactivated microbial cells, cell components or metabolites. AO's capacity to produce unique cell components and metabolites makes it ideal for generating innovative postbiotics.

"We are using AO as a biofactory to create biotics that promote an animal's resilience to overcome specific challenges, whatever those may be," shared Lynsey Whitacre, Ph.D., senior manager of new product development. "It's an innovative approach that we have proven works, but we are only beginning to scratch the surface of what is possible."

To learn more about AO-Biotics, visit aobiotics.com. — **BioZyme Inc.**

Farm Bureau names 2023 Farm Dog of the Year

"We're very excited to partner with Purina for the fifth annual Farm Dog of the Year contest, providing the public a look into daily life on the farm," said American Farm Bureau Federation (AFBF) President Zippy Duvall. "Farmers and ranchers love what they do, but it can be stressful, even on the best days. Because farm dogs often play a dual role as both working dogs and companions to farm families, they can help ease the burden."

Everyone on the family farm pitches in and does their part, including four-legged friends, prompting Farm Bureau to launch the Farm Dog of the Year contest five years ago—now a popular feature of the American Farm Bureau Federation's Convention.

The winner of the 2023 Farm Bureau Farm Dog of the Year award is Tough, a border collie owned by Kansas Farm Bureau members Denny and Donna Ashcraft. AFBF, with support from Nestlé Purina PetCare, recognized Tough, four regional runners-up and a People's Choice Pup at its January annual convention.

The contest celebrates farm dogs that work alongside farmers and ranchers as they sustainably produce nutritious food for families and their pets across America. Rounding up livestock and chasing off predators are among the many tasks performed by farm dogs.

Tough, the grand prize winner of the 2023 Farm Bureau Farm Dog of the Year award, is 14 years old and has been with the Ashcrafts since the age of two. Working livestock—helping move them where they need to go—is Tough's primary role on the farm. Until the age of 7, when she suffered a severe spinal cord injury that left her paralyzed from the neck down for a week, Tough also competed against the top herding dogs in the nation in livestock shows in Houston, TX; San Antonio, TX; Denver, CO; and Fort Worth, TX, taking home champion, reserve and third place honors several times.

Although the initial prognosis was uncertain, "Tough persevered, worked at rehab and is now about 90% back to normal," Denny said. "She's an inspiration to keep on keeping on." The injury ended Tough competing at stock dog shows, but there's plenty to keep her busy on the farm.

"She lives to work, and she lives for Denny," is how Donna describes what makes Tough tick.

Purina donated prizes for the contest again this year. This included $5,000 in prize money, a trophy plate, a year's supply of Pro-Plan dog food and other Purina products for Tough. The company has been helping dogs and cats live longer, healthier lives through scientifically based nutritional innovations for more than 90 years.

"Purina is proud to once again support the American Farm Bureau's Farm Dog of the Year contest and congratulate this year's winner, Tough," said Jack Scott, vice president of sustainable sourcing at Nestlé Purina PetCare. "We recognize the important role dogs play on farms and believe this is at the core of our purpose that people and pets are better together."

Four regional runners-up in the contest will each also receive $1,000 in prize money, a trophy plate and Purina products. They are:

- Stan, owned by Lexie Hain, New York Farm Bureau member (Northeast region).
- Pepper, owned by Tom and Stephanie Barnett, Tennessee Farm Bureau members (Southern region).
- Bree, owned by the Nowobielski family, Wisconsin Farm Bureau members (Midwest region).
- Fez, owned by Alexa Coniglione, Montana Farm Bureau member (Western region).

A panel of judges with expertise in the pet care industry, veterinary medicine and communications reviewed more than 100 nominations to select the 2023 Farm Dog of the Year. Judging criteria included the dog's helpfulness to the farmer and his/her family, playfulness and their role in making life better on and off the farm. Farm Bureau members submitted written responses to questions, photos and video clips to nominate their dogs for Farm Dog of the Year.

Learn more and nominate your dog for the 2024 contest at www.fb.org/farmdog. — **AFBF**



AFBF, Big Foot Media

Tough, 2023 Farm Bureau Farm Dog of the Year with her owners, Denny and Donna Ashcraft.

GRSB announces 2023 Executive Committee

The Global Roundtable for Sustainable Beef (GRSB) recently announced its 2023 Executive Committee. The newly elected committee is composed of beef producers, beef supply chain stakeholders and beef industry groups from across the world. There is representation from Brazil, Canada, Australia, Netherlands and the U.S. These leaders will collaborate on the organization's work towards reducing the global warming impact of beef by 30% by 2030.

The seven-member 2023 Executive Committee includes industry leaders from the likes of McDonalds, Tri-L Ranch, Tyson Foods and Zoetis. They include the following:

- President: Ian McConnel, Tyson Foods.
- Vice president: Bob Lowe, Tri-L Ranch.
- Secretary-treasurer: Justin Sherrard, Rabobank.
- Member at large: Jeannette Ferran Astorga, Zoetis.
- Member at large: Lucas McKelvie, McDonalds Corporation.
- Member at large: Luiza Bruscato, Brazilian Roundtable on Sustainable Livestock.
- Immediate past president: Bob McCan, McFaddin Enterprises.

Since 2012, GRSB has been working to advance sustainable beef through leadership, science and multi-stakeholder engagement. Leaders are elected from a membership that represents the full value chain, including beef producers and producer organizations, allied services and industries, processors, retail, civil societies and others who aim to continuously improve beef sustainability around the world.

In the last year, GRSB has grown its membership to over 100 members with new partners including Datamars, Acceligen and Woolworths. In November, the organization hosted its global conference in Denver, CO—a four-day event that brought together a global network of like minded individuals with an interest in powering a future of beef sustainability.

The 2022 United Nations Framework Convention on Climate Change saw several members of GRSB's leadership team join panels to discuss how GRSB and its members aim to reduce greenhouse gas emissions across the beef supply chain.

More than 500 companies and producer organizations are engaged in the work of GRSB and its members, including regionally focused beef sustainability roundtables and initiatives in Argentina, Australia, Bolivia, Brazil, Canada, Colombia, Europe, Mexico, New Zealand, Paraguay, Southern Africa, the U.S., and other countries around the world. — **GRSB**





NM auctioneer wins World Livestock Auctioneer Championship qualifier



Courtesy photo

(Pictured L-R) Sixto Paiz, World Livestock Auctioneer Championship qualifying event champion; Mike VanMaanen, Livestock Marketing Association vice president; and Jake Drenon, Windsor Livestock Auction Co. Inc.

Sixto Paiz, of Portales, NM, was named champion at the 2023 World Livestock Auctioneer Championship (WLAC) qualifying event at Windsor Livestock Auction Co., Inc. in Windsor, MO. A total of 45 contestants competed for a top 10 placing, granting them a spot in the 2023 WLAC semifinals at Arcadia Stockyard in Arcadia, FL.

"To be around guys like I was around today—that's what I live for," Paiz said. "That's why we all go to these competitions. It's for the comradery with people that you know are doing the same things you do each and every day and have the same passion for it. If they didn't, they wouldn't be entering in the competition."

Paiz has been auctioneering for around seven years and currently sells regularly for three livestock auctions, a car sale and an equipment auction company out of Midland, TX. This was his fourth time competing at a WLAC qualifying event and his third time qualifying for the semifinals.

"The first one I went to I drew second in the competition order, so I got to sit there that day and listen to everybody go, (only) to find out I didn't make it," Paiz said. "Here I am, four years later, and to win one, it feels amazing."

A live cattle sale took place, with the market's regular buyers and sellers in the seats. Auctioneer contestants were judged on the clarity and quality of their chant, presentation, ability to catch bids/conduct the sale and how likely the judge would be to hire the auctioneer. Judges for the qualifying event were livestock market owners, managers, dealers and/or allied industry members from across the nation.

Individuals advancing to the semifinals with Paiz are Neil Bouray, Webber, KS; Leon Caselman, Long Lane, MO; Dean Edge, Rimbey, Alberta, Canada; Michael Imbrogno, Turlock, CA; Brennin Jack, Virden, Manitoba, Canada; Jacob Massey, Petersburg, TN; Runner Up Champion Daniel Mitchell, Cumberland, OH; Reserve Champion Andrew Sylvester, Wamego, KS; and Tim Yoder, Montezuma, GA.

Other contestants who competed were Cinch Anderson, John Day, OR; Jared Anstine, Holden, MO; Jeremy Anstine, Holden, MO; Chris Arnaman, Cameron, MO; Spencer Cline, Kingston, AR; Gary Crawley, Kiowa, OK; Cody Davis, Garnett, KS, (high score rookie); Ryan Dean, Roland, OK; Eric Drees, Caldwell, ID; Steve Goedert, Dillon, MT; Cody Hanold, Brighton, IL; Jacob Hills, Ridgeway, WI; Travis Holck, Lake Crystal, MN; Joshua Houston, Bell Buckle, TN; Tanner Jessup, Iola, KS; Rex Lasyone, Winnfield, LA; Cody Manspile, Lexington, VA; Tilon Mast, Auburn, NE; Justin Mebane, Bakersfield, CA; Justin Moore, Barnesville, OH; Kyle Mueller, Cassville, WI; Mark Oberholtzer, Loyal, WI; Ross Parks, New Concord, OH; Mason Plumly, Somerton, OH; Austin Schaben, Dunlap, IA; Jim Settle, Arroyo Grande, CA; Barrett Simon, Rosalia, KS; Robert Strickler, Banco, VA; Lonnie Stripe, Humeston, IA; J.R. Sullivan, Quitman, AR; Clayton Taylor, Washburn, MO; Brooks Thompson, Prague, OK; Marshal Tingle, Nicolasville, KY; Benjamin Weber, Lone Jack, MO; and Zack Zumstein, Marsing, ID.

The WLAC will be held in conjunction with the Livestock Marketing Association (LMA) Annual Convention June 7-10 in Arcadia and Punta Gorda, FL. — **LMA**

Broadview Ranch named AGA 2022 Commercial Producer of the Year



Courtesy photo

(Pictured L-R) Julie Kent, Jenny McKay and Henry Darden, and award presenters, John and Laurie Burbank.

Broadview Ranch was the recipient of the 2022 American Gelbvieh Association (AGA) Commercial Producer of the Year award. Broadview Ranch was presented with this honor during the awards banquet of the 2022 AGA National Convention on Dec. 9, 2022, in Louisville, KY.

Broadview Ranch is a commercial cow-calf operation located in Centreville, MS, and is operated by the Henry Darden family. Darden is the third-generation of Broadview Ranch and has been in the cattle business since his father started in 1942. Today, the ranch is home to a herd of 420 brood cows and utilizes a simplified crossbreeding system focusing on Balancer genetics.

Darden has a passion for reading and studying new trends to improve operation management as the industry continues to progress. Darden credits an article written by Dr. Keith Gregory from the U.S. Meat Animal Research Center in Clay Center, NE, for encouraging him to look further into simplified crossbreeding.

A professor at Mississippi State University recommended Darden add Gelbvieh genetics to his herd as they thrive in the humid, wet environment of southwest Mississippi. Darden began using Gelbvieh/Hereford crossbred bulls from South Dakota and has used Gelbvieh or Gelbvieh-cross bulls ever since.

"We swapped over to the Balancers that are a very nice cross, which helps the farm with easy crossbreeding," explained Darden. "We have bought Balancers exclusively for probably five years."

Balancer cattle are heat tolerant and allow for easy calving on the ranch. Darden retains ownership of his calves through the feedlot and is continually looking for new opportunities to increase his profit in the commercial cattle business. He has recently started feeding his calves in Iowa through an all-natural beef program.

"The Balancers are an easy cross for us because we like the black-hided cattle," said Darden. "I spend hours looking at the EPDs on the bulls we buy. We focus heavily on carcass, calving ease, and stayability traits, and always buy all of our bulls from the same producer."

The AGA Commercial Producer of the Year Award honors individuals who use Gelbvieh and Balancer genetics in progressive commercial cattle operations and who are proactive in their promotion of the breed. — **AGA**

LEGAL LEDGER

Groups urge labeling bill's passage

A group of 50 cattle, farm, rural and consumer groups penned a joint letter to Congress members who cosponsored the American Beef Labeling Act, pledging their thanks and support for the bill. The legislation would restore mandatory country-of-origin labeling for beef. "This commonsense policy has remained popular with the American people since Congress rescinded country of origin labeling for beef in 2015," the letter read, which includes signatures from local and state cattle associations, and the U.S. Cattlemen's Association and Ranchers-Cattlemen Action Legal Fund, United Stockgrowers of America. "Although we did not cross the finish line in the 117th Congress we are confident that with your continued leadership and our support we can ensure that beef produced from U.S. born and raised cattle is distinguished in the marketplace and consumers will have accurate information as to the origins of the beef they purchase for their families in the 118th Congress," the letter read. The groups concluded with asking Congressional members to reintroduce the act in 2023. The letter was addressed to the American Beef Labeling Act's bipartisan group of Senate cosponsors: Sens. John Thune (R-SD), Jon Tester (D-MT), Mike Rounds (R-SD), Cory Booker (D-NJ), John Hoeven (R-ND), Ben Ray Lujan (D-NM), Cynthia Lummis (R-WY), Martin Heinrich (D-NM), John Barrasso (R-WY) and Kirsten Gillibrand (D-NY); and to its bipartisan group of representatives: Reps. Lance Gooden (R-TX-05), Ro Khanna (D-CA-17) and Morgan Griffith (R-VA-09).

CA in federal state of emergency

Following severe winter storms at the end of December that have continued into January, the state of California was placed in a state of emergency on Jan. 4 by Gov. Gavin Newsom (D). On Jan. 9, President Joe Biden approved a federal emergency declaration for the state. Producers have been severely affected by strong winds and large amounts of precipitation, which have led to flooding, damaged infrastructure and ruined feedstuffs. The emergency proclamation supports emergency relief efforts. This includes authorizing the Department of Homeland Security's Federal Emergency Management Agency to coordinate all disaster relief efforts. The California Cattlemen's Association (CCA) urged members to follow National Weather Service alerts and warnings. "Members are encouraged to keep CCA staff apprised of any emergency actions necessary to protect your herds, homes and families, and do not hesitate to contact CCA if we can assist in coordinating emergency response with (California Governor's Office of Emergency Services) or other state or local agencies," the association said in its Jan. 9 Legislative Bulletin.

CO ag easement program new sign-up

The Colorado Natural Resources Conservation Service's 2023 application cut-off date for the Agricultural Conservation Easement Program, Agricultural Land Easement (ACEP-ALE) is Feb. 17. The purpose of ACEP-ALE is to protect the agricultural viability and related conservation values of eligible land by limiting nonagricultural uses of that land that negatively affect agricultural uses and conservation values, and to protect grazing uses and related conservation values by restoring or conserving eligible land. Applicants must be a federally recognized Indian Tribe, state or local unit of government, or a non-governmental organization. They also must have an established farmland protection program that purchases agricultural conservation easements for the purpose of protecting agriculture use and related conservation values by limiting conversion to nonagricultural uses of the land. For more information, visit www.nrcs.usda.gov.

BLM seeks input on solar program

The Bureau of Land Management (BLM) is seeking input on its utility-scale solar energy planning. The BLM is considering updates to its 2012 Western Solar Plan that included six southwestern states—Arizona, California, Colorado, Nevada, New Mexico and Utah—and is seeking comment regarding expanding its solar planning to include five additional states: Idaho, Montana, Oregon, Washington and Wyoming. "The BLM is committed to expanding renewable energy development on public lands to help lead the nation into a clean energy future, enhance America's energy security and provide for good-paying union jobs," said BLM Director Tracy Stone-Manning. Comments may be submitted until Feb. 6 at eplanning.blm.gov/eplanning-ui/project/2022371/570.

Swift Beef loses liability case

The U.S. Court of Appeals for the 5th Circuit ruled against Swift Beef Co.—a subsidiary of JBS USA in Greeley, CO—regarding COVID-19 health liability claims. The appeals court said the company did not prove that government regulation of the meat industry protected the company from a liability case. Plaintiffs sued the company for gross negligence in Texas state court, alleging they contracted COVID-19 while working at the plant. "We vacate the district court's orders dismissing the plaintiff-employees' claims and denying remand to state court, and we remand to the district court for further proceedings consistent with this opinion," the court ruled.

The importance of colostrum for a new calf

Being ready and prepared before the start of calving season can make life much easier for cow-calf producers and potentially save a calf. By the time calving season starts, you need everything on hand that might be necessary and all equipment and facilities in working order. Operators should have several doses of colostrum or colostrum replacer on inventory before the start of calving season.

Adequate colostrum intake is extremely crucial for newborn calves in order to gain passive immunity. Calves born after a prolonged delivery through the pelvic canal can suffer from severe respiratory acidosis. Such calves are less efficient at absorbing colostral immunoglobulins or antibodies, even if artificially fed colostrum. The only disease protection baby calves will receive is from the passive transfer of antibodies from the colostrum they ingest. Colostrum also contains transferrin and lactoferrin, which bind iron and restrict bacterial growth. These factors, together with immunoglobulins, help limit growth of bacteria in the gut.

> *It is important not to confuse supplements and replacers.*

Colostrum or colostrum replacer will need to be administered by bottle sucking or tube feeding within a few hours of birth for maximal absorption of immunoglobulins. The general rule of thumb is the sooner colostrum is ingested, the better, and calves will typically stand, walk and nurse within one hour after birth.

Bottomline: If there is any question of whether a calf has received adequate colostrum, then colostrum should be administered immediately to the newborn. Calves that miss getting timely colostrum ingestion are much more likely to suffer from calf scours, which can have lifelong effects on general hardiness and disease resistance.

Previously obtained colostrum must be kept frozen to protect the integrity of the large protein molecules that make up the various immunoglobulins. Fresh colostrum can be stored in one-quart doses by putting that much in a gallon-size Ziploc bag. Lay the bags flat to freeze in the freezer. When the time comes to thaw the colostrum and feed it to the newborn calf, the "best practice" is to thaw in a warm water bath at 122 F for one hour. Avoid thawing at room temperature or in a microwave oven.

The amount of immunoglobulin ingested is a major factor in final blood immunoglobulin concentration and disease protection. A practical rule-of-thumb is to feed 5%-6% of the calf's body weight within the first six hours and repeat the feeding when the calf is about 12 hours old. For an 80 pound calf, this will equate to about 2 quarts of colostrum per feeding.

Commercial colostrum replacers contain more than 100 grams of immunoglobulin per dose. Always read the label before purchasing. It is important not to confuse supplements and replacers. Supplements are used to boost antibody protection a calf gets from nursing and contain 40 to 60 grams of immunoglobulins, which is not enough to provide protection in a calf that has not nursed. — **Mark Z. Johnson, Oklahoma State University Extension beef cattle breeding specialist**



A summary of the beef heifer replacement forecast for the 2023 production season

This is a summary of the sixth annual beef cow replacement value forecast for Nebraska. The information presented in the forecast is intended as a guide to modify, depending on each producer's circumstances, expectations of future production costs, and cow and calf values.

The forecasted price and cost variations come from the University of Missouri Food and Agriculture Policy Research Institute's 10-year projections and the University of Nebraska-Lincoln's (UNL) 600-cow herd budget for central Nebraska. Biological measures, such as cow size, weaning weights, etc., are relationships derived from the Gudmundsen Sandhills Laboratory cowherd.

Replacing females in the cow herd looks differently for each farm and ranch. Value for both retained and purchased replacements generally depends on the following factors:

- Longevity: The length of time the replacement animal remains in the herd.
- Productivity: Annual expectations of calf size, calf value and costs over the replacement's productive life.
- Genotype and phenotype: The animal's physical compatibility with the production system and performance goals of the ranch.
- Operator goals and management style.
- Financial standing, specifically debt related to cow purchases.
- Environmental conditions of the operation (drought, fire, etc.).

Leaving the other considerations to those making the replacement decisions, this forecast focuses on two main factors:

- The annual cost of production per cow. Authors used the UNL Cow Cost Cow-Q-Lator to help calculate three levels of costs: low (Lo), Mid (Mid) and High (Hi). Livestock budget information from Kansas State University and UNL contributed to these calculations. Costs relate directly to the 2022 Nebraska state average low, median and high pasture rental rates for the Sandhills area found in UNL Agricultural Economics department's 2021 Nebraska Ag Real Estate Report.

Three levels of annual production costs per cow were identified as \$747.41/cow (Lo), \$881.71/cow (Mid), and \$992.54/cow (Hi).

- Average historical replacement rates. This is the number of heifers needed each year to replace culled cows or cull rate, while keeping the same cow herd number. This number can be used as a proxy measure of average cow longevity. This forecast evaluated 14, 20 and 28% replacement rates.

The forecast looks at the three levels of cow costs at each of the three replacement rates. The values shown in Figures 1 and Figure 2 are the amounts at which producers could purchase replacements and still break even at each combination of cow costs and replacement rates.

The difference between the figures is the purchase price if paying in cash (Figure 1) versus borrowing the money (Figure 2). The simulations require the cows to have a purchase value. CattleFax data was used to get an annual average of \$1,705/hd. The model was allowed to randomly draw a cost of \$1,866/hd and \$1,524/hd, using a normal distribution. (See Addendum 1.) Borrowing money to help pay for replacements also reduces the amount that can be paid for replacements, captured. The simulation breakeven forecast results are reported in Figures 1 and 2. As expected, costs of production and replacement rates affect replacement heifer value.

This year's forecasts are not much different from last year's report for the nine without borrowed money (NBM) forecast. Three of these Lo scenarios were higher than last year's breakeven value, while six Mid and Hi were lower. Borrowing money to purchase heifers also reduced average breakeven. Production costs were higher than last year. Projected future costs are also elevated, but so are future animal values, compensating for the higher costs in the Lo cost scenario.

However, in the Mid and Hi cost scenarios, the higher price of calves did not increase what could be paid, instead the higher cost decreased the breakeven value. Increasing productivity without altering costs would result in greater revenue, which would not be accounted for in any of the scenarios. Therefore, the accuracy of the forecast is dependent on how closely an operation's productivity and revenue match those specified in the model. Productivity changes, including calving rates and calf growth rates, among others, would change the results.

The simulation was built using a March-calving herd with an average calving rate of 92%. Revenue changes also play a role in altering what one can pay for a replacement. Demand and supply shifts that alter cattle price also have an impact on replacement heifer breakeven value. Higher calf prices lead to higher breakeven

Year	Month												
	January	February	March	April	May	June	July	August	September	October	November	December	Grand Total
2017		1,608	1,670	1,720	1,696	1,682	1,667	1,591	1,650	1,676	1,710	1,733	1,673
2018	1,765	1,775	1,751	1,710	1,685	1,674	1,662	1,696	1,709	1,722	1,662	1,675	1,707
2019	1,605	1,599	1,679	1,706	1,693	1,661	1,592	1,480	1,411	1,466	1,468	1,615	1,581
2020	1,668	1,646	1,668	1,684	1,607	1,481	1,578	1,594	1,515	1,473	1,635	1,689	1,603
2021	1,689	1,710	1,721	1,554	1,592	1,606	1,528	1,553	1,608	1,640	1,723	1,739	1,639
2022	1,785	1,886	1,886	1,757	1,630	1,559	1,415	1,684	1,697	1,664	1,795		1,705
5-year average	1,702	1,704	1,729	1,689	1,651	1,611	1,574	1,600	1,598	1,607	1,666	1,690	1,650

Addendum 1. Heifers ready to calve, data from CattleFax, courtesy of Dr. Elliott Dennis.

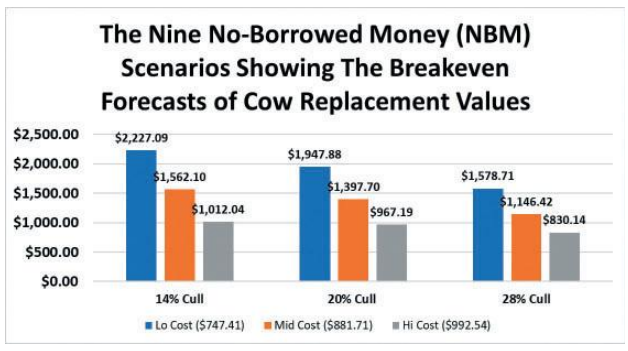


Figure 1. Forecast average breakeven costs without borrowed money.



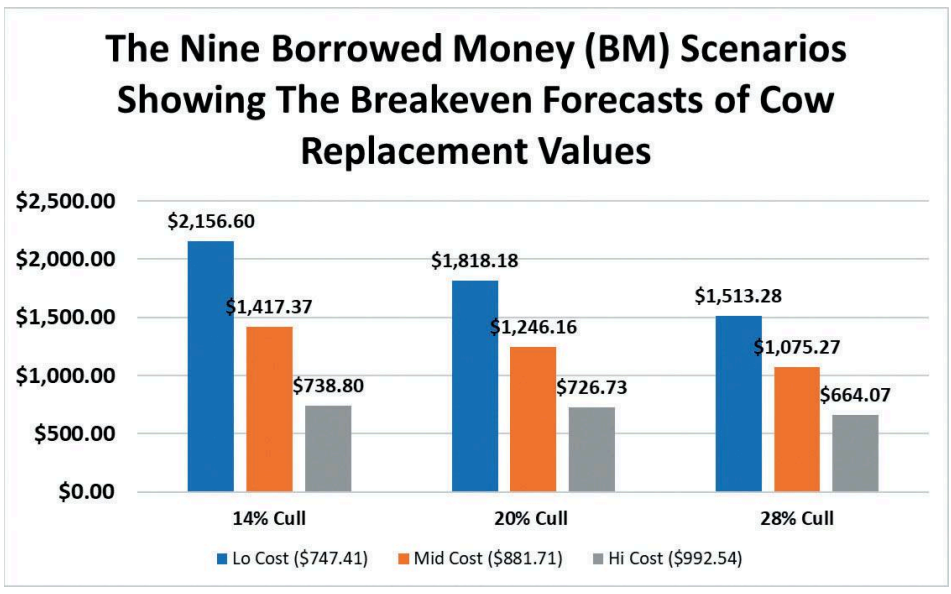


Figure 2. Forecast average breakeven costs with borrowed money.

values, while lower prices lead to lower breakeven values.

