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INSIDE WLJ

SOUTHWEST EDITION — This issue of *WLJ* contains a special section devoted to a variety of legislative, weather and cattle management issues in the Southwest. **Page 20**

POINT REYES LAWSUIT — Conservation groups have filed a lawsuit against the National Park Service for allowing ranching to continue in the Point Reyes National Seashore. **Page 13**

A LOOK BACK IN HISTORY

Improving herd genetics is nothing new for ranchers, and new methods for effectively selecting specific genes are constantly in development. In January 2005, however, one unique method for improving genetics hit a milestone: "Born on the coldest night of the year in mid-December, Sunshine is a female calf that's just like countless other calves born around the country. The only thing special about Sunshine is her mama, KC, the first cow ever cloned from cells collected from a dead cow. … She was born naturally in the middle of the night without human help. She's alert, lively and the right size for a calf born to a first-calf heifer—72 pounds."

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Outlook for the 2022 hay market

— High prices likely to continue

Hay prices were unforgiving to livestock producers last year, and will likely continue to be so through 2022.

USDA released its Dec. 1 hay stocks report in the January Crop Production report on Jan. 12, which gives a good measure of how much hay we have available over the winter. Nationally, hay stocks are down 6 percent year over year.

Katelyn McCullock, Livestock Marketing Information Center director, told *WLJ* the Dec. 1 number is the middle point before the start of the marketing year.

"The May 1 hay stocks report is usually what we put a little more focus on, but anytime you have a drought year where the stocks and supplies have been so tight, this is a good reference point," she said. "And to show this down 6 percent, it does not necessarily set us up very well from the livestock perspective for any sort of relief on hay prices."

The report shows the Northern Plains' stocks down drastically, with Montana and North and South Dakota down 40 percent or more from a year earlier. Washington stocks are 43 percent down, California 27 percent down and Arizona 40 percent down. Utah and Wyoming were down a little over 20 percent, each.

"We've already seen hay prices climb nationally," McCullock said. "Alfalfa is well over $200 a ton, and other hay has been bouncing around $140-150 a ton. I don't think this sets us up to have any sort of price breaks before this summer. And that's only if you get a pretty good first cutting in some of these areas."

She added that alfalfa prices are unlikely to come down through 2022, partly a result of decreased acreage. There was a slip in alfalfa acres in 2021, with acreage totaling 15.25 million acres. New seeding rates were the lowest in history, with new seedings below 2 million acres—a 25

See HAY on page 32



USDA NRCS Montana

Producers are unlikely to experience any price relief in the 2022 hay market, as December stocks were lower than a year earlier. Pictured here, hay harvested by K&D Livestock, Inc., near Stacey, MT.

It's a seller's market in the Southwest real estate market

— Buyers flush with cash

"Buy land, they're not making it anymore," said Mark Twain, which rings even more true today. Brokers who spoke with *WLJ* wished there was more land, as the lack of inventory and the number of buyers has made it a seller's market.

"Right now, if I had the ground, I would sell it," Stacy Callahan, a broker with Hayden Outdoors, told *WLJ*. "Inventory has been kind of hard to find."

According to USDA's Land Values 2021 Summary published in August, farm real estate value, a measurement of the value of all land and buildings on farms, increased over 2020 with the highest growth in Texas (9.6 percent), followed by Oklahoma and Utah (6.9 percent each), New Mexico (4.3 percent), and Arizona and Colorado (1.3 percent each).

Brokers said the majority of sales are either through 1031 Exchanges or with cash.

"There's a lot of people with cash out there," James Sammons, a broker with Briggs Freeman Sotheby's, told *WLJ*. "A lot of people want to have a ranch and the size of the ranch is relative. The production capacity is not as high on the totem pole as it used to be, and that is not a motivating factor."

Texas

Sammons said buyers are "all over the board" flush with cash, looking for different types of properties, acreages and price ranges in Texas. According to Sammons, some buyers don't mind traveling to the property, and some want it close to the Dallas-Forth Worth area. Unlike last year in Texas, Sammons said there are not as many 1031 Exchanges or buyers looking for an investment.

Sammons sold two sizable ranches in 2021: the 9,154-acre Gearhart Ranch in Fort Davis for $31 million and the 4,772-acre Livermore Ranch in the same area for $17.5 million.

Last year saw the sale of several prominent ranches in Texas, including the famed 6666 Ranch and the 31,631-acre Sandow Lakes Ranch east of Austin, along with the listing of the 80,000-acre "Prize of the Panhandle" Turkey Track Ranch for $200 million.

Dr. Charles Gilliland, research economist for Texas A&M's Texas Real Estate Research Center, wrote in Texas Land magazine that strong demand resulted in a shortage of listings in the first half of 2021. As a result, prices rose 16.29 percent to $3,433 per acre statewide, and prices continued their ascent into the third quarter of 2021, increasing 25.21 percent to $3,725 per acre.

In the third quarter, Gilliland noted that a total of 743,425 acres

See SW on page 22

Easterday sentencing delayed again to June

— Tyson objects

A federal judge has delayed Cody Easterday's sentencing for the third time until June 13, giving time to settle bankruptcy proceedings.

Judge Stanley A. Bastian of the U.S. District Court for the District of Eastern Washington stated there were several reasons for granting the motion to delay, primarily "for the convenience of the bankruptcy court."

"Part of the mess that has been created here is not just the criminal," Bastian said. "Mr. Easterday will face justice and certainly at the appropriate time, but the bankruptcy court and Judge (Whitman) Holt have quite a significant case on this docket and they need all the parties present and available to that court to resolve."

Easterday was scheduled to be sentenced on Jan. 24, but Carl J. Oreskovich, Easterday's lawyer, sought a delay over the objections of the Justice Department and Tyson Fresh Meats.

Tyson Fresh Meats filed court documents on Jan. 4 objecting to the sentencing delay, stating Easterday has "mischaracterized" the circumstances of the bankruptcy and the "cooperation" to allegedly "benefit" Tyson and the other beneficiary. Easterday defrauded Tyson Fresh Meats and another unnamed company of $244 million for the "ghost cattle" scheme.

See EASTERDAY on page 11

COVID-19 puts strain on packer throughput

Reduced slaughter numbers, largely a result of labor shortages thanks to the latest COVID-19 variant, led to lower cash prices this week. On the feeder cattle side, demand has been high.

Live cattle futures posted slightly lower. The February contract lost 25 cents to close at $137 and the April contract lost just under $1 to close at $140.97.

Through Thursday, about 50,000 head sold on the cash market. Live steers sold between $135-138, a couple of dollars short of a week earlier.

"Reduced processing plant throughput in January has raised fear and allowed packers to purchase cattle cheaper than expected the first week of January and cheaper still this week," wrote Cassie Fish, market analyst, in The Beef. "It's also allowed packers to purchase fewer cattle than they would if plants were running full strength."

Cash trade through the first full week of January totaled 47,962 head. Live steers averaged $138.38 and dressed steers averaged $220.05.

The national weekly direct beef type price distribution for the week of Jan. 3 to Jan. 10 was the following on a live basis:

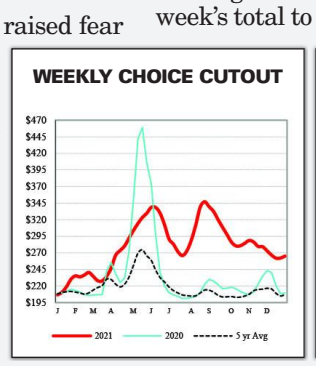
- Negotiated purchases: $138.40.
- Formula net purchases: $140.23.
- Forward contract net purchases: $138.82.
- Negotiated grid net purchases: $139.31.

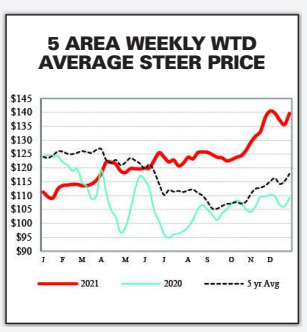
On a dressed basis:

- Negotiated purchases: $220.04.
- Formula net purchases: $221.12.
- Forward contract net purchases: $210.11.
- Negotiated grid net purchases: $221.24.

Slaughter through Thursday totaled 114,000 head, bringing the week's total to 455,000 head, 5,000 head short of a week earlier. Estimated slaughter for the week ending Jan. 7 is 620,000 head. Actual slaughter through the first

See MARKETS on page 29





LIVE STEERS	DRESSED STEERS	CME FEEDER
$136.49	$217.99	$162.01

WEEK ENDING: 01-13-22

PERIODICAL: Time Sensitive Priority Handling

COMMENTS

Markets are working


CROW

Cash feeder cattle markets were good this past week. Groups of 700-800 lb. feeder steers were trading on Superior's Bellringer sale in Oklahoma City for $170—higher if they sold with production attributes. If you're producing feeder cattle with NHTC, verified natural, GAP and other attributes, you're producing for a program. Can these programs be considered an alternative marketing agreement (AMA)? I suppose not, since they sell at auction.

The latest COVID-19 variant has slowed things down a bunch; cattle slaughter has drifted lower because employees are not coming to work. The need for fewer cattle has suspended the rapid advances in the fed cattle market, which was trading between $135-138. Hopefully packers will be fully staffed going forward.

It's easy to see that cattle marketing is changing; it's difficult to sell bawling calves in today's markets, unless you're willing to take a lot of risk. And cattle feeders want those program cattle because they have developed a market for them.

Consumers are looking for different types of beef products. Retailers have always tried to brand their beef. More and more producers differentiate their feeder cattle for specific markets, and they are more than likely going into a feedlot that has a formula contract with the packers and a contract with a retailer.

Having the Biden administration make their announcement that they will invest a billion dollars into the beef producing supply chain sounded like it might be a big deal. To me, it just seemed like they were paying lip service to the industry's louder participants. NCBA didn't even comment on the show.

The packing industry has made a huge windfall the past two years and it was just dumb luck they earned huge profits. The cattle feeders went into this COVID mess with plenty of inventory, packers' employees suffered through the pandemic and couldn't make it to work, so meat production went down and prices went up. It's easy to be jealous of the packers' profits when you're not getting much. Now that cattle supplies have moderated, prices are going up and in two years, packers may be losing money.

It's kind of interesting that when packers need product, they usually find a way to get it produced. When the Holcomb, KS, fire happened right before Labor Day, a big beef weekend, they figured out how to produce the product to fill orders. This last quarter of the year was the same way: packers had big orders for middle meats and couldn't process them fast enough. Labor is still a huge issue.

AMAs have become common in our business and I doubt they are going away. The poultry and hog industries went that way and they appear to be working for them. They produced consistency and security in the food supply. The beef industry has been working on consistency for the past 20 years and is close to getting it right. A total of 82 percent of the beef produced today is Choice or better, and we have great demand. There is still too much carcass variation.

The corporate feeders and packers have a common interest in managing inventory. The cash market will be the primary market for feeder cattle and slaughter cows. We have a great marketing system, there are auction markets throughout the country, and they consolidate feeder cattle for cattle feeders and the feeders consolidate fed cattle for the packer. Our marketing system works well and is transparent as it gets with the live auction.

Having the federal government come into the beef cattle marketing system isn't the right way to go. When the government gives you something like a billion dollars, there will be strings attached. The right way to go is for packers and feeders to communicate, cow-calf producers to communicate to their buyers, and seedstock producers to communicate with cow-calf producers. Communication will solve all problems.

The cattle markets are working like they are supposed to—we have good price discovery. We need the big packers so we can get full value out of the beef animal. It goes back to who can handle the hide and offal best. Small packers don't have much of a chance at getting that value. But they have an advantage on niche products and customer service. And they need to work with producers to get the type and quality of cattle they can sell for premiums.

Fed cattle markets are evolving and have been for the past 20 years. There will always be a cash market for fed cattle, but AMAs are working for most cattle feeders, especially the big ones. Pray for rain. — **PETE CROW**

GUEST OPINION

FARMERS MAKING THEIR VOICES HEARD ON WOTUS

Water is critical to our families and our farms. It breathes life into our crops and produces forage for animals on our rangelands. It is a priority for farmers and ranchers to ensure the water we rely on is clean because safe, clean water is critical to all life.

Farmers and ranchers are stepping up to partner with their communities to protect our water. Farmers have increased the use of buffer strips to prevent excess fertilizer from reaching waterways. They're using new technologies to filter water as it drains beneath our fields and are continually working to beef up other clean water protections.

Last year, officials at the Environmental Protection Agency (EPA) and Army Corps of Engineers announced they would rewrite the waters of the U.S. (WOTUS) rule, continuing a nearly decade-long back and forth that has left farmers and small business owners scratching their heads.

In 2015, the WOTUS rule was rewritten, and federal courts blocked its implementation in more than half of the states because it was a clear overreach by the federal government. In 2020, the rule became the Navigable Waters Protection Rule, which provided clearer rules while ensuring clean water.

If you've ever had to deal with red tape from our federal government, you know that working through the stack of paperwork and fees that come with applying for federal permits often requires lawyers and consultants. The 2015 rule would have prevented farmers from moving forward on climate-smart farming practices and other advancements that ensure farms remain viable and vibrant.

Unfortunately, warning lights point to the Biden administration heading down a similar path as the 2015 WOTUS rule. While EPA Administrator Michael S. Regan committed to a robust dialogue about the potential effects of the new rule, the agency seems to be moving forward even as they ask stakeholders to set up regional meetings.

The EPA claims the new rule will have no impact on any of America's small businesses. That simply isn't true. The proposal that the EPA and Army Corps of Engineers have presented would significantly expand the landmass regulated by the federal government and lead to a costly labyrinth of permitting requirements that small businesses aren't equipped to navigate.

Although EPA has left me wondering about their sincerity in working with farmers, I'm grateful that the Small Business Administration (SBA) seems to be genuinely listening. We worked with SBA to set up meetings where federal officials heard directly from property owners about the potential impacts of a new rule.

In early January, the agency heard from farmers and small businesses involved in agriculture. James Henderson, Colorado Farm Bureau Federation vice president, joined the video call from a field he farms. He was standing in a grass waterway. Henderson said he hadn't seen water flowing through it in years. But, under the proposed rule, EPA could classify it as a regulated ephemeral stream, which means it has flowing water only during and after it rains.

The example Henderson shared was powerful. That's how we'll make an impact as the administration works to rewrite the WOTUS rule. We must help policymakers and the public understand the impact of irresponsible regulation, tying the hands of the very people stocking our pantries. And we must remain persistent in our effort to make sure regulations that keep our water clean also respect farmers, ranchers and small business owners.

You can make your voice heard today by visiting fb.org/wotus. When I called on farmers and ranchers to respond to this action alert during our American Farm Bureau Federation (AFBF) convention, over 1,800 farmers and ranchers answered the call in less than 36 hours. I hope you'll answer the call, too, and tell the EPA why we need clear rules for clean water. We stand ready to engage in an honest and meaningful dialogue with policymakers and all stakeholders. That's the Farm Bureau way. — **Zippy Duvall, AFBF president**

GUEST OPINION

CYBERCRIME AND TAXES

I was at a conference recently where a cybersecurity adviser from the Department of Homeland Security discussed cybercrime in agriculture. Cybercrime in agribusiness is on the rise, and no one is immune from an attack. If anything, small and midsize farms are more at risk since they don't have an internet technology (IT) department.

Considering the amount of money a producer, processor or elevator handles in a given week or month, a cyberattack could be devastating. However, when I talk to my clients, most think it will never happen to them. But what if it does? Let's run through a couple of different fact patterns.

Scenario 1

A grain farmer gets $1 million of deferred payments placed in his bank account on Jan. 2. Unfortunately, because of spyware, someone has access to his account and transfers $1 million to a bank account in a foreign country. If the farmer (or the FBI) is unable to get any of the money back, what can he do?

As the farmer received the money, it is Schedule F income. Under Internal Revenue Code (IRC) 165, a taxpayer is allowed a deduction from a theft if they can prove the occurrence of a theft, quantifiable loss and the date the taxpayer discovers the theft. Although there is no clear guidance, there is a revenue rule that implies the deduction would offset self-employment income.

Keep in mind that between tax years 2015 and 2018, a deduction is only available for losses that occurred in a trade or business or a transaction entered into for profit. Personal losses (nonfarm) for cybercrime are not deductible.

Scenario 2

A farmer or agribusiness company has a computer system hacked and is locked out. The cybercriminal contacts the farmer/company and demands $1 million to release and unlock the software. Under IRC 162(a), the taxpayer can deduct an ordinary and necessary business expense. As cybercrime is more common, an argument can be made that ransomware payments are ordinary and necessary. If the argument is accepted, the taxpayer can expense the ransomware payment.

A couple of things strike me about the facts from the two scenarios. If you are an individual and the cybercrime does not relate to a trade or business, you have little recourse. Even if you are in a trade or business, you get a deduction/expense resulting in reduced taxable income, but this doesn't make you whole. In regard to cybercrime, no matter the resolution, it's a lose-lose situation.

What can you do? The easiest thing would be to change your passwords regularly. Another simple step is to look at your bank accounts frequently and identify fraudulent transactions.

As many of my farm clients deposit and withdraw millions of dollars a year, I often recommend talking to a cybersecurity expert and developing an IT security plan (including testing). With cybercrime, the old adage is true: An ounce of prevention is worth a pound of cure. — **Rod Mauszycki, DTN tax columnist**

(Rod Mauszycki, J.D., MBT, is a tax principal with CLA (CliftonLarsonAllen) in Minneapolis, MN. You may email Rod at taxman@dtn.com.)



"Oh gosh, the boss wanted a pickup load of firewood—wul, there it is!"

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

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OBITUARIES



Edward F. Czerwien; 1951-2022

Edward F. Czerwien, 70, Amarillo, TX, passed away Jan. 3 after a three-and-a-half year battle with Lou Gehrig's disease. A memorial service will be held at a later date. There will be no visitation, as cremation has taken place.

Ed was born June 30, 1951, in Cleveland, OH, to Edward A. and Annabelle (Suwolitch) Czerwien.

He graduated from Nordonia High School in Northfield, OH, in 1969, and received his college education at North Dakota State University (NDSU). From NDSU, he received a Bachelor of Science in animal science in 1973 and a Master of Science in animal-meat science in 1979. He was a member of the FarmHouse fraternity. He met his wife, Mary (Roth) Czerwien, while they were students at NDSU. On May 5, 1973, Edward and Mary were married in Washburn, ND.

Edward worked for a variety of employers during his long career. In high school, he worked for Acadia Farms in Northfield, OH. He later worked for the following employers after he completed his college education: Fall River Feedlots in Hot Springs, SD, Wilson and Company in Albert Lea, MN, and Hayward Cooperative in Hayward, MN. He later worked for the Equity Cooperative Livestock Sales Association as a branch manager in Ripon, WI.

After that, he was the general manager for the Saint Joseph Stockyards in St. Joseph, MO. He then worked as a livestock and grain market news reporter for the USDA in Amarillo, TX, until he retired. After retiring, he started up CZ Cattle Market Analytics and also wrote articles for a couple of publications.

Throughout his long career, he received a number of awards. These awards included numerous FFA and National Market News Association awards, as well as awards from the USDA and Missouri's Department of Agriculture.

He was also a member of the following organizations: National Association of Farm Broadcasters, the Amarillo Area Agricultural Committee and the Texas Cattle Feeders Association.

Ed's personal interests included gardening, chuckwagon and cowboy cooking, grilling and baking artisan breads. He was especially fond of heirloom roses.

He is survived by his wife, Mary; sons, Terry (Ivy) and Kurt (Sharon) Czerwien; daughter, Christy Czerwien; and four grandchildren.



Brice Lee; 1935-2021

Hesperus, CO, rancher Brice Lee passed away Dec. 24, surrounded by his family at Mercy Medical Center after a valiant war with diffuse large B-cell lymphoma. Brice Fitzgerald Lee Jr. was born Jan. 5, 1935, in Montrose, CO, to Brice F. Lee Sr. and Edith Forsman Lee. In 1878, Brice's great grandfather E.L. Osborne homesteaded outside of Montrose and was an early pioneer of the area. Grandparents Andy and Anna Forsman were early settlers in Telluride and later homesteaded near Nucla.

Shortly after Brice's birth, the family moved to the current ranch north of Colona, along the Uncompahgre River. The ranch is currently owned and operated by Brice's nephew, Jeff Lee, and his family. Brice was proud that Jeff and his family were the third and fourth generations operating the family ranch.

Riding his horse daily to school, Brice attended first through eighth grade at Colona School. He was one of two graduates of the final graduating class of the school. He attended and graduated from Montrose High School. Brice furthered his education at Colorado A&M University, majoring in agronomy, soil science and water conservation, and he was a member of its final graduating class before becoming Colorado State University (CSU).

While attending CSU, Brice met the love of his life and future wife, Phyllis Fiebig of Ft. Morgan. They were married in June of 1955. After graduation, they moved to Durango in 1956. Brice was employed by the Soil Conservation Service, and Phyllis was hired as the first CSU Extension home economist with the Southern Ute Tribe in Ignacio. This move began a lifelong love of Durango, La Plata County and its people. During this time, Brice was a member of the Army Reserve Unit based in Durango and was proud to serve his country for six years.

In 1962, Brice and Phyllis bought the Graden Mill and Elevator. Brice loved providing feed, seed and supplies to the agricultural community of the Four Corners region, and, in return, buying wheat, milling it into flour and selling to local businesses and area citizens. After being recruited as a nutritionist and salesman for Ralston Purina livestock nutrition, Brice sold the mill to Farmers Supply.

Brice and Phyllis started their beloved herd of Hereford cattle in 1964 with the purchase of two heifers from the CSU Old Fort herd. That line of Herefords is still the base of Brice's herd today. Brice was a pioneer in beef cattle production testing and was a founding member of the Four Corners Bull Test Association. In 1972, Brice and Phyllis set up their ranch south of Hesperus, and Brice began ranching full time. The ranch incorporates summer and winter ranges that utilize federal, state and private lands in Colorado and New Mexico.

Teaching, encouraging and mentoring youth and young people was important to both Brice and Phyllis. They were avid supporters of the La Plata County Fair and the La Plata County 4-H program.

Brice's desire to be active and involved in the cattle industry led him to be a longtime member of the La Plata County Cattlemen's Association, the Colorado Cattlemen's Association (CCA), the Public Lands Council (PLC) and the National Cattlemen's Beef Association (NCBA). Brice served as president of the La Plata Co. Cattlemen, CCA and the PLC. He served several terms as a committee chair with NCBA.

Water and water issues in the Four Corners and Colorado were important to Brice. He served on the Animas-La Plata Board that ultimately was responsible for the construction of the Nighthorse Dam, providing water to the Southern Ute people and residents of the Dry Side. Brice also served on the La Plata Water Conservancy District, and while he was president, the Long Hollow Dam project was built and formally named the Bobby K. Taylor Dam. Local ditch issues were also central to Brice, and he served on the HH and Townsite ditch boards. Brice served nine years as a gubernatorial appointee on the Colorado Water Quality Control Commission.

Brice lived every day with a bright and optimistic outlook. He valued his neighbors and strived to be the best neighbor he could be. Brice proudly kept his rangeland and his cows in excellent condition.

Brice was preceded in death by his wife, Phyllis; parents, Brice F. Lee Sr. and Edith Lee; brother, Jim; brother-in-law, Jack Anderson; his grandparents; and father and mother-in-law Fred and Marie (Eisenach) Fiebig. Brice's survivors include his daughter and son-in-law, Lisa and Chad Pederson; granddaughter, Bricelyn; sister and brother-in-law, Harriette and Dave Walter; sister, Marge Anderson; and sister-in-law, Renee Lee. He is also survived by seven nieces and nephews and their families, longtime friend Lynelle Brumley and a host of wonderful neighbors and friends.

Brice's memorial service is tentatively planned for May 21 at the Breen Community Center. In lieu of flowers, the family prefers memorials be given to the La Plata County Cowbelles for the Brice & Phyllis Lee Scholarship (c/o Penny Crawford, 1081 CR 121, Hesperus, CO 81326) or CCA's "Heading Home" Building Campaign (c/o Terry Fankhauser, 8833 Ralston Road, Arvada, CO 80002).

Edward 'Don' Tompkins; 1934-2021

Edward "Don" Tompkins, 87, formerly of King City, CA, passed away on Dec. 17 in Sacramento at UC Davis Medical Center with his family by his side. Don was born March 30, 1934, in Paso Robles, CA. He lived in Guinda, CA, with his wife of 61 years, Merrie Tompkins.

Don graduated from California Polytechnic State University, San Luis Obispo in June 1959 with an animal science degree and as an Alpha Zeta scholar (life member). He served in the U.S. Army Veterinary Food Inspection Service from 1955-57 and Presidio of San Francisco in 1959. He worked as a fieldman (sales and service) for Yolo Farm Supply Co. from 1960-63.



He was employed by the Glenn Co. Department of Agriculture from 1964-70 as an agricultural biologist/weights and measures inspector III. He was employed by the Lake County Department of Agriculture as the deputy agricultural commissioner/deputy sealer of weights and measures from 1971-78 and was appointed agricultural commissioner/sealer of weights and measures/animal control director from 1978-89.

He moved to Capay Valley in Yolo County to manage and operate the TS Ranches, comprising the Guinda, King City and Willows, CA, and Lenz, OR, ranches until the H. Willis Tompkins Estate and Mabel L. Tompkins Estates were distributed to the siblings in January of 1991. He had his own cattle operation (cow-calf) since 1960 on various leased lands in California and Oregon. He married Merrie McCracken Tompkins of Willows, CA, on Oct. 30, 1960.

Organizations and boards served include: California Cattlemen's Association (state board director for Yolo County), Yolo County Cattlemen's and Wool Grower's Association, Yolo County Farm Bureau Board (Capay Valley director), Western Yolo Grange No. 421, Capay Valley Grown member, Capay Valley Watershed Stakeholders Group (past chairman), Capay Valley General Plan Advisory Committee (co-chairman), California Gelbvieh Association, Western Beefmasters Breeders Association and California Agricultural Commissioners/Sealers of Weights and Measures Association (lifetime member).

Don is preceded in death by his son, Michael Lawrence Tompkins (March 16, 2004). He is survived by his wife, Merrie; children, Marilyn Cyphers and Mark Tompkins; grandchildren, Melissa, Michelle, Megan, Christopher, Krysta and Kyndra; and great grandchildren, Landon, Lisa Jade O., Makenzie, Ryan, Olivia and Brooklyn.

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Sire: GB Fireball 672 • Dams Sire: EXAR Stud 4658B

CED	BW	WW	YW	MILK	CW	MA	RE	$M	$W	$B	$C
+10	+0.5	+73	+124	+30	+55	+1.29	+.58	+60	+83	+180	+293



EZAR FIREBALL 0406

Sire: GB Fireball 672 • Dams Sire: EXAR Denver 2002B

CED	BW	WW	YW	MILK	CW	MA	RE	$M	$W	$B	$C
+10	+1.8	+57	+112	+28	+43	+1.02	+.93	+49	+59	+165	+263



EZAR PLUS ONE 0357

Sire: E&B Plus One • Dams Sire: SydGen Enhance

CED	BW	WW	YW	MILK	CW	MA	RE	$M	$W	$B	$C
+9	-0.7	+62	+123	+26	+46	+.87	+.77	+65	+68	+162	+275



EZAR FIREBALL 0398

Sire: GB Fireball 672 • Dams Sire: EXAR Stud 4658B

CED	BW	WW	YW	MILK	CW	MA	RE	$M	$W	$B	$C
+2	+3.1	+87	+152	+20	+70	+1.08	+.95	+65	+77	+198	+322



EZAR GURU 0400

Sire: EXAR Guru 8719B • Dams Sire: Summitcrest Complete 1P55

CED	BW	WW	YW	MILK	CW	MA	RE	$M	$W	$B	$C
-2	+4.1	+84	+148	+32	+71	+.82	+.89	+47	+81	+179	+279



EZAR FIREBALL 0352

Sire: GB Fireball 672 • Dams Sire: Byergo Black Magic 3348

CED	BW	WW	YW	MILK	CW	MA	RE	$M	$W	$B	$C
+9	+1.6	+69	+127	+31	+43	+.99	+.82	+72	+79	+155	+273

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BLM outlines plans for horse gathers

— Fertility control measures

The Bureau of Land Management (BLM) announced plans for wild horse and burro gathers in fiscal year 2022 to combat overpopulation, reduce starvation and decrease habitat destruction as drought plagues the West.

In 2022, BLM is slated to gather 22,000 wild horses and burros, remove 19,000 animals and treat at least 2,300 animals with fertility control measures. This will be the most significant number of animals gathered and removed in one year and the highest number treated with fertility controls, if enacted. BLM gathered 13,600 animals, placed 8,637 in private care and treated 1,160 with fertility controls in 2021.

"The BLM is committed to the safety of the wild horses and burros entrusted to our care," said BLM Director Tracy Stone-Manning. "Our gather efforts, handling standards and fertility control work are guided by our compassion for these animals and our desire to protect their well-being, as well as the health of our public lands."

According to BLM, the nationwide population as of March 2021 for wild horses and burros was 86,189 animals—more than three times the appropriate management level (AML), though slightly less than the 95,000 animals that were estimated in 2020. If not managed, wild horse and burro herds can increase 20 percent annually and double in four years, leading to the risk of starvation and thirst.

Extreme drought conditions across the West last summer triggered emergency actions to gather more than 7,000 wild horses and burros—more than seven times the amount gathered through emergency actions in 2020, according to BLM.

The announcement is part of a multiyear effort to reduce wild horse and burro populations to maintain AMLs on public lands using horse gathers, adoption programs and fertility controls. In November 2021, the agency announced it was accepting proposals for new research projects to develop safe, effective and longer-lasting fertility control methods for wild horse mares.

"The BLM is committed to finding the best, most effective and most humane ways to manage and protect wild horses and burros on public lands," Stone-Manning said. "Using the best available science to humanely and safely control herd growth will reduce the need to gather excess animals and help protect the health of wild horses and burros, improve wildlife habitat and save taxpayers money."

The total expenditures for the program in fiscal year 2021 were approximately $112 million.

Shortly after the announcement, BLM issued efforts to control wild horse and burro populations in Nevada. On Dec. 17, 2021, it concluded the gathering of 82 wild horses in the Fox and Lake Range Herd Management Area near Gerlach, NV. The BLM removed 23 excess wild horses from public lands, and 37 were administered the population suppression control vaccine, GonaCon-Equine, with a second dose in 30 days.

"The agency's top research priority remains the development of safe, practical, effective and long-lasting fertility control methods for wild horses and burros," said BLM Black Rock Field Office Manager Mark Hall.

Fertility control measures will also be used in the gathering of 223 wild horses in the Desatoya Herd Management Area, located approximately 77 miles east of Fallon, NV. BLM will treat 43 mares with GonaCon-Equine and release them with 30 stallions after being evaluated. Approximately 150 excess wild horses identified for removal will be transported to the Palomino Valley Adoption Center in Reno, NV, where a veterinarian will check them to prepare for adoption. — **Charles Wallace, *WLJ* editor**

Rancher develops chute with Texas Longhorns in mind

— The "Joe Chute"

Joe Sedlacek is the owner of Lazy J Longhorns near Greenleaf, KS. Since 2008, he has been working full time at raising world-record-setting Texas Longhorns. One of Sedlacek's home-raised steers was a three-time world champion because of the steer's long horns.

Sedlacek continues to raise and market Longhorn steers and breeding stock. He also uses a registered Charolais bull to cross with certain Longhorns. This produces a beefy, naturally hornless calf that is excellent for the market. "It also keeps the quality higher in my registered Longhorn herd," Sedlacek said.

Sedlacek points out that there are several advantages of the Longhorn breed, perhaps because they originated in the wilds of Texas more than a century ago.

"Their eating habits are more like a goat than a cow," Sedlacek said. "They will eat more types of vegetation than a typical beef cow, so I can run more Longhorns per acre than straight Angus. Longhorns are really good moms and are really intelligent."

As with other animals, Longhorns need occasional vaccinations and other herd health procedures. Many cattlemen have metal working chutes and headgates to hold the cattle still while they get their shots.

"No headgate is going to work with a steer with 10 foot long horns," Sedlacek said. He sought to design a better system for handling his Longhorn cattle.

