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INSIDE WLJ

SECTION 2: RED ANGUS — This annual spotlight on Red Angus features innovative ranchers, marketing tips and bull buying guides to help you effectively manage this popular breed.

RED BLUFF RECAP — The Red Bluff Bull, Gelding and Stock Dog Sale broke records this year. Find champions, sale results and recaps of Red Bluff's many events inside. **Page 20**

A LOOK BACK IN HISTORY

Over time, it's easy to take advanced technology for granted, but every innovation had to start somewhere, and one of those beginnings was highlighted in a Feb. 11, 2008, *WLJ* column: "Colorado State University recently unveiled a cutting-edge instrument that delivers radiation to tumors in animals with unmatched precision. The machine, a Varian Trilogy Linear Accelerator, is the first of its kind in any animal clinic or veterinary teaching college in the world, and is only available for human treatment in a few limited locations in the U.S. … Radiosurgery is a new field, and veterinary cancer patients provide an ideal model to evaluate this new technology."

INDEX

Opinion P-2
Legal Ledger P-7
Markets P-28
Classifieds P-30
Sale Calendar P-31

Red Angus: A cattle breed of firsts

— Emphasis on performance

When the Red Angus Association of America (RAAA) was founded in 1954 as the nation's first performance registry, it started a string of innovations and firsts that set the tone of the organization to this day. It was the seven families—McDaniel, Forbes, Chiga, Givhan, Hetzel, Gayden and Perry—who were able to come together and form the RAAA with a common vision of a breed based on objective selection and a commercial focus.

To put it in the context of the time, the reds were considered genetic defects by the American Angus Association, and performance was still just a theory, so these seven families were really using Angus' castoffs to implement a philosophy as much as start a breed.

Let's begin with something as simple as the RAAA's first board. It was coed, with two of the seven original board members being women, and one of them a junior! This was simply unheard of at the time, and the RAAA has had strong women leaders on the board for the majority of its history, including three presidents and four of its CEOs/executive secretaries. It is only right that the first woman to have her portrait added to the Saddle and Sirloin Gallery was one of Red Angus' founding members, Sally Forbes.

Being the first performance organization incorporated, it is a given that the breed would have a long list of firsts. A requirement from the very beginning for registration was submission of a weaning weight. From its onset in 1954, RAAA has had open and unrestricted AI, which was revolutionary among the existing beef breeds at the time, and it would not be enacted by the other British breeds until the early 1970s.

At the RAAA formational

See RED ANGUS on page 19



Lance Cheung/USDA

The Red Angus Association of America was founded in 1954 as the nation's first performance registry. Pictured here, Red Angus cattle at Till Farm in Orangeburg, SC.

BLM announces horse adoption program changes

— Adoption fee increases

The Bureau of Land Management (BLM) has announced changes to its Adoption Incentive Program (AIP) to "enhance existing protections for adopted wild horses and burros."

BLM will now require compliance inspections of animals adopted under AIP to occur within six months of adoption. In addition, title applications will have to be signed by a veterinarian or BLM-authorized officer before the incentive payment will be given.

As an incentive to increase the number of adopted wild horses and burros, adopters can receive up to $1,000 to defray costs of care. The incentive payment will also now be made within 60 days after the title date, rather than half at the time of adoption and half at the title date.

The minimum adoption fee for animals adopted through AIP is also increasing from $25 to $125.

"We have an unwavering commitment to the humane care and placement of America's wild horses and burros," said BLM Director Tracy Stone-Manning in a statement. "By and large, the AIP has provided the boost people have needed to support their dream of adopting and appropriately caring for a wild horse or burro."

Last summer, BLM said it was implementing stricter protective measures in its adoption program, after being accused of complacency from horse advocacy groups who alleged horses were ending up sold for slaughter.

BLM said the new changes are layered on top of other protective measures that require adopters to certify under penalty of prosecution that they will not sell or transfer the animal for slaughter or processing into commercial products. Adopters are limited to

See BLM on page 17

NE's canal project receives swell of support

— Bill introduced

The plan to build a canal in the South Platte River Basin was presented to the Nebraska Natural Resources Committee on Feb. 9, with a majority giving their support for the project.