A positive outcome in purchasing replacements over time comes down to the purchase or raised animal's ability to return as much or more value than was paid, and this is only accomplished if the operation selects the right type of animals, at the right price and the right time. Purchasing a replacement heifer involves risk because her longevity, productivity and cost are unknown.

When raising or purchasing replacement heifers, each heifer's value is based on her ability to stay in the herd and the producer's ability to manage that productivity, control costs, and use the market to their advantage. Applying these principles is key to making an operation more profitable and resilient. — **Randy Sanger, Nebraska Extension educator and Matt Stockton, Nebraska Extension ag economics specialist**

Mental health options are there for producers

The price of fertilizer, drought effects driving up the price of harvested forages, and global turmoil contributing to new fuel price records are making the already stressful work in agriculture even more so. The burden might become too much to bear., but the good news is this: folks in agriculture never have to bear it alone.

Family, neighbors and community members can often offer support to help someone through a rough patch, but sometimes that help can fall short. Through no fault of their own, they may simply not have the skills or tools to get to the heart of the matter. It can also be difficult for a person to feel comfortable asking for help. Does that sound familiar? There is often a proud, stubborn streak in most farmers and ranchers.

While that "cowboy up" attitude can be the factor that keeps an operation running, it can also contribute to a crisis. Wyoming has the highest suicide rate in the country. National data show that workers in agriculture have significantly more deaths by suicide relative to the population average. Taken together, these reveal that Wyoming agricultural producers are more at risk than many other Americans.

The 988 National Suicide Prevention Lifeline was activated nationwide in the summer of 2022 to provide free, confidential, 24/7 support for people in crisis. The 988 Lifeline is available to anyone at any time who may be experiencing suicidal ideation, mental or emotional distress, or substance abuse. Dialing 988-1 will connect the caller directly to the Veterans Crisis Lifeline and will offer access to personnel trained to support veterans, service members, National Guard and Reserve members, and their families and friends.

There may be hesitation by some in agriculture to reach out to the 988 Lifeline because farmers and ranchers experience very specific stressors that may not be well understood by staff. For example, a recommendation to take two weeks off for recovery and healing is not helpful for a primary operator who has livestock to feed.

Because of this, the AgriStress Network in cooperation with the Wyoming Department of Agriculture, has created the AgriStress Helpline, reached at 833-897-2474. This free and confidential service is available for people who work in the agriculture industry, and the network is currently active in Wyoming, Texas, Missouri, Pennsylvania and Virginia. Support staff that receives calls are trained in agricultural topics and are sensitive to the unique pressures and challenges faced by farmers and ranchers. More resources and information can be found by visiting agrisafe.org.

> *While that "cowboy up" attitude can be the factor that keeps an operation running, it can also contribute to a crisis.*

This time of year can evoke a range of emotions. The sights, sounds and scents can trigger painful memories of years past or remind us of a person not there to celebrate with us this year. Be gentle with each other and with yourselves. If you or someone you know is in crisis, call or text 988 to reach the National Suicide Prevention Lifeline or call 833-8976-2474 to reach the AgriStress Helpline. — **University of Wyoming Extension**





Horse stocking rate guide helps maximize pasture usage

Horse owners who want to get the most out of their pasture acres can review a new publication that explains stocking rates and forage yield factors.

"Stocking Rates: Calculating How Many Horses a Pasture Can Maintain," is a five-page publication that details how many acres are required per horse, based on horse and pasture condition. Published by Iowa State University (ISU) Extension and Outreach, the guide provides useful charts that detail how much acreage each kind of horse requires.

"The goal is to look at how many acres a person has and whether you want to feed a horse only on pasture or update that pasture using a rotational grazing system," said Peggy Auwerda, associate professor in animal science and Extension equine specialist at ISU.

The type of pasture plays a significant role in stocking rate. A pasture planted with orchard grass and some alfalfa can produce from 2-5 tons per acre per year, depending on rainfall, species of plants, soil type, fertilization and management.

Horses that are used for heavy work or mares that are in late lactation require the most nutrients from pastures, while weanlings and horses on maintenance diets require less.

Horse owners can plug in their own numbers using the charts to determine their personal pasture needs and capabilities.

Auwerda said the stocking rate question is one she often is asked, so she decided to put a publication together using information similar to what beef cattle producers use when determining stocking rates for cattle.

She said equine owners often only have a few acres, and making the most of those acres is important, to save on feed costs and preserve the quality of the pasture. Even with very small pastures of a couple acres, she said it makes sense to manage those effectively and to implement a rotational grazing system, so that the grazed portion can recover.

"Horse owners should strive to get the most out of the land they have, not only for nutrition and grazing, but also for exercise and the well-being of the horse," she said.

To view the publication, visit www.extension.iastate.edu/news. — **Iowa State University**



Memo released to prioritize species habitat connectivity

GRAZING
(from page 1)

WWP said the migration corridor was revealed once the group made a Freedom of Information Act request and found BLM reports about the corridor's importance. The group claimed the analysis BLM used when making its decision to allow sheep grazing did not reference or acknowledge the reports.

"It instead opted to turn out 16,000 sheep directly over the top of this corridor without any analysis of the impacts this may have on sage grouse migration and connectivity," WWP said.

Memo

The environmentalists acknowledged that BLM has taken "a step in the right direction" by recently issuing a memorandum for BLM offices to incorporate areas of habitat connectivity in land use planning and resource management decisions.

The November 2022 memo instructs BLM state offices to consult with state fish and wildlife agencies and Tribes to assess habitat connectivity.

> "The BLM can and should do better when making decisions that impact habitat crucial to the long term survival of sage grouse."
>
> —Patrick Kelly

"The management of the connections between and within priority habitats (for both migratory and non-migratory species) has, in some cases, received less attention and, with increasing habitat fragmentation and degradation, maintaining habitat integrity and connectivity has become a significant need," the memo read.

BLM state offices have until November to assess priority habitat and the connectivity between them. State directors will determine which priority species and habitats to prioritize in their consultations with states and Tribes. Once the directors assess connectivity and areas of priority, land use planning efforts will include how to manage and analyze connectivity.

Where "resource conflicts" exist, state directors will take into consideration the significance of the habitat, the nature of the conflicts, state and Tribal priorities and other uses of the public lands.

Strategies and projects to benefit habitat connectivity could include the following:

- Removing fencing, installing wildlife-friendly fencing.
- Building wildlife crossings.
- Treatments "that promote resilient species composition and structure of native plant communities."
- Strategic development and location of water sources.
- Projects that address fire, drought and invasive species impacts.
- Land and Water Conservation Fund and/or Federal Land Transaction Facilitation Act acquisitions that support habitat connectivity.

"While they fell far short of doing so in the case of Twin Buttes, the BLM now has an opportunity to start from scratch and craft a decision that protects and restores habitat connectivity for sage grouse," Kelly said. "We hope they choose to do the right thing next time around by protecting vital sage grouse migration corridors and habitat from the impacts of domestic sheep, which compete directly with sage grouse for food. We will be watching closely to ensure that they do." — **Anna Miller, *WLJ* managing editor**

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COMING EVENTS

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

Jan. 25 – The American Simmental Association annual membership meeting will be held at the GranTree Best Western in Bozeman, MT, as well as virtually. Registration is required to virtually attend the Annual Membership Meeting and the Board of Trustees' meeting. No registration is required should you plan to attend in-person. For more information, visit simmental.org.

Feb. 1-3 – The National Cattlemen's Beef Association (NCBA) Cattle Industry Convention & NCBA Trade Show will be held in New Orleans, LA. Registration and hotel information may be found at convention.ncba.org/registration-hotels.

Beretta Family Dairy receives California Leopold Conservation Award

Beretta Family Dairy of Santa Rosa, CA, has been selected as the recipient of the 2022 California Leopold Conservation Award.

Given in honor of renowned conservationist Aldo Leopold, the award recognizes farmers, ranchers and forestland owners who inspire others with their dedication to water quality, soil health and wildlife habitat management on private, working land. In California, the prestigious award is presented annually by Sand County Foundation, American Farmland Trust, Sustainable Conservation and the California Farm Bureau Federation.

Beretta Family Dairy was revealed as the 2022 recipient during the California Farm Bureau Federation's Annual Meeting in Monterey, CA. Doug and Sharon Beretta farm with their children, Jennifer, Lisa and Ryan, and grandson, Brayden. The Berettas received $10,000 and a crystal award for being selected.

"California is experiencing intense and compounding climate pressures, and we're working hard to respond to a cycle of drought, deluge and fire," said Ashley Boren, Sustainable Conservation CEO, which has co-sponsored the award since its launch in California in 2006. "The Berettas don't just manage their dairy to save water. They also protect endangered species in their local watershed, create habitat for wildlife and reduce fire fuels. Their long-term commitment to their dairy operation and our environment stretches back decades and will continue into the future with the family's strong leadership."

Early in 2022, California farmers, ranchers and forestland owners were encouraged to apply (or be nominated) for the award. Applications were reviewed by an independent panel of agricultural and conservation leaders.

Among the many outstanding landowners nominated for the award was finalist Sardella Ranch of Tuolumne County.

The Leopold Conservation Award is made possible thanks to generous contributions from American Farmland Trust, Sustainable Conservation, California Farm Bureau Federation, Sand County Foundation, The Harvey L. & Maud C. Sorenson Foundation, Farm Credit, The Nature Conservancy in California, McDonald's and California Leopold Conservation Award alumni.



Sharon and Doug Beretta.

Courtesy photo

Beretta Family Dairy

Conserving California's water is important when milking cows. The Berettas are dairy farmers who have long sought to improve water quality and quantity.

Located in Northern California's ecologically and economically important Laguna de Santa Rosa watershed, the Berettas are innovators when it comes to recycling wastewater and preserving groundwater.

Doug Beretta's father, Bob, had the foresight in 1968 to build a pond that secures nutrients from runoff. The nutrients are later used to fertilize pastures and crop fields. It's one of many conservation projects the Berettas have implemented to reduce groundwater usage, improve soil health, cut greenhouse gas emissions and protect federally recognized endangered species.

The Berettas have utilized the city of Santa Rosa's reclaimed wastewater to irrigate their pastures and hay fields since 1981. Using recycled water has eliminated the need to draw 45 million gallons of groundwater annually. The Berettas also partnered in California's first-of-its-kind, voluntary water quality credit trading project with Santa Rosa and the Sonoma Resource Conservation District in 2015. It aided with pasture improvements that protect water quality by reducing soil erosion and manure runoff.

Recently, Beretta Family Dairy secured a pair of grants from the California Department of Agriculture to achieve more environmental and economic efficiencies through conservation. An Alternative Manure Management grant helps reduce labor and fuel costs with a new barn scraper system and manure separator that eliminates methane. Compost derived from the separation process is used as cattle bedding, eliminating their need to purchase sand. A Healthy Soils Program grant will improve forage productivity by spreading compost on pastures, utilizing a no-till drill to seed grassland and designing a new rotational grazing plan.

Due to volatile prices in the conventional milk market, the Berettas made the decision in 2006 to transition to organic production for a better and more stable pay price. In doing so, they also began switching from the Holstein to Jersey breed. Jersey cows are better grazers and their smaller frames create less compaction on the soil.

The Berettas graze their cattle on wetlands, thoughtfully managing these areas for their ecological significance with beneficial grazing practices. That includes 200 acres of wetland that they lease from the state of California. The combination of irrigation and managed grazing of pastures and wetlands has helped reduce the likelihood of wildfire.

As Santa Rosa's city limits have grown, Beretta Family Dairy has become a refuge to turkeys, pheasants and deer. The farm's ponds serve as nesting areas for waterfowl, and its pastures are covered with 100-year-old valley oak trees.

The Laguna de Santa Rosa watershed's unique ecological communities compel the Berettas to use careful farming practices that benefit the natural systems they work within. That includes farming with three endangered flowers—one of them endemic to the Laguna—and an endangered, distinct population segment of the California tiger salamander.

Long ago, Doug Beretta was taught that you only milk as many cows as your land can handle. That advice is just part of the conservation ethic that has guided Beretta Family Dairy for more than 70 years. — **Sand County Foundation**

Researching beef cow efficiency, forage intake

Growth rates and carcass weights have been increasing over the last 30 years. However, little research has been conducted to determine how aggressive selection for production traits affects beef cow maintenance requirements. It is thought that cows with greater genetic capacity for growth, milk and mature weight have greater maintenance energy requirements.

To measure this, Amanda Holder, a graduate student at the Oklahoma State University (OSU) Range Cow Research Center, examined the effects of diet type on greenhouse gas emissions and dry matter intake estimation. They used 42 Angus cows with a wide range in dry matter intake EPD (-1.36 to 2.29) that were fed either grass hay only or a mixed diet of 35% hay and 65% concentrate feeds.

They found that intake of the mixed ration and the long-stem hay were correlated, but cow weight gain while consuming hay was not correlated with cow weight gain while consuming the concentrate-based diet. As intake of both diets increased, both carbon dioxide and methane production increased. Daily greenhouse gas emissions increased with increasing feed intake and were lower when cows consumed hay, compared to emissions during the period cows consumed the mixed diet.

A study by OSU graduate student Emma Briggs investigated voluntary hay intake and its relationship to both recovered energy (cow weight gain and milk production) and maintenance energy requirements during the dry period in Angus cows. Twenty-four mature fall-calving Angus cows were individually fed in amounts to ensure minimal weight and body condition change. Recovered energy was calculated as the total of maternal tissue energy change (weight gain or loss) plus milk recovered energy (milk yield plus milk composition). From this information, maintenance energy requirements were calculated for each cow.

After calves were weaned, a voluntary feed intake study was conducted to determine the influence of total recovered energy during lactation and lactation maintenance energy requirement on voluntary intake of a low-quality grass hay diet. The energy required for maintenance declined as net energy recovery increased, but there was no relationship between the amount of daily milk energy produced and post-weaning voluntary forage intake.

However, increasing weight loss during lactation was associated with greater post-weaning feed intake. In contrast to previous work, these results suggest that cows within a breed that are better able to maintain their body condition and produce more milk energy at the same time have lower maintenance energy requirements.

Around 74% of the maintenance energy required to produce beef is used by the beef cowherd, and consequently, about 70% of the greenhouse gas emissions generated by beef production are from the cowherd. Cow efficiency and greenhouse gas emissions are important to consumers and government regulators; thus, they are important for our industry. — **Paul Beck, OSU State Extension beef nutrition specialist**





Photo: Gerd A.T. Müller via Wikimedia Commons

‘Hot’ topics in solar energy in central Arizona

After passing the Inflation Reduction Act (IRA), the future of solar energy in Arizona will change dramatically. Various local and national companies have recently started developing or have already developed projects in the state. Solar energy development will create more economic incentives toward green energy, advance diversity in energy capture, and establish a more community- and Tribal-based approach to natural resources, while prioritizing renewable energy as a primary source of the state’s power.

One of the most notable incentives for solar energy is tax credits. The IRA has restored and extended the federal solar energy tax credit, which allows homeowners to write off 30% of the cost to install solar panels. A separate property tax exemption includes pool heaters, space heaters, thermal electric and water heaters powered by solar energy. This economic incentive will encourage many Arizonans, since one of the largest barriers to installing solar is the financial burden.

Even so, this will likely have little impact on low-income communities that are still unable to afford the initial installation(s). However, the IRA proposes “community solar” projects, which will allow those who cannot install rooftop solar to also lower their energy bills. The Nonprofit Solar Project in Arizona provides free solar installations to nonprofits in the Tucson area with donations from local businesses.


Black Rock Solar

Black Rock Solar, a non-profit entity, installed a 130 kilowatta photovoltaic array in Nixon, NV.

An incentive for Arizona residents to install solar is net billing. Three major electric companies in Arizona (Arizona Public Service, Tucson Electric Power and UNS Power) provide net billing to customers, allowing homeowners to earn credits for having solar power systems by selling back their unused energy to the grid. Unfortunately, Arizona does not currently have a net metering program where, as opposed to the credit program involved with net billing, utility companies pay homeowners the retail rate of electricity when they have installed solar.

The Arizona Corporation Commission repealed the net metering requirement in 2016, but its re-installation could save Arizona residents even more money when they decide to invest in solar power.

Various local and national companies have recently developed projects in the state. In 2021, Tucson Electric Power (TEP) built the Wilmot Energy Center (WEC), a solar farm in southeast Tucson. This development will help TEP reach its goal of 70% renewable energy generation by 2035. TEP plans to charge the batteries in the mornings so it can deliver stored energy during peak hours. TEP has also established a wind energy project in New Mexico. What makes these renewable energy projects special is TEP’s acceptance of public input; it held an online workshop that helped develop the decade-long plan it is currently striving to implement effectively.

Both the WEC and the Oso Grande wind energy project in New Mexico help power the University of Arizona’s main campus. The collaboration of energy companies across Arizona, and the country, with renewable energy production, will be determinative of energy generation of the future.

In the summer of 2022, Tesla announced the construction of the first Tesla V4 Supercharger station with solar power to be built in Yuma County, AZ. The station is expected to have increased charging speeds and will generate electricity to charge electric vehicles through solar panel arrays. The V4 station will also have a Megapack, which will store enough energy to charge 40 electric vehicles, which is about the number of stalls expected by the building permit, if not more. The Supercharger will be available to all-electric vehicles, including non-Teslas. There is no date set for when the station will be fully operational, but it is expected in the first quarter of 2023.

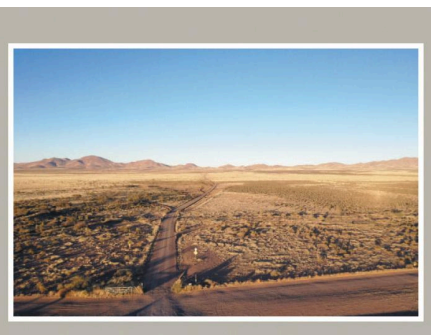
The influences of Tribal communities in their push for energy sovereignty will likely have an immense impact on energy production in Arizona. Tribal nations already face energy poverty due to lower median per capita income, higher poverty rates, and generally greater distances from power grids. The Native Sun Community Power Development and the Indigenized Energy Initiative are non-profit organizations that work on creating clean energy projects among tribal communities due to the immense renewable energy potential across tribal lands.

These organizations, along with Tribal leaders, want to avoid exploitation by large energy companies by creating jobs and developing affordable, cleaner energy sources. Navajo Power, a public benefit corporation, has established the Painted Desert Solar Project, which is a 750-watt photovoltaic solar farm and battery storage system near Cameron, AZ. This will be the largest solar project on tribal lands and will be instrumental in the employment and energy spheres.

The IRA has committed to ensuring climate resiliency and adaptation, and accounting for the adverse impact on tribal communities and lands. The IRA sets out the Tribal Electrification Program for tribal organizations to provide electricity to unelectrified homes through zero-emission energy systems, and to transition electrified homes to zero-emission energy systems.

The IRA also expands tax credits for projects built in “low-income and disadvantaged communities,” which applies to many Tribal communities. The upcoming focus on solar development and the IRA provisions intended to promote equity among all families will be extremely powerful in reducing the impact of coal-powered energy plants.

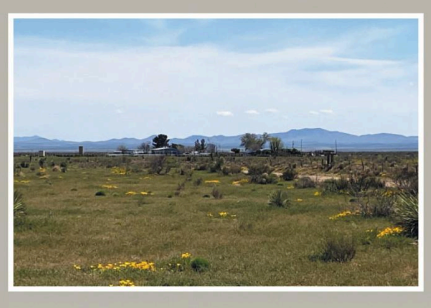
Overall, solar power in the American West is generating popularity. In Arizona, the sun is a valuable future asset to renewable energy and will continue to be a promising resource with respect to developing projects and plans in the state. — **University of Arizona Extension**




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Ranch is located in the cedar mountains of Hachita, NM with 345 AYL plus five horses. With 39.60± sections, 25,347± acres total, 1,278± acres of deeded land, 3152± acres of state land, 20,917 acres of BLM, 3,960± acres of the allotment is within WSA, this ranch has been owned by the same family for over 100 years. The ranch has four miles of newer fence, over 55,000 gallons of water storage, 17± miles of pipeline less than 20 years old, three wells including one domestic well, four pastures and three traps, seven dirt tanks, a house, barns, corrals, semi-load and livestock scales.

Priced at $2,900,000.




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Priced at $3,100,000.

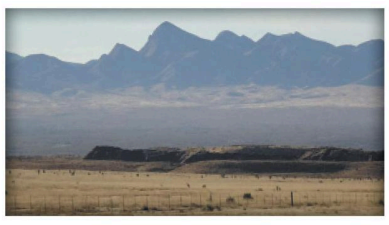
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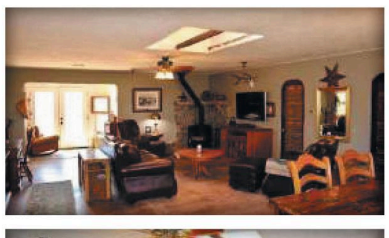
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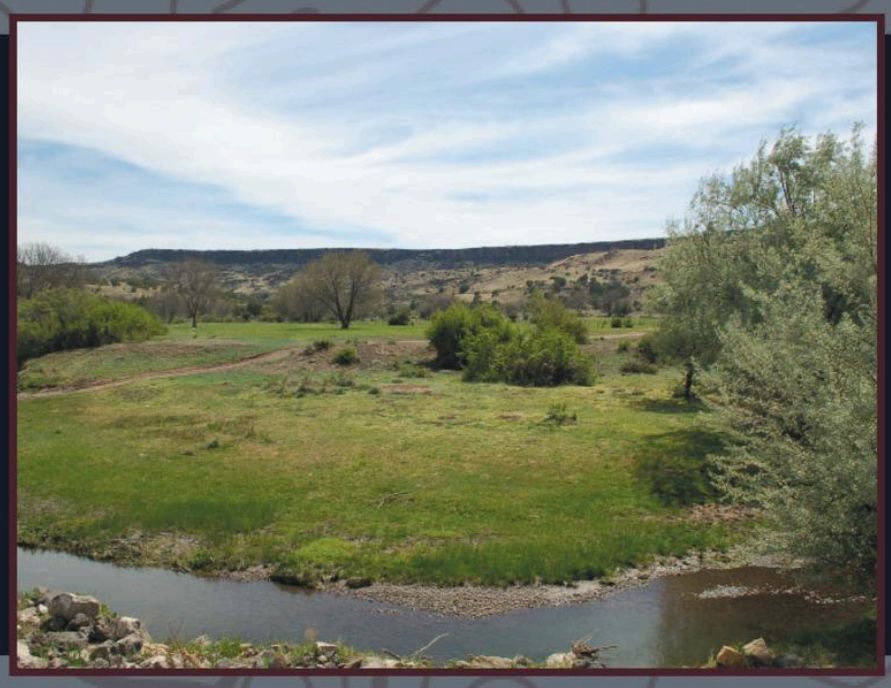
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SKULLY CREEK RANCH: 94 AU with 1,440 deeded acres, state and federal leases in Greenlee County, approximately 40 miles northeast of Safford, Arizona. The ranch is located just over four miles off the paved highway and lies along Skully Creek. The headquarters includes an adobe, two-story, rustic ranch house overlooking the cottonwood lined Skully Creek Canyon with amazing views of Hells Peak in the distance. This is a real nice "off-grid" property with a private, solar powered well. The deeded land location and physical features provide privacy and mountain views.

Price: $1,600,000.



INDIAN SPRINGS RANCH: 52 AU with 1,480 deeded acres, BLM grazing lease in Cochise County, approximately 14 miles northeast of San Simon, Arizona. The ranch is located just over 1[illegible] miles off the paved highway at the end of Indian Springs Road in the Peloncillo Mountains. Headquarters improvements include two ranch houses and horse corrals with shades. The ranch is very private and secluded with lots of wildlife. Livestock water is provided by numerous springs and three private wells. The water wells are pumped via solar with water levels all less than 100'. Private land controls access to thousands of acres in the Peloncillo Wilderness.

Price: $1,400,000.

ESCROW!



HUNT VALLEY FARM: West of St. Johns in Apache County, Arizona. Includes 891 deeded acres in total with 210 acres currently irrigated via center-pivot sprinkler and gated pipe flood irrigation. Shallow wells on landline electricity with room to expand the irrigated acreage. Currently used as a [illegible] yard/heifer development facility with corral/bunk space for approx. 950 head. Buildings include a remodeled mobile home in good condition, farm office and large metal shop with commodity storage under roof. This is a nice production farm located directly off the paved highway situated at an elevation of 5,400'.

Price: $1,500,000.

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Photo: Gerd A.T. Müller via Wikimedia Commons

Land buyers taking a cautious approach

SOUTHWEST
(from page 1)

the recent weeks, we have seen an increase in interest for all land classes with potential sales being favorable into the coming months," Tyler Ambrose, area sales manager for the Southern Region, wrote. "With a lack of inventory on the market, buyer interest will increase and could push sales. However, market values do not appear to be increasing."