He had a welder come out to adapt his existing working chute. "I said, 'Could you change this and add this and this?' The welder said, 'Why don't you build what's in your head as a new one instead?'" Sedlacek said.

So Sedlacek sketched out the design he had in mind, and a new one was built. "I worked for five years trying to perfect it," Sedlacek said.

"Safety of the animal and the operator was my first priority," Sedlacek said. He ended up with a system of panels in a clamshell design that can enclose the animal, using vertical bars and a nine-grid pattern to hold an animal of virtually any size in place.

"I had no idea of selling these, but everybody who saw me use one wanted one," Sedlacek said. It became a business.

In order to differentiate it from chutes made by other builders, they started calling it the Joe Chute. The name stuck. In 2016, the Joe Chute was named the official working chute of the Texas Longhorn Breeders Association of America.

Unlike some chutes that have clanging handles, the Joe Chute is quiet. The gates can be adjusted to fit animals of almost any size, down to a baby calf.

"When you hold them tightly in place, it can calm them down," Sedlacek said. "I know a guy who brands wild horses in it." Temple Grandin, an animal welfare scientist, has even certified the Joe Chute.

Commercial beef producers have become interested in the chute. Uses have branched out to include exotic animals as well. "Anheuser-Busch has one of these in St. Louis that they use for cattle and elk," Sedlacek said. "The zoo in Pueblo, CO, uses theirs for zebras and camels, and I expect other zoos will want them as well."

Hundreds of the chutes have been produced and shipped as far away as Canada and Australia. It's an impressive record for a company based in the rural community of Greenleaf, with a population of 331 people. Now that's rural. — **Ron Wilson, director of the Huck Boyd National Institute for Rural Development at Kansas State University**

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BAR CK PENDLETON 7028 x GW MISS BREAKTHRU 907G

HOMO BLACK HOMO POLLED 5/8 SM 3/8 AN

CE	BW	WW	YW	MCE	MILK	MWW
18	-4.9	66	109	11	26	59
DOC	CW	YG	MARB	REA	API	TI
16	36	-0.13	1.11	0.51	194	100



GIBBS 7019E BRONCO x GW MISS BREAKTHRU 925G

HOMO BLACK HOMO POLLED 5/8 SM 5/16 AN 1/16 AR

CE	BW	WW	YW	MCE	MILK	MWW
17	-4.7	67	105	10	27	60
DOC	CW	YG	MARB	REA	API	TI
15	15	-0.18	0.62	0.38	168	88



GW SPARKY 369E x GW MISS GPRD 038W

HOMO BLACK HOMO POLLED 5/8 SM 1/4 AN 1/8 AR

CE	BW	WW	YW	MCE	MILK	MWW
15	-2.8	83	126	8	32	74
DOC	CW	YG	MARB	REA	API	TI
15	36	-0.23	0.62	0.70	175	96



GW DEADWOOD 079G x GW MISS MARL MAN 950G

BLACK POLLED 1/2 SM 1/4 AN 1/4 AR

CE	BW	WW	YW	MCE	MILK	MWW
15	-0.1	76	121	9	29	67
DOC	CW	YG	MARB	REA	API	TI
12	32	-0.19	0.56	0.68	148	86



GW MOVIN ON 183C x GW MISS DIRECT DRIVE 912F

RED HOMO POLLED 1/2 SM 5/16 AR 3/16 AN

CE	BW	WW	YW	MCE	MILK	MWW
16	-2.8	85	139	9	25	67
DOC	CW	YG	MARB	REA	API	TI
14	29	-0.18	0.53	0.42	166	94



GW BREAKTHRU 045C x GW MISS DUE NORTH 734E

HOMO BLACK HOMO POLLED 5/8 SM 3/8 AN

CE	BW	WW	YW	MCE	MILK	MWW
15	-0.1	87	135	8	26	70
DOC	CW	YG	MARB	REA	API	TI
15	21	-0.12	0.90	0.36	170	101

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Questions at AFBF over legislation to mandate negotiated cash trade

While members of the American Farm Bureau Federation (AFBF) were expected to hand down policy on cattle marketing legislation, speakers at the annual meeting threw some cold water on exactly what mandated negotiated cash trade would mean to cattle producers.

Stephen Koontz, a livestock marketing Extension economist and professor at Colorado State University, told livestock producers at the annual AFBF convention on Jan. 10 that mandating a higher level of negotiated cash trade might provide "price discovery," but it also would likely cost producers in general about $50 a head.

"More cash trade will not result in better prices or change the market situation we've been in since 2016," Koontz said at a livestock markets outlook. He added, "There are people who argue having more packers to bid on your cattle will raise prices. That's baloney."

The Biden administration recently laid out plans to spend as much as $1 billion to add packing capacity with smaller processing facilities. The Department of Justice and USDA also stated they would provide more ways for producers to raise concerns about the packing industry. USDA also is planning to rewrite some rules related to the Packers and Stockyards Act.

In Congress, the big focus is on legislation introduced by Sens. Deb Fischer (R-NE) and Chuck Grassley (R-IA), as well as a bipartisan mix of 12 other senators, at least nine of whom are members of the Senate Agriculture Committee.

Fischer's bill is S.3229, the Cattle Price Discovery and Transparency Act of 2021, introduced in mid-November after negotiations between Fischer, Grassley and others came up with the compromise bill. The bill would require USDA to set regional mandatory minimum cash trade for fed cattle purchased by packers for slaughter.

Koontz said formula contracts with feeders—alternative marketing agreements (AMAs)—don't change the fundamentals of the cattle markets. His analysis shows AMAs are worth roughly $25 a head to feeders and another $25 a head to the packers. Legislation to require regional mandatory cash minimum trades would be disruptive to a handful of states—Colorado, Kansas, New Mexico, Oklahoma and Texas—where a high percentage of cattle are sold on formula AMA contracts.

"So, this legislation is really targeted at Texas and Kansas for some reason," Koontz said. He added, "Mandated cash trade is not going to get you better price discovery. It's going to put a $50 cost on calves impacted. Price discovery is not something we solve. It's something we work on."

The cash market bills came out of the high spreads between live cattle prices and boxed beef prices at the height of the pandemic. Koontz said the high volume of cattle on the market and shut down packing plants meant packers could have brought down live cattle prices even lower than they hit in the spring and summer of 2020. He said packers showed restraint in the market at that time. Live cattle in May 2020 were trading in a range of $90-100/cwt before packer processing began to stabilize.

"There were plenty of animals out there," Koontz said. "It could have gotten down to 75 cents (a pound) or 65 cents."

Koontz noted there are still a lot of cattle on the market today, but prices are buoyed by high beef demand and packers running higher volumes of Saturday slaughters. He said that over the next two years, the number of fed cattle will start to be curbed due to high corn prices and drought conditions that have culled herds in western states.

Sen. John Boozman (R-AR), ranking member of the Senate Agriculture Committee, has his staff reaching out to academics to conduct an analysis on the Fischer-Grassley legislation. John Newton, chief economist for Boozman's staff, spoke at the meeting about agricultural-related legislation as well. Newton, a former AFBF economist, also talked about cattle markets.

Neither Boozman nor Senate Agriculture Committee Chairwoman Debbie Stabenow (D-MI) have signed on to the bill.

Newton noted the widening spread between live cattle prices and beef cutout prices that spiked in spring 2020—reaching a record of nearly $500 in difference between live cattle and boxed beef. The price differential has come down, but it's still more than $100 wider than it was before the pandemic.

Newton then offered an analysis about the wide differential that goes against the Biden administration's claims that the Big Four packers are responsible for the high inflation among meat products. Newton pointed to a wider share of the beef dollar going to retailers and not packers.

"The retail market's share is where a lot of the inflation has shown up, and the retail spread is getting wider," Newton said.

Newton pointed to numbers showing that in 1970, the share of the beef dollar broke down to 64 percent to the farmer, 13 percent to the packer and 23 percent to the retailer. In 2020, the farmer got 38 percent, the packer got 18 percent and the retailer got 44 percent, according to Newton's numbers.

Koontz made similar references to retailers getting a higher cut of the beef dollar as well. Local retailers, though, remain popular with their consumers, drawing less criticism and pushback than when packers are making money.

Looking at the growth of AMAs between producers and packers, Newton showed AMAs were responsible for 40 percent of cattle marketed in 2007, but that number has increased to 72 percent since then. Over roughly the same time, the percentage of beef graded as Choice by USDA also has gone up from roughly 55 percent to 83 percent now. The implication is that AMAs have raised the level of quality beef grades among producers.

Premiums to cattle producers for those Choice grades also have gone up 70 percent since 2010 to an average of $55 a head. All premiums since 2010 have gone from an average of $12 per head to $37 per head as well.

While Boozman and his staff are waiting for more academic reports, Newton said, nationally, cattle markets would have to change 28 percent from AMAs to negotiated cash trade to meet the Fischer bill requirements. States such as Nebraska and Iowa would see little change to meet the minimum cash trade, but roughly 52 percent of cattle marketed in the Texas-Oklahoma-New Mexico region would have to change weekly from AMAs to negotiated cash trade. Kansas cattle marketing would have to change 46 percent, and Colorado would have to change 48 percent, Newton highlighted.

Zippy Duvall, AFBF president, told reporters that the Farm Bureau continues to work on cattle markets. Duvall said he spoke with Fischer about her bill in recent days as well.

"Right now, we think that bill is moving in the right direction," Duvall said, adding that AFBF initially did not support the bill Grassley had introduced to mandate a minimum 50 percent level of negotiated cash trade. — **Chris Clayton, DTN ag policy editor**

"Price discovery is not something we solve. It's something we work on."

"The retail market's share is where a lot of the inflation has shown up, and the retail spread is getting wider."





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Meat advertising helps the stockman market his products

The stockman sits resting after a hard day on the range or in the feedlot, and wonders about the future. He remembers the time after World War I, when the consumer, driven from his dietary habits, was weaned away from meat. He knows livestock production, but it is a far cry from his ranch to the consumer.

He may peek over his wife's shoulder as she reads her favorite woman's magazine, and he sees a full-color ad of a beef roast, a plate of ham, or an eye-filling lamb chop. His mouth watering, he sees his livestock brought to the consumer's eye. He reads statistics on the nutritive qualities of meats. And he notes that the ad is signed, The American Meat Institute. The promotion of his product is in expert hands.

The return to normal peacetime pursuits will bring many problems, some of which may have serious repercussions in the meat and livestock industry. Unemployment and decreasing pay checks, if they come, will have an effect on the demand for meat and is of great importance to the livestock industry because lower incomes decrease the demand for meat.

The statistical "meat" of the past year, which hasn't been very successful in satisfying the desire for steaks, may soon give way to good red meat. The cattle population of the country is near an all-time high; the hog population is on the increase over the big drop of last year and is still larger than prewar, all of which indicates that at least for the next two years there is the raw material for a high per capita consumption of meat. To see that demand for meat remains high in the coming years is the primary function of the meat educational program of American Meat Institute. The welfare of the meat-packing industry depends on the place meat occupies in the diet of the nation, just as does the welfare of the livestock producer, the feeder and the retailer of meat.

Government authorities have predicted that civilians would have eaten 160 to 170 lbs. of meat per person this year had it been obtainable. Only once in the last 45 years has per capita consumption been that high, and that was in 1908. The pattern has steadily gone downward since then, with the exception of an increase during part of the war period. Members of our armed forces have been eating meat at the rate of 315 lbs. per individual. Several million of them will be back in normal pursuits in the next year. Will they demand more meat than the 130 lbs. or so per capita they consumed in prewar days?

There are many questions, but what about the answers? The meat-packing industry does not have the answers, but it is prepared to do everything in its power to see that meat maintains a high place in the daily diet. Fortunately, the industry has only limited problems of reconversion and is already shifting more of its supplies into civilian channels.

The American Meat Institute's meat educational program to maintain and encourage the consumption of meat will be a vigorous continuation of its prewar and wartime program. The basic policy of that program is "to sell meat in general from a nutritional standpoint and to illustrate this basic story of meat with specific products at times of the year when they are available in volume and offer the greatest value to the consumer."

Many tools are used to carry out this policy. Many types of advertising play the leading role in addition to publicity, merchandising, research, consumer education, visual education, producer relations and personal contacts.

In coming months the nation will be blanketed through the pages of the most widely read magazines with advertisements designed to sell meat and at the same time to tell its nutritional story. Advertisements will appear regularly in eight weekly and monthly magazines with a total circulation of 24 million copies.

These advertisements will use a technique known in the advertising business as the bleed page. The background is a solid page of brilliant red with appropriate illustrations and copy designed to sell meat. It has been determined that these striking pages have a "stopper" value that makes readers notice them. Readership surveys have shown that such ads are observed by two and one-half times more readers than are other advertisements in the same magazines. These special eye-appealing ads will have special copy in the women's magazines, but all will be timed to promote cuts of meat that are in plentiful supply. Some of the ads will give the best method of preparation and cookery.

Supplementing the magazine advertising is that of daily newspapers. Over 600 papers in more than 400 cities will carry large black-and-white ads periodically. These will keep the people informed of the meat situation, the nutritional facts about meat and offer suggestions to housewives.

Medical advertising must not be forgotten. Research relating directly to meat and its healthful qualities is developing many new ideas about the importance of meat in the diet, particularly of the sick patient. These facts are searched out and carefully verified and then disseminated to the medical profession, dietitians and nutritionists through ads in 17 national medical publications and 35 state journals.

Teachers and home economists are reached in a similar fashion through their own publications. In addition, classroom charts and pamphlets are distributed in quantity for use in the schoolroom. This type of information is used to instruct students in identifying the various cuts of meat, how best to prepare and cook them, as well as to emphasize the importance of meat in the diet.

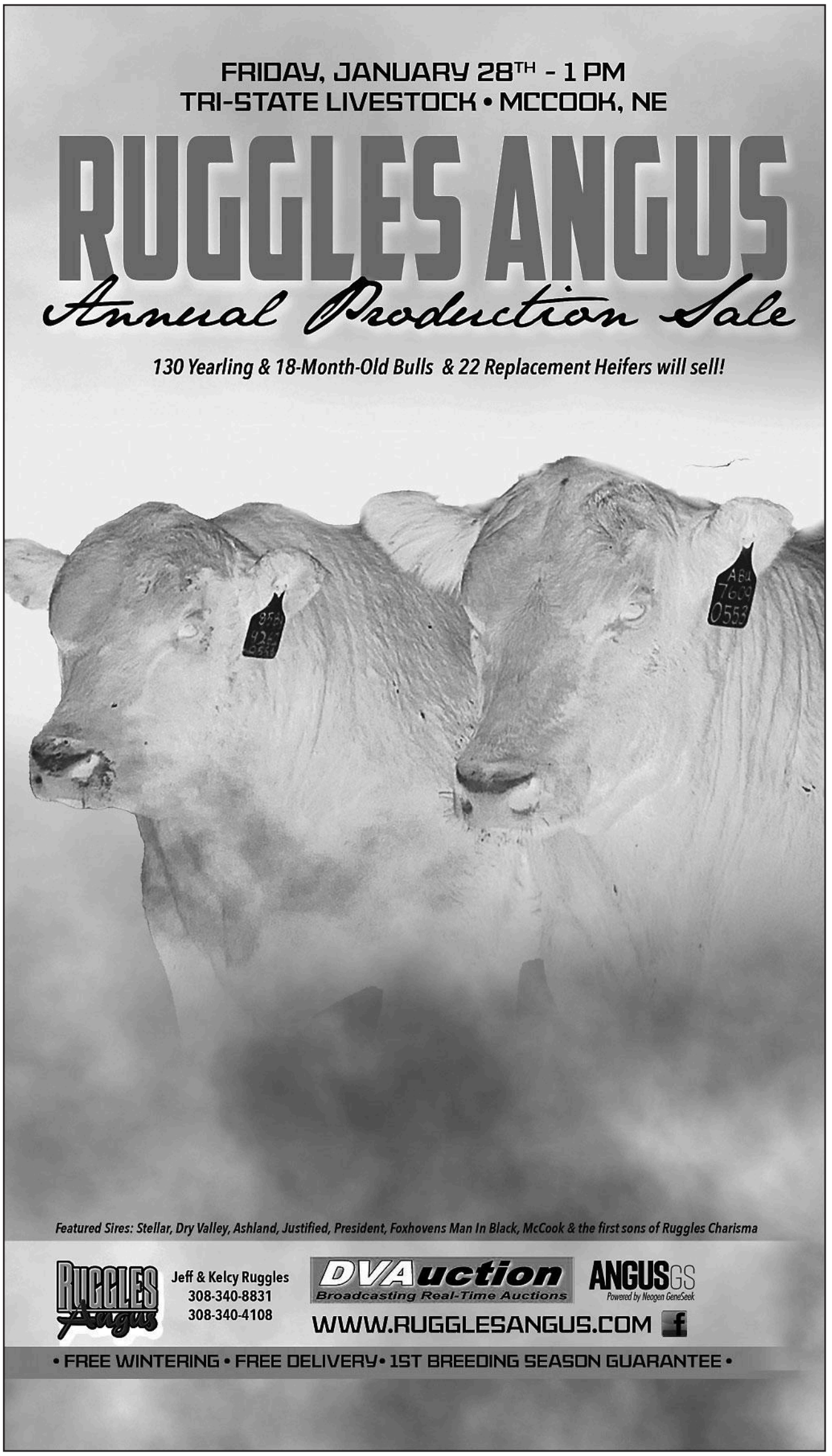
Publicity and public relations are of growing importance in the meat-selling program of the institute. Story after story released during the war performed a valuable public service by informing the public through the press and radio of the current meat situation. Such information is continually being expanded and has become a regular service to thousands of daily and weekly publications and hundreds of radio stations. Pictures of attractively prepared meat dishes with recipes can be seen in almost any newspaper or magazine. Many of them are directly from the institute.

Only brief mention can be made of some of the other tools that will be used to promote the sale of meat. Some of them, while only mentioned here, are not to be thought of lightly, because they are powerful instruments in selling and promotion.

An expert staff of merchandising men are in constant contact with retail meat dealers advising and counselling on the best ways of selling meat. The institute is cooperating with the Can Manufacturers Institute, which is carrying on an elaborate advertising campaign to promote products in cans, including meat products. Doubtless, new markets will be found for many of the fine canned meat products developed as a result of the war. Quality canned dog food will be extensively promoted through a publicity campaign under the sponsorship of the institute.

Many research projects will be carried on, some of which will deal with meat preparation and nutrition. Prepackaged and frozen meats will doubtlessly come in for a share of promotion and play a role in the future meat picture.

In other words, the industry is in business to sell meat, and in all its long history no meat has been wasted because it couldn't be sold. — **Paul Ricks, American Meat Institute**



Producers voice opinions on White House initiatives

— Markets, packers

When the White House held its virtual forum Jan. 3 about unfair market practices of meatpackers and USDA investment plans for up to $1 billion in new packing capacity, White House officials cut off the event livestream before some of the producers invited got a chance to speak.

The event itself was a surprise—given some of the other issues within the country—but it was significant that President Joe Biden kicked off 2022 focusing on unfair and competitive practices in the livestock and meatpacking industries.

Among the producers who spoke to the president and Cabinet members after the cameras were turned off were Brent Johnson, president of the Iowa Farm Bureau, and Kelsey Scott, programs director for the Intertribal Agriculture Council.

Biden asked Johnson about how the current working environment affects production and farmers' ability to make money, Johnson said.

"We had a nice exchange on the Grassley bill—the Cattle Price Discovery Act that's sitting in the Senate right now—and I encouraged him to find some ways to expedite that through as soon as possible," Johnson said. "So, he fully understood. We had a nice dialogue about a couple of different things."

Sen. Chuck Grassley's (R-IA) bill—a bipartisan effort with 13 Senate co-sponsors—would establish minimum regional negotiated cash trade for packers and improve the Livestock Mandatory (Price) Reporting Act (LMR), to provide more data on meatpacker purchases of cattle. It would also create a library of cattle contracts—similar to language that passed the House of Representatives in mid-December.

Johnson added there are opportunities for reforms in the next update or extension of the LMR that currently lasts into mid-February to give Congress a chance at reforms or a longer extension. The House passed a bill in December by a vote of 418-9 to again extend the LMR through September to provide more time for possible broader reforms. The House also passed its Cattle Contract Library Act, H.R. 5609, by a vote of 411-13. That bill directs USDA to establish a library of alternative marketing agreements to provide more details on the premiums paid under those contracts between producers and packers for the contract sale of fed cattle.

"That's an issue that's coupled right up there with those same topics," Johnson said. "So, hopefully there is an avenue to hitch those things together."

The White House announced it would spend as much as $1 billion to increase packing capacity, job training and recruitment for meatpacking workers. As much as $800 million will go toward financing loans and grants for facilities to build or expand, as well as related infrastructure needs.

"That will basically improve shackle space through small- and medium-sized packers, creating a marketplace relief valve," Johnson said. "I think that's where a lot of these funds will be geared towards."

Another key point Johnson noted was the Biden administration emphasizing the need to enforce the Packers and Stockyards Act.

Scott, a rancher on the Cheyenne River Sioux Indian Reservation in South Dakota, also got to address Biden, Agriculture Secretary Tom Vilsack and Attorney General Merrick Garland. Scott said producers were asked about their own experiences and about particular infrastructure needs. She was also asked about the kind of challenges or barriers facing Native American producers.

"We talked quite a bit about the need for a fairer market and how compartmentalized or regionalized or monopolized the processing sector of the industry is and how that directly impacts us as livestock producers out here on the land," Scott said.

Scott added, "I will say that it's not often on the first Monday of the year where you get to have that kind of conversation with the president."

The barriers that rural communities face are even more prevalent in reservations and Tribal communities, Scott said. Some of those challenges in the past have been due to divisions within federal agencies and regulations that required Native Americans to go through the federal Bureau of Indian Affairs and prevented those farmers and ranchers from accessing USDA programs, particularly for rural development.

"We've had a historical void of economic investment and activity throughout much of Indian country as a result of a number of things, but most directly it really correlates to the lack of access historically to USDA resources for infrastructure development."

More recently, Scott said USDA programs have become more accessible, and Native American producers who own a small processing plant, for instance, may be more likely to qualify for some of those USDA funds expected to be released during the next year.

Scott wrote a column about the panel discussion and challenges facing livestock producers on the land. She noted, "There is not a quick fix for the extreme crisis that America's farmers and ranchers are facing. We're looking at the result of generational abuse, neglect and harm inflicted upon our rural communities."

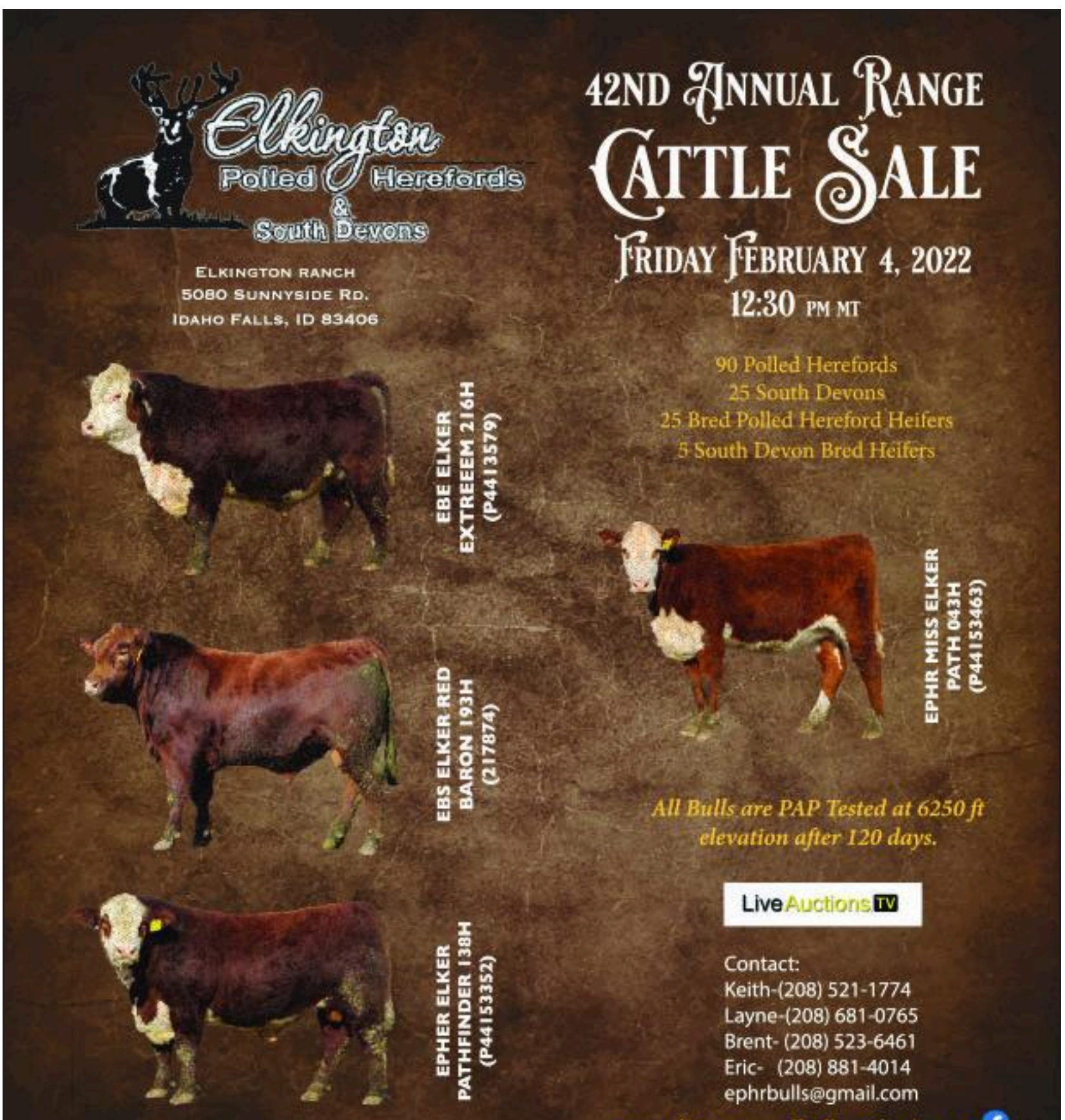
The plans laid out by the White House are a first step in reestablishing a better quality of life for farmers and ranchers, Scott wrote. She said the White House action plan "puts more power in our hands than we've seen before. Now is the time to dig in and learn how this can be a tool for us to reclaim ownership of our food systems of Indian country."

Johnson became president of Iowa Farm Bureau in December after Craig Hill retired following 10 years as president. Johnson is a corn and soybean farmer in northwest Iowa and also operated an independent crop consulting business with his wife that focused on soil fertility and precision agriculture. Johnson said he was a little surprised when he got the call that the White House wanted to do such an event.

"Ultimately, at the end of the day, I was really proud I was able to voice our members' opinions to the administration," Johnson said. "So, it's nice to be heard in an environment like that, have some one-on-one-dialogue with the president, Secretary Vilsack and Attorney General Garland."

— Chris Clayton, DTN ag policy editor





Herd improvement and Bull Selection
SYMPOSIUM
February 18 & 19, 2022
Phoenix-Mesa, AZ

How to Prosper on large, sparsely vegetated Western Ranches

Information and techniques are now available to enable *Commercial Western Ranchers* to raise high quality cattle in very harsh country with sparse feed. The understanding of cattle genetics has led to the ability to predict the characteristics of calves which enables a rancher to use more accurately the only two tools they have for improving their herd: Bull and Replacement Heifer Selection. Feed Conversion Efficiency cannot be seen but varies greatly in cows.

(Some cows need 12 pounds of feed to put on 1 pound of weight and other cows only require 4 pounds of feed per pound of gain.)

This Symposium is designed for Commercial Ranchers and does not presume a knowledge of modern genetics. Nationally known experts will address how Ranchers can produce cattle that can be selected to better perform on Western Ranches.

Expert speakers include:
Dr. Alison Van Eenennaam, UC-Davis;
Dr. Matt Spangler, Univ. Neb.; Dr. Bob Weaber, KSU; Lee Leachman, LCC; Paul Dykstra, CAB; Dr. Kelli Retallick, AGI; Bob Prosser, BTB; Leo McDonnel, Midland BTC; and Roger Wann, ABS.

The Symposium is from noon on Friday until noon on Saturday and will be held in the Phoenix – Mesa.

The organizer, Dr. Chuck Backus, has owned a Ranch in roughed AZ country for over 40 years, has been on the Board of Trustees for many years and organized several symposia for the Az Cattle Industry Research & Education Foundation.

For further information, contact Chuck Backus (cbackus@asu.edu)
Sponsored by the Arizona Cattle Industry Research and Education Foundation



Ridder Hereford Ranch Bull & Heifer Sale
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- 90 Top Breeding 2-year-old Bulls and 25 Impressive yearling Bulls - all Bulls are scored for Calving Ease & Carcass!
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Ridder Herefords - they work.

Videos will be posted mid-January.

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LEGAL LEDGER

New sheep resource database

The American Lamb Board (ALB) has gathered resources pertaining to the sheep industry and has organized them into the Best Practices Resource Database, found at www.lambresourcecenter.com. "A universal tool being asked for by all segments of the industry is a database that is easily accessible to search for existing resources that address a wide variety of production topics," said Gwen Kitzan, ALB chair, in a statement. "We've compiled these resources and made them available as a downloadable database that is searchable but not an endorsement." The database includes videos, articles, peer-reviewed journal articles, webinars and more on animal health, handling, stewardship and other topics.

Argentina beef export ban extended

Argentina will keep beef export curtailments on some beef cuts in place through the end of 2023 in an attempt to curb domestic inflation. According to a Bloomberg report, the government has also prohibited exporters from shipping full and half cattle carcasses. "The measures contribute to generating a balance between the Argentine market and the export of meat products," the government said. The ban covers seven cuts of beef, including flank and short ribs, which are popular with Argentine consumers. The country put a ban on beef exports in May, leading to a producer strike. The government then extended restrictions on certain beef cuts.

Underserved producer funding

USDA is investing up to $2 million in cooperative agreements in 2022 for risk management education and training programs that support historically underserved producers, small-scale farmers and conservation practices. The Risk Management Agency (RMA) will invest in universities, nonprofits and cooperative extension offices to develop training and education tools to help producers learn how to manage risks and challenges. "Agriculture is an inherently risky business, and a strong farm safety net is key to sustaining and ensuring the success of American producers," said RMA Administrator Marcia Bunger. Interested organizations may apply through the Results Verification System at rvs.umn.edu by March 11.

OSU receives meat education grant

Oregon State University (OSU) Extension's Niche Meat Processor Assistance Network (NMPAN) received a $591,951 USDA grant to create a "stronger mid-tier niche meat supply chain through training, business coaching and peer support." The program will build on OSU's Western Meat School, which is an online course that has become popular with direct-to-consumer producers. The project, called Meat in the Middle, will provide virtual short courses, business mastermind groups, coaching, peer support and learning tools for at least 1,800 participants around the country. To learn more about NMPAN, visit www.nichemeatprocessing.org.

FSIS announces rate changes

The Food Safety and Inspection Service (FSIS) has announced its 2022 rates for providing voluntary, overtime and holiday inspection, identification, certification and laboratory services. The new rates took effect Jan. 2. The American Rescue Plan Act provided FSIS with $100 million to reduce the costs of overtime inspection for small and very small official meat and poultry establishments. FSIS also reduced overtime and holiday inspection fees for small establishments by 30 percent and very small establishments by 75 percent. The new 2022 rates are as follows and are charged per hour, per employee: basetime, $67; overtime, $2.60; holiday, $98.20; laboratory, $85.72; and export application, $4.01.

CO wildfire recovery proposal

Following the Marshall Fire in Boulder County, CO, Congressman Joe Neguse (D-CO-02), co-chair of the Wildfire Caucus, unveiled legislation to help prevent future wildfires and support recovery efforts. The Western Wildfire Support Act would allow communities across the western U.S. to acquire training, equipment and funding they need to combat fires, Neguse said. The plan includes measures to support prevention, suppression and recovery, such as creating fire management plans, providing funding, expediting the placement of wildfire detection equipment, establishing a grant program to acquire equipment and combating wildfire-related invasive species.