The bill, LB1015, the Perkins County Canal Project Act, was introduced by Speaker of the Legislature Mike Hilgers (R-21) on behalf of Gov. Pete Ricketts (R) after it was proposed in his State of the State address Jan. 13.

The bill gives the Nebraska Department of Natural Resources (NDNR) the ability to develop, construct, manage and operate the Perkins County Canal Project and associated water storage facilities consistent with the South Platte River Compact terms.

For the construction of the project, the bill authorizes NDNR to acquire the water rights necessary, including the purchase of real estate and "to acquire real estate or access thereto in the name of the State of Nebraska by the use of eminent domain as provided under section 76-725." The statute reads the state may acquire, by eminent domain, lands necessary for any state use. Still, condemnation of such property must be carried out following specific steps established in the statute codes.

Ricketts, testifying before the committee, stated water is "our greatest natural resource in the state" and that over the last 50 years, the water management of Nebraska's Natural Resources Districts (NRDs) has maintained water levels in the Ogallala Aquifer "within 1 foot of where it was in the 1950s." This is in contrast to Colorado, in which Ricketts stated the aquifer level has decreased by 14 feet, and the state "is looking to take our water." Ricketts asserted that Colorado is spending billions for projects in the South Platte Basin that would divert 90 percent of the water allocated to Nebraska, and the canal is the impetus for Nebraska to exercise their rights "because we are worried about what will happen in the future." Ricketts also said the canal project is a "huge hedge against future droughts."

A vast majority at the hearing spoke in favor of the bill, including several representatives from NRDs affected by the canal and throughout the state.

Tom Riley, director of the Department of Natural Resources, told the committee if the project is not completed, "We'll have no choice but to attempt to make up for those less flows somewhere else." Riley said water would need

See CANAL on page 13

Cattle market trades mostly sideways

The cattle market experienced a setback in the beginning of the week, following severe winter storms in the country. Auction receipts were light on Monday. Futures traded up and down all week but ultimately traded mostly sideways. Cash trade was mostly steady.

"Thursday served as a wild ride through the entire marketplace as both livestock and grain commodities were higher heading into the afternoon, but then took an abrupt turn and rounded out the day fully lower as traders looked to capture some profit-taking on overbought markets," remarked ShayLe Stewart, DTN livestock analyst, in her Thursday closing comments.

Live cattle futures were higher, with the February contract up 75 cents to $142.35 and the April contract up 12 cents to $146.87.

Cash trade through midday Thursday totaled around 85,000 head. Live steers sold between $138-141, reaching as high as $143 on Thursday but averaging closer to $140. Dressed steers sold from $222-225, reaching as high as $227 on Thursday.

"No cattle traded on the Fed Cattle Exchange in a repeat of the past few weeks," wrote the Cattle Report. "It is puzzling and disappointing to see the online forum for marketing cattle unable to receive bids consistent with those available in the country."

Cash trade for the first week of February totaled 98,188 head—much higher than prior weeks. Live steers averaged $139.71, and dressed steers averaged $221.78.

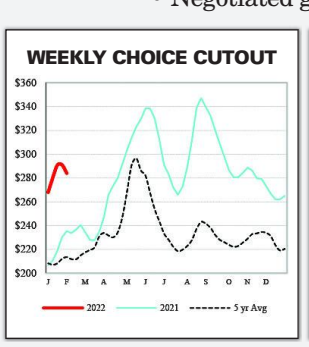
The national weekly direct beef type price distribution for the week of Jan. 31 to Feb. 7 was the following on a live basis:

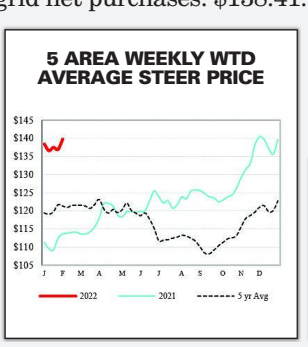
- Negotiated purchases: $139.60.
- Formula net purchases: $139.46.
- Forward contract net purchases: $140.11.
- Negotiated grid net purchases: $138.41.