USDA National Agricultural Statistics Service's 2022 Land Value Summary showed the farm real estate average value per acre in Texas and Oklahoma was $2,560 per acre, an 11.3% increase from 2021.

Vann noted a lack of inventory during the pandemic, and as prices continued to rise, more sellers came into the market hoping to take advantage of the higher prices. Vann continued that there are still buyers looking for properties, but it is beginning to become a buyer's market.

> *"In the recent weeks, we have seen an increase in interest for all land classes with potential sales being favorable into the coming months."*
> — *Tyler Ambrose*

Vann said he has a very attractive 680-acre ranch currently priced at $15,000/acre, but its value is now between $10,000-12,000/acre, and the sellers would entertain an offer within that price range. Vann said land values for his area are typically $6,000-7,000/acre and are $4,500-5,000/acre in Mills County, located just north of him. Vann said the land values will decrease the further you get away from Austin.

Vann said the drought has hurt the market somewhat, as investors are looking at the current conditions of riverbeds and lakes at low levels, and not looking at the properties' potential. Vann said most buyers in his portion of the state are looking at recreational properties to purchase to hedge against inflation.

New Mexico

Brownfield said 2022 was a good year, with a mixture of buyers, from people wanting to continue the legacy of ranching and agriculture, to investors looking to purchase ranches.

Brownfield said those wanting to continue the legacy of passing down a ranch to the next generation were working professionals typically looking for smaller ranches of seven to 15 sections to have a few head of cattle and to teach their children the ranching lifestyle. At the same time, investors were looking for ranches to put 300 head or more.

Brownfield said most investors in the southwest portion of New Mexico, where his office is located in Las Cruces, are looking for cow-calf operations, and in other parts, some investors are looking for hunting and conservation properties.

Based on recent LandWatch data—an online seller of rural property—New Mexico ranks second in the U.S. for the combined acres currently for sale in the state. LandWatch recently had $4 billion of farms, ranches and other land parcels for sale, representing a total of 2 million acres of land for sale in the state.

The Land Value Summary shows the farm real estate average value per acre for New Mexico at $610/acre, a 1.7% increase. Irrigated and non-irrigated values increased by 7.8% to an average of $1,790/acre. However, irrigated land garners a premium of an average of $4,900/acre.

Brownfield said he cannot predict what the market will do in 2023, as there still is a demand to buy land.

"The flip side of it is you wonder if it's going to cool off because input costs have gone up so dramatically," he said.

Brownfield believes land prices will stabilize and the market will shift somewhat to the buyer's advantage.

Arizona

Groseta said 2022 was an excellent year for cattle ranch real estate sales. He said properties for 200-500 head are selling, as well as smaller properties. He continued that prices on land with grazing permits have gone up in the last couple of years and the price depends on the type of land, building improvements and the types of leases. Groseta said most ranches come with some type of grazing permit, as the majority of the state is public lands.

The Land Value Summary shows the farm real estate average value per acre for Arizona at $8,350/acre, an 8.4% increase over 2021.

Groseta noted that inventories are low and said, "We saw some more ranches come on the market, in particular Forest Service permit ranches. They saw very good demand from buyers and I would say right now if somebody called me up and wanted to look at three good ranches that were around 250 head, I'd have a hard time showing them some."

Groseta noted that sales of irrigated horse properties slowed, along with properties for development, as home builders are pulling out of deals since the Federal Reserve raised interest rates. He continued that the prices on horse properties are above the median price for residential properties, making them a "secondary thing that you don't need right now," and the market is not strong for recreational properties in the state, particularly in Verde Valley.

Following the 2024 partial completion of the Taiwan Semiconductor Manufacturing Co.'s new semiconductor factory north of Phoenix, Groseta said the demand for development properties could increase. According to the Arizona Republic, the factory will generate 4,500 jobs and suppliers will hire an additional 13,000 jobs. Groseta pointed out the Verde Valley and Prescott area is a 45-minute drive from the facility, versus the one hour-plus commute from the metro Phoenix area.

All the brokers could not predict what the market will look like in 2023. They noted that buyers are taking a cautious approach due to economic uncertainty. — **Charles Wallace, *WLJ* editor**

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COTTONWOOD OFFICE
P.O. Box 1840 | Cottonwood, AZ 86326 | Ph: 928-853-8369

M Diamond Ranch

Coconino County, AZ: 145.66 acre inholding near Happy Jack at 6,800' with 3 cabins, roping arena, corrals, two ponds and a well that sits on the east (summer) end of the 36,277 acre grazing permit. The 275 AU permit summers on top of the rim at elevations of 6,000-7,000'. Cattle are pushed to the west in the lower country to winter at elevations of 3,000-4,500'. Ranch raises big, 6 weight calves typically. The winter HQ south of Sedona is not offered for sale but portions could be leased by a new owner. Cattle and equipment priced separately.

Motivated seller price has been reduced to $2,999,000.

Rancho Santa Ynez

Yavapai County, AZ: 2,206.93 deeded acres in the tightly held and sought-after region of Kirkland, AZ, between Prescott and Wickenburg. 3 miles of paved highway frontage and electrical service to most areas of the ranch. 75+ irrigated acres with possibilities for additional acres to be irrigated – shallow, abundant and unregulated water. Grazing lease with the AZ State Land Department on 4,559 acres. 2,900 sq. ft. custom home built in 2012 sits atop a hill overlooking the entire ranch, surrounding mountains and Kirkland Creek. Numerous other outbuildings and a 2,000' dirt runway for fly-in convenience. Ranch has been in same ownership since the 1950s.

Priced at $9,500,000.

HQW
CONTACT
Cottonwood Office: Paul Groseta
www.headquarterswest.com | email: paul@headquarterswest.com
WALTER LANE, Designated Broker.

Hebbard & Webb, Inc.

Quiet Hills Ranch – **Maricopa County, Arizona,** 356.3 acres deeded land surrounded by BLM land, 7 miles south of Wickenburg. Vacant deeded land with access on paved Quiet Hills Drive from U.S. Highway 60. Beautiful Sonoran Desert setting with saguaros, ocotillos, palo verde trees and mesquites. The property has a grandfathered irrigation water right for 14 acres of pasture. Minutes from shopping, medical care and over 10 nearby roping arenas in Wickenburg, plus major new manufacturing plants and industrial sites to the south on the north edge of the Phoenix metro area. Great location and many scenic homesites for your winter home or full-time horse operation. Listed in cooperation with Hall and Hall. See our website for a description and video of this property.

Rafter X Ranch – **Cochise County, Arizona,** 6,364.77 acres deeded, 11,157.11 acres state lease. Headquarters with main house, bunkhouse, shop, barn and hay shed. Has good water for irrigated pasture or orchard at headquarters. Runs 330 head yearlong. This ranch has been in the same family for over 110 years. Electricity and telephone to headquarters. Excellent grama grass country with balanced browse for year-round operation. Can be year-round yearling operation or mixed cow/calf with the calf crop carried over. Located close to the farming areas in the Sulphur Springs Valley, providing the opportunity for flexibility in the type of operation you prefer. Easy to work in a beautiful part of Arizona.

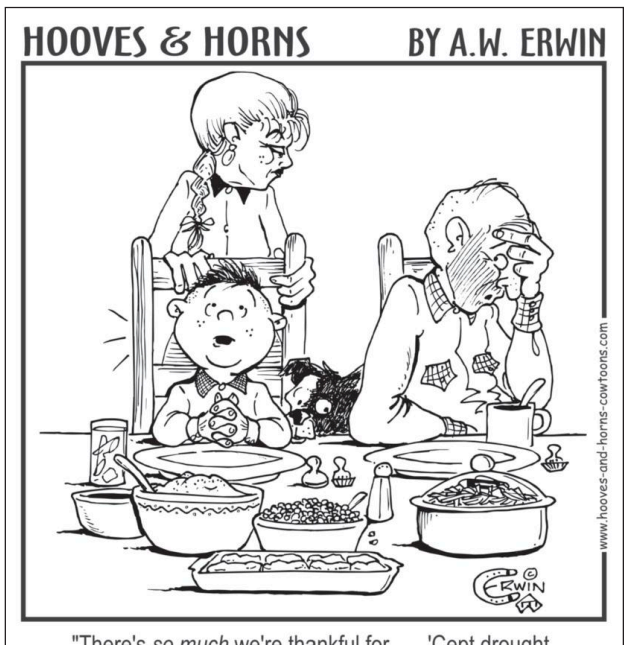


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602-275-5715
1-800-615-5715
See our website at
www.hebbardandwebb.com
for full details on these ranches.

Prescott Ranch – **Yavapai County, Arizona,** 100 acres deeded land, 100 head yearlong forest permit. 12 miles from downtown Prescott. Electricity and telephone to the headquarters. Headquarters improvements include a house, corrals and barns. A portion of the deeded land has been farmed in the past, and about 40 to 60 acres could be put into irrigated permanent pasture. The ranch is fenced into many pastures that are utilized on a rotation basis. Well watered with a good mix of summer grass and winter browse country. Four-season country in the center of the state. Cow herd on the ranch available at private treaty. Broker has an ownership interest.

Stay tuned.....more to come.

If you are considering selling your ranch, or if you are looking for a ranch in Arizona, lets visit. We are your Arizona connection.



"There's *so much* we're thankful for,..... 'Cept drought, a weak cow market,... ***Oh,...*** an' a certain county commissioner who shall remain nameless."

Training minority students for the agricultural workforce

— NMSU pipeline program

New Mexico State University (NMSU) will train more undergraduate and graduate students from underrepresented groups for competitive agricultural careers through a new program jointly operated by the University of California, Chico.

The program, funded by a $999,786 grant from the USDA's National Institute of Food and Agriculture, establishes a pipeline between the two institutions for minority students pursuing bachelor's and master's degrees in animal science. The grant was part of a $14 million investment in Hispanic-serving higher education institutions to support Hispanic student learning experiences in the agricultural and human science sectors.

"We're recruiting, retaining and graduating outstanding students from underrepresented groups," said Jennifer Hernandez Gifford, director of the program and an associate professor of animal science at NMSU. "The overall purpose of that is to increase those students' capacity to enter and enhance the nation's food and agricultural sciences workforce."

The program aims to recruit animal science majors from underrepresented groups to Chico State to complete their undergraduate studies and prepare them to enter graduate school at NMSU. Undergraduate students at Chico State will visit NMSU during the summers to complete research internships on the Las Cruces campus as part of an initiative to expose participants to research experiences in preparation for graduate school.

"We're expecting every student at every level in this program will gain both technical and professional competencies," Hernandez Gifford said. "A big part of our training involves giving students research skills that will set them up to be problem solvers who can meet the demands of the agricultural workforce."

Hernandez Gifford said the program capitalizes on the strengths of existing animal science programs at each university. Chico State, she said, has a strong undergraduate program, but lacks a graduate program, whereas NMSU has both, including a Ph.D. track, in the College of Agricultural, Consumer and Environmental Sciences' Department of Animal and Range Sciences.

Hernandez Gifford began recruiting students into the program in September. She said she is working with her counterparts at Chico State to establish student cohorts that foster a sense of community learning. The program, which runs through 2026, currently has three graduate students at NMSU.

Briza Castro, a second-year animal science graduate student, joined the program this fall.

Castro works with livestock at NMSU to study the effects of bacterial endotoxin on female fertility. Her research involves culturing an ovarian granulosa cell line with lipopolysaccharide and measuring the impact of bacterial endotoxin on hormone concentrations and inflammatory responses.

"I have always been interested in animal science," said Castro, who obtained a bachelor's degree in animal science at NMSU before starting the graduate program. "I really like the hands-on experience that you get in animal science, but also physiology—how the body works and how we don't think about physiology until something goes wrong."

Castro said she believes her research may help livestock producers increase their profitability and improve the welfare of animals.

"I think it will help them manage their herds accordingly," she said.

Hernandez Gifford said students must apply to the pipeline program and undergo a competitive selection process. Applicants must have a minimum GPA of 3.0 and come from an underrepresented group, among other requirements. Students who start the program at Chico State and wish to continue their education as graduate students at NMSU must also apply separately to their desired master's program.

For more information about the program, contact Hernandez Gifford at jgifford@nmsu.edu. — **NMSU Extension**

Forage testing is good management



NDSU

For beef cowherds, forages are the backbone for meeting nutrient demand.

All living things require nutrients for survival. The most basic of these are protein, energy, vitamins, minerals and water. Testing forage and feed for nutrient quality helps ranchers ensure they are meeting nutrient requirements for optimum beef cattle performance.

"Compared to a human, a beef cow needs to be supplied with a massive amount of nutrients daily to meet requirements for movement, fetal growth, temperature maintenance, digestion, milk production and other functions," said James Rogers, North Dakota State University (NDSU) Extension forage crops production specialist.

Young cows require additional nutrients for body growth until they reach maturity. Thin cows require additional nutrients to restore body condition. For beef cowherds, forages (grazed pasture and range, hay and silage) are the backbone for meeting this nutrient demand.

Protein content is the first nutrient ranchers must consider in forage. In the rumen of the cow, bacteria require protein in order to efficiently and completely digest forage. If protein levels are not meeting animal requirements, forage intake is reduced and forage digestion can be incomplete, which limits intake of other nutrients such as energy.

Once protein requirements are met, the focus should be on meeting the cow's needs for energy, which is required by the cow in the largest volume of all nutrients and often gets overlooked, said Rogers. A common term for expressing the energy requirement of the cow is total digestible nutrient (TDN). TDN requirements can be expressed as pounds per day required or as a percentage of the daily dry matter intake.

"TDN works well for ration balancing and for describing energy content of a feed or forage," said Rogers. "However, it does not give you a real feel for the volume of energy required by a beef cow. A more descriptive term is a calorie, which describes the amount of energy required by an animal or the amount of energy supplied by a feed source."

In beef nutrition, net energy for maintenance (NEm) and/or net energy for gain (NEg) describes these values. NEm describes energy requirements for daily cow maintenance. If any energy is left over after maintenance needs are met, it goes to NEg.

The unit of measurement for net energy in beef cow requirements is a megacalorie (Mcal). Human energy needs are also expressed in calories but in kilocalories (kcal). A human male needs 2,700 kcal each day or 2.7 million calories per day (1 kcal = 1,000 cal). By comparison, a 1,200-pound cow in the middle third of pregnancy requires 9.1 Mcal/day for NEm. A megacalorie is 1 million calories, meaning 9.1 million calories must be supplied every day to meet this cow's maintenance energy requirements.

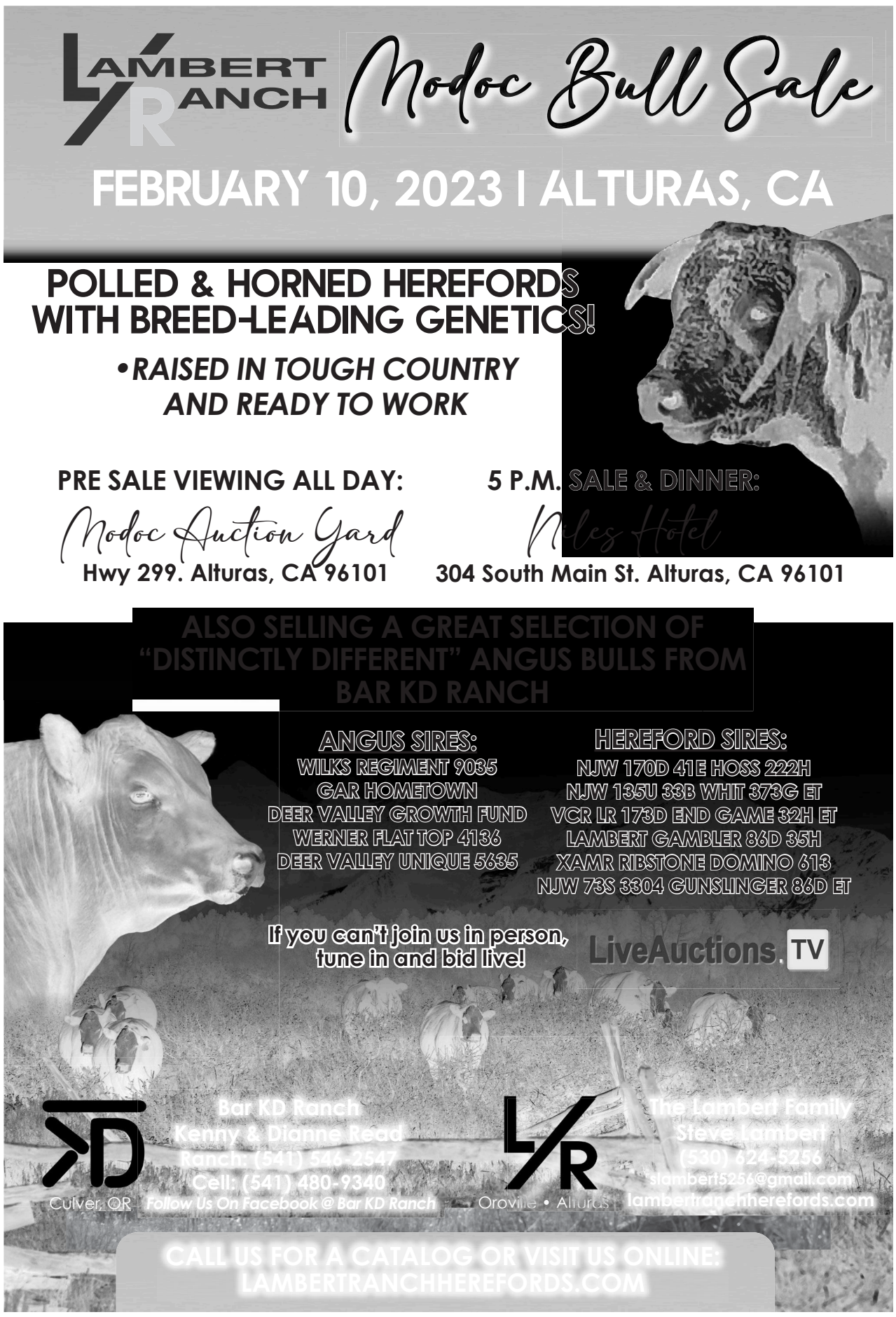
"When this same cow moves from the middle third to the last third of pregnancy, the NEm jumps from 9.1 Mcal to 12 Mcal daily," said Rodgers. "That is 12 million calories per day just for maintenance, or roughly 1,091 cups of salad, assuming that a cup of salad contains 11,000 calories."

Another leap in energy requirements occurs when the cow moves into calving and lactation. Then NEm goes from 12 to 18.6 Mcal if the cow is producing 25 pounds of milk per day. As nutrient requirements increase, forage quality and/or supplementation should increase. A forage that barely met nutrient requirements at the middle third of pregnancy will no longer meet requirements at calving.

These numbers do not consider temperature, wind, mud, snow or other environmental factors that can further swell requirements. Testing forage and feed for nutrient quality provides ranchers with the knowledge of what nutrients they are supplying to their cattle on a daily basis.

Echoing the saying of an old football coach about the forward pass, Rogers said that there are three possible outcomes for not testing forages, and two are bad.

"The first possible outcome is that you are underfeeding or undersupplementing, which will cost performance and profit," said Rogers. "Second, you may be overfeeding, which costs you extra money. The final possible outcome is that you might, by chance, have it right. Take out the chance and put in the 'know' with feed and forage testing." — **NDSU Extension**



Beef export value sets annual record

November beef exports were below the large year-ago totals, but 2022 export value already set a full-year record of nearly $11 billion, according to data released by USDA and compiled by the U.S. Meat Export Federation (USMEF).

November beef exports totaled 115,777 metric tons (mt), down 6% from the previous year's large volume, while export value declined nearly 20% to $846.6 million. However, through the first 11 months of 2022, beef export value still increased 14% year over year to $10.9 billion, already topping the full-year record ($10.58 billion) set in 2021. January-November export volume was 1.36 million mt, up 3% from the record pace of 2021.

"Similar to the previous month, November results for U.S. beef exports reflected severe headwinds in our large Asian markets," said USMEF President and CEO Dan Halstrom. "Key currencies in the region were still slumping, which impacted the buying power of importers and consumers.

"COVID cases and lockdowns in China were also intensifying, prompting widespread protests and the eventual lifting of many restrictions. But the U.S. dollar mainly peaked in late October and early November, and global demand has remained relatively strong. Even with a high level of economic uncertainty, 2022 has been a fantastic year for U.S. beef exports and the outlook for the coming year remains positive."

Beef export value sets records

In addition to setting a global value record with one month to spare, U.S. beef exports also set annual value records in several individual markets. This included value leader South Korea, where January-November exports reached $2.51 billion—already a full-year record not only for Korea, but for any single destination. November export volume to Korea increased slightly year over year to 23,612 mt, despite economic obstacles and a trucker strike that slowed cargo movement near the end of the month. November export value was $185.6 million, down 24% from the large total posted a year ago. January-November export volume to Korea was up 4% to 267,664 mt, and the market is well-positioned to break the 2021 volume record when December results are available.

November beef exports to China/Hong Kong also held fairly steady year-over-year, declining only slightly to 20,233 mt, while export value fell 10% to $184.3 million. These results were impressive, given the economic turmoil resulting from China's COVID-related restrictions and widespread protests that escalated late in the month. January-November exports to the region set new annual records, increasing 20% in volume (263,431 mt) and 27% in value ($2.41 billion).

China's recent lifting of most COVID restrictions has fueled optimism among importers, especially those serving the foodservice and hospitality sectors, but the benefits of these policy changes are likely to be delayed until China works through its current wave of COVID cases.

Led by growth in the Philippines and Vietnam, November was another strong month for beef exports to the Association of Southeast Asian Nations (ASEAN) region. Growth is widespread in the region, as exports to the Philippines, Singapore and Cambodia already set annual records and shipments to Thailand are on a record pace. Despite facing significant tariff disadvantages in the ASEAN and the added costs of the strong U.S. dollar, January-November exports increased 20% from a year ago to 60,168 mt, while value climbed 60% to $427.5 million.

Other results

Despite trending lower in the second half of 2022, beef exports to Taiwan already surpassed the previous annual value record through November at $698.4 million, up 16% from a year ago. Export volume is also on a record pace at 60,472 mt, up 5% from a year ago and well-positioned to top the 2020 record of 63,752 mt.

Exports to Japan, the leading volume market for U.S. beef, took a step back in November, falling 13% in volume (23,840 mt) and 36% in value ($155.8 million) from the large year-ago totals. January-November shipments to Japan totaled 284,158 mt, down 4% from a year ago, while value remained slightly above the record pace of 2021 at $2.17 billion.

While beef exports to the Middle East also declined in November, shipments to the region still achieved significant growth in 2022. Through the first 11 months of the year, exports reached 60,772 mt, up 5% from a year ago, while export value jumped 42% to $278.7 million. In Egypt, the leading destination for U.S. beef livers, exports slipped 3% to 43,396 mt, but value still climbed 32% to $85.6 million. For beef muscle cuts, export growth was driven by Saudi Arabia, Qatar, the United Arab Emirates, Israel and Kuwait.

November beef exports to Canada climbed 11% from a year ago to 9,170 mt, while export value increased 5% to $65.3 million. Through November, exports to Canada were 4% above the previous year's pace at 96,671 mt, while value increased 13% to $771.7 million. Export value to Canada will reach its highest level since 2015, when shipments totaled just over $900 million.

January-November exports of beef variety meat were steady with the previous year at 274,336 mt. But these items commanded higher prices, as export value increased 18% to $1.15 billion—already topping the full-year record of $1.09 billion reached in 2021, led by value growth in Japan, Mexico, China, Egypt, Korea and the ASEAN.

November beef export value equated to $382.46 per head of fed slaughter, down 20% from a year ago, but the January-November average was still up 13% to $452.42. Exports accounted for 13.9% of total November beef production and 11.9% for muscle cuts only, down from 15.2% and 12.9%, respectively, in November 2021. The January-November ratios were 15.2% and 13%, each up two-tenths of a percentage point from a year ago.

Lamb exports

November exports of U.S. lamb muscle cuts more than doubled the year-ago volume, reaching 247 mt (up 129%), while export value increased 72% to $1.38 million. For January through November, exports increased 72% to 2,125 mt, valued at $12.5 million (up 61%). While 2022 growth was primarily driven by strong demand in the Caribbean, November exports were bolstered by larger shipments to Mexico and Canada. — **USMEF**

Lawrence honored as 2022 ICA Hall of Fame inductee

The Iowa Cattlemen's Association (ICA) annually honors an individual who has contributed a great deal of time and effort in promoting the beef industry in Iowa. The 2022 recipient of the Iowa Cattlemen's Association Hall of Fame award was Dr. John Lawrence, of Ames, IA. Lawrence was nominated for this prestigious honor by a group of producers and allied leaders for his service and engagement with many Iowa beef industry evolutions throughout his career.

Lawrence, vice president of Iowa State University Extension and Outreach, will retire in March. He's been a livestock economist at heart—even when his title changed.

Always a cattleman, John was raised on a southwest Iowa crop and livestock farm. And forever an Iowan at heart, it's been his home, except while he earned his Ph.D. in agricultural economics at the University of Missouri in Columbia, MO, and served as Extension livestock economist in marketing and assistant professor at the University of Minnesota in St. Paul, MN. In 1991, he returned to Iowa as the Iowa State University (ISU) Extension livestock economist and assistant professor.



Courtesy photo

Dr. John Lawrence

John continued as Extension livestock economist as he advanced in his faculty position and began adding administrative responsibilities, which often overlapped. In 1998, he was named Iowa Beef Center director, a position he held until 2010. From 2004-10, he was assistant director of the Iowa Agriculture and Home Economics Experiment Station. In 2010, he became associate dean of Extension and Outreach for the ISU College of Agriculture and Life Sciences, and director of Agriculture and Natural Resources Extension. Seven years later, he was named acting, then interim ISU vice president for Extension and Outreach, and the following year he was appointed to his current vice president position.