SCOTUS case updates

The Supreme Court of the United States (SCOTUS) ruled the Environmental Protection Agency would have to act in order for year-round E15 sales to restart, and it also moved cases on California's Proposition 12 and the Clean Water Act to conferences on Jan. 14. On. Jan. 10, the Supreme Court denied Growth Energy's request for a hearing for year-round E15 sales. The National Pork Producers Council's petition against Proposition 12 was moved to the Supreme Court's conference on Jan. 14, after *WLJ* press time. A Clean Water Act petition filed by Michael and Chantell Sackett considering whether wetlands with a continuous surface water connection should be considered navigable waters was also moved to the Jan. 14 conference.

Stretching short wheat pasture with high grain prices

In 2021 most of central and western Oklahoma went for over 40-60 days with less than 0.25 inches of rainfall, and in the Oklahoma Panhandle, it had been over 70 to 120 days with less than 0.25 inches of rainfall.

There were decent wheat pasture prospects, with a rainfall event in mid-October that was at just the right time to get much of the grazing wheat acres going and provide enough forage to turn calves out. There was not enough stockpiled forage to maintain stocking rates if conditions weren't right. The lack of rain since calves were turned out has limited regrowth, and pastures are short again.

When wheat forage gets short, we often look to research from the Oklahoma State University (OSU) Marshall Wheat Pasture Research Unit from the 1990s, where concentrate supplements containing monensin were fed at 0.65 to 0.75 percent of body weight (for example, 4 pounds per day for a 533 lb. steer), and stocking rate was increased 22 percent to 44 percent.

Weight gains during fall/winter grazing were increased by 0.33 lb. per day with a mean supplement conversion of 5 lbs. of as-fed supplement per pound of increased gain per acre. This supplement contained monensin that has been shown to increase gains of growing cattle on pasture by 10 to 15 percent and reduce forage intake by about 10 percent. This supplementation program can also be used to stretch wheat forage when pastures are 60 to 80 percent of normal.

The economics of this program are usually very good when feed prices are low to moderate, with costs of added gain around 50 to 75 cents per pound of added gain when feeds cost $150 to $200/ton, but they escalate to over $1/lb. when feed prices are $400/ton.

Using high quality, palatable hays or silages, you can stretch wheat pastures when concentrate feeds are expensive.

However, intake of low quality roughages is not high enough to offset wheat forage intake and can reduce performance of growing calves. Research has shown that offering high quality roughages such as corn silage, sorghum silage or high quality round bale silages can be used to replace short wheat pasture or double stocking rates on wheat pastures.

In the 1980s, research showed that feeding silage daily to calves on wheat pasture allowed stocking rates to be increased by up to two times without reducing steer performance. When faced with short wheat pastures on some research fields a few years ago, this research was used to keep calves on short wheat pastures using round bale Bermuda grass silage.

Several of the fields had normal forage yields of 2,500 lbs. of forage per acre, where calves were grazed during the fall and winter with one calf per acre and a forage allowance of 4 lbs. of wheat per pound of steer, and they had gains of 3.3 lbs./day.

Other fields were planted later and only had 70 percent of normal forage (1,800 lbs. of forage per acre), they were stocked at 1.5 steers per acre (forage allowance of 2.1 lbs. of forage per pound of steer) and steers were fed free-choice round bale Bermuda grass silage (14 percent crude protein and 56 percent total digestible nutrients) weekly.

Even with higher stocking rates and less forage per acre, these steers gained 2.6 lbs. per day, and total gain per acre increased from 250 lbs. for "normal" production to 300 lbs. per acre. This only took about 4.5 lbs. of silage dry matter per pound of added gain per acre. Using high quality, palatable hays or silages, you can stretch wheat pastures when concentrate feeds are expensive. — **Paul Beck, OSU Extension beef cattle specialist**

Researchers pinpoint which bird species pose food safety risk to crops

Concerns over foodborne pathogens from birds may not be as severe as once thought by produce farmers, according to research from the University of California (UC), Davis, which found low instances of E. coli and salmonella prevalence.

While the research found that the risk is often low, it varies depending on species. Birds that flock in large numbers and forage on the ground near cattle, like starlings, are more likely to spread pathogenic bacteria to crops like lettuce, spinach and broccoli, according to a study of food safety risk and bird pathogens from UC Davis. In contrast, insect-eating species were less likely to carry pathogens.

The findings, published in the journal Ecological Applications, suggest that the current practice of removing bird habitats around produce growers' farms over concerns that the animals could bring foodborne pathogens into their fields may not solve the problem.

"Farmers are increasingly concerned that birds may be spreading foodborne diseases to their crops," said Daniel Karp, the senior author on the study and an assistant professor in the Department of Wildlife, Fish and Conservation Biology. "Yet not all bird species are equally risky."

Only one foodborne disease outbreak in produce has been conclusively traced to birds: a Campylobacter outbreak in peas from Alaska. While the bacteria can cause diarrhea and other foodborne illness in humans, it's less of a concern to growers than E. coli and salmonella, which have been responsible for multiple outbreaks across the nation.

In this study, researchers compiled more than 11,000 bacteria tests of wild bird feces and found that Campylobacter was detected in 8 percent of samples. However, pathogenic E. coli and salmonella were only found in very rare cases (less than 0.5 percent).

In addition to the bacteria tests, researchers conducted roughly 1,500 bird surveys across 350 fresh produce fields in western states and collected more than 1,200 fecal samples from fields. They then modeled the prevalence of pathogens in feces, interactions with crops and the likelihood of different bird species to defecate on crops to determine risk.

Based on the data, insect-eating birds, such as swallows, present a lower risk, while birds that flock near livestock, such as blackbirds and starlings, are more likely to transmit pathogens.

The data can help the agricultural industry determine risk and take action, such as separating produce crops from cattle lands. They also don't need to treat all birds the same.

"Maybe farmers don't need to be quite as concerned about all types of birds," Karp said. "Our data suggests that some of the pest-eating birds that can really benefit crop production may not be so risky from a food safety perspective."

Removing habitat can backfire

This study and the authors' prior work indicate that removing habitat around farms may actually benefit the species that pose more risk while harming the beneficial, pest-eating ones that are less risky to food safety. This is because many prolific insect-eaters may visit crop fields to eat pests but need nearby natural habitats to survive. In contrast, many of the bird species that most commonly carry foodborne pathogens readily thrive on both cattle farms and produce farms without natural habitat nearby.

Other findings

Insect-eating birds that forage in the tree canopy pose a minimal threat because they are less likely to carry foodborne pathogens and come into direct contact with produce. They can also be valuable parts of the ecosystem, particularly if they eat pests that can harm crops. Installing bird boxes could attract the pest-eaters, as well as help with conservation efforts.

"We basically didn't know which birds were problematic," said lead author Olivia Smith, a postdoctoral researcher at Michigan State University, who was at the University of Georgia when the paper was written. "I think this is a good step forward for the field."

Additional co-authoring institutions include James Cook University, UC Berkeley, UC Riverside, University of Kentucky, University of Texas, Virginia Polytechnic Institute and State University, Washington State University, BioEpAr, the Nature Conservancy and Van Andel Institute. The research was funded by the USDA and the National Science Foundation. — **UC Agriculture and Natural Resources**

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- CX 5030 ADVANCE 1785
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CED	BW	WW	YW	MILK
+12	+0.1	+76	+140	+31
10%	25%	10%	10%	15%
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25%	60%	90%	40%	30%

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CED	BW	WW	YW	MILK
I+9	+1.3	+79	+142	+34
30%	55%	10%	10%	10%
CW	MARB	RE	$B	$C
I+54	I+.50	I+.39	+143	+265
30%	60%	80%	40%	25%



DUTCH FLAT BOULDER I132 SIMANGUS
CCR BOULDER 1339A x R5 MONUMENT 087

CED	BW	WW	YW	MILK
+10.6	+0.9	+82	+135.1	+21.8
75%	60%	25%	15%	60%
CW	MARB	RE	API	TI
+39.3	+.55	+.85	+137.2	+85.7
30%	15%	20%	35%	20%

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OPEN HEIFERS
FALL-CALVING COWS
SPRING-CALVING COWS
COW-CALF PAIRS



CX 6186 ADVANCE 2045 HORNED HEREFORD
HH ADVANCE 6186D ET x C-M BB ADVANCE 5030 ET

CED	BW	WW	YW	MILK
+2.8	+2.5	+63	+97	+30
50%	40%	15%	25%	25%
CW	MARB	RE	$BMI	$BII	$CHB
+86	+.16	+.60	+381	+464	+133
5%	30%	15%	35%	30%	15%

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Farmer sentiment rises on strengthening current financial position

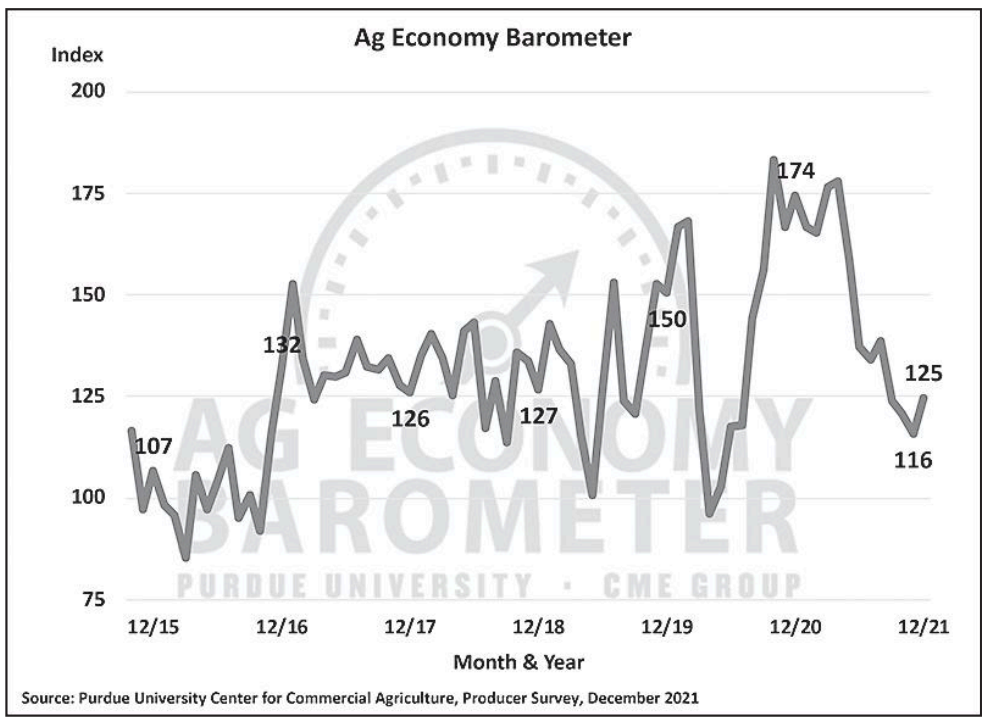
The Purdue University/CME Group Ag Economy Barometer rose for only the second time since May, up 9 points to a reading of 125 in December. The Index of Current Conditions and the Index of Future Expectations also rose this month, with a stronger current conditions index primarily responsible for the barometer's rise.

December's Index of Current Conditions rose 18 points to a reading of 146, while the Index of Future Expectations rose 4 points to a reading of 114. The Ag Economy Barometer is calculated each month from 400 U.S. agricultural producers' responses to a telephone survey. December's survey was conducted Dec. 8-14.

December marked the second month in a row that farmers reported a stronger financial performance for their farms. The Farm Financial Performance Index rose 7 points to 113 in December, which is the index's highest reading since May and is 21 percent higher than readings obtained just before the pandemic's onset.

"Excellent crop yields this fall, combined with strong crop prices, provided many producers with their most positive cash flow in recent years. That combination helps explain the year-end rise in the financial index as well as the barometer overall," said James Mintert, the barometer's principal investigator and director of Purdue University's Center for Commercial Agriculture.

Even as supply chain issues continue to hamper producers' capital investment plans, the Farm Capital Investment Index rose in December, up 10 points to a reading of 49. This marks the most positive value for the investment index since August, but it remains 47 percent lower than in December. The investment index's improvement was primarily the result of fewer producers in December saying they planned to reduce their machinery purchases in the upcoming year, responding instead that they plan to hold their investments steady with the prior year. This month, 45 percent of survey participants said that low farm machinery inventory levels impacted their farm machinery purchase plans.



Source: Purdue University Center for Commercial Agriculture, Producer Survey, December 2021

Farmers expressed concern about rising production costs and the availability of production inputs. When asked what their biggest concerns are for their farming operation in the upcoming year, 47 percent of respondents selected higher input costs from a list that included lower crop and/or livestock prices, environmental policy, farm policy, climate policy and COVID's impact. Over half (57 percent) of producers said they expect farm input prices in the upcoming year to rise by more than 20 percent compared with a year earlier, and nearly 4 out of 10 respondents said they expect input prices to rise by more than 30 percent.

This month's survey also asked crop producers if they have had any difficulty purchasing crop inputs from their suppliers for the 2022 crop season. Nearly 4 out of 10 (39 percent) of respondents said they've experienced some difficulties. In a follow-up question, producers who indicated that they were experiencing difficulties in making purchases were asked which crop inputs they've had trouble purchasing. Responses were varied, which could be an indication of problems across the supply chain, and included difficulties in purchasing fertilizer (31 percent), herbicides (28 percent), farm machinery parts (24 percent) and insecticides (17 percent).

Both the short-term and long-term farmland value indices declined slightly in December. The Short-Term Farmland Value Expectation Index declined 4 points to 153, while the long-term index declined 6 points to 152. Although both indices declined in December, they remain near their all-time highs.

Producers who indicated they expect farmland values to rise over the next five years were asked a follow-up question about the main reason they expect farmland values to rise. Producers indicated nonfarm investor demand (61 percent), low interest rates (13 percent) and strong farm cash flows (11 percent) were their primary reasons for expecting values to rise. — **Purdue University**

The future of precision livestock farming


BIF

Dr. Justin Sexten.

— New advancements

Precision livestock farming, or PLF, is predictive. Producers can make management decisions that are predictive of outcomes. Dr. Justin Sexten, Performance Livestock Analytics vice president of strategy, gave his presentation titled "The Role of Technology in the Beef Industry" during the Beef Improvement Federation (BIF) Symposium June 24 in Des Moines, IA.

Sexten approached his presentation from the perspective of the 2,200 operations and 3.5 million head of cattle Performance Beef integrates feed, financial and health data from across the world every morning.

Through genetic potential, sensors from the environment and actual practices, producers can predict when an animal is going to be finished or when the animal is going to be optimum in its marketing. The goal is to produce more high-quality beef with less resources using the restricted labor resources that we have on the farm. Scale is the easiest way to drive out inefficiencies in an operation. As operations scale, they use technology to address the challenge of fewer people and a higher number of animals.

"There's two avenues of PLF described in the livestock space," Sexten explained. "The first one is the application of process engineering to an animal and means that you are constantly monitoring that animal for deviations from normal. This is often referred to as diagnostic—it is very singular in its nature and event, but it is a diagnostic future looking preventative. Another aspect of PLF is the massive collection of phenotype data in a passive manner.

"One of the challenges we think about from a genetic improvement standpoint is continuing to get producers to submit phenotype data because it must inform the genetic predictions down the road. PLF offers the opportunity to take information, move it to the cloud and digitize it. PLF digitizing data and allowing that management data to be moved is one of the real opportunities that we see from a technology standpoint."

Precision animal management

Sexten asked attendees: Which is more important to manage, the average or the variation? Lot, pen and pasture based management assumes each animal is of average weight, daily gain, forage consumption and supplement conversion. Variation has varied "value" depending on the segment you operate in.

Seedstock producers use variation to advance, commercial cow-calf operations realize variation as a cost in marketing and management, the stocker business model is built on consolidating variation, and feedyards apply standardized management to larger groups.

"As we move down the supply chain, managing that variation comes at a cost," he said. "It is the penalization of a group where we are trying to minimize variation, but we market cattle on the average."

Integrated tech opportunities

New technology solutions can capture the value of normal management, enhance labor efficiency, improve animal performance and increase future value proposition. Every technology solution implemented into an operation becomes part of the producer's daily workflow. PLF solves for the growing list of sustainability metrics suppliers increasingly demand.

"PLF offers the beef industry the opportunity to improve animal productivity and address growing labor issues while fulfilling consumer demand for increased food system traceability and sustainability," Sexten adds. "The technology to accomplish production goals exists in a number of current solutions. When the marketplace is willing to pay for adoption, producers will rapidly solve for the execution barriers."

To watch the full presentation, visit https://youtu.be/UNygk3q3LHA. — **BIF**

Kessler A·N·G·U·S
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Kesslers Commodore J091

SIRE: Kesslers Commodore 6516
MGS: Basin Payweight 1682
CED 5, BW 2.2, WW 86, YW 151
CW 77, Marb .73, RE .59
Kesslers Broadview J043

Sire: Heiken Broadview
MGS: Sitz JLS Onward 517S
CED 11, BW -.5, WW 64, YW 110
CW 44, Marb .52, RE .72
Kesslers Goalkeeper J155

Sire: Baldridge SR Goalkeeper
MGS: HARB Pendleton 765 J H
CED 6, BW .4, WW 66, YW 121
CW 50, Marb .81, RE .88
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Tips for staying ahead of BRD this season

A little planning can go a long way in handling the pressures of Mother Nature and managing your cattle to stay ahead of a bovine respiratory disease (BRD) outbreak.

Phillip Kesterson, Zoetis beef technical services veterinarian, suggests considering these four factors this season:

• **Temperature fluctuations** — While humans may enjoy "layering weather," it can be hard on cattle in grow yards. When the morning starts out cold then warms up 30 degrees or more during the day and cools off again at night, we can remove or add layers, but cattle can't. The fluctuations can cause respiratory stress, so watch cattle for signs of illness.

• **Dusty days** — Dry weather can cause respiratory issues for cattle in drylots. While you do everything you can to address and mitigate this issue, you can't do much if Mother Nature doesn't provide some moisture. Keep an eye on cattle during the dusty days for signs of distress.

• **Commingling issues** — You might be thinking the risk has passed, but don't be overconfident that your cattle are beyond the period of vulnerability caused by commingling. Mixing cattle exposes them to new pathogens when immune systems may be suppressed, so keeping a constant eye on emerging signs of disease is important.

• **Long-duration treatments** — With labor often in short supply, using a long-duration anti-infective treatment for BRD allows for returning cattle to their home pens where they feel more comfortable, thus decreasing the likelihood of subsequent treatments.

Speaking of treatments, what's your strategy? If you do encounter a BRD issue, having a set protocol and plan for treatment is essential to help get cattle feeling better and back on feed.

Kesterson encourages producers to consider the new BRD treatment available that combines the long duration of the leading antibiotic on the market with a fast-acting NSAID, ketoprofen, for fever control: Draxxin KP (tulathromycin and ketoprofen injection) Injectable Solution. Talk with your veterinarian to evaluate your BRD management and treatment protocols, and learn more about Draxxin KP at www.draxxinkp.com. — **Zoetis**

Grazing during the dormant season

The quality of forage on dormant rangeland isn't sufficient to meet nutrient requirements for cattle, resulting in lost profitability for producers. Researchers with the University of Idaho (UI) Extension are exploring how protein supplements and rotational grazing can assist in maintaining cow body condition.

In 2016 and 2017, UI Extension beef specialist Jim Sprinkle monitored 292 cows from the UI Nancy M. Cummings Research, Extension and Education Center grazing at the U.S. Sheep Experiment Station in Dubois, ID. Cattle grazed dormant rangeland pastures from mid-October to mid-December and were split into four treatment groups.

The first group included cows managed in a continuous grazing system—meaning they stayed in the same pasture—with no supplement; the second group was managed in a continuous grazing system with 7 pounds of a 28 percent crude protein supplement fed once a week at midday; the third group was managed in a rotational grazing system—rotated through at least two pastures—with no protein supplement; and the final group was managed in a rotational grazing system with 7 lbs. of a 28 percent crude protein supplement fed once a week at midday.

A small group of 2-year-old cows (24 cows/year) was fit with collars containing both a GPS logger and an accelerometer. An accelerometer is used on rockets to measure velocity in three directions. It's also the technology that switches the screen orientation when a smart phone is rotated. Accelerometers were used to determine daily grazing, resting and walking activity.

Results from the study show that the first group—cows that received no supplement and stayed in the same pasture—lost weight. Both groups that received supplements gained weight, and the cattle that received no supplement but had the opportunity to rotate pastures also gained weight. This suggests that providing cattle with a new, previously ungrazed pasture during late-season grazing can be a quasi-form of supplementation.

The study also found that cows receiving protein supplements grazed forage more efficiently than non-supplemented cows. They spent more time resting and less time futilely searching for better quality forage—expending less energy to graze.

Results from the study will help Idaho producers increase forage harvesting efficiency while minimizing weight loss and reducing subsequent winter feed costs. — **UI Extension**

Easterday allocation trial set for April

EASTERDAY
(from page 1)

Tyson stated in court documents in the early days of bankruptcy proceedings, the Easterday family was willing to work with creditors on the sale of several parcels "so that proceeds from the sale were maximized."

"The sale is now closed, and unfortunately, defendant's feigned cooperation is long over," Tyson wrote in the brief. "Indeed, (the) defendant is now actively seeking to thwart creditor recoveries by steering tens of millions of dollars in disputed sale proceeds to his mother and wife rather than to creditors."

Tyson argued Easterday's activities on behalf of the family and, in opposition to the creditors, has led to an "allocation complaint" from the Easterday Farms and Easterday Ranches independent boards of directors against Cody and the family. The independent board is also pursuing confirmation of the bankruptcy plan, "Which, if confirmed, will allocate all net proceeds from such disputed properties to creditors (including Tyson and others) and provide zero recovery to the Easterday family on account of their equity interests."

Additionally, Tyson argued Easterday is "materially increasing administrative expense in the bankruptcy" by demanding the resignation of three of the independent board members.

"Defendant knows that requiring each of Ranches and Farms to retain a new board and retain new professionals would add material expense and delay for the bankruptcy estates," Tyson wrote in the brief. "Defendant's attempt to displace the very disinterested professionals he chose is a clear attempt to delay, and ultimately to frustrate, creditor recoveries in the bankruptcy."

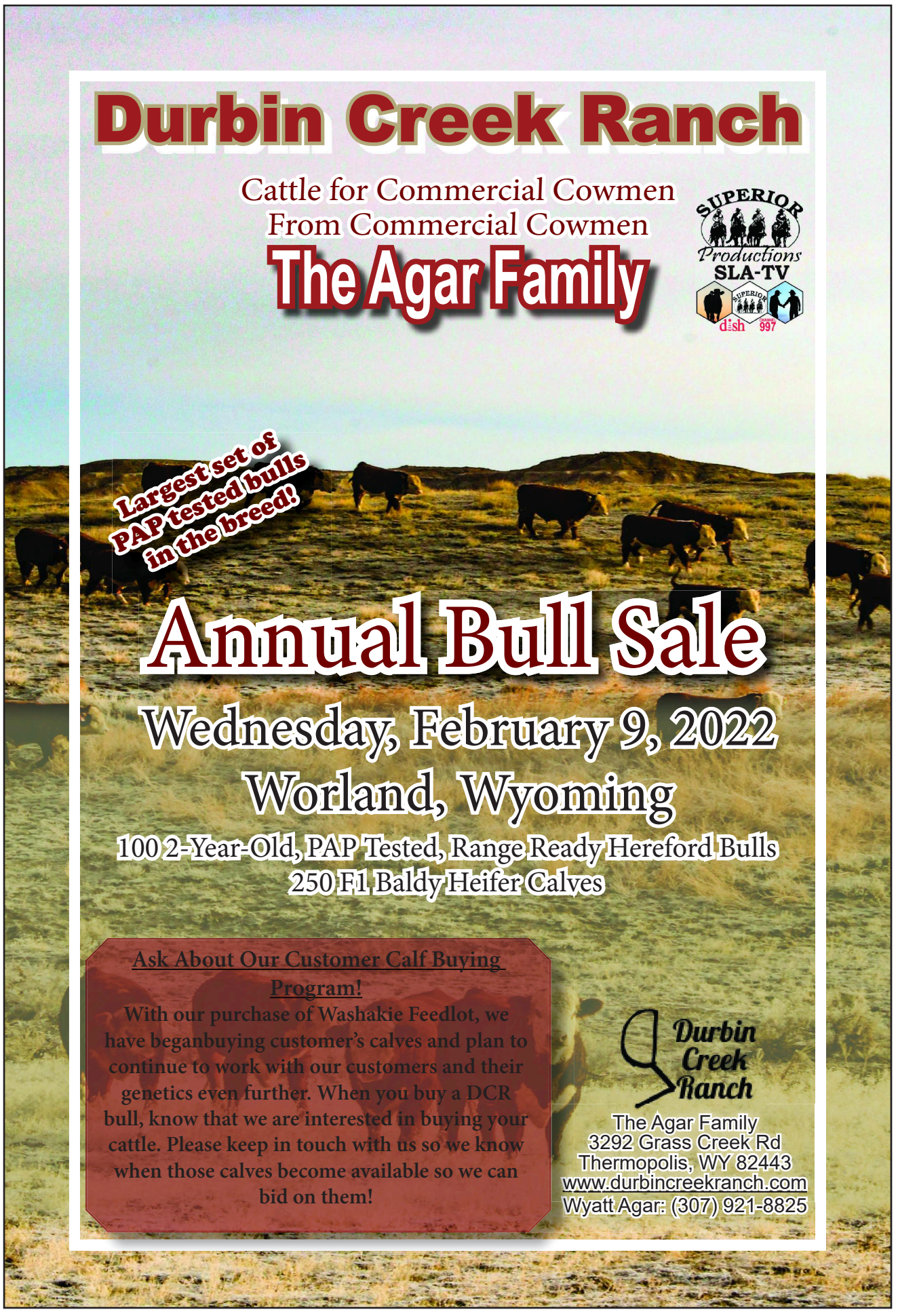
In response to Tyson's complaint , Oreskovich asserted, "Nothing could be further from the truth." Oreskovich stated the family has cooperated and assisted with liquidating the assets worth over $358 million. Court documents revealed the amount was a result of selling 22,500 acres for $209 million to Farmland Reserve, personal property and equipment for $14 million, the 79,000 head of cattle on feed as of December 2020 worth $100 million, and $40 million of harvested crops for the 2020 and 2021 growing season.

The court documents also state the Easterday family submitted a settlement to "interested parties" in July 2021 and they rejected the offer. It also claimed that Easterday Farms and Easterday Ranches are two separate entities and that Tyson Fresh Meats filed a proof of claim against the Ranches and has no claims against Easterday Farms.

Regarding the allocation trial, Oreskovich wrote the Easterday family is defending the litigation and "of course, have every right to defend such claims." The trial in the matter is scheduled for April 18.

Bastian agreed to delay sentencing until after the trial, stating, "Mr. Easterday is doing what he promised to do when he pled guilty in my courtroom, to try to help clean this mess up as best that he can and that includes assisting the bankruptcy court."

Bastian also stated he would prefer to sentence Easterday in person and not by video conference, but COVID-19 protocols prevented him from doing so. Easterday pled guilty to one count of wire fraud in March 2021 and faces up to 20 years in prison. — **Charles Wallace, *WLJ* editor**



Farmer motions federal court in ongoing Clean Water Act case

Minor County, SD, farmer Arlen Foster asked a federal court on Jan. 10 to rule in his favor in an ongoing wetlands lawsuit filed against USDA.

Foster's lawsuit alleges the agency unlawfully refused to reconsider a wetlands determination when he presented new evidence in 2020 that may have proven the land in question was not a wetland. For years, USDA has maintained that a puddle in the middle of one of Foster's fields is a wetland.

Foster filed a motion for summary judgment with the U.S. District Court for the District of South Dakota. Summary judgment is entered by a court for one party and against another without a full trial. Summary judgments may be issued on the merits of an entire case or on discrete issues.

In November, USDA asked the court to either grant summary judgment in its favor or dismiss the case outright.

Foster has been battling USDA's wetland determination on an 0.8-acre tract of land since 2008. USDA declared it a wetland in 2011 based on an agency process, and Foster convinced the Supreme Court to review the determination.

New evidence emerged in 2020, showing a tree belt installed on his farm by his father in 1936 is what has caused massive snow piles in the field. The yearly spring melt has created a perpetual puddle.

Foster presented the evidence to USDA in April 2020, but the agency declined to update its 2011 determination. Because he's unable to drain water from the land, Foster hasn't been able to farm the ground consistently.

USDA attorneys said in a recent court filing Foster had not pursued all administrative remedies prior to filing the lawsuit.

Under Swampbuster provisions, Foster is allowed to farm the land but cannot drain water from the site because it is deemed to be a wetland.

Attorneys for Foster said in court documents the agency "unlawfully withheld agency action" by not considering the new evidence.

"Under Swampbuster's terms, the 2011 certification 'remains valid and in effect as long as the area is devoted to an agricultural use or until such time as the person affected by the certification requests review of the certification by the secretary,'" Foster's Pacific Legal Foundation attorneys said in a memorandum supporting his latest motion.

"In other words, under the plain language of the statute, any person subsequently affected by an existing wetland determination may invalidate the existing certification by requesting review of the certification by the secretary. There is no jurisdictional bar to this court enforcing Swampbuster's language and holding that defendants must review the 2011 certification."

Because of the determination that the field is a wetland, Foster would not be eligible for farm programs if he made changes to the land to drain the standing water.

According to the lawsuit, Foster's mud puddle does not dry out at the same pace as surrounding fields because it receives additional snow melt from the tree belt. In about half of those years, the mud puddle dries out soon enough that its soil also is dry enough to support the use of farm equipment.

Foster's technical report to USDA in 2020 as part of a requested review of the 2011 certification demonstrates the mud puddle was created "incidentally to the development of the tree belt and is therefore an 'artificial wetland,'" the lawsuit said.

That information was not available to the Fosters or USDA ahead of the 2011 wetland certification.

Foster's lawsuit alleges the Swampbuster provision is unconstitutional because it "regulates every wetland in the United States of America, however small, however ephemeral, and however distant or unconnected from any other water body, so long as it is on a farm."

Foster previously argued unsuccessfully in court that the Natural Resources Conservation Service (NRCS) deprived him of his rights by deeming his land was similar to a known wetland 33 miles away.

In July 2008, Foster asked the NRCS to reconsider an earlier wetland delineation it performed, according to a petition he filed with the Supreme Court. Foster continued to challenge NRCS through a series of court cases, eventually losing in an appeal to the U.S. Court of Appeals for the 8th Circuit in St. Louis in April 2016. — **Todd Neeley, DTN staff reporter**



Coyote populations growing in the US

— Trapping is best control method

If it seems like there are a lot more coyotes mingling in human spaces these days, it's because, well, there are.

"When we look at abundance trends, the population of coyotes has increased threefold since the fur market crashed in the late 1980s," said Drew Ricketts, a wildlife management specialist with Kansas State (K-State) University Research and Extension.

Depending on the time of year, the Kansas Department of Wildlife and Parks estimates between 150,000 and 300,000 coyotes live in Kansas alone. Coyotes are found in every U.S. state except Hawaii.

They are also being seen increasingly in more heavily populated areas. Ricketts notes that wildlife cameras have eyed coyotes in such cities as Chicago, Portland and Denver. Researchers in Chicago found that coyotes even learned how to use traffic control signals: "They were waiting until lights turned green before crossing the street," Ricketts said. "They have learned to navigate an urban landscape."

"One of the things that has allowed coyotes to be so successful is that they are so adaptable," Ricketts said. "We typically think of coyotes as predators, whereas they are really omnivores (an animal that eats plants and animals). They eat a lot of insect matter, fruits and vegetables; they eat a lot of animal matter, too, but they are also good at capitalizing on human byproducts, like trash. So in cities they are able to make a living."

Ranchers have long viewed coyotes as a threat to small livestock, especially goats, sheep and newborn calves. Ricketts said of the dozens of calls he takes yearly from farmers and ranchers on wildlife intrusions, nearly half of those relate to coyotes, even though coyotes aren't always to blame for suspicious livestock deaths.