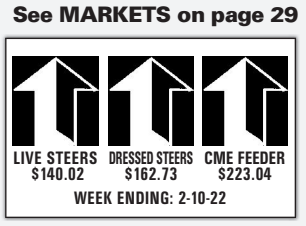
On a dressed basis:

- Negotiated purchases: $221.77.
- Formula net purchases:

See MARKETS on page 29







PERIODICAL: Time Sensitive Priority Handling

COMMENTS

All we need is rain


CROW

It appears that beef packers are recovering from the omicron COVID breakout a couple weeks ago. Slaughter levels are back up to 120,000 head a day and should start pulling cattle through the system. Futures markets have been positive the last week, pulling prices over the $140 level. I enjoy watching the Lanesboro, MN, fed cattle auction every Wednesday; they sell everything from fed dairy steers to the finest farmer feeder fed steers. The market varies widely at this event. Last week, one group of steers weighing 1,550 pounds brought $149.75. Buyers seem to like the big ones that will hang at 1,050 lbs., which is their advertised weight limit.

The bullish Cattle Inventory report has really propelled the cattle markets and shows a very positive outlook for the next few years. The downside is input costs. Corn and other feed grains are close to all-time highs. Corn was priced around $6.50 last week and remains on an upward trajectory. You've heard it before: Expensive feed makes for expensive cattle, and prices at the meat case continue to move higher, and consumers keep on buying it, most of it in ground beef form.

It appears the futures markets have fed cattle priced just about right for the next 12 months. April is the nearby high at $147, and then it drifts down to $142 in the summer months, then moves into the $150 zone going into the fourth quarter. This is a predictable seasonal pricing pattern. The price levels could be higher or lower depending on whether beef demand continues at its current pace.

Retail beef prices have started to moderate but remain at high levels. The fourth quarter of 2021, all fresh retail beef was selling at $7.47/lb. and averaged $6.94 for 2021. Last year, the U.S. beef availability was around 27.9 billion lbs., which would put a value on the beef industry of around $185 billion dollars. When I look at our industry from that perspective and all the ways the beef chain adds value to beef products, it is a remarkably huge industry. Remember, consumers endorse a product with their dollars, and it is clear they like the beef this industry is producing today—it was different 30 years ago.

Beef has come a long way over the past 30 years. Almost 30 years ago to date, Monfort packers embarked on the hot fat trimming idea; we were in the war on fat, and Monfort thought it would be better to trim the bark off at the plant.

The industry came together and through the Beef Checkoff came up with the Industry Long Range Plan. The plan would be updated every five years. The plan started value-based marketing, which wasn't widely accepted, most fed cattle traded for an average price and feeders would send an average pen to the packer.

Average certainly wasn't enough, and grid marketing was developed, which increased product quality over time. Today, 85 percent of our product is Choice or better, which has created the consumer demand we enjoy. I would have to say the Industry Long Range Plan may have been the best investment Beef Checkoff has made.

Feeder cattle markets look solid for some time, although drought continues to be spotty. Next fall's feeder cattle futures are at a big premium starting in August, at $186.05, and November, at $188.75. This should bode well for holding calves over for next summer's grazing programs, as long as there is grass next summer. From where I sit, there is money to be made on post-weaning gains—if you're set up for it. The 850 lb. yearlings are going to be a valuable item this next fall, just saying.

Grass and moisture appear to be the elusive elements going forward. Hay prices north of $250 a ton will be a challenge. If Mother Nature would cooperate, the beef cattle business would be a growth industry.

The drought map shows abnormally dry weather in the center of the country, with the West in varying degrees of severe drought. This drought is moving into the Corn Belt as far east as Wisconsin and Iowa. This drought is expanding, which could be problematic for feed grain production. The West Coast received good moisture in December and grew some feed. However, they are in desperate need of moisture. By now, you know the drill: Pray for spring rain. — **PETE CROW**



DITTMER'S TAKE

THE INTRICACIES OF PACKING PLANTS

The cattle business is hard enough. But understanding the story after the feedyard can explain hard facts that challenge the industry's ability to get a high-quality, safe product to our consumers.