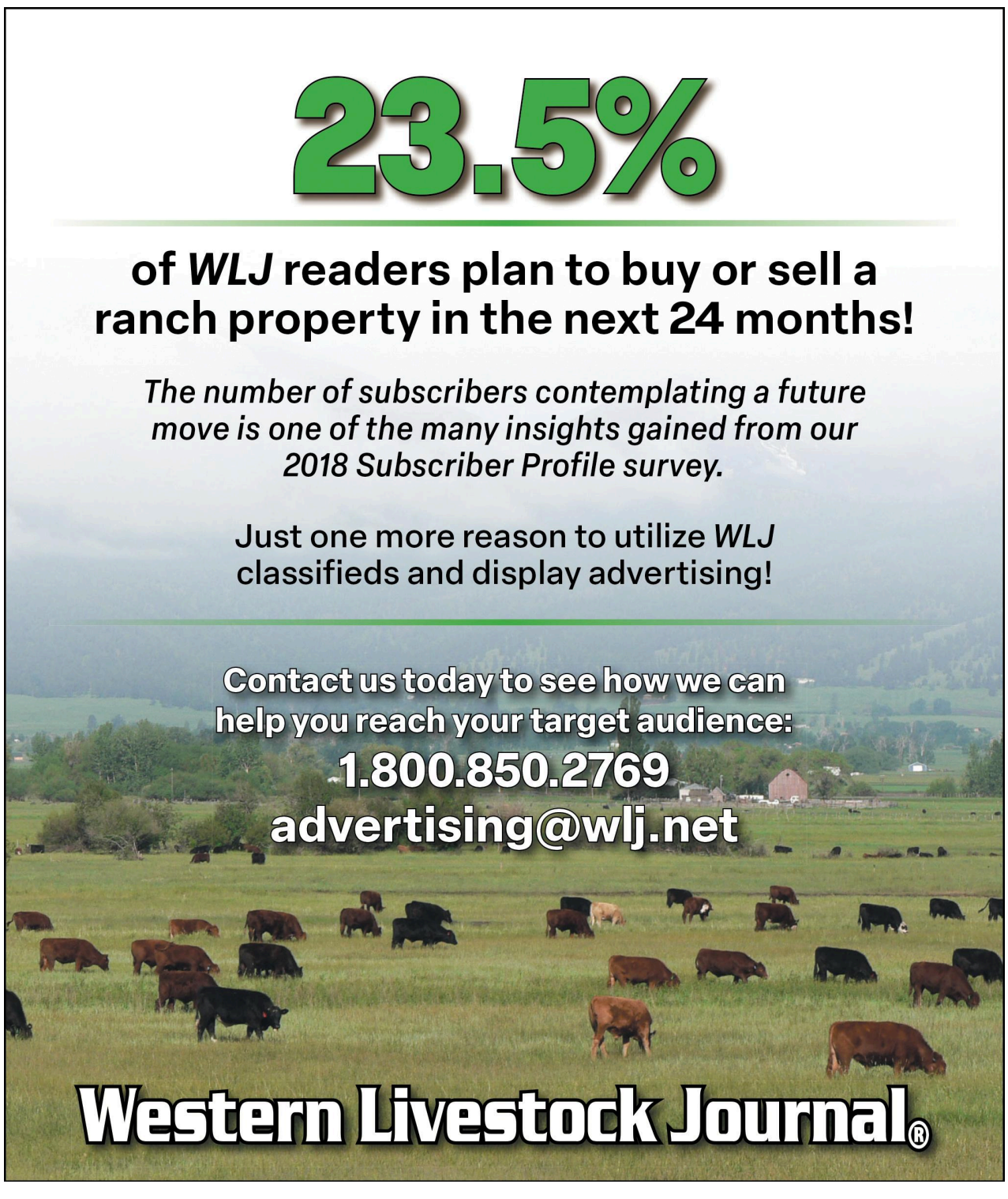
Along the way, he held several interim positions in addition to his full time role, including interim director for the ISU Beginning Farmer Center and Iowa Nutrient Research Center, and interim chair for the ISU Animal Science department.

The constant through the decades has been his dedication to working with people. From early days on Iowa farms and at producer meetings, to advocating for livestock industry members at the state, national and international levels, John has been a strong supporter of Iowa agriculture and its people.

"John is a true believer in engaging Iowans. Without question, his commitment to building strong, sustained partnerships like the one we enjoy with the Iowa Cattlemen's Association make him worthy of hall of fame status," said Wendy Wintersteen, ISU president. "For more than 30 years, John's devotion to the power of ISU Extension and Outreach to change Iowans' lives for the better has been unwavering."

John and his contributions have made him an important piece of the beef industry past, present and future, and thanks to John, that future is bright.

The ICA would like to thank John for his commitment and sacrifice to Iowa's cattle industry by inducting him into the ICA Hall of Fame. — **ICA**



Windbreaks for protection and snow diversion

Shelter for livestock during the winter months can influence the success of calving and a livestock operation. Protection from the wind and snow is not always readily available from natural topography or living windbreaks such as tree lines or shrub rows. The presence of wind increases heat loss in livestock during the winter and can penetrate the haircoat, allowing cold air to reach the skin, accelerating the loss of heat.

Constructing windbreaks increases protection for livestock. Installing a windbreak needs to come with the end goal in mind. The windbreak will only be as good as it is designed, and using the wrong design can cause more harm than good. Some windbreaks are used primarily as snow fences to collect snow directly on the downwind side. These fences are typically used to prevent snow from drifting in dry lots and driveways further downwind, or they can be used to collect snow for ponds. Knowing the purpose of the windbreak is vital to its success.

Livestock performance and survival is affected by wind and temperature. When temperatures drop below 18 F, cattle begin to experience cold stress—even with their heavy winter hair coat—and feed intake will need to increase to maintain a suitable body temperature. Calving success can increase by 2% behind a windbreak, according to Kansas producers. A general rule of thumb to use is that for every degree of cold stress a cow faces, they increase their energy requirements by 1%. In Montana feedlots during severe winters, cattle behind windbreaks gained 10.6 pounds more than cattle that did not have windbreaks.

The different combinations of constructed windbreaks include permanent and temporary, as well as porous and non-porous. Research by the USDA Forest Service at the Rocky Mountain Research Station examined non-porous, or solid, windbreaks. Research by the University of Saskatchewan, Saskatchewan Agriculture and Food, and Manitoba Agriculture focused on porous windbreaks. Ultimately, the turbulence of the wind behind the windbreak determines the size of the protected area and the degree and placement of snow accumulation.

A solid (non-porous) windbreak constructed in a "V" configuration will create protection from snow and minimize snow in the crux of the "V." The sides of the "V" should form a 90-degree angle and the point should be built facing into the prevailing winter winds. This will cause snow to be diverted around the ends of the barrier and form drifts away from the sheltered area. The area of shelter will be downwind about five times the height of the barrier. "Shelter" in this design is considered to reduce wind speed by 60% with minimal snow accumulation.

The shelter width, measured as the distance between the open ends of the windbreak's sides, should not exceed 15 times the height of the barrier. For example, a barrier 8 feet tall can have sides no longer than 85 feet because the distance between the ends of the sides with that configuration is 120 feet wide. If the sides are longer, snow will begin to drift over the barrier and into the sheltered area. This same design can be used for a temporary or annual windbreak by stacking large round hay bales. Be sure to stack bales tightly to allow no gaps. Stacks of two bales high, the bottom vertical and the top horizontal, worked well in ranch tests.

A temporary "V" shelter can also be constructed using two 8-foot long panels with a tarp or canvas secured to the panel. This requires some anchor system, but can be a quick one-man solution when weather gets bad.

Porous windbreaks can be constructed in a line and can be permanent or temporary. Effectiveness of this type of windbreak is determined by porosity (open area as percent of total), which affects the amount of wind reduction and the area of wind reduction. Porosity at 25-33% will optimize protection from wind and snowdrifts. Years of research have determined the protected area to be eight to 10 times the height of the windbreak.

Therefore, a 10-foot tall fence (with 25-33% porosity) will provide 80-100 feet of protection behind it. If using vertical boards to build a windbreak, 6-inch boards with 2-inch spacings will create 25% porosity. For temporary construction, the base must be as wide as the windbreak is tall to avoid toppling. Some temporary windbreaks have been constructed with axles and hitches for portability. Using a steel frame and vertical boards is a sturdy, low-cost option when constructing these windbreaks.

Temporary or portable windbreaks can have tradeoffs. Some advantages include the ability to move calving pastures, reducing hay loss fed in bunks or on the ground, shelter for cattle grazing crop residue fields, manure concentration in a nutrient poor portion of the field and avoiding feed residue buildup. Some disadvantages of portable windbreaks include moving the windbreaks, often costing more than permanent windbreaks, toppling in extreme winds and freezing of the base to the ground.

Conclusion

Installing a windbreak needs to come with the end goal in mind. Permanent or temporary, porous or non-porous, the design needs to fit the needs of an operation. In cold and windy situations, protection for livestock will reduce cold stress and aid in calving success and energy requirements. Windbreak designs have their advantages and disadvantages. Evaluate the tradeoffs and put time into the design. — **Brad Schick, Nebraska Extension educator**

Burbanks named to AGA Hall of Fame



Courtesy photo

John Burbank and Laurie Burbank.

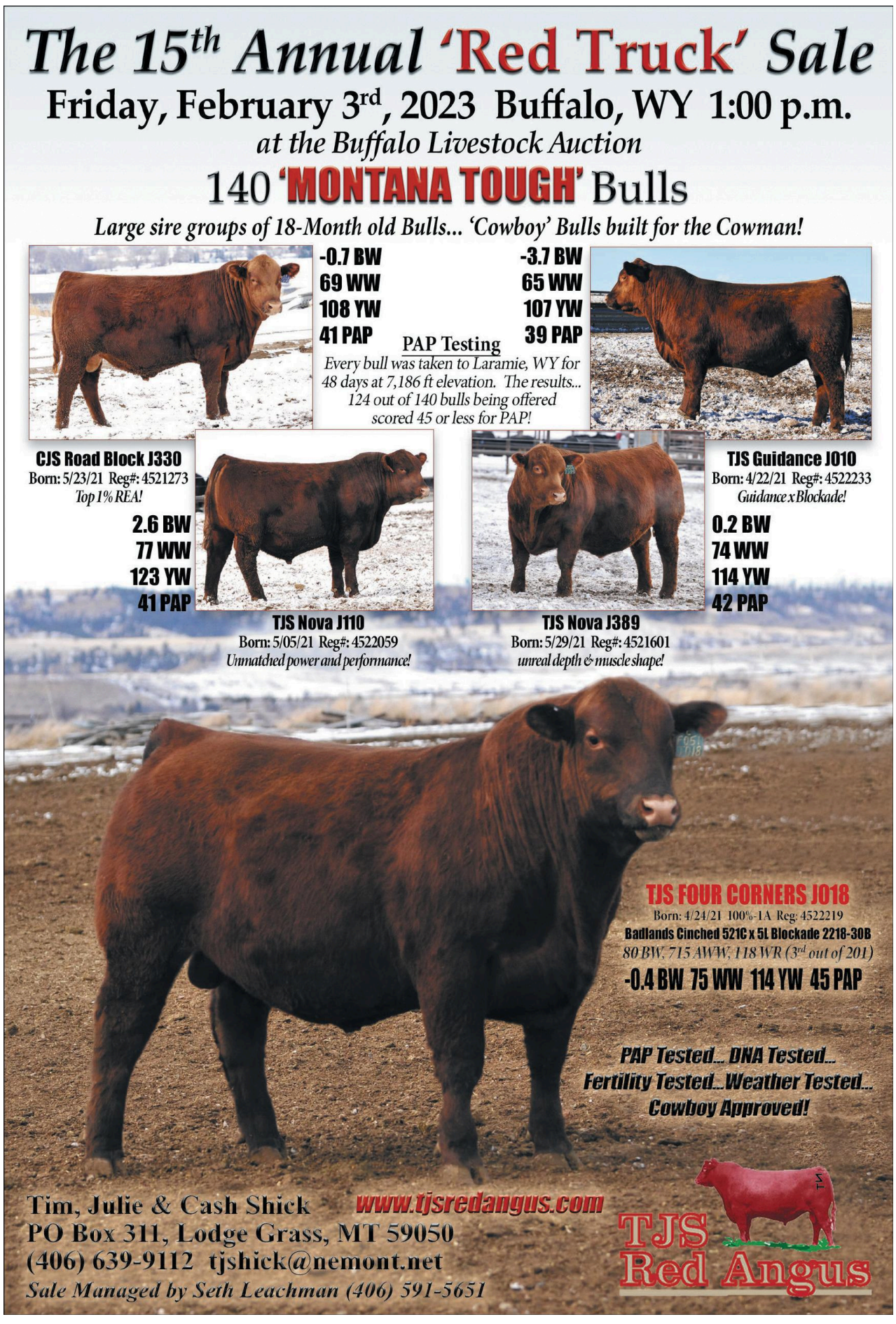
The 2022 American Gelbvieh Association (AGA) Hall of Fame inductees are John and Laurie Burbank of St. Catharine, MO. The Burbanks were presented the award at the awards banquet during the 52nd Annual AGA National Convention, which took place Dec. 9, 2022, at the Hyatt Regency Louisville, in Louisville, KY.

Members of the AGA since the early 1980s, the Burbanks have been ardent supporters of the Gelbvieh and Balancer breed. John served on the board of directors during pivotal changes in the association, including the introduction of SmartCross crossbreeding and the adoption of electronic registration. Additionally, John served as president of the AGA in 1999 and provided industry insight and focus to the board as the breed chartered new waters in developing a trademarked hybrid.

As one of the first in the breed to promote polled Gelbvieh bulls, the Burbanks continue to focus on providing both improved genetics and service to their customers.

Thinking bigger than their own personal operation, the Burbanks saw a need with seedstock producers in different areas to cooperate to sell bulls and females. This led John and Laurie to establish Seedstock Plus, a marketing cooperative that boasts 33 members throughout eight states. Today, the program is driven to provide more value to commercial cow-calf producers through Seedstock Plus members' premium genetics.

"John and Laurie have a passion for the continued improvement of the Gelbvieh and Balancer breed," AGA president Lori Maude said. "They support the future of the breed and believe in giving young Gelbvieh breeders the opportunity to experience the beef industry on a larger stage. They have dedicated years to building a program and helping other producers be successful." — **AGA**



USCA hosts annual meeting, appoints new leadership in TN



Courtesy photo

Trey Wasserburger of TD Angus and Sustainable Beef presenting at the 2022 USCA Annual Meeting & Cattle Producer's Forum.

The U.S Cattlemen's Association (USCA) hosted its 15th Annual Meeting & Cattle Producer's Forum on Dec. 8-10, 2022 in Nashville, TN.

The event drew attendees from across the U.S. and served as a platform for key industry leaders and decision makers to discuss what the future holds for the U.S. cattle industry. The organization also welcomed new leadership appointments for 2023.

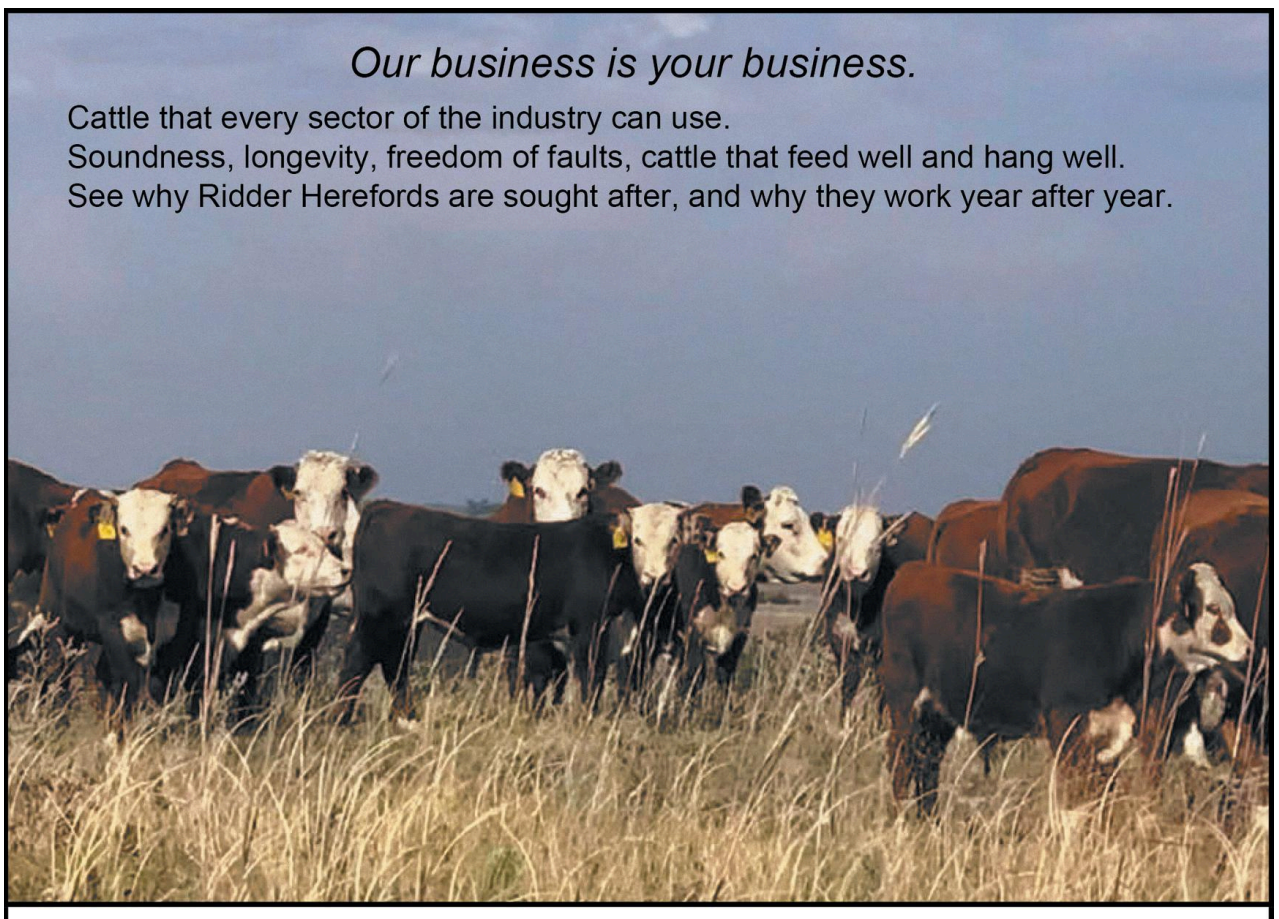
Tennessee Commissioner of Agriculture Dr. Charles Hatcher provided a lunchtime keynote address. Several federal government officials were also on-hand to interact with attendees, including USDA Deputy Under Secretary for Food Safety Sandra Eskin and the Department of Justice Antitrust Division's Deputy Assistant Attorney General Michael Kades.

On Dec. 9, after conferring with their respective policy committees in breakout sessions, USCA members debated prior and prospective policy resolutions. Each resolution in the current USCA policy book is reviewed every two years at the Annual Meeting and will now be mailed to the full membership for a vote.

The board of directors also approved the slate of nominations for USCA officer positions. Justin Tupper of South Dakota will assume the presidency in 2023, alongside Whitney Klasna of Montana as his vice president. Chuck Kiker of Texas will remain the parliamentarian, while Ann Miller continues to serve as the organization's treasurer. Amanda Kita graciously volunteered to take on the role of secretary.

USCA would like to extend its gratitude to immediate past president Dr. Brooke Miller of Virginia for his years of service to the U.S. cattle industry. He will fill the advisor role that Kenny Graner of North Dakota has occupied since 2019 as past president.

Keep an eye out for the announcement of 2023 events, including the Washington, D.C. Fly-In and Annual Meeting! — **USCA**



Ridder Hereford Ranch Bull & Heifer Sale

February 2, 1 pm (cst) - at the ranch, NW of Callaway, NE

- **90 Bulls** - two-year-olds, fall yearlings, yearlings. All Bulls are scored for Calving Ease and Carcass Traits, evaluated for soundness and disposition. Volume, thick, correct, hooves trimmed, horns tipped, ready to breed.
- **75 Heifers** - open yearlings. All Heifers are scored for Carcass Traits, evaluated for soundness and disposition. Super feminine.
- We cooperate on delivery and on 6-month Bull insurance policies.
- Select your Herd Sire and Heifer Replacements here!
- Bid from our sale barn seats or on www.LivestockLink.com Register ahead of time!
- Call for a catalog or view online at www.RidderRanch.com
- Videos will be posted mid-January.

The Livestock Link
Livestock Videoing • Video Sales • Bid-by-Click Online Sales
To view events go to: www.TheLivestockLink.com

Ridder Since 1907 Hereford Ranch
John & Mary Ridder Family
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402.450.0431 Cell
mailbag@ridderranch.com
www.ridderranch.com

Petition asks to list CA greater sage-grouse

— CCA will fight the petition

The California Fish and Game Commission acknowledged it received a petition filed by the Center for Biological Diversity (CBD) to list the greater sage-grouse on the California Endangered Species Act (CESA) as threatened or endangered.

CBD states in its petition the greater sage-grouse is eligible for and warrants listing under CESA based on its population decline and loss of habitat. According to the petition, "Greater sage-grouse in California occupy the western periphery of this species' overall range and represent 7% of its overall population." The petition notes there are two distinct population segments (DPS) of the sage grouse in the state: the "Northern California" DPS, located in Lassen and Modoc counties in the northeastern part of the state, which is contiguous with other populations in Nevada; and the "Bi-State" DPS in the Sierra Nevada Mountains, straddling the California/Nevada border in Inyo and Mono counties.

The petition states habitat loss is the most significant threat to the sage grouse, and in the past 35 years, the bird has been extirpated from eastern Siskiyou County due to habitat conversion. The bi-state population has also lost 50,837 acres over the past 23 years and its habitat has also become fragmented. The petition cites U.S. Geological Survey data showing the current habitat for the sage grouse occupies over 4.3 million acres and consists of 136 leks. It notes there has been a 32% contraction in sagebrush habitat from historical figures, particularly in the state's northeastern portion. The petition continues, "It is unclear how many acres of sage-grouse habitat has been converted to agriculture or urbanization in California."

> *Livestock may also trample nests, cause nest abandonment, and disturb sage-grouse behavior.*
>
> *— Center for Biological Diversity*

The petition goes on to say that livestock and feral horses can alter the sagebrush ecosystem through the trampling of plants and compaction of the soil. The construction of fencing offers an opportunity for predators and the grouse to become entangled in the fencing. The petition states nearly all of the sage grouse habitat is in a grazing allotment or area where feral horses roam.

"Livestock grazing is an insidious form of biotic disturbance that has exerted ongoing disturbance on the sagebrush ecosystem over many decades," the petition states. "Grazing livestock can affect soils, vegetation, water and nutrient availability by consuming or altering vegetation, redistributing nutrients and plant seeds, trampling soils and vegetation, and disrupting microbial composition. Livestock may also trample nests, cause nest abandonment and disturb sage-grouse behavior."

The petition noted in addition to livestock impeding the sage grouse habitat, the introduction of cheatgrass, the expansion of pinyon/juniper trees, energy development and mining have also contributed to habitat loss.

The petition continues that habitat restoration is vital to the long-term viability of the sage grouse.

"The greater sage-grouse in California is in decline and at imminent risk of continuing on an extinction trajectory due to cumulative and ongoing threats," the petition states.

"This species has already disappeared from states such as Nebraska, British Columbia and Arizona, and without the State of California stepping up to protect this species, the greater sage-grouse is likely to disappear from California. Listing the species under CESA can serve as an impetus for meaningful management actions that can help ensure that, unlike in other states and provinces, this iconic bird will remain in California in perpetuity."

In May 2022, a federal judge ruled the Trump administration unlawfully withdrew its proposal to list the bi-state sage-grouse as threatened under the Endangered Species Act. The judge remanded the matter back to the U.S. Fish and Wildlife Service to issue a new final listing decision.

California Cattlemen's Association (CCA) noted in its Jan. 9 edition of the Legislative Bulletin that the National Cattlemen's Beef Association and other industry advocates have successfully sought riders to federal funding bills precluding listing the greater sage-grouse, including one included in the Consolidated Appropriations Act of 2023.

CCA stated it will "strenuously oppose the state listing petition, again highlighting the extensive voluntary efforts of California cattle producers to safeguard the species and its habitat."

According to the notice of receipt from the California Fish and Game Commission, it will formally receive the petition at its meeting on Feb. 8-9, and it anticipates receiving an evaluation and recommendation from the California Department of Fish and Wildlife at its April hearing. — **Charles Wallace, *WLJ* editor**

MT pup named runner-up in AFBF Farm Dog of the Year contest

Fez, a border collie/Australian shepherd trained and owned by Lexi Coniglione from Glasgow, MT, was named runner-up of the Western region in the 2023 Farm Dog of the Year contest. The contest celebrates farm dogs that work alongside farmers and ranchers as they sustainably produce nutritious food for families and their pets across America. Rounding up livestock and chasing off predators are among the many tasks performed by farm dogs.

Fez came into Coniglione's heart at a low point in 2021. She had lost one family member to a tragic accident, and she had just come back from a branding when she learned that her best friend since college had taken his own life.