It is legal to hunt coyotes in Kansas, but Ricketts said "population control is not effective. We have been trying to eradicate coyotes for a couple hundred years, and we still haven't been able to do it."

Most landowners—in rural and urban settings—resolve themselves to trapping animals once they become a problem in their area. The K-State Research and Extension publication "How to Trap a Coyote," originally published in 1975, is still one of the organization's most popular downloads each year, with a high of 10,217 views in 2014.

Ricketts said K-State Research and Extension has also published a series of videos on setting traps and picking a location. The five-video series is available online at Youtube.com by searching for user KSRE Wildlife Management.

"Trapping is more likely to take care of those problem animals," Ricketts said. "Traps are working 24 hours a day. They are a bit more effective at dealing with problem animals than hunting."

Snares and foothold traps are the most common ways to catch a coyote that is preying on farm livestock, according to Ricketts. While snares are effective, they are also more dangerous to sheep, goats and guardian dogs.

Foothold traps, he said, rarely do much damage or cause injuries, but their placement is critical to their success. Ricketts said foothold traps should be placed in areas where there are coyote tracks or scat, near pond dams or a trail, or in a specific area where the problem is occurring. — **K-State Research and Extension**

Conservation grazing by cattle a boon to vernal pools

A recently published study suggests that reintroducing low to moderate levels of cattle grazing around vernal pools—under certain conditions—leads to a greater number and greater variety of native plants.

"We found that after 40 years of rest from grazing, reintroducing conservation grazing had—across the board—positive impacts on vernal pool plant diversity," said Julia Michaels, a visiting professor at Reed College who led a three-year study in a Sacramento-area reserve during her time as a University of California (UC), Davis Ph.D. student.

Ecologists consider vernal pools—ephemeral ponds that form seasonally—"islands of native habitat" amid California's grasslands that are dominated by exotic grasses. These biodiversity hotspots harbor about 200 native species of animals and plants, such as the coyote thistle, which germinates underwater and forms a snorkel-like straw to deliver oxygen to its roots—and then "fills in" its stem as the pool dries.

Specially adapted to survive in those stages of wet and dry, many of these species are found only in vernal pools scattered across California—making those pools an urgent priority for conservationists.

"It's estimated that more than 90 percent of the original vernal pools in California have been destroyed due to agriculture and urban development, so management of those remaining—including those that have been recreated—is of high concern," said Valerie Eviner, a UC Davis plant sciences professor and UC Agriculture and Natural Resources (ANR) affiliate. Eviner is a co-author of the study, along with UC Davis colleague Kenneth Tate, UC Cooperative Extension specialist.

During the 1970s and 1980s, vernal pools were fenced off in parts of the state in the hopes of protecting the flora and fauna from grazing cattle. In the early 2000s, however, UC Davis researcher Jaymee Marty found that grazing was actually crucial to vernal pool biodiversity: Once livestock were removed from areas that had been grazed historically, the diversity of plants plummeted.

"Her research was critical to rethinking the best ways to protect the diversity in California's vernal pool ecosystems," Eviner said.

The Michaels-led study, published in the Journal of Applied Biology, builds on Marty's work by looking at scenarios where cattle had been blocked from vernal pools for decades, and then observes the rate at which biodiversity returns after reintroduction of the animals. Michaels said she wanted to provide some initial answers to the practical questions that ranchers and land managers have in potentially reintroducing cattle.

"A lot of them had these areas that had been fenced off from grazing for the last 20-30 years, and they were very concerned about what happens if we let cattle back onto these vernal pool grasslands—are there going to be negative impacts because that land had been at rest for a few decades?" Michaels explained.

In their study within the Sacramento Valley, the researchers focused on transition zones—the "battlegrounds" between vernal pool native species and the encroaching invasive grasses, where they are able to detect most readily the effects of disturbances such as grazing.

They discovered that after reintroducing cattle to areas that had been fenced off since the 1970s, there was a greater abundance of native flora (species like the vernal pool buttercup, bractless hedgehyssop and bristled downingia), as well as increased diversity among the plants (both in number of species and in how evenly distributed they were).

"Encouragingly, diversity is rapidly restored," Eviner said, "providing conservationists with strong data to show that rapid action can enhance plant diversity."

And as for potential worries about cattle making a snack of vernal pool plants, Michaels and her colleagues observed that the cattle appear to be more interested in munching on grasses.

"Anecdotally, we saw very few signs of herbivory on the vernal pool species because the timing is such that (the plants) are underwater for a good part of the late winter and early spring, and then by the time they're blooming, there's plenty of good forage around for the cattle," Michaels said.

In fact, the cattle seem to be performing a function filled for millennia by native grazers (namely, the once-abundant tule elk), helping to knock down vernal pool species' chief competitor in those transition zones: the grasses.

Although the researchers were concerned about a loss of biodiversity, excessive nutrients in the ponds due to defecation and harmful compaction of "fluffy" soil, none of their worries materialized on the test sites where grazing was reintroduced.

Instead, microdepressions created by the cattle appeared to encourage the proliferation of native plants. Each hoofprint became a miniature basin—"a vernal pool within a vernal pool."

"Right in those transition zones, where they could be hosting either the vernal pool species or the upland grasses, just a couple centimeters of soil topography can make a big difference," Michaels explained. "If a cow comes and steps in that transition zone, and that lowers the soil surface so it stays inundated a little longer, you end up seeing these pockets of vernal pool species that are able to persist."

Michaels is currently conducting a follow-up study on the hoofprints to pinpoint their role in boosting native plant abundance and biodiversity. Because the prints can last for several years, they might be able to deliver some enduring benefits—and land managers might not have to bring cattle in to graze the pools as often.

"If it's really the hoofprints making the big difference, maybe we don't need to graze every year—only during certain times of year when we know the hoofprints will form well and harden, and then we're good for a few years," Michaels said. — **UC ANR**

Suit battles ranching at CA's Point Reyes

— Enviros want to prohibit grazing

A collection of conservation groups has filed a lawsuit in the U.S. District Court for the Northern District of California against the National Park Service (NPS) for "prioritizing the needs of ranchers instead of providing maximum protection to the natural environment."

The lawsuit comes after NPS issued a Record of Decision in mid-September allowing ranchers and dairy farmers in the Point Reyes National Seashore to continue operating for at least the next 20 years. Conservation groups were displeased with the decision, as they have long advocated for ranching to be prohibited on the public lands. The decision also permits the agency to manage the tule elk populations.

In their lawsuit, the Resource Renewal Institute, Center for Biological Diversity and Western Watersheds Project claim beef and dairy ranching does significant harm to Point Reyes National Seashores' environmental, scenic and recreational values.

"Cattle grazing and other ranching activities impair water quality, alter stream channels and hydrology, compact riparian soils, reduce riparian and upland vegetation, and increase runoff, erosion, and sediment loads into water bodies," the lawsuit read. The groups said impacts to water quality harm endangered coho salmon, Chinook salmon and steelhead trout.

The groups also claim fencing impedes and harms wildlife, including tule elk, and prevents the public from accessing large portions of public lands.

"The public is technically allowed to recreate on ranching pastures where cattle graze, but misleading or erroneous signs, harassment and intimidation, fencing, a lack of public education, cattle, and unpleasant sights and sounds often prevent such access," the lawsuit read.

In addition, the lawsuit said grazing negatively impacts wildlife, erodes soil and increases the abundance of invasive and nonnative plant species, along with decreasing the abundance of native species.

The groups also claim fencing impedes and harms wildlife, including tule elk, and prevents the public from accessing large portions of public lands.

"The Park Service has long mismanaged Point Reyes by allowing ranchers to use and abuse the park for private profit," said Jeff Miller, senior conservation advocate with the Center for Biological Diversity. "Now the agency wants to treat our beloved tule elk as expendable problem animals to be shot or removed. Point Reyes belongs to the public, not a handful of ranchers."

Industry groups applauded NPS' Record of Decision last fall. "This, along with changes that allow for more flexibility in diversification, will allow our producers to better plan for the future of their operations," Kaitlynn Glover, executive director of the Public Lands Council and National Cattlemen's Beef Association Natural Resources, told E&E News at the time. — **Anna Miller, *WLJ* managing editor**



Look for the right type, low stress cattle to gain

When it comes to buying calves to background, both the risk and the reward should be considered. The beef business can be risky, but with careful planning and consideration, the potential returns can also be rewarding.

Getting started with the right calves means making the right buying decisions. According to longtime professional order buyer Charly Cummings with Superior Livestock Auction, the first thing he looks for when buying cattle to background, both for himself and for customers, is the type of cattle and their genetic makeup.

Cummings, from Yates Center, KS, has been buying and feeding calves for nearly 15 years. He will look for the right kind of cattle to meet the needs of the environment based on the time of year and geographic location where the cattle will be backgrounded.

"Going into the fall and winter, I like to buy English-based cattle that are going to be able to grow some hair through the winter and sustain some cold," Cummings said. "In March and April, I don't mind some cattle with a little ear that will sustain the heat and be out in the sunshine grazing versus those that will be haired up and standing in the trees."

After considering the genetic makeup of the cattle, Cummings suggests looking at management factors that might have an impact on the level of stress as the cattle transition from one environment to another.

Find out if the calves have been weaned and, if so, for how long. Fresh-weaned calves will often take longer to acclimate to their new surroundings. Also, ask about any vaccination programs and if the calves have had one or two rounds, if vaccinated.

"Each of those items adds value to the load of cattle. Longer weaned, vaccinated calves are healthier, in better condition and take the stress better from being in a new home and new environment," he said.

Cummings suggests taking a little time to visually appraise the cattle. He can tell a lot by looking at just four things: the eyes, ears, tails and feet. If the ears and tails are frozen, it usually means the calves were born during a cold, harsh winter, and consequently their feet will have issues too. These are generally harder gaining calves, in his experience.

His final advice for buying calves is to work with someone you know and trust. As a cattle buyer, he has built relationships with producers who raise all levels of cattle, and he knows what risk factors to look for. He compares his skill set to another professional that you would never question twice to hire.

"I tell everyone, if you can hire a professional order buyer, it's like trying to roof your house if you've never roofed before."

"I tell everyone, if you can hire a professional order buyer, it's like trying to roof your house if you've never roofed before. If you hire a professional and he charges 50 cents or $1/cwt, it will be the cheapest investment you'll make. Number one, you're not going to see something or know something by not doing it, no different than a roofer. If it's got a leak, you'll know it when you get it home, or you'll know it 25 days down the road. You want a load of calves that will be healthy and gain," he said.

After the purchase

Once you've got those calves home, Cummings said it is essential to get them started right. To achieve good herd health, which leads to efficient gains, he suggests a good vaccination protocol and good mineral program to sustain gut health. He typically vaccinates 24 to 48 hours after they have unloaded to give them time to acclimate. He feeds them Gain Smart mineral with Amaferm, a precision prebiotic, to keep them healthy and gaining.

"I can see the difference in health; that is why I use Gain Smart. From eye trouble to health trouble to foot trouble, I feel like Gain Smart has cured about 85-90 percent of all that. My medicine costs have gone down tremendously by using the Gain Smart. Cattle have continuously been healthy throughout and have been wanting to come and eat. When you see them out on the grass, you can sure see that herd health," he said.

"Our medicine costs are lower, our labor costs are in check, our gains are better and our consumption rate is where it is supposed to be."

Gain Smart is a loose mineral designed to help stocker and yearling cattle put on healthy, efficient pounds with the Amaferm advantage. Amaferm is proven to help increase intake, digestion and nutrient absorption for optimum gains.

The cattle business is full of risks and rewards. Minimize your risks from the beginning with good genetics and lower stress cattle that are ready to gain and perform. Implement good health and nutrition protocols for optimal rewards. — **Bio-Zyme**

COMING EVENTS

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

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

Jan. 19-22 – The 2022 American Sheep Industry Association Annual Convention will be held in San Diego, CA, at the Sheraton San Diego Hotel and Marina from Jan. 19-22. Early-bird registration closes Dec. 31, but registrations can be made online until Jan. 7. All registrations after Jan. 7 must be made on-site. Details: www.sheepusa.org.

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

Feb. 1-3 – The 2022 National Cattlemen's Beef Association (NCBA) Cattle Industry Convention and NCBA Trade Show will take place in Houston, TX, at the Hilton Americas. Registration details: convention.ncba.org.

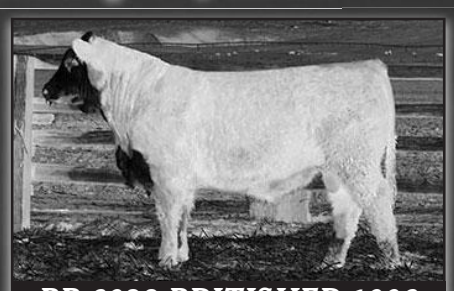
Feb. 18-19 – The Herd Improvement and Bull Selection Symposium, designed for commercial ranchers, will take place in Phoenix-Mesa, AZ. Speakers will address how ranchers can produce cattle to better perform on western ranches. The symposium is free of charge from noon Feb. 18 until noon Feb. 19. For more info, contact organizer Chuck Backus at cbackus@asu.edu.

ANNUAL BULL SALE
Monday
February 14, 2022



BB TOP SHELF 0160

CED	BW	WW	YW	M	M&G	RE	MARB	CHB
1.8	3.8	58	100	26	55	0.41	0.12	$126



BB 6038 BRITISHER 1006

CED	BW	WW	YW	M	M&G	RE	MARB	CHB
-0.6	3.7	50	76	29	54	0.46	-0.03	$95

HEREFORD
60 Spring & Winter Calves
35 Coming 2-year-old

ANGUS
45 Spring & Winter Calves
5 Coming 2-year-old



BB 8165 DOMINO 0148

CED	BW	WW	YW	M	M&G	RE	MARB	CHB
2.2	3.0	56	91	29	57	0.52	0.14	$123



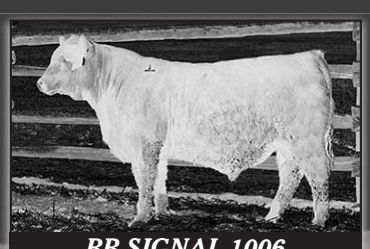
BB GROWTH FUND 1004

CED	BW	WW	YW	M	$EN	RE	MARB	$B
7	2.1	67	124	28	-24	0.47	0.47	141



BB TOP SHELF 0138

CED	BW	WW	YW	M	M&G	RE	MARB	CHB
0.5	4.5	55	97	25	53	0.43	0.04	$120



BB SIGNAL 1006

CED	BW	WW	YW	M	$EN	RE	MARB	$B
7	1.6	63	112	25	-22	0.73	0.41	152



BB 5040 DOMINO 1039

CED	BW	WW	YW	M	M&G	RE	MARB	CHB
0.6	3.7	57	95	29	58	0.58	0.16	$130



BB FOUNDATION 0089

CED	BW	WW	YW	M	$EN	RE	MARB	$B
8	0.2	59	108	25	-16	0.34	0.29	117

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DVAuction

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Bill & Dana Haas
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307-575-0294 (cell)

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How to develop a custom calving agreement

Calving someone else's cows or heifers can be a great enterprise for a beginning rancher, a method to reduce the overhead cost of facilities and equipment or a strategy for marketing feed. Or, having someone else calve some or all of your cow herd can reduce labor and stress and allow for an operation to remain sustainable or expand if skilled seasonal labor is limited.

Having a simple and straightforward agreement in writing can be the difference between disagreement and disappointment and a satisfying experience for both parties involved.

The primary reason to have a written agreement is to have all expectations from both parties completely described and agreed upon. The process of putting thoughts on paper facilitates discussion and can force both parties to think through their expectations. This way, both individuals know exactly what the other expects, and there are no surprises or misunderstandings at the end of the calving season. Risks at calving can be high for the cow and calf, and many things can go wrong resulting in significant financial losses. Being on the same page is essential.

Writing an agreement

A basic agreement includes the names of each individual involved, the description and location of the property involved, start and end dates, payment structure and schedule and signatures from all parties involved.

The body of the agreement includes expectations written in clear terms. This can be accomplished by having each party write their expectations in their own words and then combining them into a single document.

Considerations for what to include in an agreement include:

- Who is providing feed and at what cost?
- Who is the consulting veterinarian, and who pays veterinary expenses? (Typically the cattle owner does.)
- How are calving difficulties and treatments to be handled?
- Documentation and disposal of death loss.
- How excessive death loss will be handled.
- Expected cow body condition at the transition of care, both at the start when the operator takes the cows and at the end when they go back to the owner.
- Monitoring expectations and protocols (check interval during the day and night, conditions that warrant bringing a calf into shelter or into a warmer, actions before and during inclement weather, etc.).
- Protocols and expectations at birth (tag, castrate, vaccinate, weigh, etc.) and who pays any associated expenses (tags, vaccines, etc.).
- How a difficult birth is defined if charging a fee (any assistance, using facilities, hand pull using chains, pulled using a puller, etc.).
- If and how often the owner plans to observe the cattle and how visits are to be arranged.

"Having a simple and straightforward agreement in writing can be the difference between disagreement and disappointment and a satisfying experience for both parties involved."

Determining a fair rate

The factors and rates below are only a starting point for both sides to consider. Each scenario is different, and these differences can dramatically impact the rate and the entire arrangement. In the best interest of both parties, we recommend working through the scenario and arrangement with an independent third party, such as an extension educator or consultant.

Factors that influence a custom calving rate include:

- Animal class and age. Calving heifers often requires more labor than calving running-age cows.
- Calving due date (January-March born calves are often significantly more work than April-May born calves).
- Bull calving EPD (if this is known).
- Protocols and expectations (tag, castrate, vaccinate, weigh, check interval, inclement weather protocol, etc.).

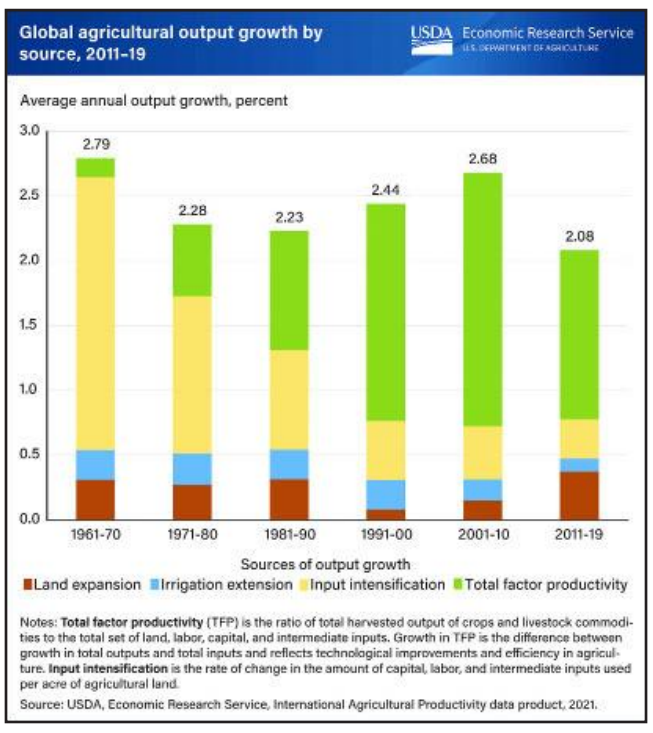
Baseline custom calving rates

- Winter grazing on crop residue or pasture (minimal supplement or feed): $0.75-1.25/head/day plus $0.25-$0.40/head/day care fee and supplement or feed at cost.
- Winter feeding on crop residue or pasture twice per week or less: $0.25-$.50/head/day care fee and feed delivery fee, plus supplement or feed at cost.
- Custom calving: $0.50 to $0.75/head/day yardage fee (labor and equipment to feed a full ration and the use of facilities, including bunks, barns, working facilities, corrals, etc.) plus feed, supplement, salt, mineral, bedding, etc., at cost.
- Live calf charge/bonus: $50 to $100/head (varies depending on protocols and expectations at birth and labor requirements depending on the animal's age and calving due date.
- Fee for assisting a difficult birth: $75 (difficult birth should be defined in the agreement).

Taking the time to thoroughly develop a written agreement may seem a bit daunting, but doing so will help to clearly communicate expectations for all parties involved and also reduce the risk of misunderstandings. Where appropriate, an attorney should be consulted to draft a legal agreement.

The information provided in this article does not, and is not intended to, constitute legal advice. It is provided for general informational purposes only, and you should not act or refrain from acting based on any information provided in this article. Please consult with your own legal counsel with respect to any particular situation or specific legal questions you may have. — **Jack Arterburn and Aaron Berger, Nebraska Extension educators**

Efficiency is primary source of growth



Since the 1960s, global agricultural output by volume has increased at an average annual rate of 2.3 percent, fluctuating between 2 and 3 percent on a decade-to-decade basis. In the latest decade (2011-2019), the global output of total crop, animal and aquaculture commodities grew an average rate of 2.08 percent per year.

Several factors contribute to output growth, including expansion of agricultural land, extension of irrigation to existing cropland, the intensification of input use (more labor, capital and material inputs per acre) and total factor productivity (TFP), a measure of the contribution of technological and efficiency improvements in the farm sector.

Before the 1990s, most output growth came from increases in input use, including the expansion of land, irrigation and intensification of other inputs. Since the 1990s, growth in TFP, rather than growth in inputs, accounted for most of the growth in world agriculture output. From 2011 to 2019, TFP globally grew at an annual rate of 1.31 percent, accounting for nearly two-thirds of output growth. — **USDA Economic Research Service**

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Kentucky Bluegrass Ranch Study Tour II

MAY 22-MAY 28

KENTUCKY REVISITED!

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

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

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

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

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

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

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



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

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

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Please Reserve: _____ Twin Bedroom (2 beds) _____ King/Queen Bedroom (1 bed)

or I prefer _____: Single Bedroom at an additional $570 for each room.

Signed: _____

Signed: _____

PLEASE SIGN: CONFIRMATION WILL NOT BE GIVEN UNLESS APPLICATION IS PROPERLY SIGNED BY EACH INDIVIDUAL.
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Situational indexes positively impact beef production selection decisions

"We need to talk to commercial bull buyers as if they're making an investment, not an expense," said Dr. Bruce Golden, partner at Theta Solutions LLC. Golden gave his presentation titled "Examining the Impact of Situational Indexes on Selection Decisions" during the Beef Improvement Federation (BIF) Symposium June 24 in Des Moines, IA.

Through his presentation, Golden described the iGENDEC software and defined a situational selection index, the situation variables available through iGENDEC and future feature enhancements.

Situational selection indexes

A situational selection index is created for a specific commercial cattle enterprise where the variables that impact the phenotypes, costs and revenues are set to values that are experienced by that commercial cattle operation. The index reflects the enterprise's investment goals and considers both profit and risk aversion decisions. Producers are encouraged to think of situational selection indexes as a "precision farming" tool.

"I believe that more decisions in cow-calf operations are based on risk aversion than on profit maximization," Golden explained. "We're identifying the characteristics of the enterprise to try and better match the investment decision to the goals of a specific enterprise."

Variables in iGENDEC

iGENDEC offers numerous situation variables that include, but are not limited to: sale endpoint for calves, marketing plan, investment planning horizon, breeding season length, conception rate, calving loss rate, cow age distribution, cow, calf, backgrounding and feedlot feed costs, and current phenotypes. The situation variables of sale endpoint for calves, marketing plan and investment planning horizon are not about profit maximization. Choosing a sale endpoint is often based on risk aversion and not on profit maximization.

This choice is influenced by the producer's need for cash and capital. Every investment should be viewed with a planning horizon. Situational variables do vary between commercial operations substantially enough that no two operations will necessarily achieve their investment goals with the same set of bulls. Bulls can be valued differently in different situations.

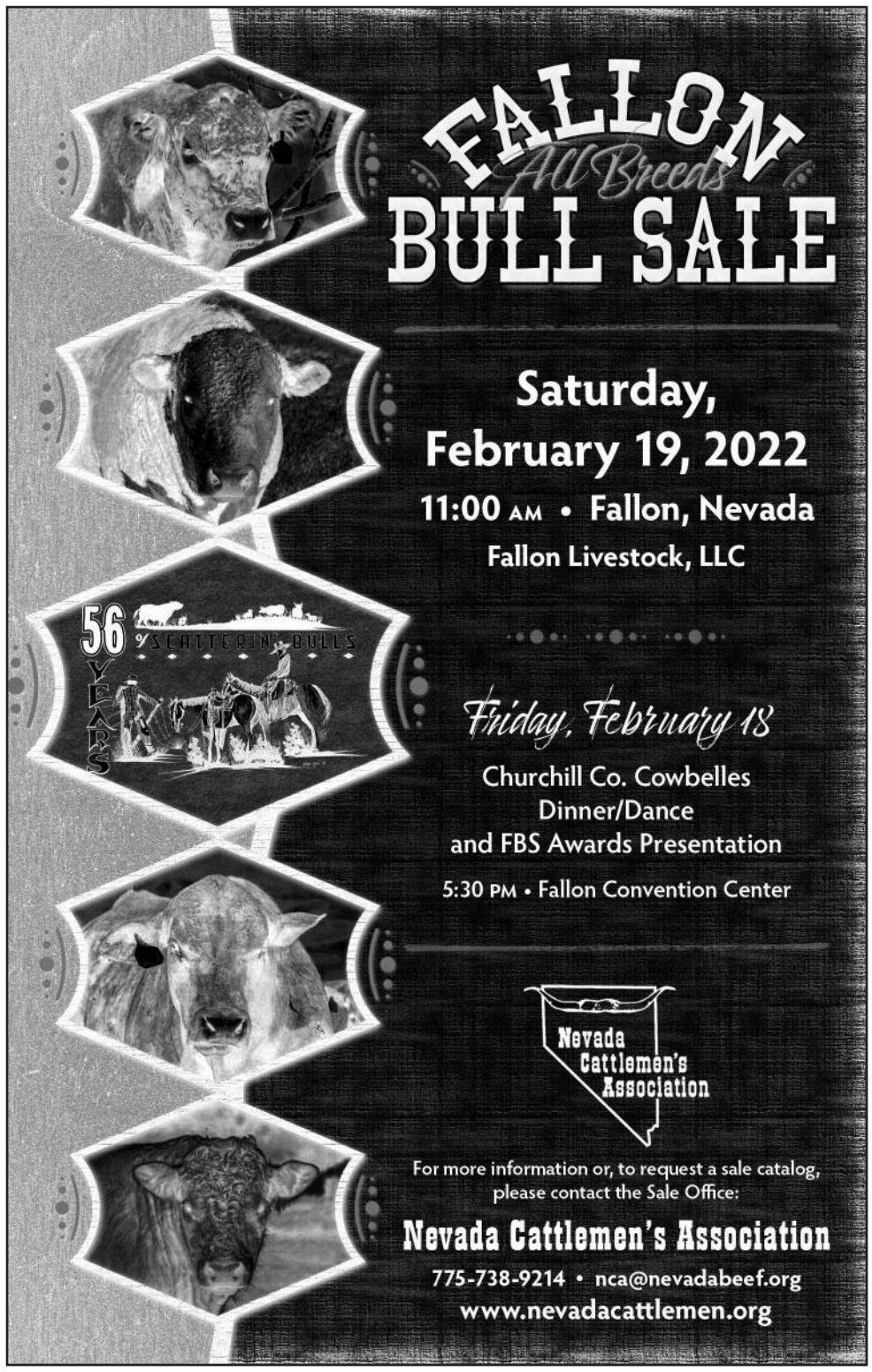
"Current breed association provided indexes do not allow for the flexibility of situational variables," Golden said. "These variables allow more precision in the decision process for evaluating planning horizons."

iGENDEC future enhancements

iGENDEC plans to offer future feature enhancements of accounting for a producer's willingness to increase capital investment, easier accounting for participating in slaughter cattle value when selling at weaning and beef on dairy. Accounting for willingness to increase capital investment will allow the commercial bull buyer to determine if they are completely constrained by capital or if they are willing to put more capital into the system.

Easier accounting for participating in slaughter cattle value will allow producers who are selling at weaning and using bulls with better carcass characteristics to get a premium.

To watch the full presentation, visit youtu.be/gpehp-b7oXg. For more information about this year's symposium, including additional presentations and award winners, visit BIFSymposium.com. — **BIF**



The impact of price and management on culling decisions

Pricing cull cows is an economically important decision because typically between 10 and 20 percent of cow-calf producer income comes from cull cows. Ground beef and merchandisable beef cuts are the market's two primary purposes for cull cows. Ground beef comes from the U.S.' insatiable desire for hamburgers and other meals that include ground beef. Merchandisable beef cuts (i.e., tenderloin, ribs, etc.) from cull cows are primarily used in non-white tablecloth food service outlets that offer value steaks and other beef dishes.

All of the available supply in this market comes from beef cows and bulls, dairy cows, trimmings and grind from steer and heifer slaughter, and beef imports. These separate markets combine to impact the supply and, in part, the prices received for cull cows.

Cull cows are given a grade at slaughter that determines the price received. This grade is like the grading criteria for steers and heifers. However, it is based primarily on the dressing percent and percent of lean content of the trimmings. A higher dressing percentage combined with a lower percent of lean content of trimmings generally equates to higher prices.

The four commonly used quality grades are breaker, boner, cutter/lean and canner/lights. Breakers have the highest value, and canners/lights have the lowest value. Breakers have a dressing percent between 52-54 percent and 76-82 percent lean content. Boners have a dressing percent between 50-52 percent and 78-83 percent lean content. Cutter/lean have 45-49 percent dressing percent and 88-90 percent lean content. Canners/lights have a 40-46 percent dressing percent and 90-92 percent lean content of trimmings.

The carcass for each grade of cull cow is determined by a composite share of value from different meat products—collectively called the "cutout." The cutout value is derived from the overall demand and supply from the underlying products. Thus, the more a certain quality grade relies on a certain product, the more sensitive they are to changes in that underlying market. For example, a larger percentage of the carcass from canner/light cull cows will go to ground beef, so the cutout price is highly reliant upon the ground beef price. On the other hand, breaker cull cow cutout prices tend to be relatively more stable because they have more merchandisable cuts.

As with most commodities, there is seasonal price variation driven by a combination of supply and demand. Prices for all quality grades of cull cows tend to peak in the summer months—approximately in July—where there is still relatively strong demand for ground beef, strong demand for beef products in food service and relatively lower supply of cull cows on the market. However, each year market conditions change, which may result in higher prices for one quality grade more than another and at different times of the year.

Between 2002-2021, there has been an average of a $5/cwt premium for breakers relative to boners, and a $5/cwt premium for boners relative to cutters, but the average price received each year varies. These changes in price suggest that culling and "retaining to feed" decisions need to be adjusted each year.

Culling decisions

Typically, producers will follow the following thought process for culling decisions: Identify cows with low production records, bad disposition, physical impairments, older mature cows and non-pregnant females. Culling is a multidimensional decision when producers are considering what to do with their cows and heifers. They have options to sell or retain for a later sale, they can rebreed for a later calving season or they can rebreed for a later calving herd.

Decision-makers also need to consider the cow age, cow body condition, feed resources available, market conditions and value they can get for those females and then determine if a terminal breeding system may be a better option for rebreeding considerations.

Alternative strategies to help make culling decisions include early pregnancy detection, early weaning options and/or rebreeding for alternative systems. Incorporating early pregnancy detection (no earlier than 35 to 45 days to prevent early fetal loss) can identify the productive and nonproductive females in your herd.

Using detailed individual records kept on each cow can help you identify cows that have consistently weaned calves that rank in the bottom 10-25 percent of your herd. Another option for spring-calving herds is to sell non-pregnant cows later in the summer, capitalizing on higher markets and reducing the lactational demand in the cow. Rebreeding open females for a fall herd is another option and then selling any open females into a heiferette market.

Ultimately, know who your candidates are for culling and have good records to utilize to make those decisions. Capitalizing on early culling opens more marketing opportunities compared to post-pregnancy check culling when market prices are low. Be strategic and identify good candidates to rebreed, feed or sell when market prices are best.

Diet considerations

Careful consideration must be made for the cost of the diet against the value of the gain when trying to move cows up in body condition score or to hit a seasonally higher market. Cornstalk residue grazing with protein supplements or grazing annual forages can be economical feed resources, but they should still be evaluated considering the value of the gain.