Bill Rupp, who ran beef packing divisions at both Cargill and JBS, spoke recently at the annual Red Meat Club dinner at the National Western Stock Show. After being retired from JBS for several years, he and two former colleagues in operations and engineering decided to consult for groups proposing to build packing plants. Ten of 11 groups found their plans unrealistic when faced with the figures.

One startling revelation is that most of today's big plants were built as 500-1,500 head/day plants in the '60s and '70s. The firms that expanded to big plants, like Conagra, Continental and others, had access to major capital. They sought value-added opportunities as opposed to beef as a commodity. Consolidation of packers over the decades was forced by recurring droughts, causing dropping cattle numbers. By the 2012-15 major drought, the cattle supply had been significantly reduced, and packer margins had shrunk for a longer period than in the past.

From the mid-1990s to 2008, Cargill assigned the beef unit a target of $30/head profit. In the 12 years Rupp was associated with the unit at a high level, they hit that target eight of 12 years. A couple of years they were under that figure, and a couple they were over.

Three years of the big drought from 2013-15 resulted in big losses for the packing industry. From 2016-20, the industry shed capacity, with smaller plants leaving and Cargill closing its big Plainview, TX, plant. The last three years, with lower packing industry capacity and growing cattle numbers, packers made much higher than historical margins—before the Holcomb fire and the pandemic changed the situation totally. Herds were rebuilt, but packing capacity was permanently gone, Rupp said.

Most of the big '60s and '70s era plants, designed for 500-1,500 head/day, had lines that had been cobbled together over time to harvest and process 4,500-6,000 head/day. The slaughter floors were relatively new, but the fabrication lines featured twists and turns for additional capacity, not necessarily efficiency. Building brand new from a clean sheet would yield much more efficiency. But the downtime and demolition of an existing plant would double the effective cost of a new plant.

In 2019, with the fire at the Tyson plant, 5,000-5,500 head/day capacity was gone overnight. There were many more cattle than shackle spaces, and fast expansion of lines was not feasible.

The pandemic's effect on labor shortages was felt most in fabrication. Cattle supplies backed up, giving packers leverage. A "sell-off" mentality seized cattle feeders as they felt pressured to get slaughter slots.

There was little or no food service business for packers to sell to, but consumers were ransacking retail meat cases. Retailers responded to empty shelves with a "Tell me what I have to pay" attitude. Suddenly, packers used to a $30/head margin had a chance to make hundreds. Costwise, however, they paid bonuses to employees, acquired down-line firms in value-added sectors and shelled out hundreds of millions in increased costs to operate in a contagious pandemic.

Perspective is key for the overall industry. Rupp said when he cooks for guests, people like the beef so much they ask how he gets it, assuming he has an inside track. He explains he just buys out of the retail case. The product, including from the biggest packers, is that good today.

So how does a smaller plant coming on board today compete with the big packers? A 500 head/day plant starts out $250/head behind a 5,000 head/day plant on costs. Even a 1,500 head/day plant is projected to cost $325 million to build.

The processing cost for a 5,000 head/day plant before the pandemic was $225-250/head. Now, it's more like $250-275/head. The big plants tend to ship out big primals and sell the rest of the carcass to further processors.

Rupp said small plants have to "dispose" of offal, product to be rendered and hides. The big plants get a drop credit of $140-200/head by utilizing those items themselves. Rupp said the minimum size for a plant to run its own rendering plant was 1,500 head/day.

Rupp said he doesn't think the big packers will go back to $30/head margins—but hundreds will not last.

But consumers have shown they will pay more, and that's a positive for the beef business. — **Steve Dittmer, *WLJ* columnist**

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

GUEST OPINION

LOOKING BACK AND LEARNING FROM THE 2021 CATTLE MARKET

Starting in March 2020, disarray set in motion a chain of events that led to the fed cattle backlog from plant closures, slowing the supply chain throughout 2021. While the market likes to avoid the unknown, the last two years put the beef business in uncharted territory.