"I was at a low point dealing with the grief. I had gotten in touch online with a wonderful family in Ekalaka who were proud of their stock dogs—rough-coat Border Collies with a quarter Australian shepherd. I didn't know if getting a puppy would work out and if I had room emotionally," Coniglione said. "Fez has become my best friend. He will work a 30-mile day or help me with small jobs at the feedlot. He's been my right hand. I've watched him stop for a minute to look around and see my end goal. He is a little mind reader. That's what I value most about him, the connection we have."

Farm Bureau launched the Farm Dog of the Year contest five years ago—now a popular feature of the American Farm Bureau Federation's Convention. A panel of judges with expertise in the pet care industry, veterinary medicine and communications reviewed more than 100 nominations to select the 2023 Farm Dog of the Year. Judging criteria included the dog's helpfulness to the farmer and his/her family, playfulness and their role in making life better on and off the farm. Farm Bureau members submitted written responses to questions, photos and video clips to nominate their dogs for Farm Dog of the Year.

The Valley County Farm Bureau member was thrilled to learn that Fez had been named a runner-up in the competition. "There are outstanding working dogs, and having them recognized in a national competition is fantastic," she said.

Coniglione received $1,000 in prize money, a trophy plate and Purina products. — **Montana Farm Bureau Federation**



Courtesy photo

Lexi Coniglione and her dog, Fez, runner-up of the Western division in the American Farm Bureau Farm Dog of the Year contest.

Tips to ensure cattle have winter water access

With the onset of winter temperatures around the country, cattle producers are busy ensuring their herds are well cared for. Keeping cattle fed with quality nutrition from supplementation to provide protein, energy, minerals and vitamins is top of mind for many. But there is another essential nutrient you can't afford to overlook: water.

"Water is the most essential nutrient for cattle production," said Jon DeClerck, Ph.D., cattle nutritionist with Purina Animal Nutrition. "It's used for regulating body temperature, growth, reproduction, lactation, digestion and many other bodily functions. Water also drives intake for mineral, forage and supplements. And while we typically worry more about water intake in summer, it's equally as important in cold weather."

For fall-calving herds, water requirements go up drastically during lactation. Cows hit peak lactation right when water is at risk of freezing up. With spring-calving herds, water access is key to avoid stress and long-term performance impacts to both the cow and unborn calf.



Courtesy photo

Manage your cattle waterers to limit ice so the whole herd can have an opportunity to get a drink.

Here are three tips to keep cattle drinking water in winter:

1. Carefully consider water placement — During extreme cold, wind or moisture, cattle typically stand in a shelter for extended periods to conserve body heat. The easier it is to access water in shelter areas and near feed sources, the less likely cattle will go off water or burn body heat walking long distances to get water.

"When using natural water sources, place feeding sites close to the water to encourage access and decrease the chance of water icing up, but far enough away to protect water quality," said DeClerck.

Water sites should be well-drained to avoid mud and ice build-up, which can become a slipping hazard.

2. Be proactive about ice management — The best way to manage ice is to prevent water sources from icing up in the first place.

"Automatic cattle waterers have several options to keep ice at bay, including insulated troughs and pipelines, electric and propane heaters, solar power, and heat tape or geothermic heat," said DeClerck. "An added benefit of these types of heated waterers is improved water temperature, leading to more optimal water intake by the animal."

Maintaining a continuous flow of water is another option for automatic cattle waterers to prevent ice build-up. But be aware of overflow issues. Set up a drain to remove excess water and only run continuous flow in preparation for and during inclement weather.

"Managing ice with natural water sources is more of an art than a science," said DeClerck. "Water can get muddy if you chop ice too close to the bank, discouraging cattle from drinking.

But, if you chop too far out, you increase the risk of slipping, which could lead to broken legs or lost pregnancies. Look for a happy medium to keep cattle safe while maintaining water quality."

3. Prepare for the unexpected — Those in the Midwest and North are often pros when it comes to extreme winter weather. But in the warmer areas of the country, such as the Southeast, you may not be as prepared for that once-every-10-years winter storm. But no matter where you live, the key is to have a plan.

"When a winter storm rolls in, don't be left without supplies like water heaters and other essential items," says DeClerck. "These sell out quickly when storms are looming. Make a checklist of must-have items and stock up long before temperatures start dropping."

Have a pre-storm plan in place and know how to implement it. Your plan could include tasks like performing regular maintenance, turning on water heaters and starting continuous flow on automatic cattle waterers.

When building a new site, think ahead and consider laying pipes deeper and using insulated pipes to prevent freezing. It will save you a lot of hassle down the road. — **Purina Animal Nutrition LLC**



VIDEO AUCTION

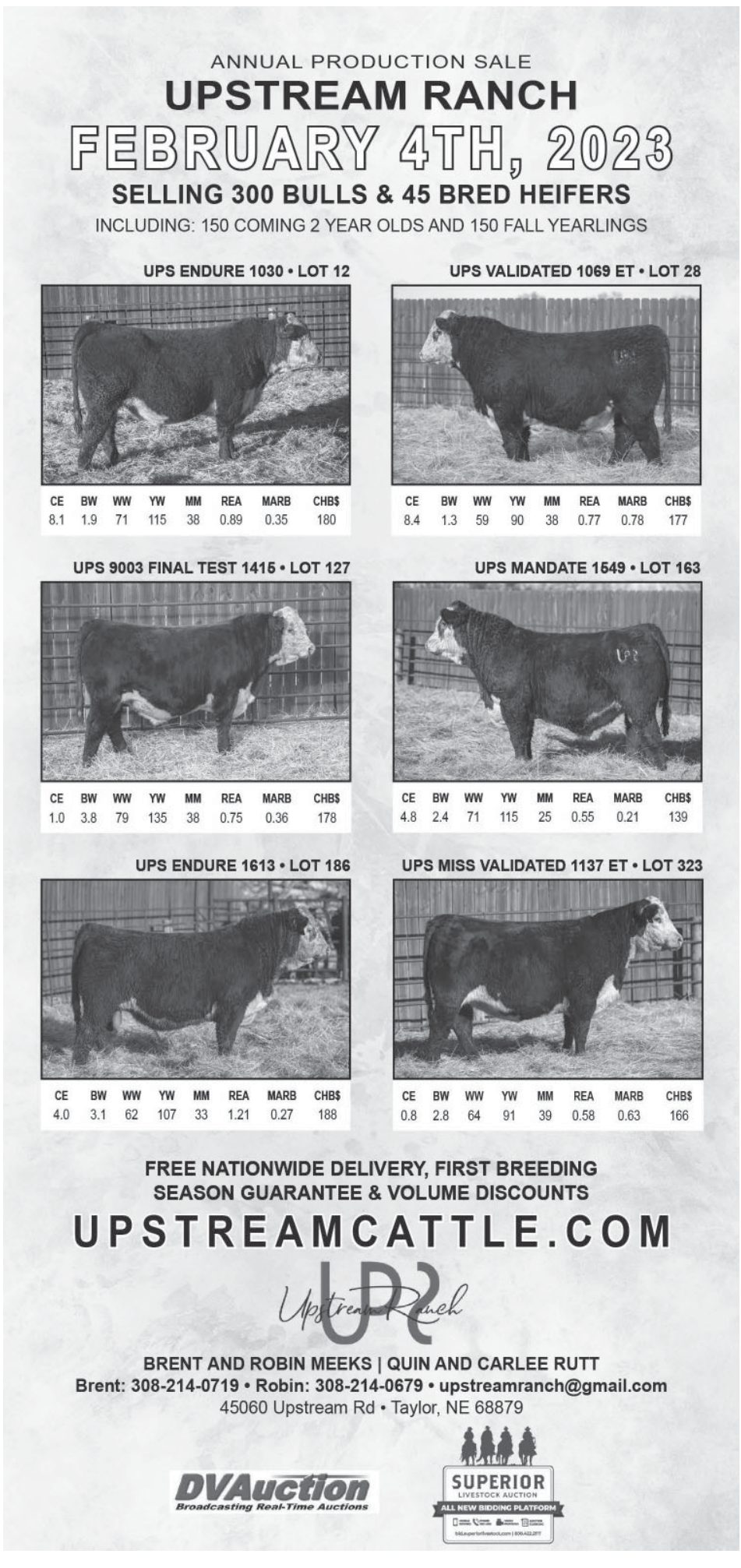
Jan. 15, Hudson Oaks, TX

Superior Livestock Auction hosted their video auction live on Jan. 5 from the Superior Livestock Auction Studio in Hudson Oaks, TX. Cattle producers offered over 17,468 head of calves, yearlings and bred stock from 18 states for this auction. Cattle were sold on contract to deliver immediately through September 2023.

The first auction of 2023 was met with much anticipation and delivered a very bullish market report. The new year started with a strong market, with aggressive bidding on all classes. Region 3/4/5/6 feeder steers were steady to $6 higher on lighter weights and $3-10 higher on heavier weights. Heifers were also steady to $5 higher on all weights. Region 1 & 2 feeder steers were in short supply but were met with aggressive bidding. There was a strong showing for beef-dairy crosses, moving $15-25 higher than the last auction. Calves from all regions were $15-30 higher on lighter weights, as much of the country's grazing areas have received welcomed moisture.

TOPS—Feeder steers: JK Farms, Welch, OK, sold 77 feeder steers @ 650 lbs. Black, BWF, Charolais cross & Red Angus cross. Approx. 75-85% black hided. Could be a few with Brangus influence. True yearlings with lots of condition. $193.50, Jan. 8-25 delivery. Brett Britten, Groom, TX, sold 65 feeder steers @ 775 lbs. Angus & Angus cross. Pred. black hided. Approx. 80% home raised, balance purchased. $184, Jan. 7 delivery. Drywood Cattle, Garland, KS, sold 66 feeder steers @ 800 lbs. VAC 45+, Superior Verified, NHTC, Verified Natural Beef, Veg. Fed Approved, Superior Progressive Genetics. Out of Charolais & Charolais cross cows by Harris Ranch Red Angus bulls. May be few with a tic of ear, depending on sort. May be one black hided. $192, Jan. 7-18 delivery. Brandon Roenbaugh, Lewis, KS, sold 98 feeder steers @ 825 lbs. VAC 60, Superior Progressive Genetics, English & English cross. 100% black Angus & BWF. Buyers option on four red, RWF & one Hereford. $189, Feb. 20-March 2 delivery. CRX Cattle Inc., Friona, TX, sold 180 feeder steers @ 850 lbs. VAC PRECON, Angus cross & Charolais cross. Approx. 75% black, 25% red & Charolais. One-eighth to no ear. $185, Jan. 16-30 delivery. Lynn & Kinsy Ryan, Ansley, NE, sold 65 feeder steers @ 740 lbs. VAC 60, Superior Progressive Genetics. Out of Red Angus & Red Angus cross cows by Red Angus & high percentage Red Angus Balancer bulls. Approx. 75% black hided, balance red & a few Charolais cross, depending on sort. $181, Jan. 9-20 delivery. **Beef-dairy crosses:** Tuls Cattle Co. III, Clovis, NM, sold 240 beef-dairy cross steers @ 400 lbs. Superior Verified, NHTC, Superior Progressive Genetics. Out of straight Holstein cows by Angus & SimAngus Beef bulls. 100% black hided. Few w/ white socks, stars, tails &/or bellies. $209, April 1-30 delivery. Kirkman Farms LLP, Kirkman, IA, sold 100 beef-dairy cross steers @ 520 lbs. VAC 60, Superior Verified, Black Angus Verified Beef, NHTC, BQA Certified. Out of Holstein cows by Grimmius Cattle Co. Will have 840 EID tags. China & Saudi Arabia approved & approved for no growth promotants. $215, Jan. 9-11 delivery. S-D Feeders, Syracuse, KS, sold 120 beef-dairy cross steers @ 400 lbs. VAC 60, Superior Verified, NHTC, Verified Natural Beef, Veg. Fed Approved, Superior Progressive Genetics. Out of Charolais & Charolais cross cows by Harris Ranch Red Angus bulls. Seller retained most or all heifers with a tic of ear for replacements. May be few with a tic of ear, depending on sort. $190, Jan. 6-13 delivery. Vernon & Coral Young, Eckley, CO, sold 180 feeder steers @ 825 lbs. VAC 60, AngusLink, Superior Progressive Genetics. Out of 100% Angus cows by reg. Basin Angus bulls. AI'd calves by Basin Monumental. 100% black hided. Buyers option on one Charolais cross. Angus Verified w/ AngusLink. $187.50, Jan. 10-20 delivery. RK Staheli Farms Ralph Staheli, Washington, UT, sold 125 feeder steers @ 800 lbs. VAC 60 & VAC PRECON, BQA Certified, Angus & SimAngus cross. 100% black hided. $180, Jan. 15-30 delivery. Dan Filippini, Battle Mountain, NV, sold 125 feeder steers @ 800 lbs. Superior Verified, NHTC, Verified Natural Beef, Veg. Fed Approved, Superior Progressive Genetics, Approx. 50% black hided, balance Red & RWF. Sired by Wedel & Leachman Red Angus & Leachman Red & Black Stabilizer bulls. Approx. one-eighth Brangus cross. $184, Jan. 10-15 delivery. **Feeder heifers:** Drywood Cattle, Garland, KS, sold 76 feeder heifers @ 700 lbs. VAC 45+, Superior Verified, NHTC, Verified Natural Beef, Veg. Fed Approved, Superior Progressive Genetics. Out of Charolais & Charolais cross cows by Harris Ranch Red Angus bulls. Seller retained most or all heifers with a tic of ear for replacements. May be few with a tic of ear, depending on sort. May be a few black hided. $186, Jan. 7-18 delivery. CRX Cattle Inc., Friona, TX, sold 600 feeder heifers @ 750 lbs. VAC PRECON, Angus cross & Charolais cross. Approx. 90% black, 10% red & Charolais. One-eighth to no ear. $174, Feb. 1-10 delivery. Rocking A Ranch, Mullinville, KS, sold 65 feeder heifers @ 725 lbs. VAC 60, Superior Verified, NHTC, Verified Natural Beef, Veg. Fed Approved, Superior Progressive Genetics. Out of Angus & a few BWF cows by Fink Charolais bulls. $190, Jan. 23-27 delivery. Bill Cannon, Madisonville, TX, sold 66 feeder heifers @ 775 lbs. VAC 60, Owner Certified Natural Plus, Superior Progressive Genetics. Out of Angus cross & Brangus cows by black Angus & Hereford bulls. Approx. 75% black, 25% red & Charolais. $178.75, Feb. 1-15 delivery. Bressler Ranch Operations, Canyon, TX, sold 70 feeder heifers @ 775 lbs. VAC PRECON, Superior Verified, Black Angus Verified Beef, NHTC, Verified Natural Beef, Veg. Fed Approved, Owner Certified Natural Plus, Superior Progressive Genetics, other. 100% black hided. May be replacement prospects. $206, Jan. 9-22 delivery. Berg Ranch/Marlin Berg, Broken Bow, NE, sold 170 feeder heifers @ 740 lbs. VAC 60, Superior Progressive Genetics. Out of Angus & Angus cross cows by Angus & SimAngus bulls. Approx. 90% black hided, balance red & a few Charolais cross, depending on sort. $181, Jan. 9-20 delivery. **Beef-dairy crosses:** Tuls Cattle Co. III, Clovis, NM, sold 240 beef-dairy cross steers @ 400 lbs. Superior Verified, NHTC, Superior Progressive Genetics. Out of straight Holstein cows by Angus & SimAngus Beef bulls. 100% black hided. Few w/ white socks, stars, tails &/or bellies. $209, April 1-30 delivery. Kirkman Farms LLP, Kirkman, IA, sold 100 beef-dairy cross steers @ 520 lbs. VAC 60, Superior Verified, Black Angus Verified Beef, NHTC, BQA Certified. Out of Holstein cows by Grimmius Cattle Co. Will have 840 EID tags. China & Saudi Arabia approved & approved for no growth promotants. $215, Jan. 9-11 delivery. S-D Feeders, Syracuse, KS, sold 120 beef-dairy cross steers @ 400 lbs. VAC PRECON, Superior Verified, NHTC, Superior Progressive Genetics, BQA Certified. Out of Holstein cows AI'ed to reg. Angus & Cowboy SimAngus bulls. Bred for muscling. Some w/ white under belly, head, socks & tip on tail. $233, May 1-June 1 delivery. Robinway Dairy, Kiel, WI, sold 40 beef-dairy cross steers @ 600 lbs./40 beef-dairy cross heifers @ 600 lbs., $10/cwt back. Superior Verified, Superior Progressive Genetics. Out of reg. Holstein cows heavy on ABS genetics by Angus & SimAngus ABS In Focus bulls. Few with white stars, bellies, socks or tails. 100% black hided. $185, March 15-30 delivery.

Weaned calves and calves on cows: Sampinos Livestock Co., Price, UT, sold 51 weaned steer calves @ 560 lbs. VAC 60, Superior Verified, NHTC, Verified Natural Beef, Veg. Fed Approved, Owner Certified Natural Plus, Superior Progressive Genetics, other, BQA Certified, Beef CARE Certified. Out of Angus & SimAngus cows by Leachman, Diamond Peak & Lechleiter SimAngus bulls. Buyer's option on five steers that were doctored once for $10/cwt back. Enrolled in Cattle Feeder Preferred - Base Level. $210, Jan. 9-13 delivery. Wade Jensen, Cleveland, UT, sold 30 weaned steer calves @ 570 lbs./57 weaned heifer calves @ 560 lbs., $10/cwt back. VAC 60, Owner Certified Natural Plus. Out of Optimizer (Salers Angus Hereford cross) cows by 80% Red Angus & 20% Optimizer bulls. $199, Jan. 7-14 delivery. Triple R Ranch LLC, Sanford, CO, sold 43 weaned steer calves @ 590 lbs./43 weaned heifer calves @ 590 lbs., $10/cwt back. VAC 60, Superior Progressive Genetics. Out of home-raised black Stabilizer (Porterhouse & Yosemite genetics) cows by 100% PAP-tested Stabilizer (sons of Accelerate, Capitalist, Prophet & Astronaut) bulls. Pred. black, balance red. $191, Jan. 9-15 delivery. O'Sullivan Livestock, LLC, Burns, OR, sold 76 weaned steer calves @ 640 lbs. VAC 45, Superior Verified, Black Angus Verified Beef, NHTC, Superior Progressive Genetics. Out of Angus cows by reg. black Angus (44 Farms, Riverbend & Monte Pearce) bulls. 95% BWF & 5% RWF. $204, Jan. 10-15 delivery. Bray Angus Farms, LLC, Paris, TX, sold 70 weaned steer calves @ 400 lbs./50 weaned heifer calves @ 375 lbs., $30/cwt back. VAC 60, Superior Progressive Genetics. Out of Brangus & Brangus cross cows by Angus (Gardiner & 44 Farms bloodlines) bulls. Pred. black hided. $242, Jan. 10-12 delivery. Jack Horne Ranch, Coleman, TX, sold 106 weaned steer calves @ 475 lbs. VAC 60, Red Angus FCCP, Superior Progressive Genetics. Out of Angus & a few Red Angus cows by reg. RA Brown & Pharo Red Angus bulls. $250, Jan. 11-14 delivery. David Diver, Kosse, TX, sold 103 weaned steer calves @ 485 lbs. VAC PRECON, Angus cross & Charolais cross with one-quarter or less Brahman influence. $240, Feb. 6-22 delivery. SC Cattle Co, Fort Sumner, NM, sold 100 weaned steer calves @ 500 lbs. VAC 60, Angus cross & Charolais cross. Pred. 1/8 ear. Approx. 80% black, 20% red & Charolais. $234, Jan. 9-14 delivery. SC Cattle Co., Fort Sumner, NM, sold 105 weaned heifer calves @ 475 lbs. VAC 60, Angus cross & Charolais cross. Pred. one-eighth ear. Approx. 80% black, 20% red & Charolais w/ a few Hereford. $209, Jan. 9-14 delivery. Wilson Cattle, Welch, OK, sold 30 weaned steer calves @ 550 lbs./30 weaned heifer calves @ 500 lbs., $20/cwt back. VAC 45, Superior Progressive Genetics. Out of Angus & a few Angus Hereford cross cows by Angus bulls. Black & a few BWF. $211, Jan. 6-13 delivery. 3R Joint Ventures, Okeechobee, FL, sold 100 steer calves @ 490 lbs. VAC 34+. Out of English cross & Brahman cross cows by Brangus & Charolais bulls. $185, Jan. 16-27 delivery. Perry Cattle Ranch LLC, Okeechobee, FL, sold 92 steer calves @ 525 lbs. VAC 24, Superior Progressive Genetics. Out of English cross & Brahman cross cows by 100% Town Creek Farm Brangus bulls. Approx. 70% black & BWF. $182, Jan. 16-27 delivery. **Bred stock:** TM&R, Inc., Ashland, KS, sold 37 bred cows @ 1,250 lbs. Black Angus (Gardiner genetics base) bred to Gardiner Angus bulls. Start calving approx. 2/15/23. 7 & 8 year olds. Solid mouth. $1,500, Jan. 9-13 delivery.





Forum reaffirms beef industry's commitment to sustainable future

Every day, cattle producers across the country reaffirm their commitment to protecting environmental resources, supporting communities and creating an economically viable future through effective management practices.

The "Beef Sustainability Forum - Continuing our Commitment to a Sustainable Future," sponsored by Elanco, will be held on Feb. 2 at 12:30 p.m. in New Orleans, LA, to highlight the industry's sustainability efforts.

Moderated by National Cattlemen's Beef Association (NCBA) CEO Colin Woodall, the panel discussion will include opening remarks from Katie Cook, Elanco's vice president of global farm animal innovation and U.S. farm animal marketing.

The forum will feature John Ferry, co-owner of JY Ferry & Son, Inc., in Corinne, UT, the 2021 national winner of the Environmental Stewardship Award Program (ESAP); Tom McDonald, senior vice president of environmental affairs and sustainability for Five Rivers Cattle Feeding; Drake Yon, farm operations manager at Yon Family Farms in Ridge Spring, SC, the 2008 ESAP national winner; and Sara Place, PhD, associate professor and feedlot systems specialist at Colorado State University.

"Sustainability continues to be a top priority for NCBA and is an issue at the forefront of the entire beef industry," said Josh White, senior executive director of producer education and sustainability at NCBA. "This special event will include cattle producers and industry leaders from various sectors discussing strategies that improve sustainability, and how those efforts can enhance sustainability for the entire industry."

In addition to the Sustainability Forum, convention attendees can find sustainability-focused educational sessions on the NCBA Trade Show floor in the "Cattle Chats" area. During these brief presentations, industry leaders will share the latest trends in sustainability and other issues impacting the beef cattle industry. From cow-herd nutrition and record keeping to animal health and alternative financing, these unique sessions will provide producers the resources needed to develop a lasting legacy.

The annual Cattle Industry Convention & NCBA Trade Show is the oldest and largest convention for the cattle business. The 2023 convention, Feb. 1-3 in New Orleans, LA, features education, entertainment and business meetings. For more information and to register, visit convention.ncba.org. — **NCBA**

Pinhook Farm receives first Iowa Leopold Conservation Award

Pinhook Farm of Clarinda, IA, has been selected as the recipient of the inaugural Iowa Leopold Conservation Award.

Pinhook Farm's owners, Seth, Christy, Spencer and Tatum Watkins, were presented with the $10,000 award at The Big Soil Health Event in Cedar Falls, IA.

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 annually present the Leopold Conservation Award to farmers, ranchers and forestland owners in 24 states for extraordinary achievement in voluntary conservation. In Iowa, the award is presented with state partners Conservation Districts of Iowa, Farmers National Company and Practical Farmers of Iowa.

"All of the nominees for the inaugural Leopold Conservation Award in Iowa truly exemplify family farming and caring for the land. One look at what the Watkins family has done provides an impressive goal for other farmers," said John Whitaker, Conservation Districts of Iowa executive director.

Early in 2022, Iowa 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 Iowa landowners nominated for the award were finalists Vic and Cindy Madsen of Audubon in Audubon County and Loran Steinlage of West Union in Fayette County.

The Iowa Leopold Conservation Award is made possible through the generous support of American Farmland Trust, Conservation Districts of Iowa, Farmers National Company, Practical Farmers of Iowa, Sand County Foundation, Soil Regen, USDA Natural Resources Conservation Service, Nancy and Marc DeLong, Iowa Corn, Iowa Agriculture Water Alliance and Iowa Farmers Union.

Pinhook Farm

Seth Watkins was 10 years old when he nursed a cold, muddy calf back to health in the warmth of the family farmhouse with a shot of bourbon. It was a formative event for a young caretaker who now uses cattle to help heal his farm's landscape.

The land Seth farms with his wife, Christy, and children, Spencer and Tatum, has been in his family since 1848. His ancestors inherited deep, rich soils on the Southern Iowa Drift Plain, but that changed over time. The prairie was plowed under to grow corn. Erosion from gullies and ditches increased while biodiversity diminished.

When Seth inherited and bought parts of what would become Pinhook Farm in the 1990s, he had a different vision. He would emulate how Native Americans once stewarded the land by not tilling it, and return much of it to grass to rotationally graze livestock rather than grow row crops.

Yet, Seth knew he couldn't attain sustainability without profitability. Early in his career, he created a business plan that convinced Fontanelle Hybrids to buy enough land in Iowa to graze 450 beef cattle that he would manage. Today, Seth manages about 900 acres of crops, prairie and forests for other landowners across Page, Taylor and Adams counties. The Watkins own 320 acres and rent 2,790 acres to grow the grass, hay and corn needed to feed their herd of 600 beef cow-calf pairs.