"Culling is a multidimensional decision when producers are considering what to do with their cows and heifers."

A 1,150 pound mature cow in a body condition score (BCS) of 4, who is 4-8 years old grazing cornstalks and fed 2.5 lbs. of dried distillers grains (DDGS), is likely to gain 1 BCS in 30-40 days. If cornstalks cost $20/acre and an acre lasts the cow 60 days and DDGS is $160/ton delivered, that's $10.56 for 60 days of supplement and $20 for grazing, so it costs $30.56 in feed to move her from a BCS of 4 to a 6. It is likely that the change in the value of the cow is more than $30.56. However, the price of cull cows and the price of feed can vary. Therefore, feeding decisions need to be evaluated yearly.

Total mixed rations can be an economical feed source when commodities are priced low but may not result in a net profit when commodities are high. Table 1 shows the diet cost differences in the same diet when commodity prices are relatively high vs. relatively low. When commodity prices are high, producers need to carefully evaluate whether the added feed will return a net profit on the cull cows.

Feeding cows to white fat is a rather expensive diet option, and, therefore, a direct marketing opportunity should be explored for those cows to maximize profit. A minimum of 90 days is generally required to achieve white fat using a diet that is 60-80 percent corn on a dry matter basis depending on the amount of coproduct (such as distillers grains) included in the diet. Thin cows selected for a finishing diet can easily eat 30-35 lb. of feed on a dry matter basis. Therefore, diet costs in 90 days can be substantial. Marketing cows fed to white fat through the local sale barn will not result in a premium paid for the white fat, so recouping that feed cost is likely through that marketing channel. — **University of Nebraska-Lincoln**

Commodity	% As Is in Mixer	$/ton	$/ton
Ground residue	23.2	80	70
WDGS	31	95	65
Corn silage	45.3	50	40
Mineral	0.5	550	550
Total feed, lb	55.2 lb/ cow/day	$2.03/ cow/d	$1.58/ cow/d
Yardage	-	$0.30/ cow/d	$0.30 / cow/d

Table 1. Price differences in daily feed cost based on commodity price for cull cows.

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Growth Fund x Treasure



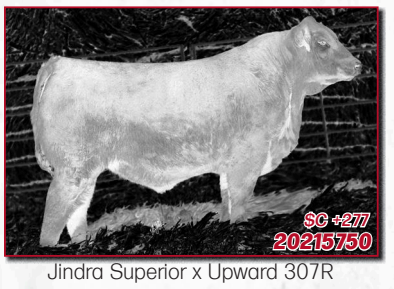
Growth Fund x Colonel



Exclusive x Jindra Megahit



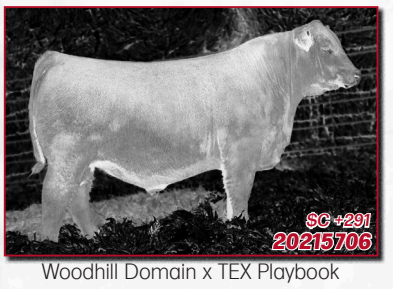
Jindra Encore x Jindra Transition



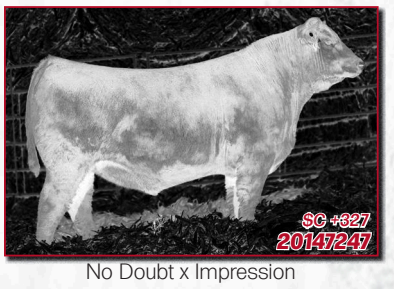
Jindra Superior x Upward 307R



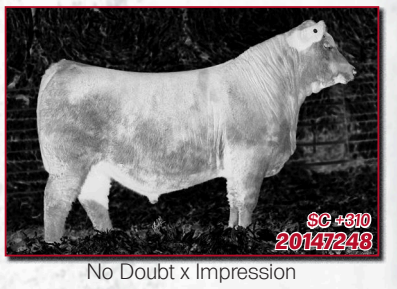
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Woodhill Domain x TEX Playbook



No Doubt x Impression



No Doubt x Impression

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American Farm Bureau establishes 2022 policies

— 2022 annual convention

Farmer and rancher delegates to the American Farm Bureau Federation's (AFBF) 103rd Convention adopted policies to guide the organization's work in 2022. Key topics ranged from milk pricing and beef market transparency to urban agriculture.

"Delegates from all 50 state Farm Bureaus and Puerto Rico came together today to demonstrate the power of grassroots leadership," said AFBF President Zippy Duvall. "The policies set forth will guide Farm Bureau in its mission to advocate for farmers and ranchers and build a sustainable future of safe and abundant food, fiber and renewable fuel for our entire nation and world."

Delegates also reelected AFBF President Zippy Duvall and Vice President Scott VanderWal for their fourth terms.

Long-standing frustration over imbalances in the meat industry led to calls for greater transparency in livestock markets.

As farmers' labor struggles continue, delegates approved additional policies that build on existing AFBF policies regarding the need for employee stabilization and reforms to the guestworker program.

Delegates voted to bring more transparency to the federal milk pricing system. Several changes to policy include support for a more consistent format for milk checks and a review and audit of the producer price differential on milk. Delegates also called for USDA to publish resources that show how each Federal Milk Marketing Order operates and differs by region.

Delegates updated policy on biofuels to include renewable diesel. The addition recognizes the innovation and potential that sustainable biofuels present in providing environmental benefits while creating opportunities for America's farmers.

As farmers and ranchers continue to increase their reliance on digital technologies, delegates voted to support raising the standard for federal broadband projects to be at least 100 Mbps for both uploads and downloads.

Recognizing the growth of urban agriculture and the importance of ensuring the success of all forms of agriculture, delegates voted to create new policy to support its continuation and acknowledge its economic contributions.

Presentations

During a recorded message to convention attendees, President Joe Biden expressed his appreciation for farmers and ranchers and highlighted the administration's priorities related to the Packers and Stockyards Act, infrastructure improvements and promoting fair competition in agricultural markets.

Agriculture Secretary Tom Vilsack shared his thoughts on broadband deployment, trade negotiations and investments in livestock processing capabilities. Vilsack also addressed the prospect of climate-smart commodities.

"Listening to Farm Bureau and listening to those in agriculture, we know that it's important to establish a partnership in this effort (to create climate-smart commodities)," Vilsack said. "This is not something that's top-down; this is really a bottom-up effort.

"We know that it has to be voluntary, and it has to be incentive-based. It can't be regulated," Vilsack continued.

Eight workshops were offered, with five available to those registered on the virtual convention platform. Topics included real-world examples of climate-smart agriculture, opportunities and challenges facing rural America, sustainability in the food supply chain and an outlook for the ag economy in 2022.

Top issues facing the ag economy include inflation, uncertainty due to the COVID-19 pandemic and labor market stresses, according to AFBF's economics team.

"When you break it down, there are some interesting things in the labor force participation rate that are worth taking a look at," said AFBF Senior Economist Veronica Nigh. According to AFBF analysis, most sectors of the workforce have returned to participation in the labor market, with the exception of workers ages 55 and over.

Planning for the American Farm Bureau's 2023 Convention has already begun. Mark your calendar for Jan. 6-11, 2023, in San Juan, Puerto Rico. — **AFBF**

November beef exports set new value record

U.S. beef export value reached another new high in November, topping $1 billion for the second time in 2021, according to data released by USDA and compiled by the U.S. Meat Export Federation (USMEF).

November beef exports totaled 123,641 metric tons (mt), up 7 percent from a year ago and the fourth largest monthly volume in the post bovine spongiform encephalopathy era. Export value was a record $1.05 billion, up 49 percent year over year and exceeding the previous high set in August 2021. For January through November, beef exports were on a record volume pace at 1.32 million mt, up 16 percent from a year ago. Beef export value, which had already set a new annual record through October, increased more than $2.5 billion from a year ago, soaring 39 percent to $9.59 billion.

"With one month of results still to be tabulated, it's very gratifying to see red meat exports setting new annual records and achieving remarkable growth over a wide range of markets," said USMEF President and CEO Dan Halstrom. "It is important, however, that we do not take this success for granted or allow it to detract from the challenges facing U.S. agriculture.

"Global demand for U.S. red meat has never been stronger, but labor and transportation obstacles and high input costs across the supply chain make it increasingly difficult to satisfy this demand. USMEF greatly appreciates the effort by lawmakers, maritime regulators and other officials to address the persistent congestion at U.S. ports, but this continues to be a costly and frustrating situation for U.S. exporters and their international customers."

Japan will finish 2021 as the leading volume destination for U.S. beef exports but is in a neck-and-neck race with South Korea on export value. November exports to Japan totaled 27,539 mt, up 15 percent from a year ago, while value climbed 54 percent to $243.1 million. Through November, exports to Japan were 6 percent above last year's pace at 297,354 mt. Export value reached $2.16 billion, up 22 percent and exceeding $2 billion for the first time since 2018. Growth to Japan has been in the chilled beef category (142,457 mt, up 13 percent) and in tongues, skirts and other variety meat (58,543 mt, up 38 percent), with continued strong retail demand.

November beef exports to Korea were 23,292 mt, up 23 percent from a year ago, while value soared 81 percent to a record $243.4 million. These results pushed January-November exports to new annual records of 258,552 mt valued at $2.17 billion—up 13 percent and 36 percent respectively, already exceeding the previous full-year highs reached in 2019. Chilled beef shipments to Korea totaled 79,619 mt, up 24 percent.

Beef exports to China/Hong Kong are also on pace to exceed $2 billion in 2021. Through November, exports to the region nearly doubled from a year ago to 219,264 mt (up 98 percent) and increased 125 percent in value to $1.9 billion. Direct exports to China, bolstered by greatly improved market access achieved in the U.S.-China Phase One Economic and Trade Agreement, increased more than 400 percent from a year ago to 172,257 mt, valued at $1.43 billion (up 502 percent).

Other highlights

Beef variety meat exports set a new monthly value record in November at $116.1 million, up 51 percent from a year ago. November volume was up 5 percent to 25,298 mt. Following a down year in 2020, variety meat export volume through November increased 9 percent to 274,425 mt. Export value reached $975.2 million, up 23 percent and a new annual record.

Despite being modestly lower in volume through November (57,349 mt, down 3 percent), beef exports to Taiwan already set a new value record at $600.5 million, up 18 percent from a year ago and topping the previous high ($567.1 million) set in 2019.

Beef exports to Mexico rebounded impressively in 2021, climbing 10 percent in volume (181,699 mt) and 33 percent in value ($961.5 million). Mexico is the largest volume destination for U.S. beef variety meat exports, which were also 10 percent higher in volume at 87,695 mt, while value increased 19 percent to $236.9 million.

Led by strong gains in Guatemala, Costa Rica, Panama and Honduras, beef exports to Central America had already surpassed previous annual records by the end of October. Through November, exports climbed 57 percent from a year ago to 19,554 mt and soared 86 percent higher in value ($126.3 million).

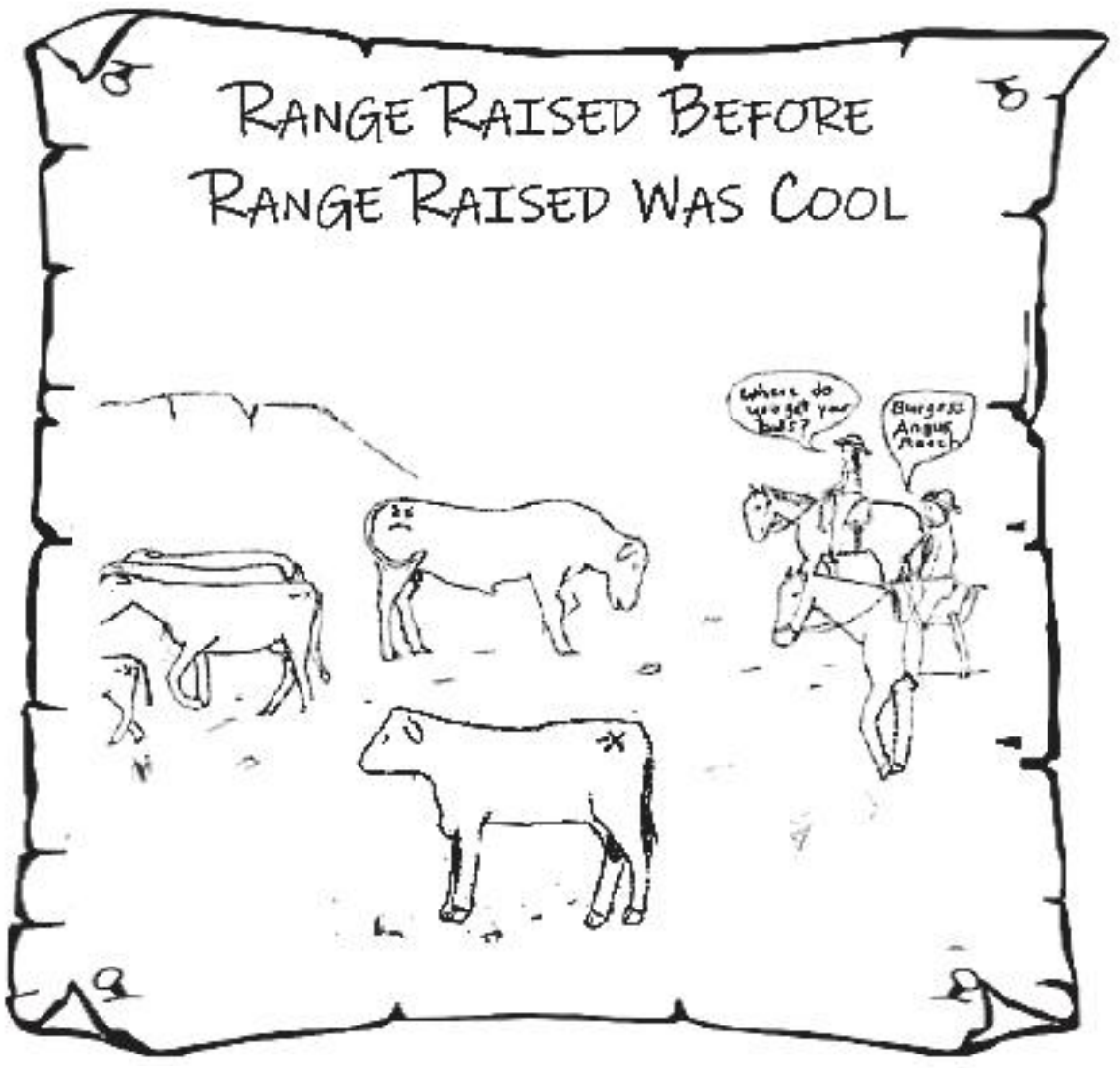
Strong growth in Chile, Colombia and Peru drove beef exports to South America 33 percent above last year's pace at 28,875 mt, while value increased 86 percent to $162.5 million.

Beef exports to the Dominican Republic reached 7,106 mt, up 83 percent from a year ago, with value more than doubling to $68 million (up 120 percent and a new annual record).

Beef export value per head of fed slaughter equated to a record $480.67 in November, up 42 percent from a year ago. The January-November average was $402.09, up 35 percent. November exports accounted for 15.2 percent of total beef production and 12.9 percent for muscle cuts only, up from 14.8 percent and 12.6 percent, respectively, in November 2020. For January through November, these ratios were 15 percent of total production, up from 13.3 percent a year ago, and 12.8 percent for muscle cuts, up from 11.1 percent.

Lamb exports trend higher

Fueled by sharply higher muscle cut exports to the Caribbean and strong variety meat demand in Mexico, November exports of U.S. lamb totaled 1,420 mt (up 9 percent from a year ago) and were just over $2 million in value – up 37 percent and the highest since January 2020. Through November, lamb exports increased 8 percent to 12,440 mt, while value was 17 percent higher at $18 million. Muscle cut exports increased 12 percent to 1,232 mt, valued at $7.7 million (up 24 percent). — **USMEF**



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STORY SHORTS

$5M gifts for meat science

West Texas (WT) A&M announced two major gifts totaling $5 million for the university's meat science program. The donations by Dr. Gordon W. Davis, a Lubbock businessman and former educator, and Caviness Beef Packers will fund chairs at the Paul Engler College of Agriculture and Natural Sciences. Dr. Loni Lucherk will be the Gordon W. Davis Chair in Meat Judging, and Dr. Ty Lawrence will be the Caviness Davis Distinguished Chair in Meat Science. "The meat science program at WT is blessed with outstanding faculty and students, strong industry support and world-class facilities," said Dr. Kevin Pond, dean of the Paul Engler College of Agriculture and Natural Sciences. "Recognizing two faculty members with endowed chairs helps ensure continued excellence and a steady supply of well-trained graduates to meet the needs of the meat industry." According to WT, the funds for endowed chairs "allow WT to reward scholarly excellence and encourage research while enhancing program growth and development, key goals of the university's long-range plan."

Ground beef recalled

USDA's Food Safety and Inspection Service (FSIS) announced the recall of approximately 28,356 pounds of ground beef products that may be contaminated with E. coli. The ground beef manufactured by Clackamas, OR, based Interstate Meat Distributors Inc. was produced on Dec. 20 for WinCo Foods, Walmart, Kroger and Albertsons with the establishment number "EST. 965" inside the USDA mark of inspection or printed next to the time stamp and "use or freeze by" date. The 1 lb. chubs were shipped to retail locations in Arizona, California, Nevada, Oregon, Utah, Washington and Wyoming. FSIS is concerned that some products may be in consumers' refrigerators or freezers. Consumers who have purchased these products are urged not to consume them. These products should be thrown away or returned to the place of purchase. Copies of the labels can be found at www.fsis.usda.gov under the "recalls" tab.

Mexican gray wolf killed

Environmental groups announced the illegal killing of the Mexican gray wolf "Anubis" in the Kaibab National Forest west of Flagstaff, AZ, on Jan. 2. The wolf had become well-known for his forays north of Interstate 40 and beyond the boundary of the current recovery area. "It's tragic that Anubis was killed, and many of us are grieving his loss, but despite this heinous crime, it is also profound confirmation that northern Arizona should be part of the wolf recovery effort," said Greta Anderson, deputy director of Western Watersheds Project. The U.S. Fish and Wildlife Service announced it is seeking comments on the proposed rulemaking to expand the Mexican Wolf Experimental Population Area in Arizona and New Mexico. Conservation groups hope the federal agency will consider a plan to remove the I-40 boundary. A reward is being offered, and information can be reported at 1-844-397-8477 or fws_tips@fws.gov.

Beef sticks recalled

USDA's Food Safety and Inspection Service (FSIS) announced Abbyland Foods Inc., an Abbotsford, WI, establishment, is recalling approximately 14,976 pounds of beef sticks due to misbranding and undeclared allergens. The product contains milk, a known allergen, but it is not declared on the product label. The 2 lb. smoked beef sticks were produced between Nov. 15 and Nov. 17 under the Iowa Smokehouse Original Smoked Beef Sticks name with the establishment number 1633B on the package below the "sell by" date. These items were shipped to retail locations nationwide. The problem was discovered after the firm received consumer complaints of cheese in the product and reported the event to FSIS. Consumers who have purchased these products are urged not to consume them, and these products should be thrown away or returned to the place of purchase.

Petition against 'inedible' hides

USDA's Food Safety and Inspection Service (FSIS) has received a petition from Oklahoma State University's Robert M. Kerr Food and Agricultural Products Center (FAPC) to remove "hides" from the articles considered naturally inedible by humans, which are not subject to the federal meat inspection transportation requirements. FAPC has been working with an entrepreneur to develop a process for an edible beef hide product using the hides from an on-site beef harvest as the raw material. Processing techniques of removing hair, foreign materials and filth from the hides have enabled the product to be marked as inspected and passed, filling a market in the ethnic foods category that is being met by similar but inferior uninspected products, according to FAPC. The petition states that the current regulation prohibiting inedible products' transportation for further processing prevents full use of the hide. If approved, it will reduce the number of hides being sent to the landfill and give the slaughter establishment the option to reduce material lost as waste.

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UPS 7850 MIGHTY 0031 ET

CE	BW	WW	YW	MM	REA	MARB	CHB$
7.4	1.9	73	125	29	0.74	0.31	140

UPS ENDURE 013 ET

CE	BW	WW	YW	MM	REA	MARB	CHB$
1.3	3.8	69	115	31	0.99	0.05	115

UPS ENDURE 0290 ET

CE	BW	WW	YW	MM	REA	MARB	CHB$
3.4	4.3	65	104	40	0.51	0.37	145

UPS ENDURE 0807

CE	BW	WW	YW	MM	REA	MARB	CHB$
-4.2	3.6	72	120	36	0.78	0.31	165

UPS ENDURE 0883 ET

CE	BW	WW	YW	MM	REA	MARB	CHB$
4.8	2.9	63	102	38	0.54	0.39	140

UPS 7616 SENSATION 0541

CE	BW	WW	YW	MM	REA	MARB	CHB$
4.9	2.6	75	114	41	0.75	0.08	121

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Southwest Farm & Ranch Edition

La Niña will bring warm, dry conditions to the Southwest

— Reservoirs still at record lows

Producers in the Southwest will likely face warmer-than-average temperatures and less precipitation this winter due to the occurrence of La Niña, at a time when reservoir levels are dangerously low.

The National Oceanic and Atmospheric Administration (NOAA) Climate Prediction Center released its La Niña outlook for the first part of 2022, expecting warmer and drier conditions across the Southwest. NOAA expects drought to continue or worsen across much of the West, although the Pacific Northwest will see some relief.

La Niña is responsible for much of early 2022's temperature and climate outlooks, as the weather pattern increases the chances for cool and wet winters across the North and warm and dry conditions in the South. Typical La Niña impacts are for the winter season averages, which include December to February, the Climate Prediction Center said in its outlook.

On shorter time scales, other influences come into play and weaken the weather pattern's effect. Such was the case for January, when the phases of the Madden-Julian oscillation (MJO) and the Pacific-North American pattern were poised to undermine some of the typical La Niña impacts at least through the first part of the month, according to the discussion from the NOAA Climate Prediction Center.

The MJO is a large area of storminess adjacent to a large area of clear, calm weather that makes its way around the tropics every two to three months, the center said. The weather pattern tends to disrupt the downstream mid-latitude weather in predictable ways. In December, the MJO was active in the western Pacific, which tends to favor cooler-than-average temperatures across most of the U.S.

The Pacific-North American pattern was expected to flip into its positive mode through at least the first half of January, which tends to oppose the typical climate impacts of La Niña, such as cooler-than-average temperatures across much of the South.

This winter's La Niña is likely to be unfavorable for producers in the Southwest.

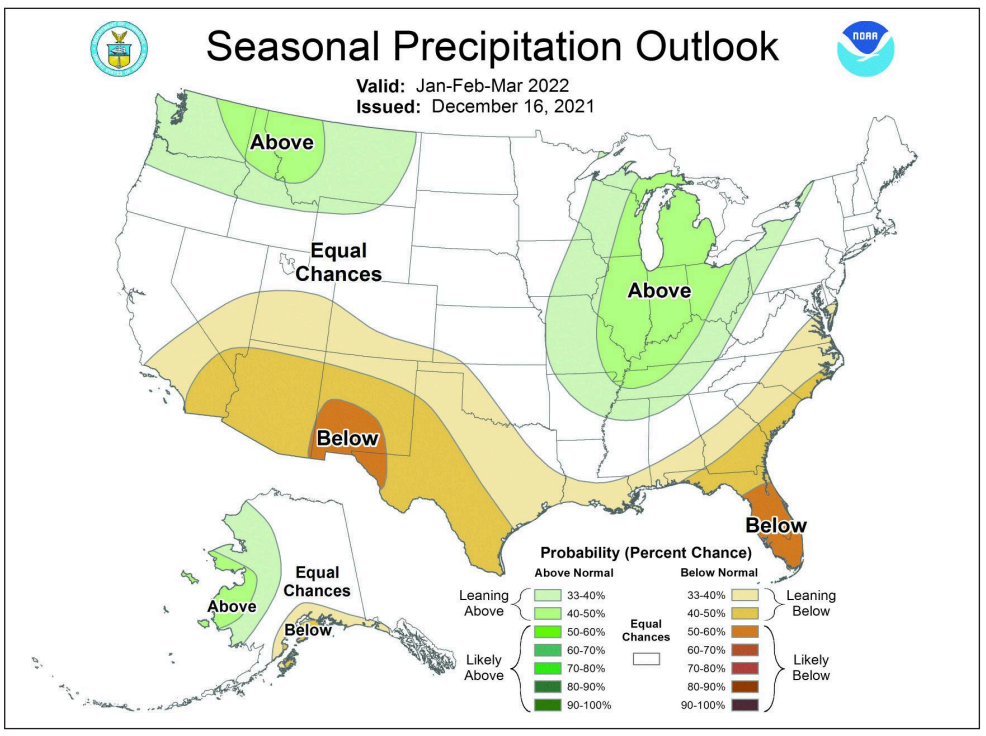
"This La Niña probably means bad news for the American Southwest, which should see lower than normal rainfall this winter," said Josh Willis, a climate scientist and oceanographer at NASA's Jet Propulsion Laboratory. "This La Niña may not be a whopper, but it's still an unwelcome sign for an area already deep into a drought."

Drought

Halfway through the summer of 2021, almost 100 percent of the western U.S. was in drought, the first time in 122 years of observation. A record-setting monsoon brought nearly a foot of rain to the Southwest last summer, which gave much reprieve to Arizona and New Mexico. As of early January, Arizona has 5 percent of the state in extreme drought, 21 percent in New Mexico, 17 percent in Texas and 40 percent in Oklahoma.

The Drought Monitor map as of Jan. 6 showed much of the Southwest in some stage of drought, with northern Texas, western Oklahoma and northern New Mexico showing the most extreme signs of drought. Drought conditions in Oklahoma and northern Texas developed rapidly in September and worsened during a very warm and dry December. Central and western Texas, the Texas and Oklahoma Panhandles and central Oklahoma recorded 25 percent of normal precipitation or less over the past two months.

December total precipitation was less than half the long-term December average, according to the U.S. Drought Monitor, and temperatures in Oklahoma and Texas were more than 10 F above the average, making it the warmest of any winter month on record for both states.



Drought is expected to continue throughout the Southwest through the spring.

Reservoir levels

In 2021, Lake Powell and Lake Mead, the two largest reservoirs in the U.S., dropped to their lowest levels ever. As of Jan. 10, the Bureau of Reclamation reported Lake Powell was 27 percent full, and Lake Mead was 34 percent full. Lake Mohave and Lake Havasu were 88 percent and 89 percent full, respectively. Total lower Colorado River water supply system contents as of Jan. 9 were 37 percent full, 11 percent less than a year earlier.

The Colorado River Basin provides water to about 4-5 million acres of farmland in the Southwest. In August, the Bureau of Reclamation announced it would be cutting back water allocations to the Southwest in 2022.

Arizona will face the largest cutbacks, with about 18 percent of the state's annual apportionment cut back and 8 percent of the state's total water use for agriculture and human consumption cut back. Farmers who use water from the Central Arizona Project canal will see their water allocation drop by 30 percent. — **Anna Miller, *WLJ* managing editor**

Little America's Ranch

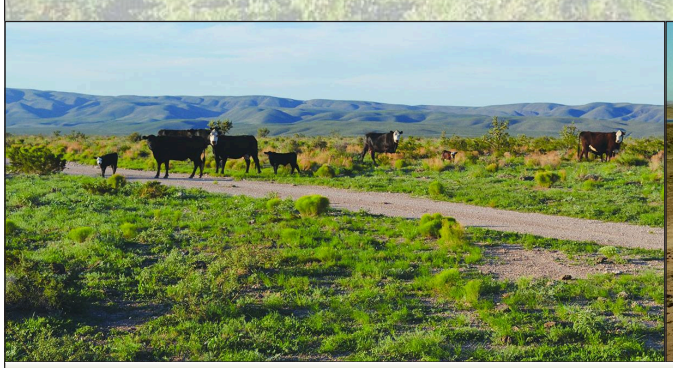
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10 Wells, 60 drinkers, and multiple pastures with working areas.

This BLM regulated ranch is a turnkey operation ready to go to work for you.