The first quarter of 2021 expected to see the last of the ultra-heavy carcasses. Yet, even a year later, fed cattle currentness has not returned for any significant period of time. Carcass weights often indicate currentness in the fed cattle sector, and with weights still trending higher, there was little improvement. Combined steer and heifer carcass weights averaged 877 pounds in 2021, just 3 lbs. lower than 2020 and 23 lbs. heavier than 2019.

The number of cattle on feed for more than 150 days in the fourth quarter of 2021 also outpaced the 2020 count for the same period: another indicator that currentness in the feedlot sector was not achieved.

Record cutouts, record grade

These factors created divided pricing stories for cattle and wholesale beef prices (cutouts). The bottleneck in the packing sector kept fed cattle prices in check yet again during 2021, although much improved over 2020.

The five-state fed steer price averaged just $108/cwt in 2020 versus $122/cwt in 2021, a 13 percent advance. Yet the comprehensive cutout price advance from the 2020 average of $233/cwt to $275 in 2021 was an 18 percent change. From 2019 to 2021, the dressed delivered steer prices declined from 85 percent of the comprehensive cutout value to 71 percent. This is a reflection of the backlog of fed cattle and the extended trailing effect it had on depressing cattle prices.

Strengthening beef demand was not deterred as record annual cutout prices were posted. Nonseasonal price spikes for several subprimal cuts, particularly the ribeye, elevated total carcass cutouts to new heights, most notable in the second through fourth quarters.

Just as customers were seeing record beef prices in the grocery store, the spreads were record wide between each of the beef quality grades. The Choice/Select spread touched a record one-week high of $32/cwt in mid-summer, while that measure averaged $16.45/cwt for the year, compared to $8.75/cwt in 2021 and $10.47/cwt in the five-year average. USDA Prime premiums above Choice were also record high, touching $84/cwt in November and averaging $45.71/cwt for the year.

The Certified Angus Beef (CAB) brand premium to Choice has been resilient for the past two years, averaging $17/cwt, pushing to this new threshold after averaging $12/cwt in the previous five-year average. Through November, annual U.S. beef exports were 16 percent larger in 2021 than the year prior, with export value up 39 percent.

The wide price spreads occurred counter to what one would expect with the highest quality carcasses in modern history. The Prime category continues to capture a larger share of the fed cattle carcass mix, averaging 10 percent across the industry for the past two years, double the 2015 rate.

The Choice grade was steady and record high for the past two years at 72 percent, a culmination of 15 years of carcass quality improvement pulling Choice up from just 51 percent of fed cattle in 2006. CAB carcasses were over 8 percent higher in 2021, with weekly head totals near 115,000 head and a consistent 36 percent acceptance rate among eligible carcasses.

The fed cattle backlog created the negative consequence of increased days on feed and heavier finished cattle weights, adding to the Yield Grade (YG) 4 and 5 categories. Currentness of the market-ready cattle supply is expected to level out later in 2022, with average days on feed declining. If that trend develops, then expect to see fewer over-finished cattle and a smaller proportion of YG 4s and 5s.

Look ahead

Cattle supply and beef demand expectations for 2022 are optimistic as the national beef cow herd declines due to drought conditions in the northern and western parts of the country. While several companies plan to expand packing capacity, the timeline for those facilities to commence slaughter suggests it will take several months to see a difference. Even so, the cattleman's share of carcass cutout values is set to increase as packers find less finished cattle to choose from in the near future.

Considering the production factors of the past two years, it's logical to consider that advances in carcass quality or higher marbling scores will be less likely to develop in 2022 than in the previous two years. With that said, price spreads for higher quality carcasses are also more likely to remain wider than they have been historically.

It's time to write 2022's history, and there is optimism that it will favor the producer. — **Paul Dykstra, CAB director of supply management and analysis**

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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GUEST OPINION

ANSWERING AG'S CRITICS

I'm a big believer in taking the high road. When the media presents inaccurate or incomplete portrayals of U.S. agriculture, my job and the job of the American Farm Bureau Federation (AFBF) is to help them understand where they went wrong and to set the record straight.

We had our work cut out for us with a recent New York Times opinion video. It was so disappointing to see a respected media outlet present a distorted picture of agriculture without so much as acknowledging that farmers play an essential role in stocking America's pantries.