Early on, Seth seeded new pastures for rotational grazing and used cover crops and a no-till cropping system to reduce erosion while increasing the soil's capacity to infiltrate and hold water. He relied on geospatial technology to determine which conservation practices would benefit different parts of the farm.

Seth removed ditches, built 14 ponds and established a wetland to naturally drain hundreds of acres of his farmland. Another 42 ponds have been built on land under his management. To diversify his farm's income and provide wildlife habitat, Seth regularly plants nut and fruit-bearing trees around ponds that are restricted from livestock.

Seth credits his conservation ethic to having artistic parents and his own love of learning. Although the 1980s farm crisis denied him a college education, he's an avid reader and regular participant in on-farm research projects related to growing cover crops and integrating prairie strips into crop fields.

Seth will be the first to tell you his neighbors think he's crazy. That doesn't stop him from doing right by the land, and talking about it to anybody who will listen. That includes his advocacy for getting more marginal farmland enrolled in the federal Conservation Reserve Program (CRP) for environmentally-sensitive areas.

The 100 acres enrolled in CRP at Pinhook Farm are restored prairies and windbreaks, shallow water habitats and riparian buffers. All of these areas have seen an influx of songbirds, monarch butterflies and beneficial pollinators.

Looking to the future, the Watkins entered into a permanent conservation easement that ensures Pinhook Farm will always be protected from the plow.

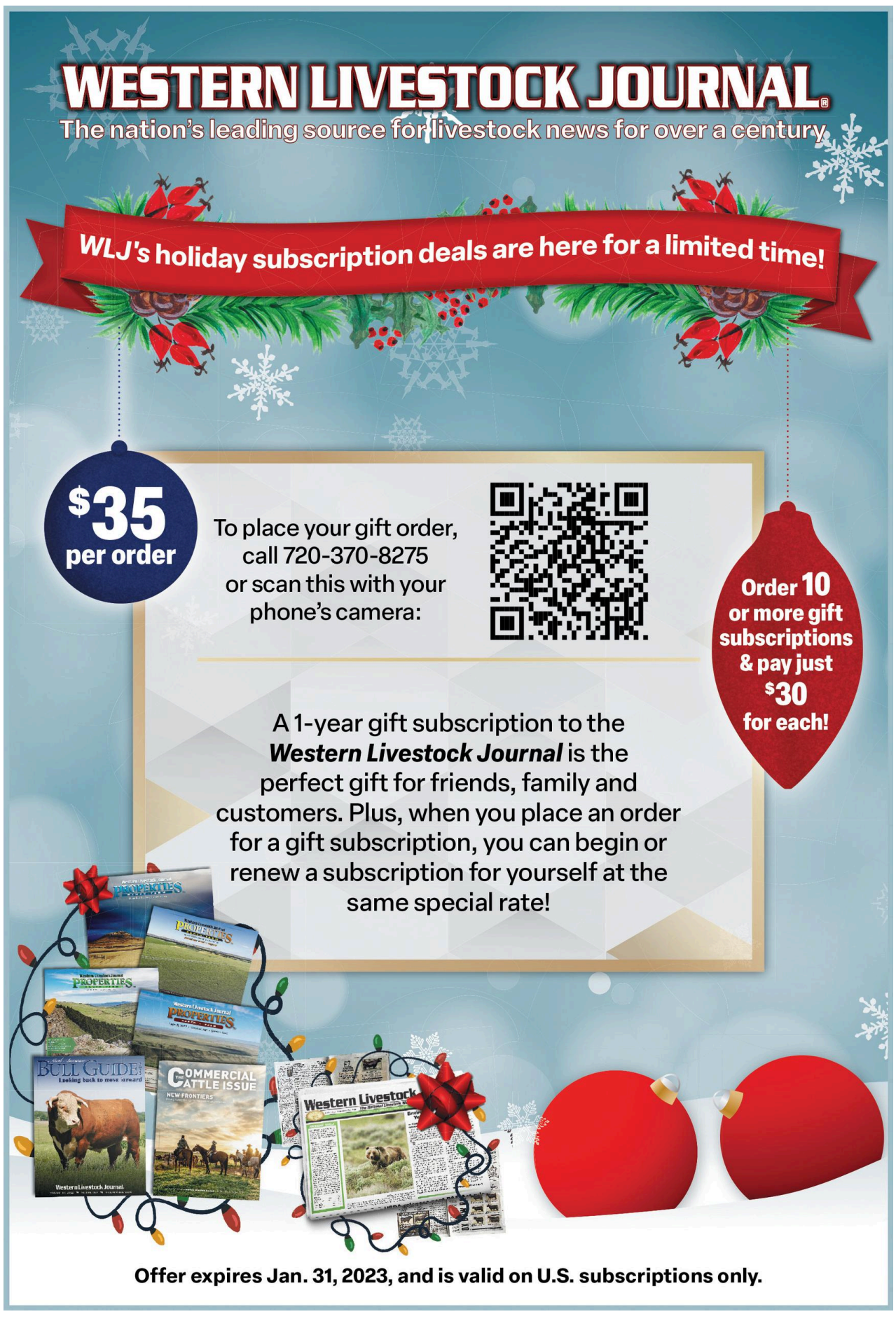
As for the calf that was nursed with bourbon—Seth named her Scotch, and she lived to the ripe old age of 15.

Just as Pinhook Farm's landscape has evolved, Seth says he always thought cattle were what he loved about agriculture, but he's come to see it's the land he truly loves. — **Sand County Foundation**



Courtesy photo

Seth, Spencer, Tatum and Christy Watkins.



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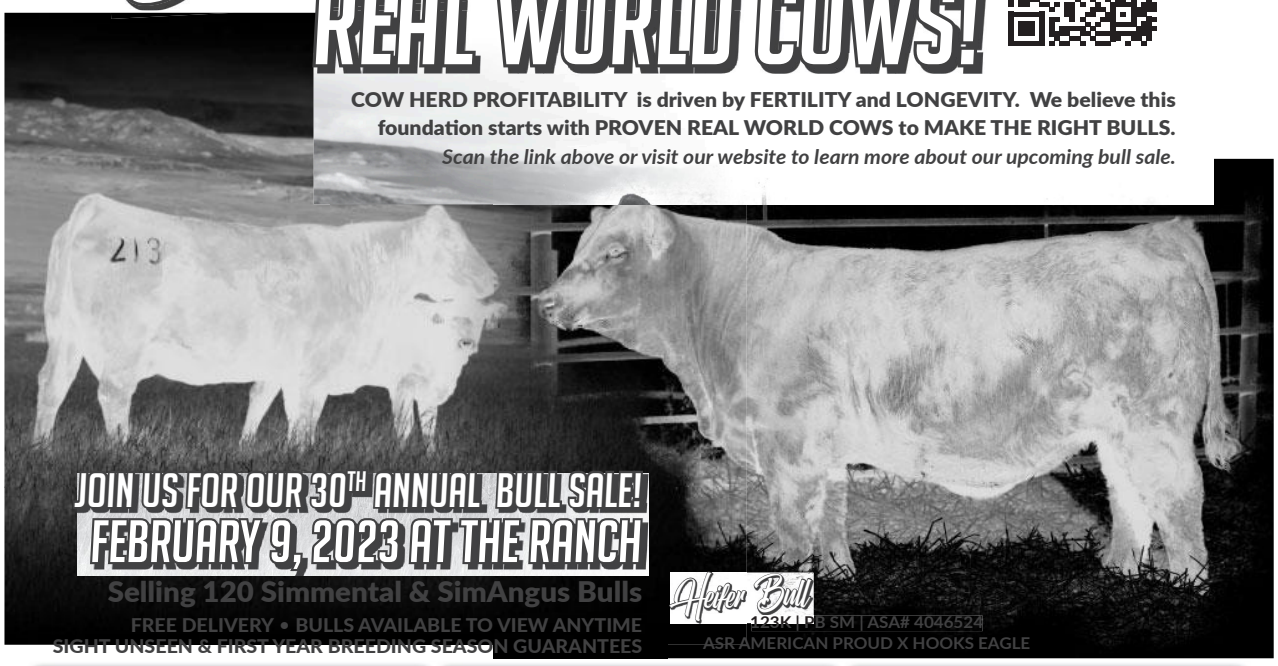
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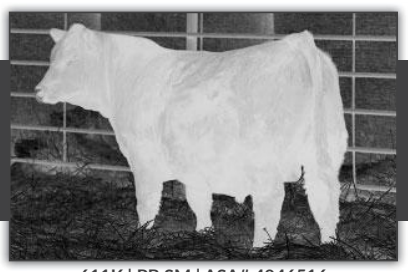
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611K | PB SM | ASA# 4046516
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5002K | 1/2 SM 1/2 AN | ASA# 4046512
HOOKS EAGLE X CAPITALIST 028



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Story Shorts

80 head of cattle missing in CO

The Colorado Cattlemen's Association (CCA) is offering a reward for information about the theft of 80 head of bred cows in Baca County. The cattle are primarily black and predominantly have blue, Y-Tex ear tags. Cows will have one of two brands: SJM connected, or Lazy TC connected, followed by a quarter circle. CCA did not give any details of what led them to believe the cattle were stolen or how they disappeared ,but stated any leads should be reported to the Baca County Sheriff's Office at 719-523-6677. CCA is offering a $2,500 reward for any information leading to the conviction of the person responsible. The Colorado Brand Board has been notified, and Brand Commissioner Chris Whitney has informed surrounding states of the missing livestock.

USDA proposes revisions to grading

USDA's Agricultural Marketing Service (AMS) is seeking comments on its procedures related to the use of instrument technology in the official meat grading program. The proposed changes outline enhancements to ensure USDA grading is delivered with consistency and accuracy. Specifically, AMS proposes guidance when new instruments come out or instruments undergo significant changes and must go through a complete review process. Additionally, AMS has developed new guidance for continual in-plant monitoring and improved data sharing. The proposed changes come after recommendations from the American Meat Science Association Grading Committee, which ensures the grading system's accuracy, consistency and integrity. Documents outlining the proposed changes can be found at www.ams.usda.gov by searching for "carcass instrument grading." Comments should be submitted to Dr. Willy Horne, AMS Livestock and Poultry Program, at willy.horne@usda.gov by Feb. 17.

USDA investing in meat processing

USDA Secretary Tom Vilsack announced on Jan. 6 the Biden administration is investing $9.6 million in new investments to 25 meat processing facilities throughout the U.S. "USDA has undertaken a Department-wide approach to coordinate ways to deliver more opportunities and fairer prices for producers, to give people access to healthier foods, eliminate bottlenecks in the food supply chain and ultimately lower prices for consumers," Vilsack said in a statement. USDA is awarding $3.9 million in Value Added Producer Grant program grants to 23 facilities to assist in marketing new products. USDA is also providing guarantees for a total of $5.7 million in loans to two companies through the Food Supply Chain Guaranteed Loan Program to support new investments in infrastructure for processing, manufacturing, storage, transportation, wholesaling and distribution. Some examples include $4.95 million to Bottomland Prime LLC in Amarillo, TX, for the expansion of Edes Custom Meats and a $48,173 grant to Todd Family Meats in Big Timber, MT, to expand production of packaged beef and lamb to meet growing demand.

New sustainable feedlot project in NE

Bion Environmental Technologies Inc. and Olson Farms/TD Angus announced a letter of intent to develop a 45,000-head sustainable beef cattle feeding operation near North Platte, NE. Bion Environmental Technologies Inc., a developer of livestock waste treatment technology, will build three 15,000-head modules, including barns with solar panels, manure collection and conditioning, biogas recovery and upgrading, ammonia capture and production of organic fertilizer products, and clean water recovery. All processes and performance will be third-party verified, USDA-certified and support a transparent and sustainable-branded premium product. Construction is expected to start in the second half of 2023 and will begin producing beef and coproduct revenues by the end of 2024. "We are excited to make this Bion project a reality," Trey Wasserburger, Olson Farms/TD Angus partner, said in a statement. "Until now, beef sustainability has always been a proclamation. We look forward to supplying beef that is truly sustainable, for producers and the environment alike, and that have the pedigree and production history to verify it." Olson Farms/TD Angus is a founding member of Sustainable Beef, LLC, a rancher-owned packing plant being built near North Platte, NE.

Labels influence meat consumption

A recent study published in the Journal of the American Medical Association found that consumers are more prone to avoid red meat when presented with climate-impact labels. In the study, 5,049 participants were presented with a fast-food restaurant menu featuring 14 items, including meat, chicken, plant-based entrées and salads. Participants were prompted to select one food option. The participants were divided into three groups, a menu with all items (control group), a menu with low-impact green labels and a menu with red, high-climate impact labels on red meat items. The results indicated that nearly 25% of consumers with high-climate impact labels are more likely to select a sustainable menu item than the control group. "Results from this randomized clinical trial suggest that fast food menu sustainability labels (with positive and negative framing) encouraged more sustainable food choices compared with control labels, and high–climate impact labels on menu items that had high (greenhouse gas emissions) were the most effective," the authors of the study wrote.

Use financial metrics to make decisions on your operation

Marc Arnusch's family began growing sugar beets in Colorado's Prospect Valley in 1952, so when he decided to exit that business five years ago, it left many in his family scratching their heads.

"Everybody thought I'd lost my mind, including myself from time to time," he said. "It became apparent that was not just a good decision, it was a great decision, and it's because I trusted the numbers."

Arnusch had been watching his asset turnover ratio, which measures his farm's revenue compared to its assets, and it uncovered two problems.

"We were making a little bit of money, but we had so much capital tied up in assets and manpower. Then, I was also starting to lose revenue on the ownership side of the company itself," he said. "The only way I was able to flush that out was through a metrics analysis. As hard and as emotional as that was, the numbers were telling me to get out and get out now."

He sold his sugar beet equipment and co-op shares, and reinvested the capital into his certified wheat and barley seed business, as well as his craft grains business. He built grain storage, bought a commercial seed treater and purchased a combine dedicated to those value-added business lines.

"I was able to do that with almost zero cash outlay because I converted my assets. I went from an underperforming metric to what happened to be an overperforming metric in less than a year."

The asset turnover ratio is just one of 16 financial metrics Arnusch uses to guide his decision-making. He relies on certain ratios more than others, and the numbers he watches closely have changed over time.

"Ratios tell a lot about our farm and what's working and what's not," he said. "So long as the numbers are correct, numbers really don't lie."

Farm Credit Services of America Senior Vice President of Retail Credit Chad Gent said many farmers are sitting down with their lenders this time of year to talk about where they're at financially and what success in 2023 and beyond looks like.

"It's really critical to figure out how to leverage the strength producers have right now," Gent said, adding the financial position of his customers is perhaps the strongest it's ever been. USDA expects net farm income to climb 13% from last year to $160.5 billion and that's despite a record-breaking rise in production costs.

Gent said there will be margin compression in the grain markets, it's just a question of when.

"When we're dealing with a commodity business, low margins are the rule. We're in the exception right now," he said. "We know it's going to change, so what do we need to do to be prepared for that and to take this next adjustment, not necessarily in stride but make it a lot easier than the last business cycle that peaked in 2012 and 2013 and went downward through 2019?"

Agricultural economist and co-founder of Agricultural Economic Insights David Widmar likes to say that working capital is the original risk-management tool. To estimate working capital, farmers should tally any assets that can be converted into cash within the next 12 months, including items like grain and livestock to be sold in addition to savings accounts. Then, subtract any liabilities, like debt payments and bills, due in that time frame.

"It gives us an idea of how much shock absorber we have, how much flexibility we have in our balance sheet to weather any difficulty that comes our way."

Widmar said once a farmer has his asset and liability figures, he can create a number of ratios. The current ratio is a common one. It's computed by dividing assets by liabilities.

Arnusch said the current ratio drives a lot of his financial planning, especially managing cash, but there have also been times when it's given early indications a business is underperforming. When he reviewed his sugar beet operation, it looked OK from a return-on-investment standpoint.

"But, we were bleeding cash out of the operation, and the only way I could really see that coming was through that current ratio," he explained.

Gent said sometimes farmers have a hard time connecting with the current ratio, so he suggests looking at working capital on a per-unit basis, such as dollars of working capital per head or per acre. For example, if a farmer has $200 of working capital per cow, and he loses $200 a calf, he has enough working capital to cover one year of losses.

Another way to think of it is to calculate working capital to gross revenue by dividing working capital by gross farm income. Historically, bankers consider a farm on solid footing if the ratio is 25% or higher.

"Most of our producers are carrying two to three times that," Gent said. That means if a farmer has 50% of his gross farm income in working capital and a 10% loss in gross farm income for three years in a row, he'd still meet many lenders' standards for working capital.

"Working capital keeps the producer in control. They call the shots when they have the liquidity," he said. "Down cycles usually bring opportunities, and they can take advantage of opportunities if they manage their debt levels, and their working capital is as strong as possible."

When farmers think of solvency ratios, minds instantly go to the debt-to-asset ratio.

"I think the reason why is that it was the canary in the coal mine for the 1980s farm crisis," Widmar explained, adding that it might be the wrong warning sign to watch right now.

Gent said soaring asset values, especially for farmland and real estate, have boosted equity on farmers' balance sheets. That makes the ratio look stronger, but "the return on real estate has never been lower," he added. That means the ratio, which lenders usually want to see below 30%, needs to be even lower to indicate the same amount of strength.

"My observation is higher equity is no longer a guarantee of strong earnings. But low equity is typically a predictor of poor earnings," Gent said.

Arnusch agreed that debt-to-asset has its flaws. In his community, land values are driven by water and the proximity to the mountains. "It's almost an artificial value," he said, adding he tries to focus on metrics that show how his farming operations are functioning.

Widmar suggested monitoring the debt service coverage ratio instead. This ratio indicates repayment capacity, or how much of a business's cash-flow is required to meet debt obligations. Since it includes both components of revenue and debt, it moves when either piece rises or falls.

"This ratio can move really quickly," he continued. "If we see this metric start to creep up, it's a bit of a warning sign."

In the 1980s, the sector-level debt service coverage ratio climbed above 30% and almost got to 45%, meaning nearly half of the income from farming was being used to pay down debt, Widmar said.

The picture is different today. During the past few years, farmers have taken advantage of historically low interest rates to refinance long-term debt. Gent said those decisions are almost magical for many balance sheets.

"Long-term, low-interest debt has probably become one of the highest value assets for producers," he explains. "It puts them in a position for that debt to be very manageable long term." Gent recommended not paying this debt down early unless there's a good reason, like retirement or an overall plan to become debt-free.

Like the debt-to-asset ratio, the debt service coverage ratio will likely be inflated due to two years of strong farm incomes. "If they use the last two years of earnings as a gauge for debt service capacity, it's going to be one of the biggest mistakes our producers could ever make," he said.

Gent suggested looking at the longer-term trend of the ratio to get a feel of what's reasonable for your farm. It may be helpful to think of overall debt commitments on a per-acre basis to help decide whether you can afford that equipment or land payment.

One of Arnusch's favorite metrics is the operating profit margin ratio. He looks at it for a reflection of his total business, but he also uses it to assess each enterprise or farm. "We've discovered, maybe by accident more than anything, that we have some farms that are underperforming. It's not necessarily that the soils are poor. Part of it was the way we managed it."

Farmers need to calculate two things to find their operating profit margin ratio. First is their return on assets, which is calculated by subtracting the value of unpaid labor and management from net income and then adding any interest expenses. Second is gross revenue.

The challenge in this part, Gent said, is properly calculating net income for a given crop year. "To really get the best picture, it requires the allocation of expenses and income to the appropriate business cycle," or accrual accounting, he said.

That means income on a tax return doesn't work well for this purpose, because tax returns usually include revenue and expenses from three operating cycles, such as sales of old-crop grain, sales from the current crop year and prepaid expenses for the upcoming year.

Accrual accounting requires additional recordkeeping, and while it's something not all farmers want to invest their time in, Gent said it gives the best information. Farmers can do a balance-sheet-to-balance-sheet assessment instead, but it's not as robust as true accrual accounting.

Arnusch said there are benefits to the cash accounting method, especially for understanding the cash-flow demands on a business and for tax purposes. "But, cash accounting can really misrepresent what a farm's true profit really is," he said.

Widmar stressed it's important to start somewhere. "Rome wasn't built in a day, and you're not going to be able to get a financial system like a Fortune 500 company overnight. A few years of data can help us understand our trajectory, and pairing that up with our goals can help us, as managers, prioritize and create alignment in our business."

Monitoring a few financial metrics can help growers make better-informed decisions. A few ratios—like the debt-to-asset ratio and return on investment—may be popular, but experts say they're not as informative as some might think. Instead, here are five metrics to evaluate.

1. Working capital: Assets/liabilities; shows ability to withstand financial loss.

2. Working capital to gross revenue: Working capital/gross farm income; 25% or more is considered sound enough to withstand potential losses without selling assets.

3. Debt service coverage ratio: Net farm income/annual debt obligation; measures how much of annual cash-flow is needed to meet principal and interest obligations.

4. Asset turnover ratio: Total revenue/assets; measures how efficiently a farm's assets are being used to generate revenue.

5. Operating profit margin: (Net farm income plus interest expense minus unpaid labor and management)/gross revenue; measures the ability of a farming operation to generate profits. — **Katie Micik Dehlinger, DTN farm business editor**



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: 1/12/2023		Week Ago	Year Ago
Choice Fed Steers	157.31	▼	158.04	136.49
CME Feeder Index	182.36	▲	180.31	162.01
Boxed Beef Average	277.49	▼	281.63	292.86
Average Dressed Steers	251.08	▲	250.35	217.99
Live Slaughter Weight*	1,390	▼	1,404	1,394
Weekly Slaughter**	563,000	▲	547,000	620,000
Weekly Beef Production***	468.3	▲	456.1	519.9
Hide/Offal Value	13.73	▼	14.28	14.14
Corn Price	6.71	▲	6.53	5.87

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

BEEF REPORT: Weekly Composite Boxed Beef

WEEK ENDING	COMPREHENSIVE Loads	COMPREHENSIVE Price	PRIME Loads	PRIME Price	BRANDED Loads	BRANDED Price	CHOICE Loads	CHOICE Price	SELECT Loads	SELECT Price	UNGRADED Loads	UNGRADED Price
January 6	5,684	276.74	157	331.45	1,068	284.44	1,562	275.40	557	249.95	2,341	229.32
December 30	5,094	267.68	160	325.59	920	275.33	1,407	266.05	646	240.31	1,960	219.14
December 23	6,017	259.42	224	321.15	1,099	265.32	1,893	258.44	682	232.78	2,119	217.97
December 16	6,573	247.29	198	314.67	1,058	256.13	1,953	246.12	777	223.36	2,587	207.94

Cutouts — FED BOXED BEEF

DATE	CHOICE	SELECT	COW BEEF CUTOUT	50% LEAN	90% LEAN
Jan 12	277.49	257.01	195.11	109.67	246.02
Jan 11	280.73	258.10	196.08	107.21	248.52
Jan 10	284.53	258.33	197.08	106.02	249.88
Jan 9	286.14	259.60	194.94	105.41	245.54
Jan 6	282.99	259.34	194.04	100.83	245.37

CATTLE FUTURES: CME Live Cattle

	1/6	1/9	1/10	1/11	1/12	High*	Low*
Feb.	15678	15775	15775	15775	15755	15850	13055
Apr.	16068	16153	16165	16133	16093	16165	14003
Jun.	15655	15745	15750	15733	15693	16245	15388
Aug.	15653	15753	15763	15745	15700	15958	15310

CATTLE FUTURES: CME Feeder Cattle

	1/6	1/9	1/10	1/11	1/12	High*	Low*
Jan.	18270	18363	18430	18313	18213	18703	16958
Mar.	18565	18630	18650	18555	18428	18823	17595
Apr.	18983	19063	19053	18958	18840	19170	18303
May	19353	19450	19420	19313	19235	19498	18755

*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	2,619	1,537	157.31
Live FOB Heifer	2,217	1,372	157.49
Dressed Del Steer	1,239	971	251.08
Dressed Del Heifer	74	853	251.00
SAME PERIOD LAST WEEK			
Live FOB Steer	1,427	1,548	158.04
Live FOB Heifer	901	1,300	159.00
Dressed Del Steer	232	952	250.35
Dressed Del Heifer	40	850	252.00
SAME PERIOD LAST YEAR			
Live FOB Steer	14,563	1,490	136.49
Live FOB Heifer	7,047	1,326	136.48
Dressed Del Steer	8,524	974	217.99
Dressed Del Heifer	2,229	865	218.00

NATIONAL WEEKLY FED BEEF SLAUGHTER VOLUME: JANUARY 1

	Domestic	Imported
Forward Contract	30,565	3,151
Formula	243,786	1,595
Negotiated Cash	60,474	80
Negotiated Grid	34,852	307
Packer Owned	9,528	N/A
Total	**379,205**	**5,133**

SLAUGHTER FORWARD CONTRACTS

Delivery Month	
Jan. '23	140,103
Feb. '23	105,339
Mar. '23	131,629
Apr. '23	140,548
May '23	75,792

FORWARD BEEF SALES

Neg. Sales 0-21 days	1,398
Neg. Sales 21+ days	552
Formula sales	3,360
Forward contract sales	375
Domestic sales	5,343
NAFTA Exports	50

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	N/A	N/A
Slaughter Heifers, mostly Choice & Select 1-3, 1200-1400 lbs	N/A	N/A
Ontario Auctions		
Slaughter Steers, mostly Choice & Select 1-3, 1300-1500 lbs	N/A	N/A
Slaughter Heifers, mostly Choice & Select 1-3, 1200-1400 lbs	N/A	N/A
Slaughter Cows, Cutter and Utility 1-3, 1100-1400 lbs	N/A	N/A

*Price comparison from one week ago.