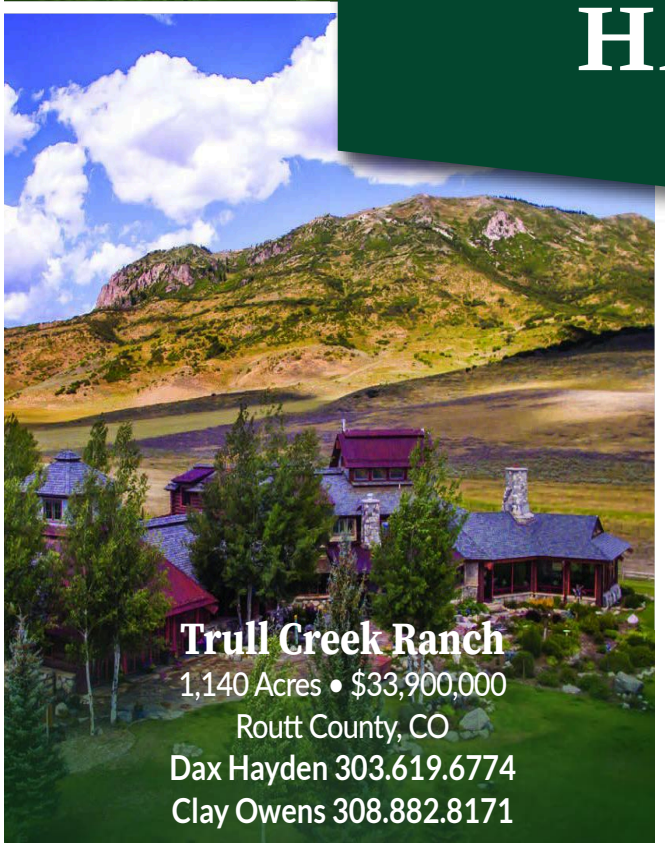


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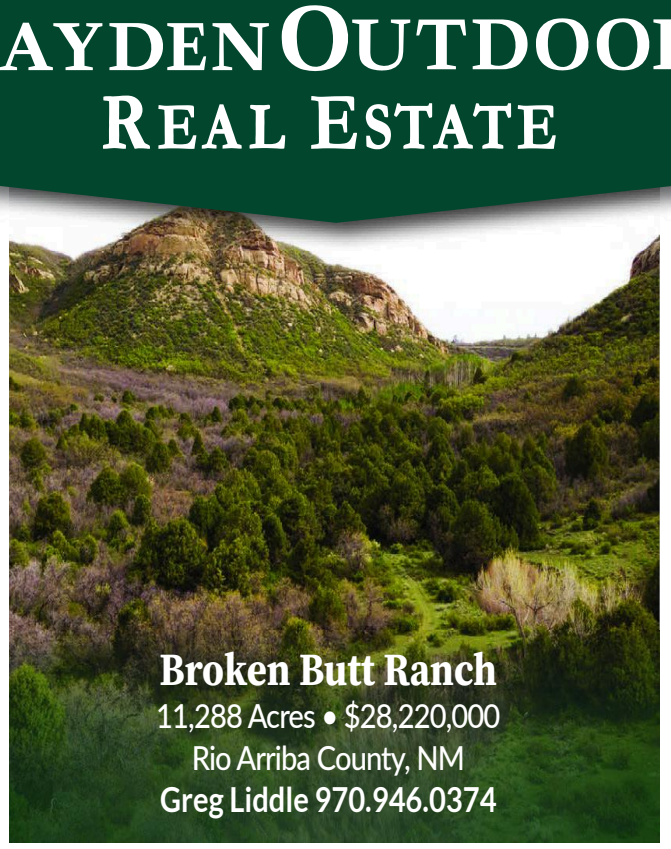
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tds@stromeirealty.com

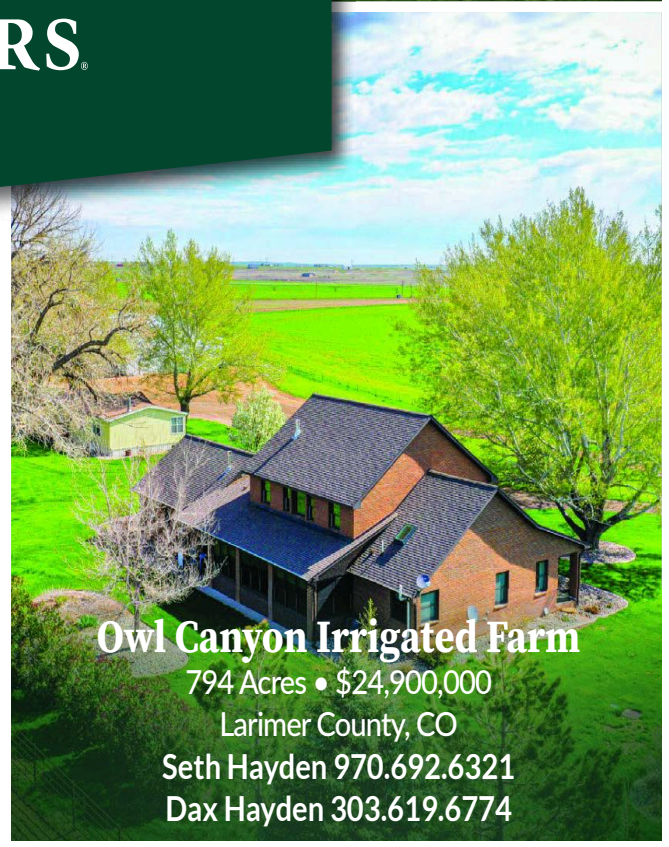
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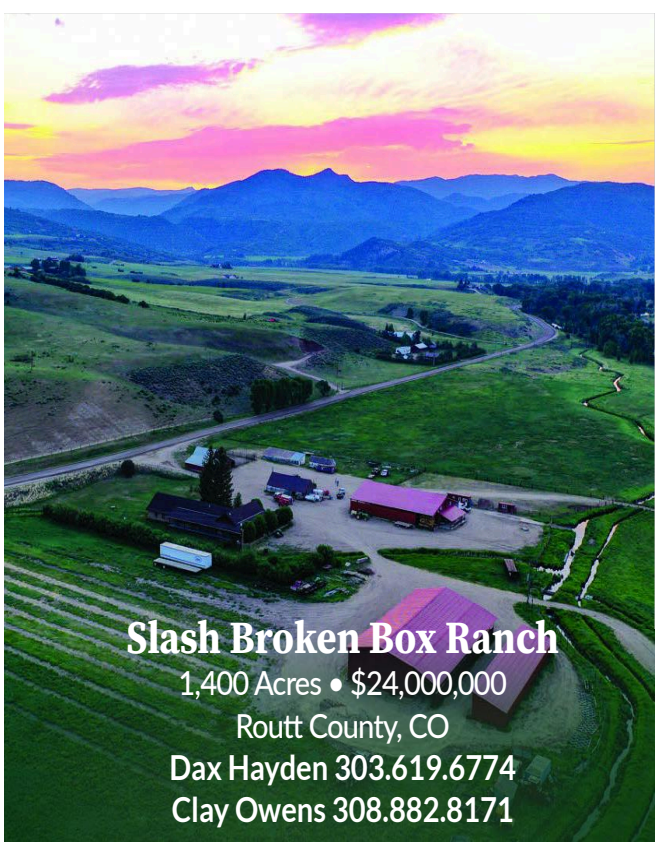
Trull Creek Ranch
1,140 Acres • $33,900,000
Routt County, CO
Dax Hayden 303.619.6774
Clay Owens 308.882.8171



Broken Butt Ranch
11,288 Acres • $28,220,000
Rio Arriba County, NM
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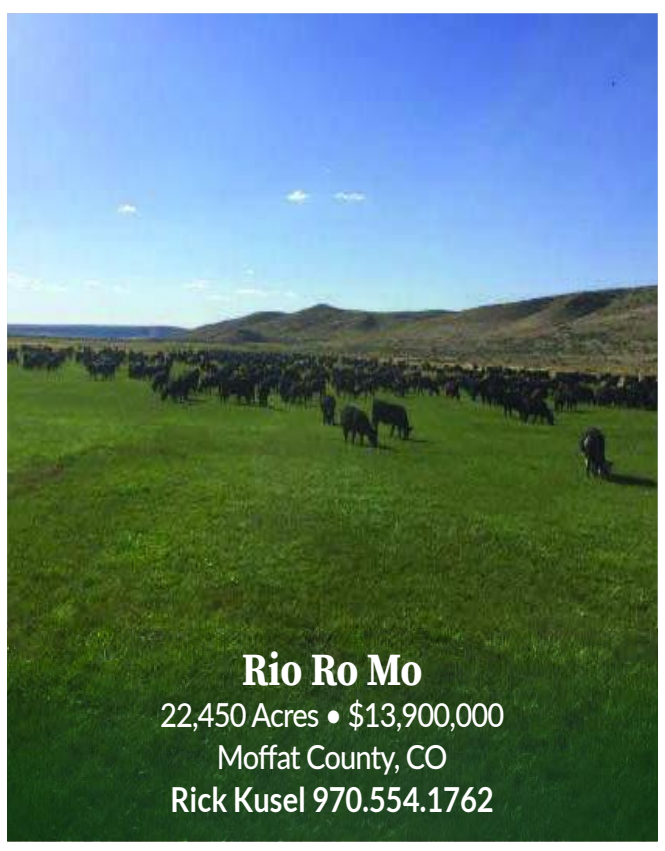
Owl Canyon Irrigated Farm
794 Acres • $24,900,000
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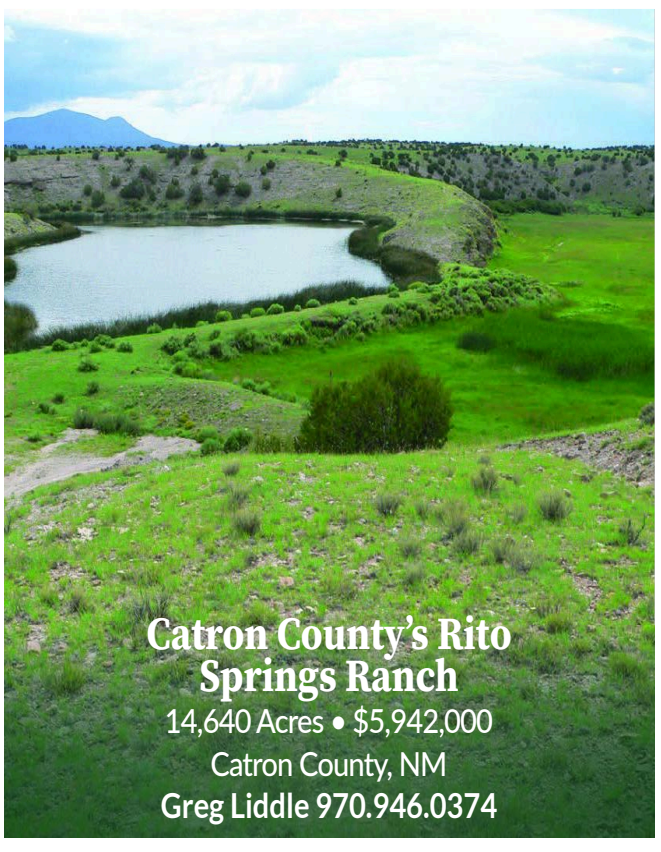
Slash Broken Box Ranch
1,400 Acres • $24,000,000
Routt County, CO
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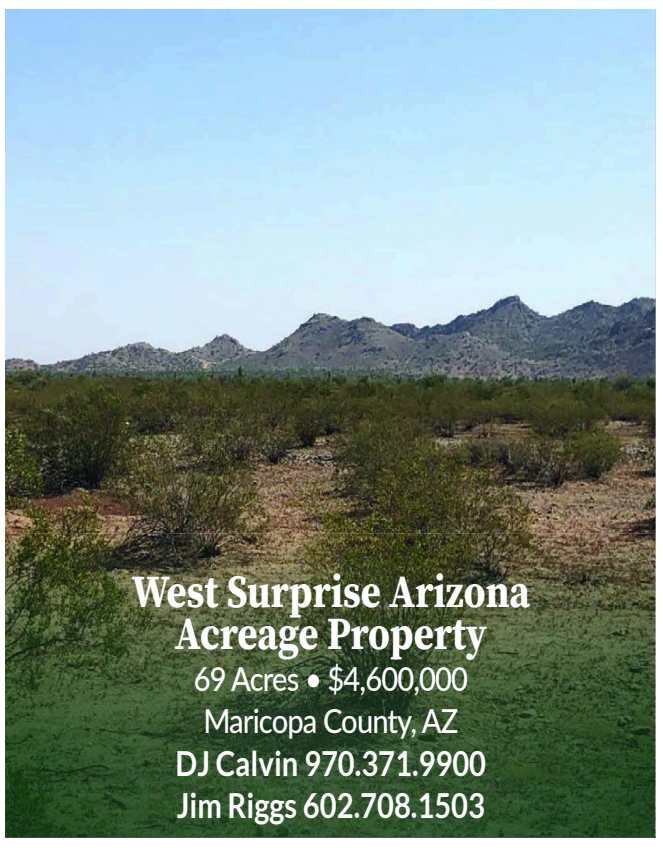
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Southwest Farm & Ranch Edition

Achieving stable transformation in industrial hemp

Farmers can look forward to a future in which their industrial hemp crops have optimal phenotypic and trait characteristics, including the potential to completely eliminate the expression of Delta-9-THC.

Delta-9-THC is one of the plant cannabinoids with psychoactive properties that occur in the marijuana plant and are present in the hemp plant in much smaller quantities, less than 0.3 percent. Hemp crops with Delta-9-THC levels above 0.3 percent may be impounded and destroyed, so producers must be extremely careful to not allow their CBD, fiber or grain hemp crops to exceed that threshold.

Texas A&M AgriLife Research and Growing Together Research Inc. (GTR) undertook a partnership in August 2020 to develop and optimize protocols for genetic transformation of industrial hemp for commercial use cases. GTR is an Indiana-headquartered biotechnology company focused on computational genomics and bioengineering of the hemp organism.

Recently, AgriLife Research and GTR achieved the significant breakthrough of demonstrating successful stable transformation and regeneration of an industrial hemp cultivar, said Michael Thomson, AgriLife Research plant breeder and H.M. Beachell Rice chair in the College of Agriculture and Life Sciences' Department of Soil and Crop Sciences.

Thomson led the AgriLife Research team, consisting of postdoctoral associate Nikolaos Tsakirpaloglou, graduate student Leonard Herndon, and research specialists Marco Molina and Mayra Molina, both at the AgriLife Multi-Crop Transformation Facility. The facility is located within the Texas A&M Borlaug Center at Bryan-College Station.

The project combines AgriLife Research's strengths in plant transformation with GTR's experience and capabilities in gene discovery, computational bioinformatics and genomics.

"Together, we are developing a hemp line that will essentially produce zero Delta-9-THC and therefore guarantee lower than 0.3 percent THC levels under any growing environment," Thomson said.

"We are delighted to partner with AgriLife to show that it is possible to fully unlock the promise of industrial hemp for American farmers," said Sam Proctor, CEO of GTR. "AgriLife and GTR are demonstrating that industrial hemp, like other agricultural commodities, can be studied and analyzed for the benefit of producers, consumers and other actors in the supply chain."

Hemp is known to be difficult to perform stable genetic transformation, largely due to a very low shoot regeneration rate, said Marco Molina. Marco and Mayra Molina are developing and testing protocols for hemp transformation and characterizing transformed progeny.

"We are responsible for executing hemp transformation in the laboratory after receiving the plasmid/construct with the gene of interest," Marco Molina said. "So far, we have seen very successful and promising results."

Partnering for progress

According to Carl Muntean, AgriLife Research acting program director for corporate engagement and research support, this project demonstrates the advantages of successful collaboration between AgriLife Research and private sector partners that focus on connecting scientific advances with real-world commercial applications.

The recent success has set the stage to move industrial hemp into the mainstream, similar to mass-market agricultural commodities such as corn and soybeans, which have been transformed and optimized by market participants for decades, Proctor said.

GTR has partnerships with wholesale hemp producers that provide avenues for commercialization.

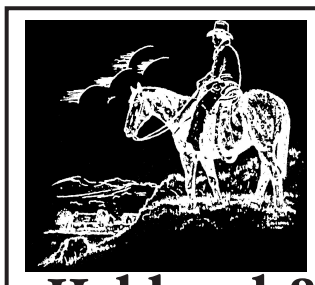
"One of the most exciting aspects of this collaboration is the direct connection between scientific research and direct benefit to market participants," Proctor said. "There is a clear need for American farmers to have more and better options when it comes to growing legally compliant industrial hemp, and the collaboration between AgriLife and GTR can deliver that result." — **Texas A&M AgriLife Extension**

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Strong demand in Southwest, but lack of inventory

SW

(from page 1)

totaling $2.77 billion were sold, with the average property size of 1,236 acres.

"All regions experienced double digit price increases with most regions posting substantial increases in the total acres transferred," Gilliland wrote. "Market participants reported an abundance of investment-motivated buyers competing with recreational buyers and urban dwellers seeking a countryside retreat. In addition, farmers and ranchers have enjoyed increases in commodity prices, fueling demand for cropland."

New Mexico

Sammons said while there are plenty of buyers, it depends on where the property is and what it is. Buyers are looking for properties around Santa Fe and ranches throughout the state. Sammons currently is listing "El Sueño del Corazon," a 350-acre "grand hacienda" ranch near Abiquiu that was formerly a cattle operation with several outbuildings and corrals.

According to Lands of America, the overall value of ranches, farms, hunting land, and other rural land and acreage for sale in New Mexico amounts to $3 billion and covers nearly 2 million acres. Of the 33 counties in New Mexico, Santa Fe County has the most farms and ranches for sale. Looking at data recently recorded through the Lands of America Comparable Sales program, the most land and rural property sales were recorded in Otero County.

Oklahoma

Callahan said prices in recent years have increased dramatically. He sells properties in both Oklahoma and Kansas, and has seen ranch properties go from $1,850 an acre for unimproved land to $3,000 an acre for improved ground with a home.

"We had a 700-acre tract that brought $3,000 an acre, which was surprising, but it seems like the norm," Callahan said. "Even in Oklahoma and Kansas, (property) on modest ground is asking around $2,500 (an acre). 2021 has definitely been a game-changer as far as values going up out of the comfort zone of some ranchers to be able to pay that kind of money."

Oklahoma State University Extension showed the weighted average of all land between 2018-2020 for tracts of 500-1,000 acres was $1,572 per acre, and tracts over 1,000 acres averaged $1,575. The majority of sales for the period were tracts of 100-200 acres, with 1,712 sales averaging $1,835. The biggest increase in land values was around the urban centers of Tulsa and Oklahoma City, the northeast portion along the Interstate 35 corridor and in the Panhandle.

Callahan noted that 1031 Exchange purchasers are one reason prices have risen. Callahan said he, along with other brokers in the area, has 1031 purchasers who quickly sold their property and then are forced to purchase something "last minute" before the 180-day period to do like-kind exchanges expires, resulting in paying capital gains taxes.

Additionally driving prices higher, Callahan said buyers from out of state are looking for recreational properties. Callahan said most recreational buyers have been in the Flint Hills area of Kansas. Still, he has also sold several recreational properties in Oklahoma's northeast and north-central regions. Callahan recently closed on a 1,500-acre property in the western portion of Oklahoma with ranching and recreational potential for $2,400 an acre, but did not think the buyer was interested in using the land for ranching.

Arizona

Harley Hendricks, owner of Harley Hendricks Realty, told *WLJ* there are very few ranches on the market with good water and a "nice headquarters" in the $2-5 million range.

"We sold out of nice rural homes," Hendricks said. "There's a lot of money out there that if I had the right properties, I could sell them. I have five buyers who could write a check today for a nice ranch that met their criteria."

Hendricks said while there are some ranches in the $20 million range, there are not a lot of buyers, or the location is not ideal. Hendricks currently has two listings: a 29,000-acre parcel near the Mexico border and a 21,000-acre parcel in central Arizona.

Hendricks said his buyers are 1031 Exchanges and buyers with money from other sources, but the lack of inventory makes it difficult for buyers.

With the ongoing mega-drought, water is an important issue in the state as the Bureau of Reclamation issued the first-ever Colorado River water cutback resulting in an 18 percent reduction of Arizona's annual apportionment.

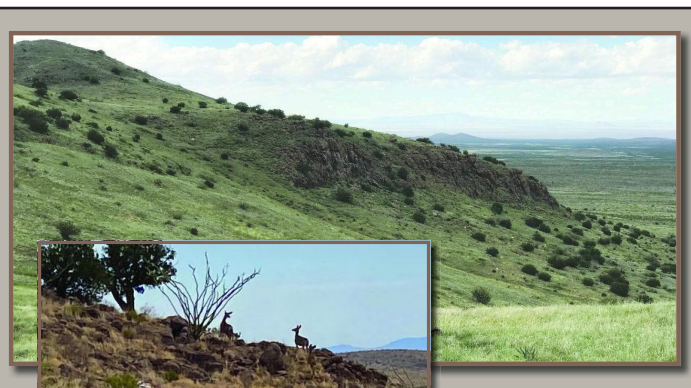
In recent years, private investment companies have purchased farmland in a buy-and-dry strategy, selling the water to neighboring cities. According to the Arizona Republic, these companies purchased 8,863 acres in three counties in 2021, adding to their existing holdings of 8,642 acres.

Hendricks said while there was some activity of private investments purchasing farmland, buyers were taking advantage of drought insurance and buying ranches with the intention of not putting cattle on the ranch.

The Land Values Summary pegs the average farm real estate values in Arizona at $3,900 an acre, with cropland acreage at $7,700.

When asked about what holds for the real estate market in 2022, both Sammons and Callahan said the market will remain strong, but could not predict if prices will continue their ascent as in previous years.

Callahan said the real estate market, as with everything, is cyclical, but he hasn't seen any indicators of a downtrend and is optimistic. — **Charles Wallace, *WLJ* editor**



CEDAR GROVE RANCH

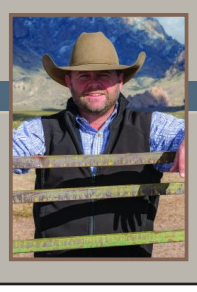
- *37 section cattle ranch, Deming, NM.*

23,714± total acres, 1,280± acres deeded land, 2,632± acres of state land, 19,802± acres BLM, excellent water system, seven solar wells, 333 AYL, 6± horses. Headquarters include a three-bedroom, three-bath home plus the bunkhouse, 100'x40' metal shed row, two metal barns/shops w/concrete floors, garage and pipe corrals. All of the pastures come into the shipping pens. The shipping pens are a complete cattle working facility. Including semi load ramp, cattle chute, livestock scale, alleys, sorting pens & water lots. **Priced at $2,900,000.**

RAINBOW WASH NORTH RANCH

17 section cattle ranch located in between Lordsburg and Animas, NM, in the Pyramid Mountains. 11,383± total acres, 640± deeded land, 3,477± of state land, 7,266± acres of BLM, three wells, 112 AYL, two-bedroom home, fireplace, was remodeled in 2018, metal roof, windows, nice tile work in the bathroom and flooring. Beautiful views of the Animas Valley. **Priced at $1,350,000.**



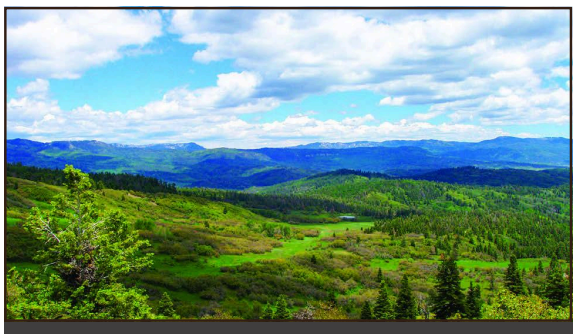


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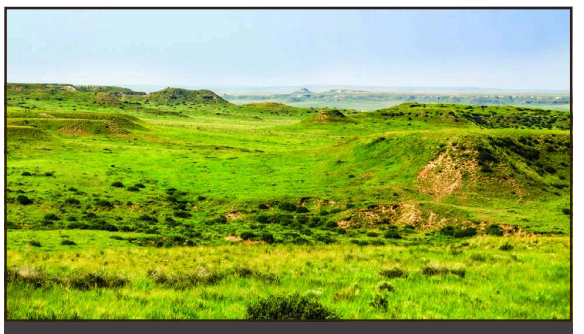
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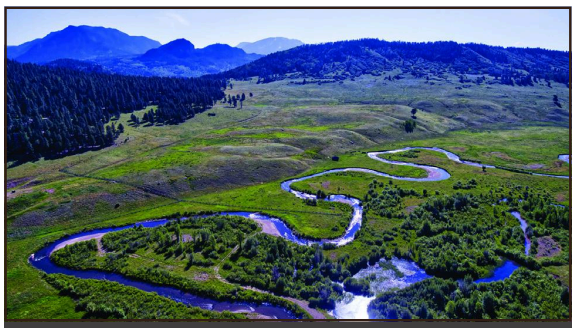
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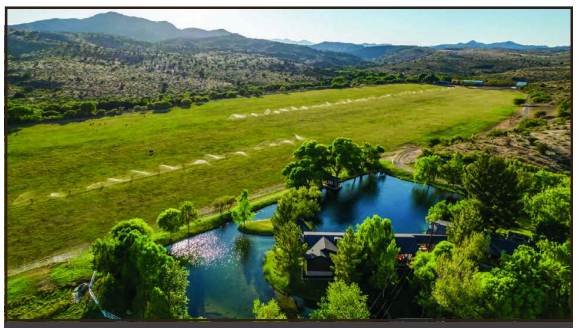
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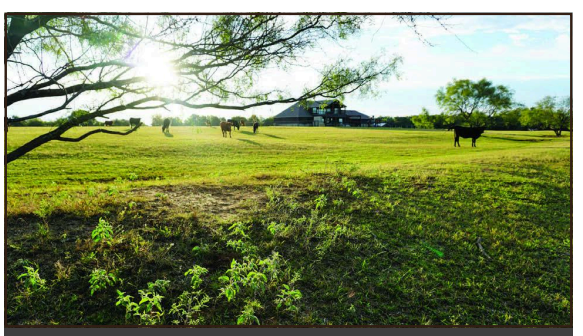
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Southwest Farm & Ranch Edition



NMCGA will represent producers in short legislative session

The New Mexico Cattle Growers' Association (NMCGA) leadership and legislative team are preparing to represent producers at the Roundhouse in Santa Fe, NM, during the upcoming 30-day New Mexico legislative session.

Beginning Jan. 18 and concluding Feb. 17, the shortened session is designed to focus on the budget and financial concerns for the state. Pre-filing of bills began the first week of the new year and presented 88 pieces of legislation. NMCGA is getting ready for a fast-paced and issue diverse session.

Here is a quick look into what NMCGA is tracking:

First is the funding requested for 12 New Mexico State University Agricultural Experiment Stations. An important resource to an array of New Mexicans, the stations utilize natural resources, science and research to achieve ecologically sound practices. Funding would further the work being done to improve the quality, safety and reliability of food and fiber.

Second is a potential amendment to the Natural Heritage Conservation Act to give the Energy, Minerals and Natural Resources Department the ability to acquire land, conservation or agricultural easements or other interests in land and hold them in the name of the state.

Some background going in, bills that fall under the purview of a 30-day session are considered "germane" only if they have funding attached to them. Exceptions to this are bills placed on the "governor's call" at the discretion of Gov. Michelle Lujan Grisham (D).

Currently placed on the governor's call is New Mexico voting right legislation, which is a proposal to begin New Mexico's early voting period the Sunday before Election Day, make Election Day a holiday, create a permanent absentee voter list and allow voters to register online using their Social Security number if they do not have an identification card issued to them from the Motor Vehicle Division. The proposal would allow mailing of ballots to start 35 days prior to an election and would give Native American communities more time to request alternative voting sites.

Finally, NMCGA anticipates legislation to address state meat inspection program funding.

Association leadership, members and staff will be serving as a voice for every producer in the state, fighting for the protections and rights of agriculture and rural communities. If you have questions, would like more information or want to become a part of the team, please contact the NMCGA office at 505-247-0584 or at nmcga20@gmail.com. — **NMCGA**

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The importance of colostrum for calves

Being ready and prepared before the start of calving season can make life much easier for cow-calf producers and can 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 need several doses of colostrum or colostrum replacer in inventory before the start of spring 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.

Colostrum or colostrum replacer will need to be administered by bottle suckling or tube feeding within a few hours of birth for maximum 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.

Bottom line: 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.

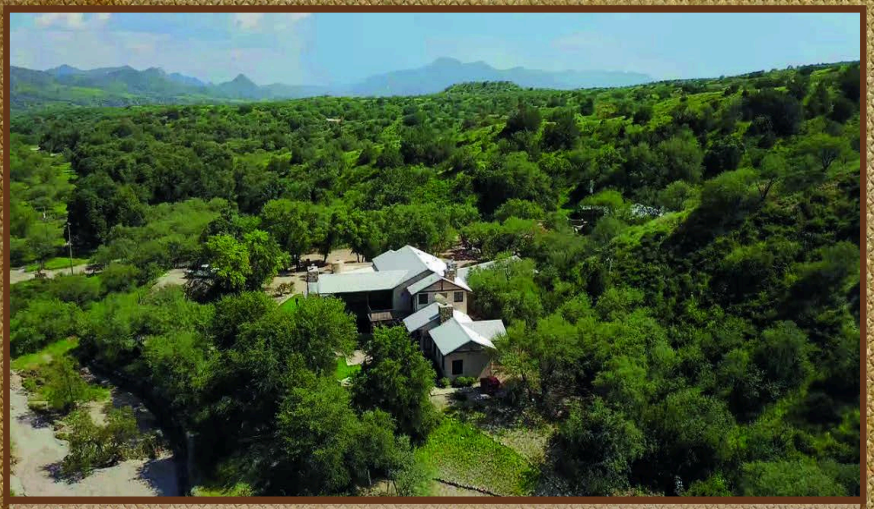
When the time comes to thaw the colostrum and feed it to the newborn calf, the best practice is to thaw in a warm water bath at 122 degrees F for one hour. Avoid thawing at room temperature or in a microwave oven.

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 percent 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 they 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**

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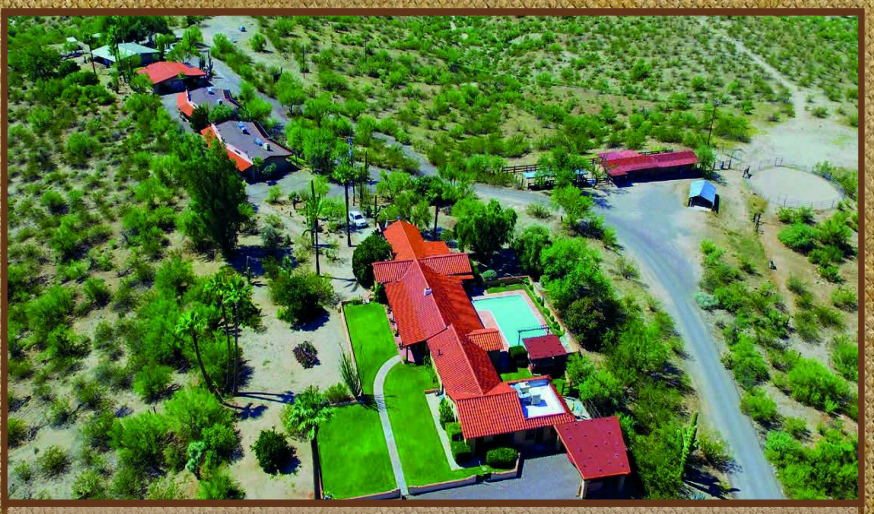
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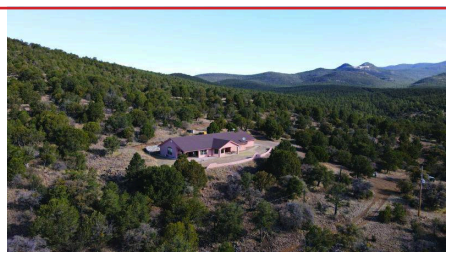
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Southwest Farm & Ranch Edition

Biosecurity survey to benefit cow-calf production

A survey to be administered by Oklahoma State University (OSU) researchers has the potential to improve production within the cow-calf industry. In a joint effort with the USDA's Animal and Plant Health Inspection Service, OSU faculty and Extension specialists will distribute a survey to learn about the biosecurity practices of cow-calf producers.

The survey, funded by a $128,375 National Animal Disease Preparedness and Response Program grant, is currently under review by the USDA's National Agricultural Statistics Service.

"Biosecurity is anything we do to prevent viruses, parasites and other microorganisms that negatively affect livestock health in an operation," said Amy Hagerman, Extension agricultural and food policy specialist. "It can be simple practices like washing out your trailer after you take cattle to the fairgrounds or putting a lock on your gate so people can't just come in, or it can be more complicated practices like quarantining animals in a separate area when they are sick."

Hagerman said there are many disease threats to cow-calf producers, including those common to the U.S. and foreign diseases.

"Biosecurity practices reduce the damage that can be done to your operation by bringing on a disease," she said. "I think there is recognition of the vulnerability of the beef supply chain when a disruption happens at any given point, and an animal disease incident is one of those disruptions that can happen."

Biosecurity is good animal well-being at its most basic level, according to beef cattle Extension specialist Rosslyn Biggs, DVM, who said the purpose of the survey is to learn how much cow-calf producers know about biosecurity and to learn why some biosecurity practices are more widely adopted than others. The survey asks producers questions about their individual biosecurity practices, why they do or do not use certain practices and if they have a biosecurity plan, among other questions.

"The hope is this will inform us from an Extension perspective—how do we educate producers on biosecurity activities that are readily implementable, and what is the cost associated with those activities combined with what's the risk of disease entering their herd?" Hagerman said. "It creates this opportunity to learn more about willingness and barriers to biosecurity adoption at the farm level right now."

Kellie Raper, OSU Extension livestock marketing specialist, and Barry Whitworth, DVM, area food and animal quality health specialist, will also take part in the research.

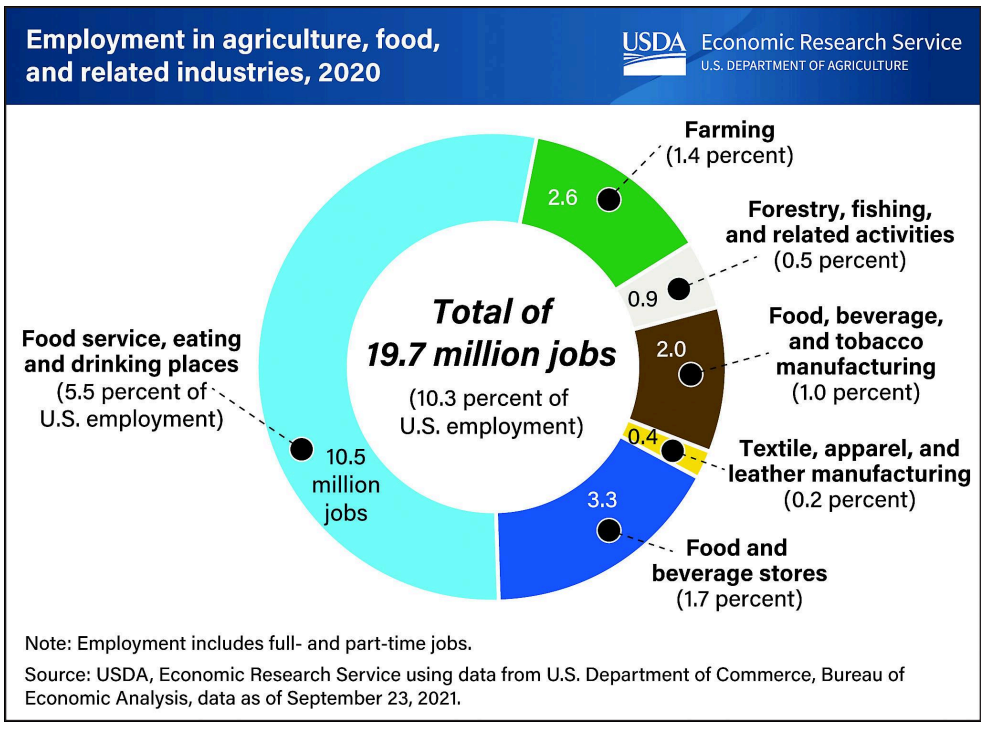
Hagerman said it is important that producers respond to the survey because the information from it will be used to create a biosecurity outreach and education program for cow-calf producers and to index biosecurity practices by adoption rate, cost effectiveness and applicability to cow-calf operations. Researchers will distribute the survey this month, and producers who don't receive one but would like to participate can contact Hagerman or Biggs.