AFBF jumped into action. We drafted a response and had a productive conversation with decision-makers there, but unfortunately, they declined to accept my guest essay, which provides a more complete and honest picture of agriculture. What a disservice to their readers and to the disappearing tradition of honest debate. So, I'll use my own platform to share my response.

Before I do, I'll note that I'm intentionally omitting a link to their piece. These days, the media measures success in clicks and views, and this piece simply isn't worthy of your time or their publication. Still, it's important to set the record straight.

I want to be clear about something else. People have every right to their opinions about agriculture, whether positive or negative—even the New York Times. We can take fair criticism. But every news outlet has a responsibility to provide accurate information and a balanced perspective.

So, here's the rest of the story. American agriculture leads the world in climate-smart farming, making up just 10 percent of greenhouse gas emissions, much lower than transportation, electricity generation and industry. It's not by chance that America has made progress quicker than our international counterparts.

Through public and private partnerships and investments in innovative technologies, America's farmers and ranchers have been able to reduce per-unit emissions of livestock over the past 30 years by 8-26 percent depending on the species. We are able to grow more food using less resources than ever before.

Advances have been made in carbon sequestration as well. Voluntary conservation programs have 140 million acres enrolled. To put that in perspective, there are more privately owned acres reserved for conservation than the size of California and New York combined. The use of no-till or low-till planting methods, which means the topsoil is disturbed as little as possible, is now practiced on more than half of the corn, cotton, soybean and wheat acres planted across the nation.

That's more than 200 million acres. And, the use of cover crops continues to grow, increasing 50 percent between 2012 and 2017. These practices not only reduce the amount of water, fertilizer and pesticides needed for crops, but they help keep carbon trapped in the soil and out of the atmosphere.

The beef industry, which has become a target in the environmental debate, is also making great strides. Beef production accounts for just 2 percent of U.S. greenhouse gas emissions, much lower than the global average. Almost half of all farm acres are used as permanent pastureland.

Those lands are good for raising cattle, and the soil remains undisturbed, which ensures it can continue retaining carbon. It's estimated that the lands cattle graze contain 10-30 percent of the carbon stored in soil, making them crucial for carbon sequestration.

These advances are being made in all 50 states and Puerto Rico by families on both large and small farms. Critics like to point the finger at so-called "factory farms," but the reality is, of the just more than 2 million farms in America, almost all of them are family owned, and 1.9 million of them are classified by the government as small family farms. We need operations of all sizes if we are to feed a country that is about to surpass a population of 330 million people and a world that will soon pass the 8 billion mark.

We will meet the challenges ahead while protecting the environment by working together. It's one of the reasons AFBF was a founding member of the Food and Agriculture Climate Alliance (FACA). The group, now more than 80 member organizations strong, consists of agriculture, food, forestry, sportsmen and environmental groups.

Naysayers might claim AFBF and groups like the Environmental Defense Fund and The Nature Conservancy don't have anything in common, but we all saw the need to break through historical barriers to find solutions to our environmental challenges. Together, FACA came up with more than 40 recommendations that are having a real impact, helping to shape the Growing Climate Solutions Act, which passed in the Senate with bipartisan support, and USDA's new Partnerships for Climate-Smart Commodities pilot programs, which are a direct outcome of FACA's work, according to Ag Secretary Tom Vilsack. Both respect the role of farmers.

Together we can be proud of the advancements we have made in climate-smart practices and our commitment to continuous improvement. Can we do more? Absolutely. But it will take all of us, not just the farmers and ranchers, to create a better world. That doesn't happen by mandates or by perpetuating a false narrative. It will happen through honest dialogue about investments in innovation and partnerships with farmers.

It's easy to forget that we live in a country with an abundance of safe, healthy and affordable food. Without the worry of where our next meal will come from, we're free to pursue our dreams and careers. Agricultural advances give many that freedom, with only 2 percent of the population now supplying food to the other 98 percent—a complete reversal over the decades.