Average feeder cattle prices (CND) for week ending Friday, December 30, 2022

Steers:	Alberta	Saskatchewan	Ontario
501-600 lbs	N/A	N/A	N/A
601-700 lbs	N/A	N/A	N/A
701-800 lbs	N/A	N/A	N/A
801-900 lbs	N/A	N/A	N/A
Heifers:			
401-500 lbs	N/A	N/A	N/A
501-600 lbs	N/A	N/A	N/A
601-700 lbs	N/A	N/A	N/A
701-800 lbs	N/A	N/A	N/A

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
	1/7/23	12/31/22		
Feeders	4,394	5,914	4,394	8,667

USDA WEEKLY IMPORTED FEEDER CATTLE

Friday, January 6, 2022

Mexico to TX. & NM. Weekly Feeder Cattle Import Summary

Receipts EST: 3,000 **Week Ago Act: 5,914** **Year Ago Act: 7,369**

Compared to last week, steer calves and yearlings sold steady. Heifers steady. Trade moderate to active, demand moderate to good. The bulk of the supply consisted of steers and spayed heifers weighing 300-700 lbs.

Feeder steers: Medium and large 1&2, 300-400 lbs 205.00-215; 400-500 lbs 185.00-195.00; 500-600 lbs 165.00-175.00; 600-700 lbs 153.00-163.00. Medium and large 2&3, 300-400 lbs 190.00-200.00; 400-500 lbs 170.00-180.00; 500-600 lbs 150.00-160.00.

Feeder heifers: Medium and large 1&2, 300-400 lbs 174.00-184.00, few 185.00; 400-500 lbs 164.00-174.00, few 175.00; 500-600 lbs 154.00-164.00, few 165.00; 600-700 lbs 144.00-154.00, few 155.00.

(slide 10 cents on steers and heifers basis 300 lbs. All sales fob port of entry.)

Selected Auction — Week Ending January 12, 2023

Feeder prices for steers & heifers reflect medium and large 1 cattle, unless otherwise noted; * indicates medium and large 1-2

STEERS / HEIFERS

DATE / MARKET		200-300 lb.	300-400 lb.	400-500 lb.	500-600 lb.	600-700 lb.	700-800 lb.	800 lb. -up	SLAUGHTER COWS / SLAUGHTER BULLS	PAIRS / REPLACEMENTS	
January 6 Blackfoot, ID	N/A		180-217 160-222	175-224 160-214	170-219 155-193	160-198 152-179	157-183 147-167	147-172 140-154	60-78 65-94.50		NORTHWEST
January 5 Burley, ID	554			221-257 185-206.50	190-227 178-186.25	185	162-180 134-162	152-167	66-79.75 84-90		
No report available Emmett, ID											
January 7 Eugene, OR	645		140-183 130-177	140-184 135-173	130-174 127-159	130-162 130-143			70-88 130-146	550-1,225	
January 9 Madras, OR	2,323		235-265 215-244	235-275 210-238	215-240 180-221.50	190-214 160-183	170-189 158-178.50	165-175 153-163	69-87 78-104		
January 4 Vale, OR	376			173-188	154-175	160-174			69-80 75-89		
January 9 Davenport, WA	142	200-250	140	140-219.50 91-163.50	169-204 82-177	120-172 50-175	115-159.50 103-145	75-135 70-123	60-108 81-118	950	
January 5 Toppenish, WA	1,400			181*	158* 179*	153* 148-153*	139*		76-90		
January 5 Orland, CA	2,853		180-258 255	180-263 229	170-251 202		150-191 179	135-157	80-91 85-111	2,100	FARWEST
January 11 Escalon, CA	N/A								55-77 55-72		
January 9 Famoso, CA	676		155-230 140-214	175-251 150-208	165-249 150-190	173-205 135-170	150-170	140-150 120-160	55-105 75-103		
December 21 Galt, CA	1,442			170-200 160-204	165-200 160-185	145-194 140-170			50-86.50 90-110		
January 3 Turlock, CA	544								70-91.75 82-99.50		
January 3 Salina, UT	370		172.50-210 172.50-217.50	175-195 165-194	175-194 160-185	167-195 150-180	160-180 148-169	142.50-174 130-156.50	69-100 91-144.50		
January 9 Iowa	33,554	187-241 150-201	191.17-239 150-213	186-241 150-209	165.50-232.50 142-197	141.50-213 146-185.50	156-227 133-180	150-207.75 137-174.50	61-121 54-129.50		NORTH CENTRAL
January 10 Miles City, MT	1,815		255-272 207.50-220	225-257 198.50-213.75	201-230.75 178-205.50	179-205.50 150-170.50	181-186.50		57.50-76.50 73-102.50	1,375	
January 5 Bassett, NE	4,400		262.50 220-222	235-251 212-231	222-231.50 195-216.50	200-221 180.25-207.50	199.50-205.50 169.50-183				
January 7 Ericson, NE	4,310		230-259 215	212-249.50 202-225.50	204-244.50 187-212	185-215.50 169-186.50	178-191 171.50-176.25	185.75			
January 10 Imperial, NE	1,800		254 185	228 191.50-196	200-231 180-194.50	190-201.50 179-183.25	186.50-194.25 165.50-171.75	176.50-185.25			
No report available Kearney, NE											
January 6 Lexington, NE	4,928		206		211 188-197.50	185.25-209 165-188.25	177.75-196 171.25-179.25	165-187.75 163.25-173			
January 6 Ogallala, NE	5,575		250-290 217-224	216-264 191-216	210.50-244 189-229	182-222.50 165.50-208	175.50-195 165-179.50	149-195 156-167			
No report available Valentine, NE											
January 6 Herreid, SD	6,123			219-224 188.50-200	204-225 174-195.50	178-216.50 165-180.25	175.50-186.50 167-174.25	172.25-182.85 157-172			
January 6 Torrington, WY	4,875		261	237-267 200-231	212-240 195-217	196-217.50 171-199	184-195 167-175.50	187 155	66-83.50 94-102		
January 5 Willcox, AZ	1,241	251-265 203-215	223-269 185-215	207-229 168-195.50	182-218 159-171	158-176 127-161			70-105 88-103		SOUTH CENTRAL
January 9 Colorado	6,805		235-242.50 202-224	211-246 165-215.50	187.50-244 162-202	180-211.50 163-183	166-192.50 157-173	155-188.50 136-167.50	55-95 70-115.50	925-1,525	
January 4 La Junta, CO	597		197-202 181-189	202-217 161-167	192-201 162-169	177-188 164-169	166-171	166-171 155-156	71-86 92-112		
January 9 Loma, CO	480		220-243 210-223	200-232 198-214	190-233 190-218	172-186 170-180	170-188 160-170	148-168 144-157	69-88 87-96		
January 9 Dodge City, KS	5,052	232.50-262.50 211-225	223-259 174-226	196-248 186-211.50	188-219.50 174-196	179-207 169-180	175-194.75 162-174.85	164.50-192 158-173.25	61-87 94-107	1,250-1,800 810-1,360	
January 12 Pratt, KS	4,000		210	205-253 195-202.50	198-238 173-190.75	182.50-197 165-178	179.50-195.50 165-174.35	166-192.50 152-170			
January 6 Salina, KS	3,874		247-250	235-245.50 197.50-207.50	214-239 179-198	181-198.50 166-179.50	174-198.25 166-186	160-185.50 157.50-172.50			
January 6 Clovis, NM	1,882	232-251 195-200	235-248.50 188-200	207.50-227 169-191	180-215 161-182	170-185.50 163.50-181	155-172 150-163	127-148 142.50	40-80 78-100	400-1,425 375-1,400	
January 5 El Reno, OK	8,347	275 210-225	232.50-275 207.50-232	220-272.50 180-222.50	201-239 175-190	182-211 163-202	170-193 160-174	162-181.50 144-166			
January 11 McAlester, OK	2,070		220-255 195-221	215-241 177-205	197-226 161-188	182-205 150-173	165-173 129-150	152-161 124-145	68-83 90-105	925-1,500 700-1,425	
January 10 Oklahoma City, OK	17,784	261 223-229	220-271 200-257	207-267 183-226	196-232 174-204	179-210 167-178	175-185 164-174.50	166-187 156-164			
January 6 Cuero, TX	1,543	135-262 117-240	214-266 159-262	182-254 167-212	175-220 160-206	159-199 148-198	145-170		60-92 85-115	925-1,200	
January 5 Dalhart, TX	2,987		244-257 186-218	188-258 179.50-203	181-230 165-186.50	174.50-199 171-179	185.25-187 171.50-176	162-179.50 146	59-85 95-98.50		
January 5 San Angelo, TX	1,167		179-256 175-220	195-228 148-204	167-214 149-174	155-184 137-168	158-169 116-132		50-90 81-109	900-1,300	
January 5 Tulia, TX	1,949	260 210-224	232-272 192	200-215 173-193	204-225 154-179	168.50-188 160-172.50	176-186 140-174	166-181.75 151-164.50	65-75 90		
January 6 Alabama	8,110	217-230	190-227.50 158-182	180-217.50 150-171	170-198 138-171	145-185 130-164	140-172 117-144	130-153	59-99 72-109	725-1,450 546-1,300	EAST
January 10 Lexington, KY	1,211	214* 168*	180-212* 165-190*	179-213* 141-177*	174-194.50* 140-165*	140-176* 130-169.85*	139-178.75* 130-164.85*	140-161* 111-130*	54-94 85-123	775-1,025	
January 9 Joplin, MO	11,796		222-256 190-212.50	217-248 179-210	193-231 172-183	183-204 152-177	176.75-193.85 164-170.25	175-184			
January 9 Tennessee	7,765	145-215* 142-202.50*	175-245* 146-195*	166-214* 140-184.50*	152-205* 125-178.75*	144-180* 122.50-164*	132.50-174.50* 120-164.50*	120-165* 106-145.50*	45-100 79-124	900-1,800 650-1,500	
January 9 Virginia	2,423		160-196 117-168	157.50-216 117-158	155-209 124-157	145-181 130-144.50	80-179 113-133	124-160 78-140			
CANADA											
January 11 Lethbridge, Alberta	537								87-106 127-140		

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A new year for cattle and beef markets

The cattle and beef market momentum at the end of 2022 carried over into the first week of the new year. The new year looks to contrast with last year, with noticeably tighter cattle numbers, especially at the feedlot level, driven by previous herd liquidation and sharply lower feeder cattle supplies.

The price of a 500 pound, M/L, No. 1 steer at Oklahoma auctions averaged $227.50/cwt the first week of 2023, up 19.3% year over year. The price of 800 lb. steers averaged $180.97/cwt, up 14.7% over the beginning of 2022. The feeder cattle futures market anticipates higher prices and tightening supply fundamentals, with a $26/cwt contract price increase from the nearby January contract at about $182/cwt to the November contract price, over $209/cwt at the current time.

The five-market fed cattle price averaged $157.83/cwt the first week of January, up 14% from one year ago. The live cattle futures price for February is currently just under $157/cwt, while the December contract is priced at $164/cwt.

The Choice boxed beef price in early January was $283.62/cwt, up 5.8% compared to the beginning of 2022. Beef demand in 2022 remained strong in the face of record beef production. Beef product markets do, however, sharply contrast between middle meats and end meats. The rib primal leads the way currently, up 33.8% year over year, with heavy boneless ribeye (IMPS 112A) currently priced at $1,194.03/cwt, up 47% year over year.

The loin primal is up 9% compared to last year, with the tenderloin (IMPS 189A), up 25.1% year over year and the boneless strip loin (IMPS 180) up 14.2% compared to one year ago. Sirloin tri-tip (IMPS185D), however, is currently 17.2% below levels in early January 2022. It appears that food service (restaurant) demand is carrying much of the strength in beef markets compared to retail grocery.

End meat markets are doing well to hold steady year over year. The chuck and round primals are priced about equal to last year, with numerous chuck and round cuts at or below year ago levels. The brisket primal starts 2023 down 29.7% from year-earlier levels. Beef demand remains a concern and will bear close monitoring in the coming months. Numerous macroeconomic threats persist, and decreasing beef production will keep pressure on to push beef prices higher. While there is scant indication of "trading down" among beef consumers thus far, shifts in beef product demand are more likely in the coming year.

Drought remains the biggest issue for many producers aggravated by persistently high feed costs. The revenue side of cattle production will be less of a concern in 2023, at least as far as cattle prices go. However, managing and maintaining production and managing the rising cost of production will continue to be major challenges for cattle producers this year. — **Derrell S. Peel, Oklahoma State University Extension Livestock Marketing Specialist**

Corn contracts higher on WASDE report

MARKETS
(from page 1)

• Formula net purchases: $254.46.

• Forward contract net purchases: $245.40.

• Negotiated grid net purchases: $252.29.

Slaughter through Thursday was expected to be 505,000 head. This past week's slaughter of 563,000 head was 16,000 head over the previous week, but 56,000 head under last year. Actual slaughter for the week ending Jan. 12 was 534,585 head (steers 46.3%, heifers 30.9%). The average dressed steer weights were 915 lbs.

Boxed beef prices were mixed, with the Choice cutout down $4.14 to $277.49 and the Select cutout up 6 cents to $257.01.

Feeder cattle

Feeder cattle futures dropped lower, with the January contract down $1.68 to $182.12 and the March contract down $2.28 to $184.27. The CME Feeder Cattle Index was higher $2.05 to $182.36.

"It's likely that the feeder cattle complex turns higher later this week if buyer demand holds strong in sale barns and if cash cattle do indeed trade—both of which would help the market's morale and assure traders that fundamental strength is still intact," Stewart wrote in Wednesday's closing comments.

Traders reacted favorably to the WASDE report. Production was revised downward by 200 million bushels to 13.7 billion bushels, and planted acres were reduced by 1.6 million acres. Yields were revised up by one bushel to 173.3 bushels per acre. As a result, corn contracts climbed higher, with the March contract up 19 cents to $6.71 and the May contract up 17 cents to $6.69.

Colorado: Winter Livestock in La Junta sold 7,273 head Tuesday. Compared to the previous auction, steer calves sold $10-15 higher, and heifer calves were $5-8 higher. Feeder steers over 700 lbs. sold steady to $2 higher, and feeder heifers over 700 lbs. were mostly steady. Benchmark steers averaging 712 lbs. sold between $178.50-184.50 and averaged $182.79.

Kansas: Winter Livestock in Dodge City sold 4,745 head Wednesday. Compared to the last auction, feeder steers and heifers 700-925 lbs. sold steady. Steers 400-700 lbs. sold steady to $3 higher. Heifers 400-700 lbs. sold steady to $2 higher. Benchmark steers averaging 727 lbs. sold between $178.50-188.25, averaging $184.39.

Missouri: Joplin Regional Stockyards in Carthage sold 12,000 head on Monday. Compared to a week earlier, feeder steers traded $2-5 higher, and feeder heifers traded steady. Benchmark steers averaging 790 lbs. sold between $176.75-188.75, averaging $184.32.

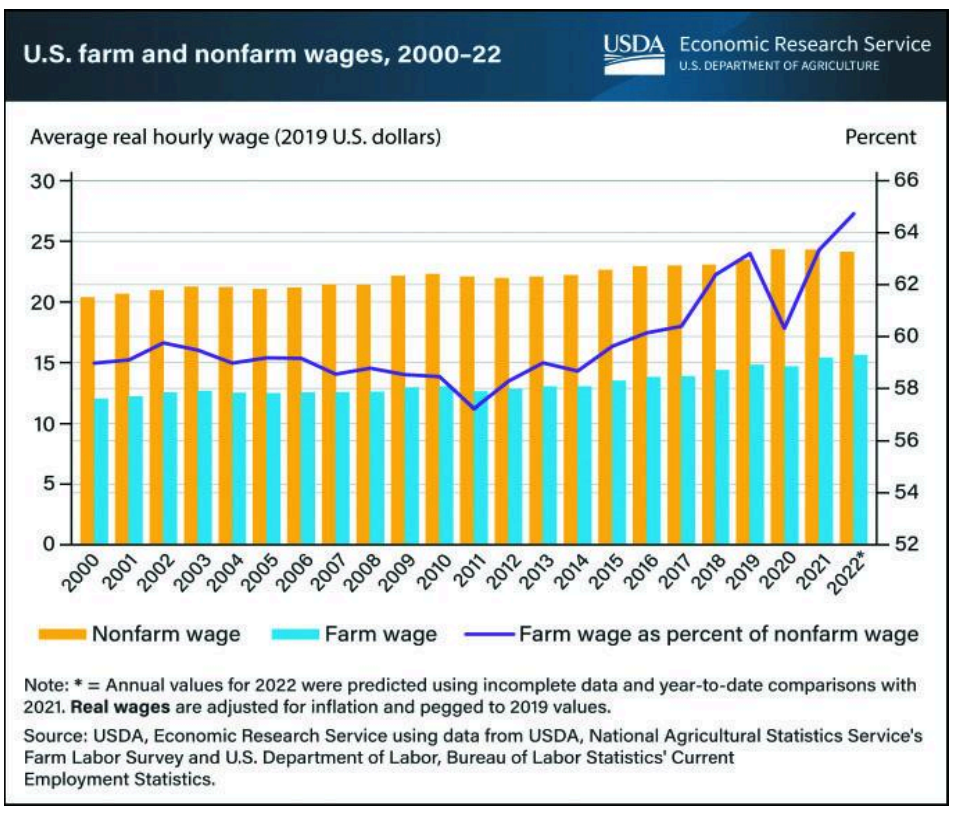
Nebraska: Bassett Livestock in Bassett sold 5,930 head Wednesday. Compared to the last auction, 500 lbs. steers traded steady, and 600-700 lbs. traded $4-6 lower. Heifer offerings 550-600 lbs. traded $4-11 lower, and 650 lbs. traded $9 higher. Benchmark steers averaging 721 lbs. sold between $193-200, averaging $197.07.

Oklahoma: Oklahoma National Stockyards in Oklahoma City sold 17,500 head on Monday. Compared to the last sale on Dec. 19, feeder steers sold steady to $4 higher, with most advances on heavier weights. Feeder heifers sold $1-3 higher. Steer calves sold mostly steady, but thin-fleshed calves continue to sell at a big premium. Heifer calves sold $3-6 higher. Benchmark steers averaging 776 lbs. sold between $174-183, averaging $178.30.

South Dakota: Sioux Falls Regional Cattle Auction in Worthing sold 6,767 head Monday. Compared to the last auction, feeder steers 450-600 lbs. and 700-800 lbs. sold steady to $4 higher. Steers 600-700 lbs. and 800-900 lbs. sold steady to $2 lower. Feeder heifers 350-450 lbs., 500-600 lbs. and 750-800 lbs. sold steady to $5 lower. Heifers 450-500 lbs., 600-750 lbs. and 800-850 lbs. sold $1-3 higher.

Texas: Lonestar Stockyards in Wildorado sold 2,152 head Tuesday. Compared to the previous auction, steer calves traded mostly $5-10 higher. Heifer calves traded mostly weak to $2 lower. Due to a light test at the previous auction, there were not enough comparable sales for feeder steers and heifers. Benchmark steers averaging 786 lbs. sold between $175-179.75, averaging $179.63. — **Charles Wallace, *WLJ* editor**

Rising farm worker wages suggest tightening labor markets

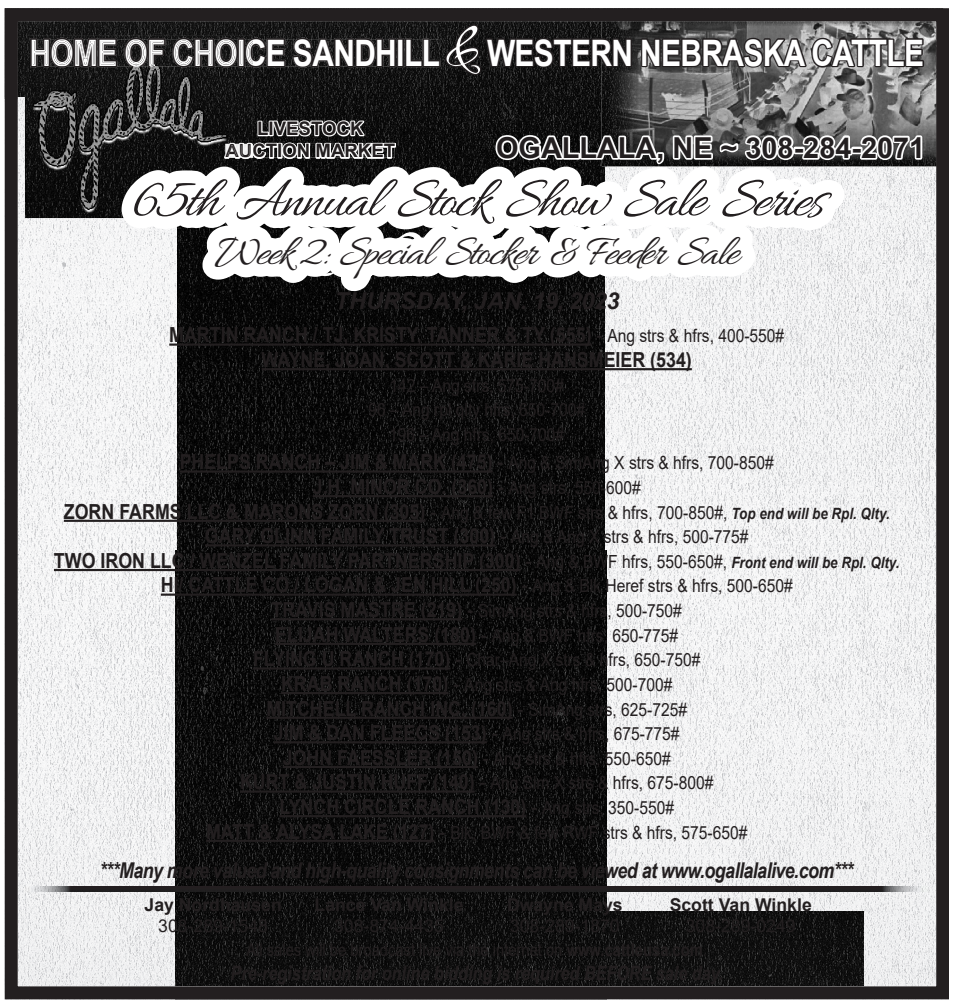


Between 2000 and 2022, the real (inflation-adjusted) hourly wage rate of hired farm workers increased by 28%. Growth in the average wage rate of hired farm workers during that period outpaced hourly wage growth of nonfarm workers by 11 percentage points. Further, the gap between real farm wages (which tend to be lower) and real nonfarm wages narrowed.

In 2011, the hourly wage of farm workers was 57% of the nonfarm wage rate—by 2021 this had increased to 63%. Increases in farm workers' wages have been observed across the entire U.S. agricultural sector, suggesting the tightening of farm labor markets.

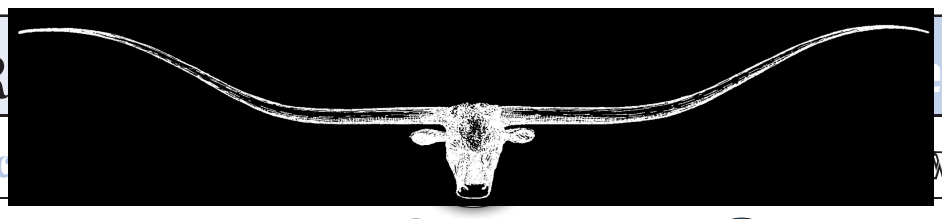
The U.S. fresh fruit and vegetable industry is more exposed to rising wages because produce cultivation tends to be labor-intensive, and labor costs represent a significant share of production expenses.