Hagerman and Biggs said the overarching goal is to design biosecurity program resources that can be easily adapted to other regional cattle producing areas to expand awareness and implementation among cow-calf producers.

"The bottom line is disease costs producers money," Biggs said. "We want to be able to educate producers on the things that they can implement on-farm right now. There is cost associated with some of these biosecurity practices, but ultimately, a healthier herd is a more profitable herd."

Inquiries about the survey can be sent to amy.hagerman@okstate.edu or rosslyn.biggs@okstate.edu. — **OSU**

Ag, related industries provide 10.3 percent of employment



In 2020, 19.7 million full- and part-time jobs were related to the agricultural and food sectors, 10.3 percent of total U.S. employment. Direct on-farm employment accounted for about 2.6 million of these jobs, or 1.4 percent of U.S. employment.

Employment in agriculture- and food-related industries supported another 17.1 million jobs. Of this, food service, eating and drinking places accounted for the largest share at 10.5 million jobs. Food and beverage stores supported 3.3 million jobs.

The remaining agriculture-related industries together added another 3.3 million jobs. — **USDA Economic Research Service**

Southwest Farm & Ranch Edition

Evaluate vitamin A supplementation for beef cattle

Drought brings many nutritional and animal health related challenges. Cow performance issues during the grazing season may result from reduced forage quality and quantity. It is possible that cows will enter the winter in lower than desired body condition scores and with other potential nutrient deficiencies that may not be noticeable. Vitamin A deficiency is one potential challenge that may arise when feeding drought-affected forages, according to North Dakota State University (NDSU) Extension specialists.

Vitamins are classified as water soluble (B vitamins and vitamin C) or fat soluble (vitamins A, D, E and K). Vitamins play critical roles in animal growth, immune function, nervous system function, reproduction, bone development and nutrient utilization. Under normal conditions, water soluble vitamins are synthesized in the body and do not need to be provided in the diet. However, with the exception of vitamin D, beef cattle are not able to synthesize fat soluble vitamins.

"Vitamin A (retinol) is the vitamin most likely to be deficient in beef cow diets this winter," says Janna Block, NDSU Extension livestock systems specialist at the Hettinger Research Extension Center. "Vitamin A is not present in plant material, but its precursors, also known as carotenoids such as beta-carotene, are present in high amounts in leafy green forage. Beta-carotene is converted to vitamin A mainly in the cow's small intestine."

A study published by researchers at Ohio State University evaluated vitamin A equivalents of feedstuffs commonly fed to beef cattle in a five-state area. They reported that fresh pasture contained approximately five times more vitamin A equivalents than corn silage and 10 times more than hay. Corn, corn coproducts and silage are other feedstuffs that typically contain moderate to good levels of carotenoids.

"During a grazing season with normal precipitation and adequate quantities of lush, green forage, daily intake of beta-carotene may be three to five times the animal's requirement," says Block. "When this occurs, excess vitamin A can be stored in the liver."

She adds that while cattle may store two to four months of vitamin A in the liver, storage is highly variable and cannot be assessed accurately without a liver biopsy sample.

> ***"Drought brings many nutritional and animal health related challenges."***

"During drought, beta-carotene in growing forage is inadequate to meet requirements, limiting liver stores," says Block. "In addition, feed supplies after a drought year largely consist of harvested low quality forages which contain little to no beta-carotene. Even if forage was green at harvest, exposure to sunlight, heat and moisture reduce vitamin A activity during storage. Pregnant cows consuming low quality forages that have consumed minimal quantities of green grass this year are at high risk of vitamin A deficiency and should be supplemented."

Zac Carlson, NDSU Extension beef cattle specialist, cautions that high levels of nitrate in rations also can contribute to vitamin A deficiency through interference in the conversion of beta-carotene to vitamin A and reduced absorption in the animal.

Pregnant cows require approximately 1,300 international units (IU) per pound of dry feed, and lactating cows and bulls require approximately 1,800 IU. For example, a dry cow weighing 1,300 lbs. would require around 42,250 IU of vitamin A per day, assuming dry matter intake of 2.5 percent of body weight. A lactating cow weighing 1,300 lbs. would require 59,000 IU of vitamin A per day.

"Vitamin A can be provided through dry or liquid supplements, mixed feeds or mineral supplements," says Carlson. "Vitamin A concentrates also are available and can be added to home-mixed supplements or rations. Commercial supplements should be evaluated to determine whether or not products supply adequate vitamin A."

Block provides the following example for calculating vitamin A provided in a mineral supplement:

If a mineral supplement contains 200,000 IU per pound and target intake is 2 ounces of mineral per head per day, cows would be consuming approximately 25,000 IU of vitamin A per head per day (200,000 ÷ 16 oz./lb. = 12,500 IU/oz.; 12,500 IU/oz. × 2 oz. = 25,000 IU). This level of consumption would not meet the requirements for dry or lactating 1,300 lb. cows, she noted.

Block also noted that vitamin A precursors are unstable and susceptible to oxidation when stored for long periods of time, particularly when included in an inorganic mineral mixture. To reduce vitamin A losses, she advises against storing mineral products for more than a few months.

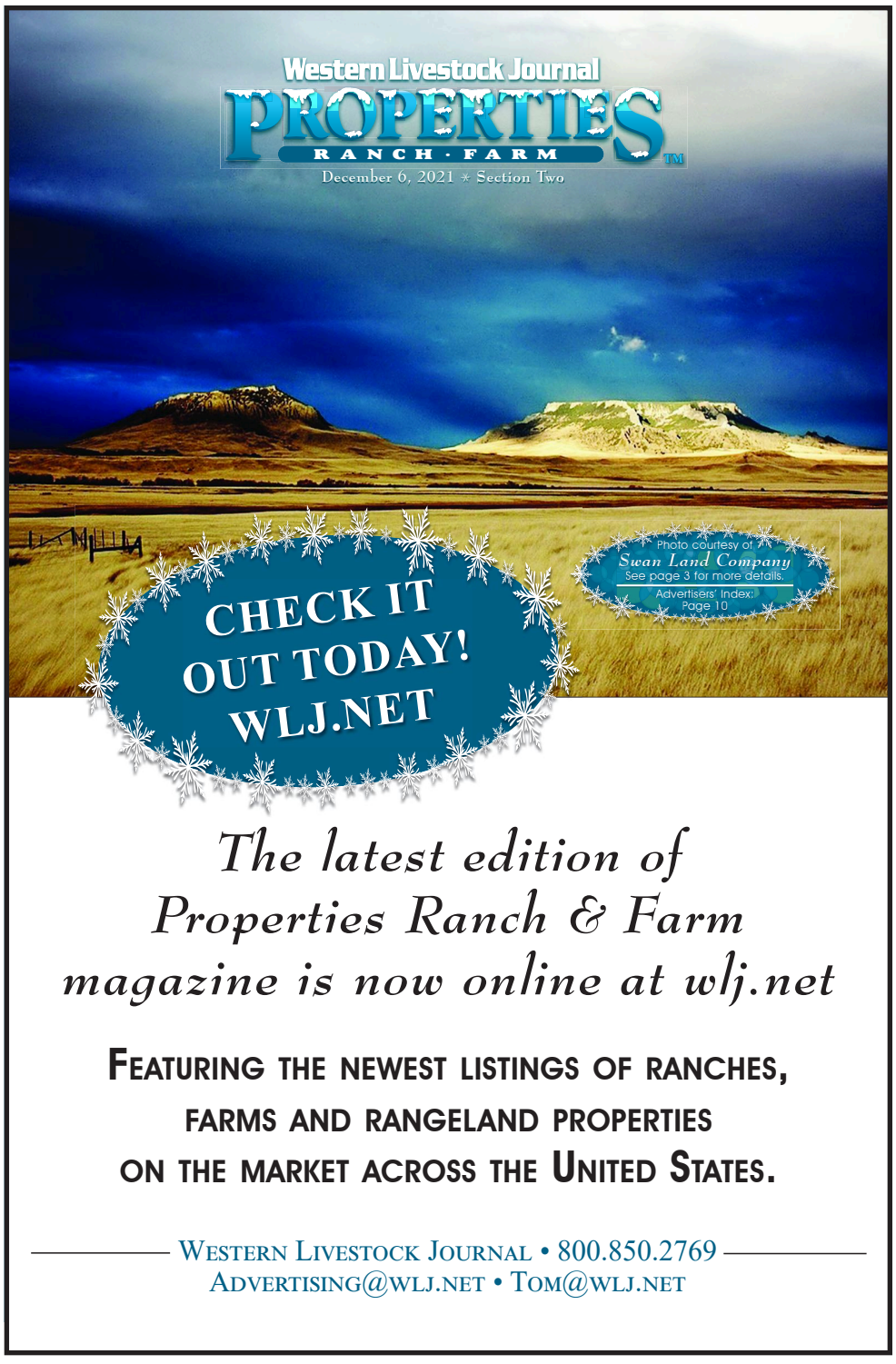
"Injections of vitamin A also may be used," says Block. "However, it may be necessary to repeat injections every three to four weeks for deficient cows."

If dietary vitamin A is not adequate, a critical time for injection in pregnant cows is at least two months prior to calving to build up stores in the cow and ensure that adequate levels of vitamins are present in the colostrum. Calves have minimal vitamin reserves at birth and are highly dependent on an adequate supply of vitamins from the dam through colostrum and milk.

"Consequences of vitamin A deficiency include poor feed conversion and gain, reduced growth, low conception rates, abortion, stillbirths and weak calves," says Gerald Stokka, NDSU Extension veterinarian and livestock stewardship specialist. "Common symptoms of vitamin A deficiency include reduced feed intake, rough hair coat, night blindness, diarrhea and swelling of the legs and brisket."

Although required at relatively small amounts, vitamins are a critical component of beef cow diets, says Stokka. Forages and other low quality feeds that are deficient in vitamin A may also be deficient in other nutrients such as protein, energy and minerals. Forage analysis is recommended, and farmers and ranchers should consult with their veterinarians if they are interested in a liver biopsy to assess the vitamin and mineral status of their cow herds.

Considerations for choosing the best supplement products include the production stage and weight of cattle, forage quality and expected intake of feeds. Contact your local Extension agent, nutritionist or veterinarian for more information about how vitamin A deficiency may affect your herd and how you can prevent issues this winter. — **NDSU Extension**



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MARKET NEWS

MARKET SITUATION REPORT

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

MARKET AT A GLANCE	This Week: 1/13/2022		Week Ago	Year Ago
Choice Fed Steers	136.49	▼	139.47	109.55
CME Feeder Index	162.01	▼	162.13	135.49
Boxed Beef Average	292.86	▲	266.93	213.37
Average Dressed Steers	217.99	▼	219.98	173.17
Live Slaughter Weight*	1,394	▲	1,393	1,401
Weekly Slaughter**	620,000	▲	537,000	651,000
Weekly Beef Production	519.9	▲	450.1	549.1
Hide/Offal Value	14.14	▲	13.85	9.29
Corn Price	5.87	▼	6.02	5.34

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

89BEEF REPORT: Weekly Composite Boxed Beef

WEEK ENDING	COMPREHENSIVE Loads	COMPREHENSIVE Price	PRIME Loads	PRIME Price	BRANDED Loads	BRANDED Price	CHOICE Loads	CHOICE Price	SELECT Loads	SELECT Price	UNGRADED Loads	UNGRADED Price
January 7	6,921	270.18	196	333.11	1,239	271.48	2,216	265.89	757	265.89	2,513	247.60
December 31	5,655	267.79	178	330.78	1,002	268.63	1,707	262.80	590	252.29	2,177	246.09
December 24	5,109	264.34	205	330.10	955	266.70	1,656	260.32	514	249.37	1,779	240.49
December 17	6,636	268.28	257	328.37	1,120	267.75	2,234	263.30	837	250.07	2,189	242.53

Cutouts — FED BOXED BEEF

DATE	CHOICE	SELECT	COW BEEF CUTOUT	50% LEAN	90% LEAN
January 13	292.86	272.76	227.73	117.03	273.87
January 12	279.93	270.98	228.50	113.52	275.00
January 11	278.22	268.63	229.55	111.58	278.35
January 10	276.04	266.50	228036	107.61	274.89
January 7	271.82	261.10	228.88	103.92	277.06

CATTLE FUTURES: CME Live Cattle

	1/7	1/10	1/11	1/12	1/13	High*	Low*
Feb.	13733	13625	14120	13768	13700	13970	10527
Apr.	14205	14058	13685	14120	14098	14483	10920
Jun.	13770	13623	13640	13685	13685	14385	12525
Aug.	13713	13588	14053	13640	13640	14240	13055

CATTLE FUTURES: CME Feeder Cattle

	1/7	1/10	1/11	1/12	1/13	High*	Low*
Jan.	16210	16093	16208	16208	16293	17068	14110
Mar.	16668	16535	16635	16635	16673	17025	15385
Apr.	17088	16945	17013	17013	17048	17275	15425
May	17325	17195	17228	17228	17265	17755	16625

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

FED CATTLE TRADE

	Head Count	Avg. Weight	Avg. Price
WEEKLY WEIGHTED AVERAGES			
Live FOB Steer	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
SAME PERIOD LAST WEEK			
Live FOB Steer	911	1,616	139.47
Live FOB Heifer	898	1,435	139.51
Dressed Del Steer	N/A	N/A	N/A
Dressed Del Heifer	N/A	N/A	N/A
SAME PERIOD LAST YEAR			
Live FOB Steer	26,358	1,485	109.55
Live FOB Heifer	9,268	1,363	109.44
Dressed Del Steer	22,139	974	173.17
Dressed Del Heifer	6,238	859	172.84

NATIONAL WEEKLY FED BEEF SLAUGHTER VOLUME

	Domestic	Imported
Forward Contract	37,494	5,671
Formula	265,144	1,323
Negotiated Cash	70,303	144
Negotiated Grid	38,488	0
Packer Owned	7,553	0
Total	**418,982**	**7,138**

SLAUGHTER FORWARD CONTRACTS		FORWARD BEEF SALES	
Delivery Month		Neg. Sales 0-21 days	1,929
Jan. '22	189,874	Neg. Sales 21+ days	962
Feb. '22	172,223	Formula sales	3,821
Mar. '22	196,506	Forward contract sales	210
Apr. '22	207,508	Domestic sales	6,437
May. '22	113,011	NAFTA Exports	101

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 Thursday, December 31, 2021

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:	N/A	N/A	N/A
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
	1/8/22	1/1/22		
Feeders	8,667	2,005	8,667	13,472

USDA WEEKLY IMPORTED FEEDER CATTLE

Thursday 1/7/22

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

Receipts EST: 7,000 Week Ago Act: 2,005 Year Ago Act: 10,848

Compared to last week, no recent sales to compare to. Trade and demand moderate. 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 175.00-187.00, few 188.00; 400-500 lbs 160.00-172.00, few 173.00; 500-600 lbs 148.00-160.00; 600-700 lbs 138.00-150.00. Medium and large 2&3, 300-400 lbs 160.00-172.00; 400-500 lbs 145.00-157.00; 500-600 lbs 133.00-145.00.

Feeder heifers: Medium and large 1&2, 300-400 lbs 150.00-160.00; 400-500 lbs 140.00-150.00; 500-600 lbs 132.00-142.00; 600-700 lbs 122.00-132.00.

(All sales fob port of entry.)

Selected Auction — Week Ending January 13, 2022

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 7 Blackfoot, ID	N/A		140-152 130-152	150-176 130-150	135-170 130-157	135-157 127-38	135-150 125-137	127-147 120-133	50-65.50 68-82		NORTHWEST
January 6 Burley, ID	643			188 158-166	159-184 139-152.50	152.50-159 141	142-148.50 137	135-137	55-60.50 71-74.50		
January 11 Emmett, ID	997			175.50-200 140-165	163-194.50 139-162.25	153-172.50 136-145.25	140.50-155 119-133.50	125-130	50-68		
No report available Eugene, OR											
January 10 Madras, OR	245		185-200 168-178	185-200 158-175	175-192 145-163.50	160-170 130-140	147-160 125-135	143-147 120-125	50-73 80-90		
January 10 Vale, OR	718		136-155	157-175 141-162	137-142	148-160	135-148.50 128-143		57-72 75-87		
January 10 Davenport, WA	500				154-169 137.60-148.50	145.96-164 125.61-138			66-69 75-86		
January 6 Toppenish, WA	800						139		49.75-71.75 90	960-1,775	
January 6 Orland, CA	3,151			140-199	130-188	125-172	120-157	110-147	35-70	1,200-1,875 800-1,575	FARWEST
January 10 Escalon, CA	N/A		130-170 125-150		125-159 120-145		120-140 100-135	100-125 95-115	42-53 75-96.50	800-1,300 700-1,300	
January 10 Famoso, CA	345		150-195 110-150	150-194 110-145	150-180 110-136	130-165 95-125	120-135	110-125 95-110	45-75 60-75		
January 12 Galt, CA	719			135-155	145-175 130-145	135-165 125-140	135-150 125-140		50-68 65-90		
January 4 Turlock, CA	1,039		130-149	155-170.50 130-140	152-165 129-137	140-153.75 125-132			54-73.75 70-95.50		
January 4 Salina, UT	1,572	152.50-197.50	147.50-184 138-177.50	145-189 135-189	142-180 125-159	132.50-161.75 120-148	130-154 115-145	102-157 78-138.50	46.50-71.50 62.50-92		
January 10 Iowa	30,424	202.50-205 193	187.50-222 141-185	181-220.50 137-184.50	160-216.50 140-175	160-192 130-164	141-178.50 135-159.75	135-167.85 124-165.50	54-85 45-92.50		NORTH CENTRAL
January 11 Miles City, MT	3,345		225 197-208	206-239 176-195	188-215.50 162-180	171-192.50 148.50-164.50	155-167.50 145	131	48.50-73.50 72-88		
January 5 Bassett, NE	6,050		211	192-207.50 178-193	180-212.50 160-185.50	170-201.75 151.50-175.50	167-184.50 149.75-162.25	166.50-170 141			
January 8 Ericson, NE	4,650		210-222.50 186	206-234 184-195	183-213 161-187	166.50-201.85 153.50-178	161-179.75 144-154	169-169.50			
January 11 Imperial, NE	2,860			206	186-198 153-178.50	166.50-185 149.50-167.25	166-174.75 140.50-155	161-169.75 138.50-149.50			
January 5 Kearney, NE	5,108		210	190-197 170-180	169-194 154-168	161.50-177.75 169-166.25	151-*172 145-155	154-165 131-153.25			
January 7 Lexington, NE	3,852		183-191	179-206 170	177-204 160-175.50	161-183.50 155-163.75	158.75-172.50 151-156.75	158.50-168.25 147-151.50			
January 6 Ogallala, NE	7,220		225 198-201	197-229.50 173-195.50	184-209 160.50-201	165.50-191.50 149.50-187.50	158-174.50 144.50-156.50	155-167.50 147-149			
January 6 Valentine, NE	4,500		196	209-223 173-181	194.50-230 170-193	168-199 153-182	162-180.25 151.50-170	162.75-168.50 139			
January 7 Herreid, SD	2,373		215	200-216 167-180	188-214.50 142.50-174.50	162-183.50 144-165	159.75-172.50 142.50-150.50	160.75-167.75 147.50-152			
January 5 Torrington, WY	5,335		233-239 190-200.50	200-232 178-195	185-209 170-176	170-183.50 157-166	169-179	160-168.50 144-150	58-665 85-94.50		
January 6 Willcox, AZ	1,617	215-239 172-189	183-230 161-186	162-207.50 143-166	158-170.50 140-169	149-155 127.50-139			52-85 78-90.50	1,000-1,300 975-1,138	SOUTH CENTRAL
January 10 Colorado	9,853		218-233 189-202	195-222.50 168-191	167-210 152-182.50	153-183 138.50-156.50	146-171 142.50-150	152-162 120-145	34-82 70-107	1,250-1,575 650-1,600	
January 5 La Junta, CO	849		191-203 161-165	180-186 150-168	176-186 143-155	148-169 138-141	140-159 136-139		58-75 81-107		
January 10 Loma, CO	1,082			194 163	158.50-171 156.50-165	155.50-160 152-158.50	148-157.25 150.50	123			
January 5 Dodge City, KS	5,539		185-193 169-183	176-203.50 157-176	169-201.50 154-177	163-185.50 147-162.50	158.75-170.85 149-154.50	139-165.50 133.60-151.25	60-75 79-95	1,060-1,160 750-1,125	
January 6 Pratt, KS	4,500			188-212 162.50-167	173-187 154.75-162.75	168-189 147.50-160.25	161.50-172 147.50-152.75	152.25-165.10 147.75-151.75		700-1,510	
January 6 Salina, KS	3,237		220-228 180	218-228 174-182	186-214 152.50-174	167-180 149-160.50	155-170.25 145-155.50	143-167.50 133.50-154			
January 6 Clovis, NM	2,207	211 187	212.50-221 167-180.50	188-206 162-165.50	156-187 153-159.25	156.50-166 137-146	140.50-153 136.50-141	127-136 121-136	55.25-71 58.50-100	475-1,260 425-1,075	
January 11 El Reno, OK	4,500	237.50 199	220-232.560 180-186	177.50-220 145-185	167-203 151-169	162-180 145-154	154-165 145-146				
January 12 McAlester, OK	2,050		197-220 159-175	179-198 149-166	161-184 136-152	146-170 131-144	130-149 121-137	112 120	54-68 79-94	935-1,300 825-1,225	
January 10 Oklahoma City, OK	17,000	237 185	185-249 169-199	180-220 160-185	174-205.50 146-167	158-186.50 145-155	150-171.50 140-153.50	144.50-167.70 148.50-150			
January 7 Cuero, TX	1,623	138-205 135-206	158-204 139-182	165-200 142-195	143-177 133-198	140-170 123-160	128-142 105-145		48-70 70-99	1,000-1,125	
January 6 Dalhart, TX	2,236		213-218 180-196	202-211 163-186	171-201 155-169.50	166-175 138-159.25	156.50-166 150-154.75	150.50-159 124-148.75	54-77.50		
January 6 San Angelo, TX	1,433		162-220 136-167	158-201 130-161	139-185 128-149	134-160 121-149	131-142 124.50-131		51-67 71-100	885-1,300	
January 6 Tulia, TX	2,056			178-194 150-163.50	156.50-180 142-145	147-170.25 138-148.50	149-163 132-150	133.50-165 136.50-137.50	60-75.50 88.50	1,125 850-950	
January 7 Alabama	6,168	146-164	174-207 139-165	160-190 130-157	150-181 125-151	140-162.50 120-142	125-153 120-139.50	116-145	47-88 64-111	625-1,600 425-1,600	EAST
January 10 Lexington, KY	501	143*	170-181* 125-144*	155-185* 134-150*	152-183* 130-147*	140-155* 120-140.50*	129-151* 109-123*	134-152.75* 93*	55-78 85-108	600-975	
January 10 Joplin, MO	11,000		205-220 162-181	190-225 155-170	180-201 148-163	164-177 148-158	158-169 147-151	146-157 146.75			
January 10 Tennessee	5,161	170-190* 130-150*	160-212.50* 117-164*	137-211* 120-166*	133-185.50* 102-155*	132.50-166.50* 105-149.50*	121-155.50* 104-139.50*	125-159.25* 91-121*	44-80.50 65-104	960-1,250 510-1,050	
January 10 Virginia	1,340		140-168 133-153	153-164 125-156	145-176 120-148	106-174 105-130	111-149 85-132	127-147 106-121			
CANADA											
January 12 Lethbridge, Alberta	867			228-260 190-206	214-241 184-200	206-224 170-187.50	192-206 167-179.50		65-76 96-109		

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Beef and cattle trade boosting cattle markets

Beef exports continued on a record pace in the latest data for November. Total beef exports were up 8.1 percent in November and are up 18.5 percent year over year for the first 11 months of 2021. The China/Hong Kong market remains the fastest growing beef export market, up 110 percent for the year to date.

The China/Hong Kong market is the third largest market, accounting for 19.3 percent of total beef exports through November, behind number one Japan (24.2 percent) and number two South Korea at 23 percent of year-to-date exports. Beef exports to Mexico are up 7 percent so far in 2021 but were down 36.7 year over year in the month of November. Exports to Canada were up 20.9 percent year over year in November but are down 4.7 percent for the January-November period.

Total beef imports were 27.5 percent higher year over year in November but are down 1.8 percent for the year to date for the January-November period. Beef imports from Canada were up 14.4 percent for the first 11 months of the year. Canada is currently the largest source of beef imports, accounting for 28.6 percent of beef imports through November.

Mexico is the second ranked beef import source with year-to-date imports up slightly at 0.3 percent compared to last year. Mexico accounts for 20.1 percent of beef imports through November.

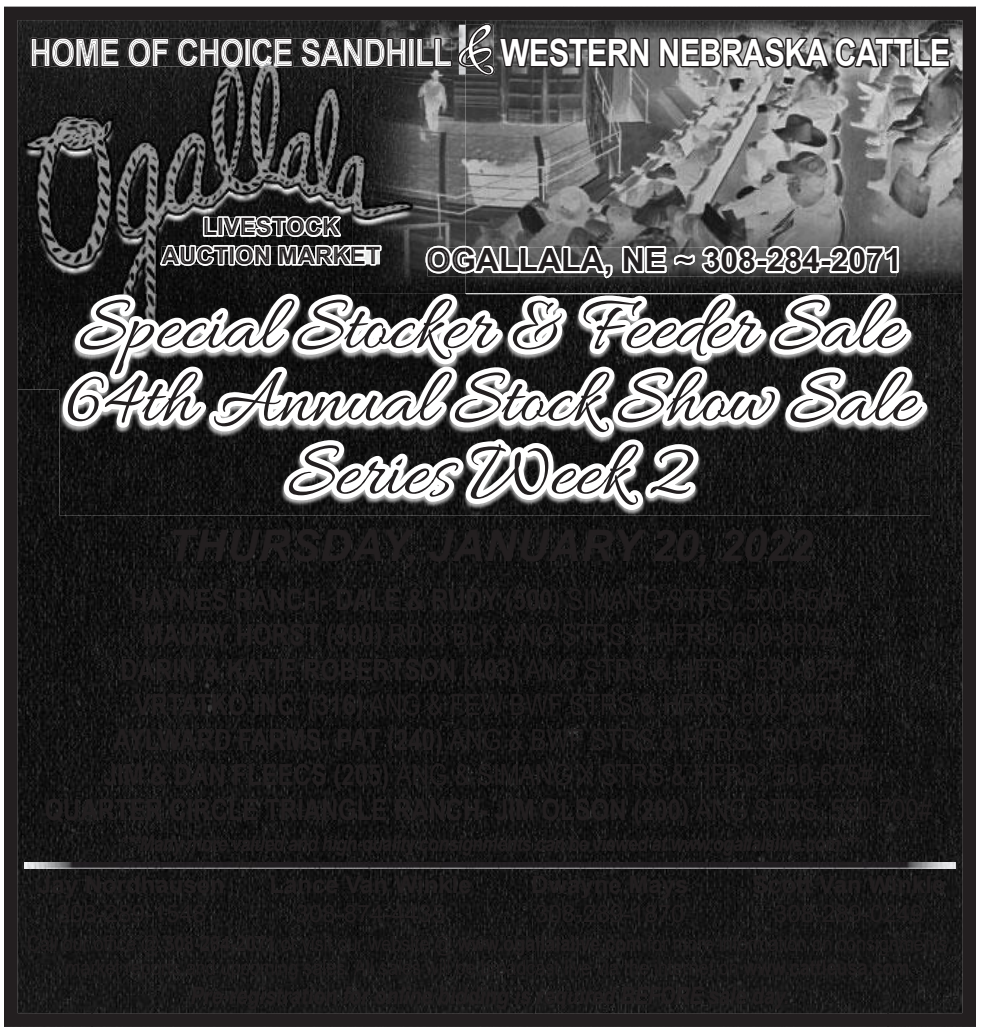
Year-to-date beef imports from New Zealand through November were down 1.7 percent, with the country being the third largest beef import source at 15.5 percent of total beef imports in 2021. Australia is currently the fourth largest source of beef imports, accounting for 12.4 percent of imports, down from second place in 2020. Year-to-date beef imports from Australia through November were down 38.9 percent year over year.

Live cattle imports from both Canada and Mexico were down for the first 11 months of 2021. Total cattle imports were down 17 percent, with imports from Canada down 7.1 percent and imports from Mexico down 21.9 percent for the year to date. Cattle exports were higher to Canada and Mexico by 69.1 percent year over year for the January to November period in 2021. Net cattle imports through November were down 32 percent compared to the previous year.

Beef byproducts, which are mostly exported, had significantly higher value in 2021, averaging nearly 54 percent higher year over year. Byproduct value increases were led by sharply higher tallow prices, both edible and inedible, (up 71 and 95 percent, respectively) and hide prices (up 62 percent year over year).

Prices were also higher for liver, tongue, tripe and cheek meat. Weekly byproduct values peaked in November and declined to the end of the year but were still 51 percent higher year over year in late December.

Beef and cattle trade is projected to be generally supportive in 2022. Beef exports are forecast to pull back slightly in the coming year, but lower imports are also forecast this year. After more than a year of extremely rapid growth, the China/Hong Kong market for U.S. beef was growing at a slower pace at the end of 2021, but continued growth is expected and could push China/Hong Kong above South Korea or possibly Japan in the foreseeable future. — **Derrell S. Peel, Oklahoma State University Extension livestock marketing specialist**



Plenty of buyers in the feeder market

MARKETS (from page 1)

week of January totaled only 524,118 head due to the holiday-shortened week.

"So once again, the latest strain of COVID is grabbing headlines and dominating commerce in the beef industry. And until slaughter resumes fully, fear will dominate," Fish said.

Boxed beef prices have started to ramp up again. The Choice cutout gained $16 from the previous Wednesday to close at $282.86, and the Select cutout gained $13.50 to close at $272.76.

"Packer margins are expanding at a time they typically do not, thanks to the hiccup in production," Fish said. "This story is understood, frustrating and getting very old for the cattle feeding industry."

Feeder cattle

Feeders were down on the board over the week, but ultimately closed slightly higher, thanks to lower corn prices. The January contract gained 80 cents to close at $162.92 and the March contract gained 55 cents to close at $166.72. The CME Feeder Cattle Index was down slightly, 12 cents lower to $162.01.

Corn futures dropped below $6. The March contract lost 15 cents to close at $5.87 and the May contract lost 13 cents to close at $5.89.

Auction markets have been selling in good demand. Superior Livestock Auction's Bellringer sale in Oklahoma City, OK, took place Jan. 12-14. As of Thursday afternoon, steers weighing between 750-785 lbs. sold from $142-177. A high-selling lot from Detrick Cattle Co. sold 134 feeder steers averaging 750 lbs. for $177. Steers were 100 percent black hided and had a host of value-added programs.

"The market can't help but to be excited about the demand that continues to support the market in the countryside," ShayLe Stewart, DTN livestock analyst, wrote in her Wednesday midday comments. "Even though large receipts have saturated sale barns this week, the market has had plenty of buyers and prices have stayed relatively strong."

"The market can't help but to be excited about the demand that continues to support the market in the countryside."