Agricultural producers are managing tight labor markets by hiring foreign farm workers, reducing labor needs through mechanization, or in some cases, decreasing production of labor-intensive crops such as cantaloupe, fresh field-grown tomatoes, iceberg lettuce and raisin grapes. — **USDA Economic Research Service**





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Feb. 4 — Klamath Falls, Bull Sale, Klamath Falls, OR
Feb. 7 — PAY's Blue Ribbon, Cow Sale, Billings, MT
Feb. 11 — Gem State Classic, Bull & Female Sale, Twin Falls, ID
Feb. 18 — Great Basin, Bull Sale, Fallon, NV
Mar. 3 — Intermountain Genetic Alliance, Bull Sale, Heber City, UT
Mar. 7 — Ipsen Cattle, Bull & Female Sale, Dingle, ID
Mar. 15 — Western Breeders Association, Bull Sale, Eltopia, WA
Mar. 18 — Utah Beef Improvement Association, Bull Sale, Salina, UT
Mar. 19 — Intermountain Genetic Alliance, Bull Sale, Baker, NV
Apr. 6-7 — Midland Bull Test, Bull Sale, Columbus, MT
Apr. 18 — Treasure Bull Test, Bull Sale, Great Falls, MT

ANGUS

Jan. 19 — Thomas Angus Ranch, Bull Sale, Cheyenne, WY
Jan. 21 — Redland Angus, Bull Sale, Buffalo, WY
Jan. 24 — Huwa Cattle, Bull Sale, Roggen, CO
Jan. 26 — Marcy Cattle Co., Bull Sale, Gordon, NE
Jan. 27 — McConnell Angus, Production Sale, Dix, NE
Jan. 27 — Ruggles Angus, Production Sale, McCook, NE
Jan. 28 — Baldridge Performance Angus, Bull Sale, North Platte, NE
Jan. 28 — Little Goose Angus Ranch, Bull Sale, Buffalo, WY
Jan. 28 — Nichols Farms, Bull Sale, Bridgewater, IA
Jan. 28 — Star Gate Cattle, Bull & Female Sale, Twin Falls, ID
Jan. 30 — APEX Cattle, Bull & Female Sale, Dannebrog, NE
Feb. 2 — Bear Mountain Angus, Bull Sale, Palisades, NE
Feb. 3 — Poss Angus, Bull Sale, Scotia, NE
Feb. 4 — Beartooth Angus, Bull Sale, Billings, MT
Feb. 4 — Ellingson Angus, Bull Sale, St. Anthony, ND
Feb. 4 — Klamath Falls, Bull Sale, Klamath Falls, OR
Feb. 5 — Frey Angus, Bull Sale, Granville, ND
Feb. 8 — Jindra Angus, Production Sale, Clarkson, NE
Feb. 8 — Meadow Acres Angus Ranch, Production Sale, Echo, OR
Feb. 9 — Booth's Cherry Creek, Bull Sale, Veteran, WY
Feb. 10 — Burgess Angus, Bull Sale, Homedale, ID
Feb. 10 — Dutch Flat & CX Ranch, Production Sale, Lewiston, ID
Feb. 10 — Lambert Ranch & Bar KD Ranch, Bull Sale, Alturas, CA
Feb. 10 — Powder River Angus, Bull Sale, Buffalo, WY
Feb. 11 — EZ Angus Ranch, Bull Sale, Madras, OR
Feb. 11 — Schaff Angus Valley, Production Sale, St. Anthony, ND
Feb. 13 — BB Cattle Co., Bull Sale, Connell, WA
Feb. 14 — G Bar H Angus Bulls, Bull Sale, Torrington, WY
Feb. 14 — South Mountain Cattle, Bull Sale, Caldwell, ID
Feb. 15 — Ostrand Angus, Production Sale, Mason City, NE
Feb. 15 — Shaw Cattle Company, Bull Sale, Caldwell, ID
Feb. 16 — Krebs Ranch, Bull Sale, Gordon, NE
Feb. 16 — Wooden Shoe Farms, Bull Sale, Blackfoot, ID
Feb. 17 — Camas Prairie Angus, Bull Sale, Lewiston, ID
Feb. 17 — Hoffman Ranch, Bull Sale, Thedford, NE
Feb. 17 — Rees Bros., Bull Sale, Morgan, UT
Feb. 18 — Great Basin, Bull Sale, Fallon, NV
Feb. 18 — Minert-Simonson/Feller Angus, Bull Sale, Dunning, NE
Feb. 18 — Sandhills Source, Bull Sale, Dunning, NE
Feb. 18 — Schiefelbein Farms, Production Sale, Kimball, MN
Feb. 20 — Eagle Pass Ranch, Bull Sale, Highmore, SD
Feb. 20 — Frank Cattle Co., Bull Sale, Chappell, NE
Feb. 20 — Teixeira Cattle, Bull Sale, Terrebonne, OR
Feb. 20 — Weaver Ranch, Production Sale, Fort Collins, CO
Feb. 21 — Coleman Angus, Bull Sale, Charlo, MT
Feb. 21 — Doug Booth Family, Bull Sale, Torrington, WY
Feb. 21 — Felton Angus Ranch, Bull Sale, Springdale, MT
Feb. 21 — Kessler Angus, Bull Sale, Milton-Freewater, OR
Feb. 22 — Price Cattle, Bull Sale, Stanfield, OR
Feb. 22 — TC Ranch, Production Sale, Franklin, NE
Feb. 23 — Van Dyke Angus Ranch, Bull Sale, Manhattan, MT
Feb. 24 — Diamond Peak Cattle, Bull Sale, La Junta, CO
Feb. 24 — Hyline Angus, Bull Sale, Three Forks, MT
Feb. 24 — Skinner Ranch, Bull Sale, Hall, MT
Feb. 25 — 44 Farms, Bull Sale, Cameron, TX
Feb. 25 — Baker Angus, Bull Sale, Vale, OR
Feb. 25 — Black Gold Genetics, Bull Sale, Pritchett, CO
Feb. 25 — Rancher's Choice, Bull Sale, Othello, WA
Feb. 26 — Buchanan Angus, Bull Sale, Klamath Falls, OR
Feb. 26 — Colyer Herefords, Production Sale, Bruneau, ID
Feb. 27 — Circle L Ranch, Bull Sale, Dillon, MT
Feb. 27 — Colyer Herefords & Angus, Bull Sale, Bruneau, ID
Feb. 27 — Loya/Wardell Angus, Bull Sale, Platteville, CO
Feb. 27 — Reyes/Russell Angus, Bull Sale, Wheatland, WY
Feb. 28 — Connelly Angus Ranch, Bull Sale, Valier, MT
Feb. 28 — Haynes Cattle Co., Bull Sale, Ogallala, NE
Feb. 28 — J.C. Heiken & Sons, Bull Sale, Miles City, MT
Feb. 28 — Thomas Angus Ranch, Bull Sale, Baker City, OR
Mar. 1 — Ox Bow Ranch, Bull Sale, Wolf Creek, MT
Mar. 1 — Snake River Valley Genetics, Bull Sale, Blackfoot, ID
Mar. 2 — Cannon Angus, Bull Sale, Preston, ID
Mar. 2 — Parry Angus and Simmental Ranch, Production Sale, Sterling, CO
Mar. 2 — Split Diamond, Bull Sale, Dillon, MT
Mar. 3 — Crouthamel Cattle, Bull Sale, Stanfield, OR
Mar. 3 — Reminisce Angus, Bull Sale, Dillon, MT
Mar. 4 — Bulls of the Bitterroot, Production Sale, Stevensville, MT
Mar. 4 — Lazy JB Angus, Production Sale, Montrose, CO
Mar. 4 — Lucky 7, Bull Sale, Riverton, WY
Mar. 4 — Trinity Farms, Bull Sale, Ellensburg, WA
Mar. 6 — Harrell Hereford Ranch, Production Sale, Baker City, OR
Mar. 7 — Allen Brothers, Bull & Female Sale, Baker City, OR
Mar. 7 — Ipsen Cattle, Bull & Female Sale, Dingle, ID
Mar. 8 — Hornung Livestock, Production Sale, Stratton, CO
Mar. 8 — Sitz Angus, Bull Sale, Dillon, MT
Mar. 8 — Udy Cattle, Bull & Female Sale, Rockland, ID
Mar. 9 — Sunny Okanogan Angus Ranch, Production Sale, Okanogan, WA
Mar. 10 — Reid Cattle Co., Production Sale, Brush, CO
Mar. 10 — Rollin' Rock, Bull Sale, Pilot Rock, OR
Mar. 11 — Diamond Peak Cattle, Bull Sale, Riverton, WY
Mar. 11 — Koberstein Farms Angus, Bull Sale, Holyoke, CO
Mar. 11 — Riverbend Ranch, Bull Sale, Idaho Falls, ID
Mar. 13 — Pine Coulee Angus, Bull Sale, Hardin, MT
Mar. 13 — Spring Cove Ranch, Bull Sale, Bliss, ID
Mar. 14 — Veltkamp Angus, Bull Sale, Manhattan, MT
Mar. 14 — Wagon Wheel Angus, Bull Sale, Yuma, CO
Mar. 15 — Lufkin Angus, Bull Sale, Leodore, ID
Mar. 15 — Stevenson Angus Bull, Bull Sale, Hobson, MT
Mar. 15 — Wagonhammer Ranches, Bull Sale, Albion, NE
Mar. 16 — Carter Cattle, Bull Sale, Pingree, ID
Mar. 16 — Vallad/Oft Angus, Bull Sale, Vale, OR
Mar. 17 — Leadore Angus, Bull Sale, Leodore, ID
Mar. 17 — Montana Performance Bull Coop, Bull Sale, Columbus, MT
Mar. 17 — TD Angus at Rishel Ranch, Production Sale, North Platte, NE
Mar. 17 — Weiss Bros. Angus, Production Sale, Red Cloud, NE
Mar. 18 — Gray Angus, Production Sale, Harrison, NE
Mar. 18 — Nelson Angus Ranch, Production Sale, Salmon, ID
Mar. 18 — South Montana Angus Assoc., Bull Sale, Butte, MT
Mar. 18 — Ward Ranches, Bull Sale, Minden, NV
Mar. 20 — Angus in the Basin, Bull Sale, Duchesne, UT
Mar. 20 — Genetic Opportunity Angus Bull Sale, Purdum, NE
Mar. 20 — JR Ranch & Sackmann Cattle, Bull Sale, Othello, WA
Mar. 20 — Whistling Winds Angus, Bull Sale, Hingham, MT
Mar. 21 — Blevins Angus, Bull Sale, Charlo, MT
Mar. 21 — ELK Angus, Bull Sale, Buffalo, WY
Mar. 22 — Nebraska Bull Test, Bull Sale, Broken Bow, NE
Mar. 22 — Peterson Grain and Cattle, Bull Sale, Havre, MT
Mar. 23 — Vermilion Commercial Females, Billings, MT
Mar. 24 — Gartner-Denowh, Bull Sale, Sidney, MT
Mar. 24 — Schurrtop, Bull Sale, McCook, NE
Mar. 24 — Vermilion Bull Sale, Billings, MT
Mar. 25 — Connealy Angus, Bull Sale, Whitman, NE
Mar. 25 — Diamond Peak Cattle, Bull Sale, Loma, CO
Mar. 26 — Leachman Cattle of Colorado, Female Sale, Ft. Collins, CO
Mar. 27 — Harrer's Lost Lake, Bull Sale, Great Falls, MT
Mar. 27 — Herbster Angus Farms, Bull Sale, Marysville, KS
Mar. 27 — Leachman Cattle of Colorado, Bull Sale, Ft. Collins, CO
Mar. 28 — Bar JV Angus, Bull Sale, Sidney, MT
Mar. 30 — Silver Bit Angus Ranch, Bull Sale, May, ID

BALANCER

Feb. 20 — Eagle Pass Ranch, Bull Sale, Highmore, SD
Feb. 25 — Black Gold Genetics, Bull Sale, Pritchett, CO
Apr. 8 — Bar T Bar, Bull Sale, Winslow, AZ
Apr. 8 — Redd Ranches, Bull Sale, Paradox, CO

BEEFMASTER

Apr. 20-21 — NextGen Cattle Co., Bull Sale, Paxico, KS

BRANGUS

Mar. 28 — Geneplus Brangus, Bull Sale, Concord, AR

CHAROLAIS

Feb. 21 — V-A-L Charolais, Bull Sale, Nyssa, OR
Feb. 24 — Cowman's Kind, Bull Sale, Madras, OR
Feb. 25 — Ranchers Choice, Bull Sale, Othello, WA
Mar. 14 — Romans Ranches, Bull Sale, Harper, OR
Mar. 14 — Romans Ranches, Production Sale, Westfall, OR
Mar. 15 — Wagonhammer Ranches, Bull Sale, Albion, NE
Mar. 24 — Schurrtop, Bull Sale, McCook, NE
Mar. 25 — Valley View Charolais, Bull Sale, Polson, MT
Mar. 26 — Leachman Cattle of Colorado, Female Sale, Ft. Collins, CO
Mar. 27 — Leachman Cattle of Colorado, Bull Sale, Ft. Collins, CO
Apr. 1 — Debruycker Charolais, Bull Sale, Great Falls, MT
Apr. 8 — Fink Beef Genetics, Bull Sale, Randolph, KS
Apr. 8 — Hebbert Charolais Ranch, Bull Sale, Hyannis, NE
Apr. 14 — Cobb Charolais, Bull Sale, Great Falls, MT

GELBVIEH

Apr. 8 — Redd Ranches, Bull Sale, Paradox, CO

HEREFORD

Jan. 16 — Van Newkirk Herefords, Production Sale, Oshkosh, NE
Jan. 24 — Churchill Cattle Co., Bull Sale, Manhattan, MT
Feb. 2 — Ridder Herefords, Production Sale, Callaway, NE
Feb. 3 — Elkington Herefords, Bull Sale, Idaho Falls, ID
Feb. 4 — Upstream Herefords, Production Sale, Taylor, NE
Feb. 8 — Durbin Creek Hereford, Bull Sale, Worland, WY
Feb. 10 — Dutch Flat & CX Ranch, Production Sale, Lewiston, ID
Feb. 10 — Lambert Ranch & Bar KD Ranch, Bull Sale, Alturas, CA
Feb. 13 — BB Cattle Co., Bull Sale, Connell, WA
Feb. 14 — South Mountain Cattle, Bull Sale, Caldwell, ID
Feb. 15 — Shaw Cattle Company, Bull Sale, Caldwell, ID
Feb. 16 — Krebs Ranch, Bull Sale, Gordon, NE
Feb. 16 — Wooden Shoe Farms, Bull Sale, Blackfoot, ID
Feb. 17 — Hoffman Ranch, Bull Sale, Thedford, NE
Feb. 17 — Rees Bros., Bull Sale, Morgan, UT
Feb. 23 — Northwest Hereford Breeders, Bull Sale, Stanfield, OR
Feb. 24 — Jamison Herefords, Bull Sale, Quinter, KS
Feb. 26 — Colyer Herefords, Production Sale, Bruneau, ID
Feb. 27 — Colyer Herefords & Angus, Bull Sale, Bruneau, ID
Mar. 6 — Harrell Hereford Ranch, Production Sale, Baker City, OR
Mar. 7 — Ipsen Cattle, Bull & Female Sale, Dingle, ID
Mar. 8 — Udy Cattle, Bull & Female Sale, Rockland, ID
Mar. 13 — Holden Herefords, Production Sale, Valier, MT
Mar. 14 — Cooper Hereford, Bull Sale, Willow Creek, MT
Mar. 16 — Bar Star Cattle, Bull Sale, Musselshell, MT
Mar. 22 — NJW Herefords, Bull Sale, Sheridan, WY
Mar. 22 — Nebraska Bull Test, Bull Sale, Broken Bow, NE
Apr. 13 — McClun's Lazy JM Ranch, Bull Sale, Torrington, WY

LIMOUSIN

Apr. 1 — Magness Land & Cattle, Bull Sale, Loma, CO

RED ANGUS

Feb. 3 — TJS Red Angus, Bull Sale, Buffalo, WY
Feb. 4 — Ludvigson Stock Farms, Bull Sale, Shepherd, MT
Feb. 15 — Shaw Cattle Company, Bull Sale, Caldwell, ID
Feb. 20 — Eagle Pass Ranch, Bull Sale, Highmore, SD
Feb. 20 — Frank Cattle Co., Bull Sale, Chappell, NE
Feb. 22 — Price Cattle & Murdock Cattle, Bull Sale, Stanfield, OR
Feb. 24 — Calvo Red Angus, Bull Sale, Bassett, NE
Feb. 25 — Black Gold Genetics, Bull Sale, Pritchett, CO
Mar. 1 — Dille Red Angus, Bull Sale, Castleford, ID
Mar. 2 — Bieber Red Angus, Production Sale, Leola, SD
Mar. 3 — Sutherlin Farms Red Angus, Production Sale, Stevensville, MT
Mar. 4 — Redland Red Angus, Bull Sale, Hysham, MT
Mar. 6 — McCann Red Angus, Bull Sale, Billings, MT
Mar. 7 — Sandhills Red Angus, Production Sale, Sidney, MT
Mar. 8 — Leland and Koester Red Angus, Bull Sale, Sidney, MT
Mar. 8 — Udy Cattle, Bull & Female Sale, Rockland, ID
Mar. 10 — Leland Red Angus, Production Sale, Sidney, MT
Mar. 13 — Feddes and C-T Red Angus, Bull Sale, Manhattan, MT
Mar. 14 — Loosli Red Angus, Production Sale, Ashton, ID
Mar. 15 — Klompein Red Angus, Bull Sale, Manhattan, MT
Mar. 18 — Iron Triangle/Lorenzen Ranches, Bull Sale, Madras, OR
Mar. 18 — Milk Creed Reds, Bull Sale, Plevna, MT
Mar. 21 — Green Mountain Red Angus, Bull Sale, Logan, MT
Mar. 22 — Nebraska Bull Test, Bull Sale, Broken Bow, NE
Mar. 22 — Westphal Red Angus, Bull Sale, Grass Range, MT
Mar. 26 — Leachman Cattle of Colorado, Female Sale, Ft. Collins, CO
Mar. 27 — Axtell Cattle Co., Production Sale, Sterling , CO
Mar. 27 — Leachman Cattle of Colorado, Bull Sale, Ft. Collins, CO
Mar. 31 — Pieper Red Angus, Production Sale, Hay Springs, NE
Apr. 4 — Daigger-Orr, Bull Sale, North Platte, NE
Apr. 8 — HanSine Ranch, Bull Sale, Hayes, SD
Apr. 8 — Ludvigson Herdbuilder Sale, Shepherd, MT
Apr. 8 — Redd Ranches, Bull Sale, Paradox, CO

SALERS

Feb. 28 — Idaho Salers, Bull Sale, Caldwell, ID
Mar. 28 — MJB Ranch, Bull Sale, Billings, MT

SIMANGUS

Jan. 28 — Nichols Farms, Bull Sale, Bridgewater, IA
Jan. 28 — Star Gate Cattle, Bull & Female Sale, Twin Falls, ID
Jan. 30 — APEX Cattle, Bull & Female Sale, Dannebrog, NE
Feb. 20 — Eagle Pass Ranch, Bull Sale, Highmore, SD
Feb. 22 — Price Cattle, Bull Sale, Stanfield, OR
Feb. 23 — Bar CK, Bull Sale, Winnemucca, NV
Feb. 24 — Diamond Peak Cattle, Bull Sale, La Junta, CO
Feb. 28 — Barker Cattle, Bull & Female Sale, Burley, ID
Mar. 2 — Kearns Cattle Co., Bull Sale, Rushville, NE
Mar. 4 — Trinity Farms, Bull Sale, Ellensburg, WA
Mar. 7 — Allen Brothers, Bull & Female Sale, Baker City, OR
Mar. 8 — Hornung Livestock, Production Sale, Stratton, CO
Mar. 10 — Yardley Cattle, Bull Sale, Beaver, UT
Mar. 11 — Diamond Peak Cattle, Bull Sale, Riverton, WY
Mar. 23 — Western Source, Bull Sale, Crawford, NE
Mar. 25 — Diamond Peak Cattle, Bull Sale, Loma, CO
Mar. 25 — T-Heart Ranch, Bull Sale, La Garita, CO
Mar. 26 — Leachman Cattle of Colorado, Female Sale, Ft. Collins, CO
Mar. 27 — Leachman Cattle of Colorado, Bull Sale, Ft. Collins, CO

SIMMENTAL

Jan. 30 — APEX Cattle, Bull & Female Sale, Dannebrog, NE
Feb. 4 — Prickly Pear Simmental, Bull Sale, Helena, MT
Feb. 6 — Gateway Simmental, Bull Sale, Lewistown, MT
Feb. 9 — Lassle Ranch Simmentals, Bull Sale, Glendive, MT
Feb. 20 — Bulls of the Big Sky, Bull Sale, Billings, MT
Feb. 26 — Poppe Cattle Co., Bull Sale, Fallon, MT
Mar. 2 — Parry Angus and Simmental Ranch, Production Sale, Sterling, CO
Mar. 27 — Vertical Edge Genetics, Bull Sale, Bancroft, ID

COMMERCIAL

Feb. 20 — Eagle Pass Ranch, Bull Sale, Highmore, SD

HORSE

Jan. 24-28 — Red Bluff, Gelding Sale, Red Bluff, CA
Mar. 4 — Winnemucca Ranch Rodeo, Horse Sale, Winnemucca, NV
Jun. 24 — Memory Ranch, Horse Sale, Wells, NV

DOG

Jan. 24-28 — Red Bluff, Stock Dog Sale, Red Bluff, CA



Show ring also important for urban connection

STOCKSHOWS
(from page 1)

herds that dominated the beef industry.

Improving the product they produced was so important to these stockyards that Chicago's Union Stockyards built the Purebred Record Building for breed associations to locate their headquarters rent-free. This strategy of promoting the use of improved pedigreed bulls was so successful that, for practical purposes, the Longhorn strain of cattle had become virtually extinct. They were only saved because the USDA Forest Service felt it was important that they be preserved. In 1927, U.S. Forest Service rangers scoured southern Texas and northern Mexico looking for cattle that exhibited Longhorn characteristics.

Although the exact numbers vary slightly depending on the source, they gathered approximately 20 cows, four calves and four bulls, which were shipped to the Wichita Mountains Wildlife Refuge in Oklahoma. It was this humble beginning that saved the breed. Amazing to think 60 years earlier, an estimated 26 million Longhorns were running feral in the Southwest U.S. The shows had certainly done the job they were intended to do.

Commercial seedstock markets

Developing a commercial market for high-quality seedstock remained a priority up through World War II; however, the show ring was becoming increasingly important in advertising an operation's breeding program to other seedstock breeders. In the 1910s, this led to what was called "riding the rail," where an operation might have a show string out for eight months of the year. Times were different then, as breeds earmarked a large portion of their budget to premiums.

At one point, the American Shorthorn Association boasted it supported 100 shows with premium money that would be worth approximately $1 million in today's dollars. During this era, the American Hereford Association held a show at the American Royal with a breathtaking $75,000 in premium money. There were also numerous group classes—far more than today—that added to an operation's ability to earn even more premium money showing cattle.

The bottom line is that an outfit with a competitive show string—that kept its expenses low—could actually make some money showing cattle, unlike today, where showing is a very expensive sport. During the "riding the rail" era, the herdsmen generally slept in the railcar, which had an upper deck, or in the tie-outs with the cattle. Some showgrounds had dorms where they could also stay. However you looked at it, they led a spartan lifestyle. Unlike today, they also had to stay for the duration of the show, but they kept busy trading labor with people from other breeds or species. This was critical because it was the only way they would have enough handlers to show in the group classes.

Riding the rail lasted into the 1950s and was generally broken down into three seasons. They might start the show season at a place like the Arizona National Livestock Show, which used to start at the first of the year. They would then go to the NWSS and, from there, cover the Texas and southern shows, returning home in late spring. Later in the summer, they would cover the state fairs and then go back out for the fall show season. The fall would often cover shows that ranged from the Eastern States Exposition in Massachusetts to the Pacific International Livestock Show in Oregon. The show year would culminate at the International in Chicago held after Thanksgiving, which was considered the most prestigious show in all of the U.S.

Along the way, they generally did not market cattle from the show strings, as they were designed to take maximum advantage of the group classes. Instead, the goal of showing was to drive a national audience to their production and private treaty sales from the home operation. Among some breeds, managers would also import large numbers of cattle from the United Kingdom, which they would resell in their production sale at a handsome profit.

Show ring eras

The next show ring eras were ones of extremes and fads. There were the "belt buckle" cattle of the '50s and early '60s, where an ideal animal would not be taller than the average person's waist. Then came the exotics and a rush to cash in on the next hot breed imported from continental Europe. The 1980s brought the frame race, where the primary criteria in selection were how tall they were. Unlike the belt buckle era, where you could see all of a person's upper body in the champion pictures, during the frame race, you could only see the legs of people standing behind the animal in champion pictures. Because of their simplicity, these fads worked well in marketing seedstock to novices who would invest in cattle as a tax shelter. That all ended in 1986 when Reagan changed the tax laws.

Today, the show ring is mainly centered around youth and the breeders who specialize in breeding cattle for the juniors to show. The various breeds' junior shows in the summer have become huge events, with many juniors participating in more than one breed's national junior show. The adults that sell the show cattle use the show ring to advertise their breeding program.

It has all become somewhat self-contained, with few people in the stands compared to previous eras. However, the people showing cattle have an awesome responsibility, as for many urban people—which is the majority of our population—people showing cattle are the face of agriculture. Denver alone will have approximately 700,000 visitors to the exposition. It is critical that those showing are informed, eager to answer questions and, overall, represent the industry in the best possible light.

The show ring has had an important purpose over the years. Today, it is largely raising youth and being the interface with non-agricultural people. The role of those currently showing is very important—being the face of animal agriculture—just as it was important using the show ring to help get rid of the "scrub" cattle well over 100 years ago. — **Dr. Bob Hough, *WLJ* correspondent**



Grazing cornstalks during mid-winter

Here in mid-winter, cornstalks remain a great forage resource for livestock producers. Snow cover on cornstalks is generally not a problem for cattle, as they are adept at digging their way through to get at the leaves, husks and remaining corn they are seeking. However, if an icy crust develops on the snow, this will limit grazing, and supplemental feed may need to be provided.

Another important consideration is the stocking rate and how long they have been in a particular field. Nutritional value of cornstalk residue is greatest at the beginning of a grazing period and declines with time as the most nutritious plant parts are consumed. A general stalk grazing rule is there is about 30 cow days per 100 bushels of corn that the field produced.

Over the fall and winter, weathering can also play a role in reducing cornstalk quality. Rain or melting snow soaks into dry cornstalk residue and leaches out some of the soluble nutrients. Most serious is the loss of sugars and other energy-dense nutrients, which lowers the total digestible nutrients, or energy value, of the stalks.

Another factor that affects cornstalk grazing is wind. We have had our share of excessively high winds, which easily blow cornhusks and leaves off the field. This, of course, can impact the amount of feed, and, after grain, those leaves and husks contain the highest nutritional quality.

Cornstalks are still a great and economical winter feed source. Just be sure to closely monitor cow and field conditions while adjusting your supplementation program accordingly. — **Jerry Volesky, Nebraska Extension range and forage specialist**