Colorado: Winter Livestock in La Junta sold 6,615 head on Tuesday. Compared to the previous sale, steers under 450 lbs. sold $8-10 higher, 450-600 lbs. sold $3-5 higher with instances of $8 higher, 600-700 lbs. sold $1-2 higher, over 700 lbs. sold steady to $1 higher. Heifers under 600 lbs. sold $5-8 higher, 600-700 lbs. sold $1-3 higher, over 700 lbs. sold mostly steady. Benchmark steers averaging 770 lbs. sold between $153.75-157.75, averaging $156.08.

Iowa: Russell Livestock in Russell sold 4,241 head on Monday. Compared to the last auction, steer calves under 550 lbs. were $3 higher; 550-700 lbs. sold $5-7 lower; over 700 lbs. traded.$4-7 lower. Heifer calves under 500 lbs. sold $3-4 higher; 500-650 lbs. were $2-3 lower, and 650-750 lbs. traded $4-6 lower. Demand was good for the heavy offerings. Benchmark steers averaging 764 lbs. sold between $156-169.75 and averaged $163.56.

Missouri: Joplin Regional Stockyards in Carthage sold 11,000 head Monday. Compared to a week earlier, feeder steers under 525 lbs. sold $5-7 higher, with heavier weights trading steady to $2 higher. Feeder heifers sold steady. Benchmark steers averaging 770 lbs. sold between $158-164.50 and averaged $161.30.

Nebraska: Tri-State Livestock in McCook sold 2,640 head on Monday. This was the first auction for 2022, so a comparison could not be made. Benchmark steers averaging 733 lbs. sold between $159-169, averaging $167.54.

New Mexico: Roswell Livestock in Roswell sold 1,766 head on Monday. A comparison could not be made as it was the first auction in 2022, but a much higher trend in calves under 500 lbs. was noted on a very uneven market. A group of steers averaging 707 lbs. sold between $144-146.50 and averaged $144.72.

Oklahoma: Oklahoma National Stockyards in Oklahoma City sold 17,000 head Monday. Compared to the week prior, feeder steers sold unevenly steady and feeder heifers sold $2-4 higher. Steer and heifer calves sold steady to $3 higher. Benchmark steers averaging 776 lbs. sold between $154-157 and averaged $155.73.

South Dakota: Sioux Falls Regional Livestock in Worthing sold 6,600 head on Monday. Compared to the previous auction, feeder steers 450-500 lbs. sold $2-3 higher; 500-650 lbs. were steady to $5 lower; 650-700 lbs. sold $7-9 lower; 700-800 lbs. were steady to $5 lower; and 800-900 lbs. traded $6-9 lower. Feeder heifers sold $3-6 lower, except 450-500 lbs. traded $8-10 lower; 550-700 lbs. were steady to $4 higher; and 700-750 lbs. sold $7- 9 lower. Benchmark steers averaging 719 lbs. sold between $160-179, averaging $170.82. — **Anna Miller, *WLJ* managing editor**

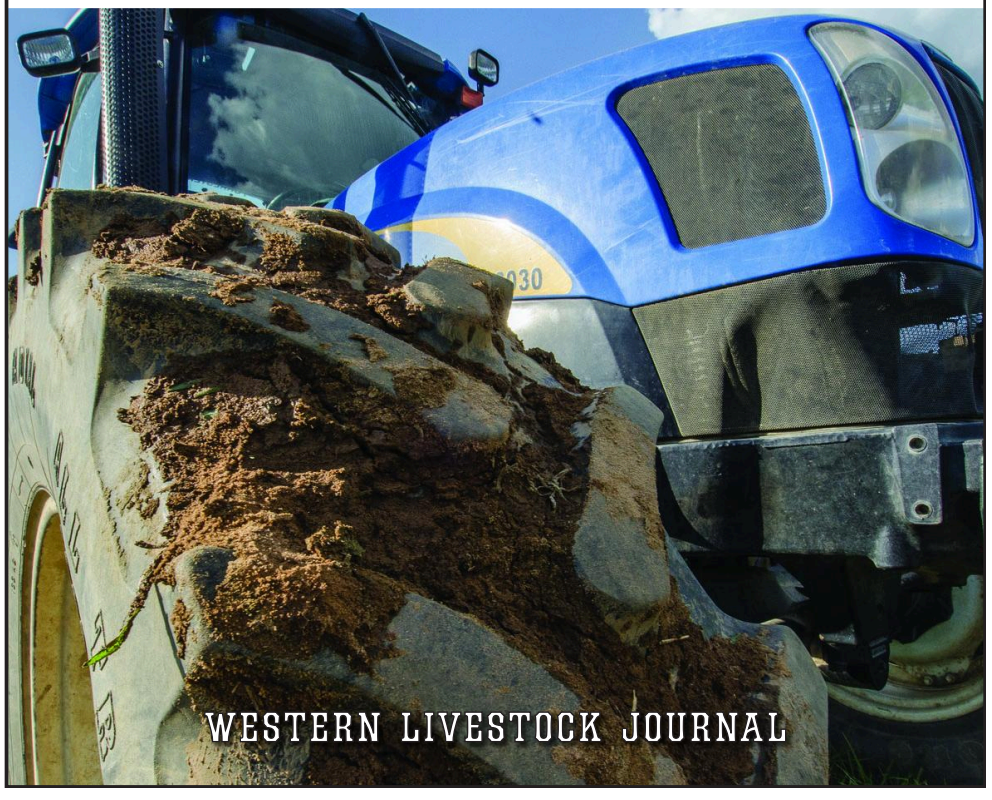
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CONDITIONS

EMPLOYMENT WANTED ADS: Must be paid in advance.

DEADLINE: Tuesday at 4:30 p.m. MTZ, the week prior to publication date. Newspaper is published on Mondays.

LIABILITY: Advertiser is liable for content of advertisement and any claims arising therefrom made against the publication.

Publisher is not responsible for errors in phoned-in copy. Publisher reserves the right to refuse any advertising not considered in keeping with the publication standards.

COMMISSIONS: Classified advertising is NOT agency commissionable.

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Employment Wanted 1

DOS VAQUEROS EMPLOYMENT SERVICES

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Looking for qualified employees for your ranch/feedlot? Our service has prequalified, skilled applicants from Mexico. **Contact: Jennifer Fischer 806-220-7892, Amparo Jiménez 52-442-128-1042, fischer@dosvaquerosemp.com.**

CLASSIFIED ADS ARE ONLINE AT WWW.WLJ.NET

Cattle For Sale 10

REGISTERED ANGUS SEEDSTOCK: Noah's Angus Ranch, Angus cattle since 1955. Cambridge, ID 208-257-3686, c:208-550-0531, www.noahsangusranch.com.

8 IMPRESSIVE ANGUS bulls for sale. Excellent selection of high-quality calving ease and growth genetics sired by Southern Charm, Plus One, Jet Black and Enhance. HD50K DNA profiled. Delivery available. Westwind Angus, Oroville, CA 530-736-0727.

REGISTERED TEXAS LONGHORNS FOR SALE
Featured in September 2020 American Beef Producer magazine. Gentle pairs, steers, heifers, solid and colorful bulls. Foraging, hardy, low-maintenance cattle, traffic-stopping colors. Cross breed with your herd for easy calving, robust calves resistant to disease. Fascinating, fun to show, simple handling. Westhaven Ranch Tel: 209-274-9917, email: swestmoore@gmail.com, website: www.westhavenlonghorns.com.

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GENTLE AMERICAN BEEF TYPE GRAY BRAHMANS
Loren Pratt
520/568-2811
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Maricopa, AZ 85139

Help Wanted 2

DIRECTOR OF LIVESTOCK OPERATIONS AND SUPERVISOR OF CORVALLIS ANIMAL FARM UNITS
Oregon State University
This position provides professional management to multiple animal operations which involve research/teaching farms, facilities, and equipment. **A full description of the position can be found at: https://jobs.oregonstate.edu/postings/112359.**

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$15-$20 an hour - full time
Backgrounding farm/ranch looking for ranch hands for winter, Dec.-April employment. Job responsibilities: animal health and checking cattle, fencing, setting up pens, gathering and sorting cattle, some general equipment operations. Blue Barn Land & Cattle, Pratt, Kansas. Send resume to: Christopher@roenbaugh.com.

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Cattle For Sale 10

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Dogs For Sale 14

MCNAB CROSS PUPS, need to go where cows are. Oldest bloodlines in the county. Parents are proven, $750. 707-459-5430

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Livestock Supplies 18

785-472-3388 SILENCER TURRET GATE molymfg.com

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Pasture Wanted 24

WINTER PASTURE wanted in California for yearlings. Large quantities. 541-823-2933

PASTURE WANTED for 2,000 yearlings and 500 pairs. Can split into smaller bunches. 701-523-1235

Real Estate Pacific 20A

295± ACRE HAY & CATTLE RANCH
Modoc County, CA, flood irrigated meadow hay, only 1st water right, home, barns, corrals, granary, now $1,299,000. Adjacent 2nd home with shop, and 176± acres spring grazing with ponds, well & view homesites, available separately. **Call for details. Broker 775-829-2122.**

KNIPE LAND COMPANY

Lostine Timber Tract
Back on the market! 9,772± acres with timber, grazing land, 2.5 miles of Bear Creek frontage, and some NFS frontage. **$9,319,000.** 1,198± acres with creek frontage available separately. **$1,438,260.**
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Real Estate Southwest 20D

Real Estate Southwest 20D

Scott Land Company, LLC
RANCH & FARM REAL ESTATE

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TEXAS PANHANDLE – Let's look at this 6,000 hd. permitted feedyard w/953± ac., a recently remodeled owner's home, 2 residences for employee housing, addtl. home on 6 ac., 5 pivot sprinkler irr. circles, truck scale, cattle scale, excellent perimeter fencing, located on pavement & all-weather road, currently in full operation.

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"RARE FIND" LA JUNTA, CO – Otero Co., CO, 400± acres. 3.5 mi. east of La Junta, just 65 miles from Pueblo, CO! Home, barns, pens, fenced, good access, close to town.

Please view our website for details on these properties, choice TX, NM and CO ranches (large & small), irr./dryland/CRP & commercial properties.

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Ben G. Scott – Broker • Krystal M. Nelson – NM QB

Irrigation 27



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Fair prices, good service, rancher owned. Quantities up to truckloads. Delivery available throughout the West.
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Equipment For Sale 30

SELL/BUY NEW HOLLAND BALE WAGONS: H9870, BW38, 1089, 1069, 1037, 1033, self-propelled and other pull-type models/parts/tires/manuals. Finance, trade, deliver. 208-880-2889. www.balewagon.com

INEXPENSIVE & EFFECTIVE, AD UPGRADES

MAD AD ONLY $2

MAD is a bold headline centered & bold phone number or contact. See below example.

GET A MAD AD TODAY!
This Bold Header and text will get more attention!
Call today! 800-850-2769

BAB AD ONLY $5

BAB is when all words are bold & the entire ad is boxed. See below example.

BAB ADS ARE GREAT!
Get this Boxed & Bold ad, and generate a buzz today!
Call today! 800-850-2769



Add a black & white picture for $10!



Add a color picture for just $35!

SPOT COLOR GETS ATTENTION FOR ONLY $15

CURIOUS ABOUT CLASSIFIEDS?

SALE CALENDAR

Sale Calendar is a service to our advertisers. There is a minimum advertising requirement to be eligible to be listed in the Sale Calendar. Contact your fieldman for more information or to have your date added to the Sale Calendar. We will only run auction sale dates or private treaty start dates.

ALL BREED

Jan. 14 - Feb. 5 – Fort Worth Stock Show, Fort Worth, TX
Jan. 25-29 – Red Bluff, Bull, Gelding & Stock Dog Sale, Red Bluff, CA
Jan. 29 – Red Bluff Bull Sale, Red Bluff, CA
Feb. 1 – PAYS Blue Ribbon Cow Sale, Billings, MT
Feb. 5 – Klamath Falls, Bull Sale, Klamath Falls, OR
Feb. 19 – Nevada Cattlemen's, Bull Sale, Fallon, NV

ANGUS

Jan. 20 – Thomas Angus Ranch, Bull Sale, Cheyenne, WY
Jan. 22 – Little Goose Angus, Production Sale, Buffalo, WY
Jan. 22– Louisiana Angus Association, Bull Sale, Kinder, LA
Jan. 25 – Huwa Cattle, Bull Sale, Roggen, CO
Jan. 26 – Bear Mountain Angus, Bull Sale, Palisade, NE
Jan. 26 – Brooks Chalky Butte, Female Sale, Bowman, ND
Jan. 27 – Marcy Cattle Co., Bull Sale, Gordon, NE
Jan. 28 – McConnell Angus, Production Sale, Dix, NE
Jan. 28 – Ruggles Angus, Production Sale, McCook, NE
Jan. 29 – Baldridge Performance Angus, Bull Sale, North Platte, NE
Jan. 29 – Bobcat Angus, Production Sale, Great Falls, MT
Jan. 29 – Nichols Farms, Bull Sale, Bridgewater, IA
Feb. 4 – Burgess Angus, Bull Sale, Homedale, ID
Feb. 4 – Poss Angus, Bull Sale, Scotia, NE
Feb. 4 – Spring Valley Angus, Bull Sale, Burwell, NE
Feb. 5 – Ellingson Angus, St. Anthony, ND
Feb. 5 – Leachman Cattle, Topline Bull Sale, Orland, CA
Feb. 6 – Frey Angus, Production Sale, Granville, ND
Feb. 8 – G Bar H Angus, Bull Sale, Torrington, WY
Feb. 8 – South Mountain, Bull Sale, Melba, ID
Feb. 9 – Jindra Angus, Production Sale, Clarkson, NE
Feb. 9 – Meadow Acres Ranch, Bull Sale, Hermiston, OR
Feb. 10 – Booth Cherry Creek Angus, Bull Sale, Veteran, WY
Feb. 11 – Dutch Flat Angus Sale w/ Cox Ranch, Lewiston, ID
Feb. 11 – Powder River Angus, Bull Sale, Buffalo, WY
Feb. 12 – EZ Angus Ranch, Bull Sale, Myrtle Creek, OR
Feb. 12 – Schaff Angus Valley, Production Sale, St. Anthony, ND
Feb. 12 – Gem State Angus, Bull Sale, Twin Falls, ID
Feb. 12 – Jocko Valley Cattle Co., Bull Sale, Missoula, MT
Feb. 13 – Bradley's 3 Ranch, Bull Sale, Memphis, TX
Feb. 14 – BB Cattle Co., Bull Sale, Connell, WA
Feb. 15 – Coleman Angus, Bull Sale, Missoula, MT
Feb. 15 – Doug Booth Family Angus, Bull Sale, Torrington, WY
Feb. 15 – Felton Angus, Bull Sale, Springdale, MT
Feb. 15 – Kessler Angus, Bull Sale, Milton-Freewater, OR
Feb. 15 – Ostrand Angus, Production Sale, Mason City, NE
Feb. 16 – Shaw Cattle Co., Bull Sale, Caldwell, ID
Feb. 17 – Krebs Ranch, Bull Sale, Gordon, NE
Feb. 17 – Wooden Shoe Farms, Bull Sale, Blackfoot, ID
Feb. 18 – Hoffman Ranch, Bull Sale, Thedford, NE
Feb. 19 – Angus Alliance, Bull Sale, Eltopia, WA
Feb. 19 – Minert-Simonson Angus, Bull Sale, Dunning, NE
Feb. 19 – Schiefelbein Angus, Bull Sale, Kimball, MN
Feb. 20 – PABCO, Bull Sale, Madras, OR
Feb. 21 – Bulls of the Big Sky, Bull Sale, Billings, MT
Feb. 21 – Frank Cattle, Bull Sale, Chappell, NE
Feb. 21 – Teixeira Cattle Co., Bull Sale, Terrebonne, OR
Feb. 21 – Weaver Ranch, Bull Sale, Fort Collins, CO
Feb. 22 – Haynes Cattle Co., Bull Sale, Ogallala, NE
Feb. 22 – J.C. Heiken & Sons, Miles City Livestock Commission, Miles City, MT
Feb. 22 – Connelly Angus Ranch, Bull Sale, Valier, MT
Feb. 22 – Thomas Angus, Bull & Bred Heifer Sale, Baker City, OR
Feb. 23 – TC Ranch, Bull Sale, Franklin, NE
Feb. 24 – Botts Angus Ranch, Bull Sale, Enterprise, OR
Feb. 25 – Cowman's Kind, Bull Sale, Madras, OR
Feb. 25 – Diamond Peak Cattle, Bull Sale, La Junta, CO
Feb. 25 – Hyline Angus, Bull Sale, Three Forks, MT
Feb. 25 – Skinner Ranch, Hall, MT
Feb. 26 – 44 Farms, Bull Sale, Cameron, TX
Feb. 26 – Baker Angus, Bull Sale, Vale, OR
Feb. 26 – Ranchers Choice, Bull Sale, Eltopia, WA
Feb. 26 – Sutphin Cattle Co., Bull Sale, Lamar, CO
Feb. 27 – Buchanan Angus Ranch, Bull Sale, Klamath Falls, OR
Feb. 28 – Circle L Angus, Bull Sale, Dillon, MT
Feb. 28 – Colyer Herefords, Bull Sale, Bruneau, ID
Feb. 28 – Reyes/Russell, Bull Sale, Wheatland, WY
Mar. 1 – Barker Cattle Co, Bull & Female Sale, Burley, ID
Mar. 1 – Ipsen Cattle, Online Bull Sale
Mar. 2 – Adams Angus Bull Sale, Blackfoot, ID
Mar. 2 – Ox Bow Ranch, Bull Sale, Wolf Creek, MT
Mar. 2 – Pasture View & ZWT Ranch, Bull Sale, Valentine, NE
Mar. 3 – Cannon Angus, Production Sale, Preston, ID
Mar. 3 – Split Diamond Ranch, Bull Sale, Dillon, MT
Mar. 4 – Crouthamel Cattle Co, Bull Sale, Stanfield, OR
Mar. 4 – Reminisce Angus, Bull Sale, Dillon, MT
Mar. 5 – Bulls of the Bitterroot, Bull Sale, Stevensville, MT
Mar. 5 – Lazy JB Angus, Bull Sale, Montrose, CO
Mar. 5 – Loya/Wardell Angus, Bull Sale, Platteville, CO
Mar. 5 – Lucky 7 Angus, Bull Sale, Riverton, WY

BALANCER

Feb. 21 – Frank Cattle Ranch, Bull Sale, Highmore, SD

CHAROLAIS

Feb. 13 – Bradley's 3 Ranch, Bull Sale, Memphis, TX
Feb. 15 – VAL Charolais, Bull Sale, Nyssa, OR
Feb. 19 – Angus Alliance, Bull Sale, Eltopia, WA
Feb. 25 – Cowman's Kind, Bull Sale, Madras, OR
Feb. 26 – Ranchers Choice, Bull Sale, Eltopia, WA
Feb. 26 – Sutphin Cattle Co., Bull Sale, Lamar, CO

GELBVIEH

Feb. 21 – Eagle Pass Ranch, Bull Sale, Highmore, SD

HEREFORD

Jan. 17 – Vannewkirk Herefords Production sale, Oshkosh, NE
Jan. 25 – Churchill Cattle Co., Bull Sale, Manhattan, MT
Feb. 3 – Ridder Herefords, Production Sale, Callaway, NE
Feb. 4 – Elkington Polled Herefords, Bull Sale, Idaho Falls, ID
Feb. 5 – Upstream Herefords, Production Sale, Taylor, NE
Feb. 8 – South Mountain Cattle, Bull Sale, Melba, ID
Feb. 9 – Durbin Creek Ranch, Bull Sale, Worland, WY
Feb. 11 – Dutch Flat Angus Sale w/ CX Ranch, Lewiston, ID
Feb. 11 – Lambert Ranch, Bull Sale, Alturas, CA
Feb. 14 – BB Cattle Co., Bull Sale, Connell, WA
Feb. 16 – Shaw Cattle Co., Bull Sale, Caldwell, ID
Feb. 17 – Wooden Shoe Farms, Bull Sale, Blackfoot, ID
Feb. 18 – Hoffman Ranch, Bull Sale, Thedford, NE
Feb. 25 – Jamison Herefords, Bull Sale, Quinter, KS
Feb. 28 – Colyer Herefords, Bull Sale, Bruneau, ID
Mar. 1 – Ipsen Cattle, Online Bull Sale
Mar. 3 – NW Hereford Bull Sale, Stanfield, OR

LIM-FLEX

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

RED ANGUS

Feb. 4 – TJS Red Angus, Bull Sale, Buffalo, WY
Feb. 5 – Leachman Cattle, Topline Bull Sale, Orland, CA
Feb. 16 – Shaw Cattle Co., Bull Sale, Caldwell, ID
Feb. 21 – Frank Cattle, Bull Sale, Chappell, NE
Feb. 25 – Calvo Red Angus, Bull Sale, Bassett, NE
Feb. 26 – Sutphin Cattle Co., Bull Sale, Lamar, CO
Mar. 1 – Sandhills Red Angus, Bull and Female Sale, Sidney, MT
Mar. 3 – Bieber Red Angus Ranch, Bull Sale, Leola, SD
Mar. 4 – Sutherlin Farms, Production Sale, Stevensville, MT
Mar. 5 – McCann Red Angus, Bull Sale, Billings, MT
Mar. 5 – Redland Red Angus, Bull Sale, Hysham, MT

SIMANGUS

Jan. 31 – APEX Cattle, Production Sale, Dannebrog, NE
Feb. 18 – Hoffman Ranch, Bull Sale, Thedford, NE
Feb. 21 – Bulls of the Big Sky, Bull Sale, Billings, MT
Feb. 21 – Eagle Pass Ranch, Bull Sale, Highmore, SD
Feb. 23 – Price Cattle Co., Bull Sale, Echo, OR
Feb. 25 – Diamond Peak Cattle, Bull Sale, La Junta, CO
Feb. 26 – Sutphin Cattle Co., Bull Sale, Lamar, CO
Mar. 1 – Barker Cattle Co, Bull & Female Sale, Burley, ID
Mar. 3 – Kearns Cattle Co., Bull Sale, Rushville, NE
Mar. 5 – Trinity Farms, Bull Sale, Ellensburg, WA

SIMMENTAL

Jan. 29 – Nichols Farms, Bull Sale, Bridgewater, IA
Feb. 5 – Prickly Pear Simmental, Bull Sale, Helena, MT
Feb. 7 – Gateway Simmental, Bull Sale, Lewistown, MT
Feb. 10 – Lassle Simmental, Bull Sale, Glendive, MT
Feb. 21 – Bulls of the Big Sky, Bull Sale, Billings, MT
Mar. 1 – Barker Cattle Co, Bull & Female Sale, Burley, ID
Mar. 3 – Kearns Cattle Co.,Bull Sale, Rushville, NE
Mar. 5 – Trinity Farms, Bull Sale, Ellensburg, WA

SOUTH DEVON

Jan. 29, 2022 – Nichols Farms, Bull Sale, Bridgewater, IA

COMMERCIAL

Jan. 27– Western Video Market, Replacement Female Sale, Red Bluff, CA
Feb. 1 – PAYS Blue Ribbon Cow Sale, Billings, MT
Feb. 2 – Cattlemen's Livestock Market, Special Feeder Sale, Galt, CA
Mar. 2 – Cattlemen's Livestock Market, Special Feeder Sale, Galt, CA
Mar. 5 – Bulls of the Bitterroot, Bull Sale, Stevensville, MT

HORSE

Jan. 28 – Red Bluff Gelding Sale, Red Bluff, CA
Mar. 4 – Winnemucca Ranch Rodeo, Horse Sale, Winnemucca, NV

DOG

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

MEADOW ACRES ANGUS RANCH

20th Annual Production Sale

February 9, 2022

Echo, OR

Lunch at Noon • Sale 1 p.m. • Auctioneer: Butch Booker

ET Bulls will sell with Angus GS™!



115 Head Sell!

95 Bulls
All freeze branded with videos.

30 Females
Consisting of heifers, bred cows and pairs.

Sired by:
Coleman Navigator 614, Coleman Bravo 6313, SAV Resource, Connealy Black Granite, Ellingson Homestead 6030, Spring Cove Crossbow, Ellingson Rough Rider, Raven Powerball 53





LiveAuctions.TV

EPDs of 11/22/19

FOCUSING ON QUALITY WITH PERFORMANCE

Wednesday, January 26th

130 Yearlings & Coming 2 Year Old Angus Bulls

1 PM CST - At the Ranch, 2 Miles West of Palisade, Nebraska

Developed on a High-Roughage Diet

BEAR MTN PAYOFF 1682



DDB PAYOFF X ASSURANCE PLUS

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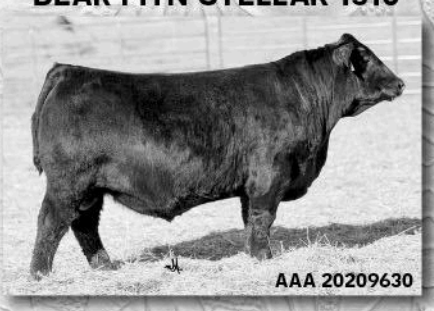
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BEAR MTN JUSTIFY 1533



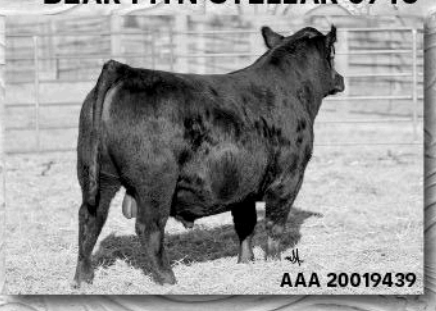
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STELLAR X RUGER

BEAR MTN STELLAR 0745



STELLAR X JUSTIFIED

Selling sons of Justify, Stellar, Patriarch, Plus 1, Rangeland, Rainmaker, Mark II, Big Valley, & Quarterback!

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BEAR MOUNTAIN ANGUS

(308) 285-3313 · (308) 737-6213
BEARMTNANGUS@MSN.COM
WWW.BEARMOUNTAINANGUS.COM

As temperatures drop, watch for fescue foot

When temperatures fall, beef producers should watch for signs of fescue foot in their beef herds.

"As the cold weather moves in, you are likely to notice some cows or yearlings on fescue pastures may be slow-moving early in the day," says University of Missouri Extension livestock specialist Eldon Cole. This might be an early warning sign of fescue foot.

Producers may also notice slight swelling in the rear ankles and possible breaks in the skin from the top of the hoof up above the dewclaw, says Cole. Early detection of limping is key. By the time hooves on hind feet show red, gangrene may have set in.

Cole suggests putting the lame animal in a chute and checking its lower leg, which might feel cooler because of the lack of blood flow in that area. "If the animal's leg feels cooler than the rest of the leg, move the affected animals from that pasture and drylot them or at least put them on a different pasture," says Cole.

The toxic alkaloid in fescue is a vasoconstrictor, which shrinks blood vessels. That lowers blood flow to extremities, causing frostbite. Calves lose tips of their ears or switches from their tails. While they may survive, their market value drops. However, cows that develop fescue foot can't walk or graze.

Fescue foot, first reported more than 75 years ago, is a disabling disease that cripples profits as well.

While there is no cure, producers can replace toxic fescue with a novel endophyte variety that does not produce the toxic alkaloid.

The Alliance for Grassland Renewal offers training on how to renovate pastures. See www.grasslandrenewal.org. — **University of Missouri Extension**

YOUTH OPPORTUNITIES

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

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

Jan. 31 – The Red Angus Association of America is seeking a communication intern for the summer. Applications: redangus.org/careers.

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

Hay acreage needed

HAY
(from page 1)

percent decrease year over year.

"That doesn't give us a lot of hope that there's new acres coming into production that would garner a net positive change in alfalfa acres," McCullock said. "On the other hay side, it's a little bit of a different story."

Other hay acreage was down slightly, about half a million acres, and yield was also down a bit, likely the cause of decreased production. McCullock expects other hay prices to stick around the mid-$140 mark.

"I think the only way we see prices coming down is through better yields."

In order for there to be any sort of price break, McCullock said more acres need to come into hay, whether it's alfalfa or other hay. Based on other higher-priced commodities, such as grain or other alternative crops, there isn't as much incentive to produce hay when other commodities are providing a better return per acre. This is especially true in states such as California, where nut orchards are popular, long-term investments that are unlikely to come back to alfalfa production, she said.

"From a general, longer-term perspective, I think the only way we see prices coming down is through better yields," McCullock said. "Even then, a long-term trend here is probably for hay prices to generally be at a higher level than they have been over the last decade or so."

In terms of export markets, about 3 percent of U.S. production is sent to other countries. China was a big buyer of other hay in 2021, up 68 percent through the first three quarters. Japan was up 6 percent and Taiwan was up 8 percent. China purchased 35 percent more of alfalfa and Taiwan was up 12 percent, but Japan, Saudi Arabia and South Korea were all down from a year earlier. — **Anna Miller, *WLJ* managing editor**

730 Females Sell
525 – Bred Commercial Heifers
150 – Bred Commercial
2 Coming 3 Year Olds



25 – 8 Year Old Registered Cows
30 – Ten Year Old Commercial Cows

Dam of the $50,000 Bobcat Blue Sky sells as Lot 171



Lot 171 - Bobcat Lass 411 #+*17853247
CED +4 | BW +2.9 | WW +63 | YW +109 | MK +26
CW +52 | MB +.65 | RE +.92 | Fat +.021
Progeny in sale sell as Lots 2, 3, 4, 12, 46 & 77

Sire lineup includes:
- Bobcat Blue Sky (*18880272)
- Connealy Emerald (*19257149)
- Apex Klondike (*19337906)
- Circle L Gus (*17993084)
- Mohnen Upstream (*19562466)
- Musgrave Exclusive 316 (*18130471)
- Jindra Megahit (+17731559)
- SydGen Enhance (18170041)
- Sterling Pacific 904 (+*19444025)

Free wintering on any fall or two year old bull of minimum $4000 value until April 2022: As always free wintering on all yearling bulls.

Bobcat ANGUS

Bryan Ratzburg: (406) 937-5858 Cell: (406) 788-3272

Galata, Montana

Ernie Ratzburg: Cell: (406) 788-3244

175 Bulls Sell
75 – Yearling Bulls 55 – Fall Yearling Bulls 45 – 2 Year Old Bulls

BOBCAT KLONDIKE J6



Lot 5 +*20122211
CED +3 | BW +2.3 | WW +77 | YW +134 | MK +27
CW +62 | MB +.50 | RE +.52 | Fat +.043 | $M +67
$W +80 | $F +107 | $G +40 | $B +147 | $C +258

BOBCAT EMRALD J2



Lot 6 +*20124655
CED +12 | BW +0 | WW +73 | YW +136 | MK +37
CW +55 | MB +.66 | RE +1.20 | Fat -.014 | $M +73
$W +90 | $F +99 | $G +60 | $B +160 | $C +281

BOBCAT EMERLAD J74



Lot 11 *20165805
CED +9 | BW +.3 | WW +83 | YW +144 | MK +19
CW +61 | MB +.86 | RE +1.08 | Fat +.020 | $M +73
$W +80 | $F +101 | $G +65 | $B +166 | $C +288

BOBCAT EXCLUSIVE H162



Lot 75 20201844
CED +2 | BW +2.6 | WW+78 | YW +127 | MK +33
CW +53 | MB +.77 | RE +.75 | Fat +.013 | $M +88
$W +93 | $F +86 | $G +57 | $B +144 | $C +275

BOBCAT BLUE SKY H168



Lot 76 20122199
CED I+12 | BW I+1.3 | WW I+80 | YW I+137 | MK I+25
CW I+55 | MB I+.73 | RE I+.63 | Fat I+.025 | $M +69
$W +79 | $F +105 | $G +53 | $B +158 | $C +274

BOBCAT BLUE SKY H92



Lot 133 19840609
CED +5 | BW +4.5 | WW +84 | YW +145 | MK +29
CW +70 | MB +.64 | RE +.63 | Fat +.041 | $M +79
$W +81 | $F +115 | $G +48 | $B +163 | $C +290

17th ANNUAL Production Sale
12:30 | SATURDAY, JANUARY 29, 2022
Western Livestock Auction | Great Falls, MT
www.bobcatangus.com
bobcatangus@northerntel.net
NORTHERN LIVESTOCK VIDEO AUCTION
LiveAuctions.TV 2.0