It's really important for us, as farmers, to deliver the message about our commitment. Remember that 87 percent of the public trusts farmers. However, very few understand how food is produced. Farmers are in the best position to provide an honest window into agriculture. Sharing real, positive stories from the farm is one of the most effective ways to counter misinformation. America is listening. Let's reassure all those who put their faith in us that we are humbled by it and determined to do the right thing for our land and our animals. — **Zippy Duvall, AFBF president**

GUEST OPINION

EMPLOYEE CLASSIFICATION: HOW TO AVOID TAX ISSUES

Sometimes, the best solution is to hire someone to plant, spray and/or harvest. Other times, it's better to hire a full-time employee. However, hiring an employee requires the farmer to set up and maintain payroll. To avoid this hassle, the employee is often improperly called an independent contractor.

There can be substantial tax issues if an employee is misclassified, so it's important to review what an employee is versus an independent contractor. According to the IRS, there are three categories to look at when determining worker classification: behavioral control, financial control and relationship.

Behavioral control is when the employer has the right to direct or control the work performed. That means the more the employer can control behavior (type and degree of instructions or training), the more likely it is that the worker is an employee.

Financial control is the employer's right to direct or control the financial and business aspects of the farm. Examples are the employer providing equipment for use, giving guaranteed and regular wages and reimbursing expenses. The more financial control, the more likely a worker is an employee.

A relationship is how the employer and worker perceive their interactions with each other. Was there a contract that describes the relationship? Does the employer provide benefits? Is the worker perceived as a key or important member of the business?

There is no magic formula to determine an employee versus an independent contractor. The key is to look at the entire relationship. If the employer has enough control over the worker, the worker is an employee. If the worker has autonomy, then the worker is an independent contractor.

Right now, you may be asking, "So what?" If you misclassify an employee as an independent contractor, you will be liable for unpaid employment taxes for that worker. Unlike other liabilities, payroll taxes not only attach to the business, but also to the person responsible for remitting them. In other words, the employer (farmer) would personally be on the hook for them.

Now that I've scared you, how do you pay employees and independent contractors? Employees are paid wages that are reported on a 943/W-2. Independent contractors are paid with cash or commodities, and the employer reports it on a 1099. The independent contractor is responsible for paying the self-employment tax on his or her return. The employer has no fiduciary duty to collect and remit payroll tax.

Now is a good time to look at employee classification. As previously stated, there isn't a hard and fast rule to determine if the worker is an employee or an independent contractor. I tell my clients to use the smell test: If both the employer and worker act and behave like there is an employment relationship, the worker should be considered an employee. It's better to go through a little extra work and file the 943/W-2 than to potentially owe the IRS for failure to pay employment taxes. — **Rod Mauszycki, DTN tax columnist**



20th Annual

SITZ Angus Spring Bull Sale

12:30 pm, March 9, 2022

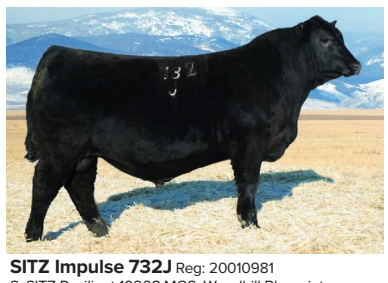
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SITZ Judicial 401H Reg: 19841993
S: SITZ Accomplishment 720F MGS: SITZ Upward 10559
CED 7 BW 2.4 WW 75 YW 133 SC 1.58 Claw 0.46
Angle 0.34 HP 13.0 Milk 30 CW 74 Marb 0.81 REA 0.89
$M 61 $B 186 $C 302



SITZ Impulse 732J Reg: 20010981
S: SITZ Resilient 10208 MGS: Woodhill Blueprint
CED 12 BW 0.1 WW 86 YW 144 SC 1.32 Claw 0.55
Angle 0.54 HP 13.0 Milk 31 CW 67 Marb 0.68 REA 1.03
$M 75 $B 161 $C 284



SITZ True North 709J Reg: 20014255
S: Square B True North 8052 MGS: SITZ Stellar 726D
CED 14 BW -1.7 WW 76 YW 136 SC 1.50 Claw 0.34
Angle 0.33 HP 11.9 Milk 31 CW 46 Marb 0.59 REA .73
$M 101 $B 130 $C 265



SITZ Accomplishment 713J Reg: 20003659
S: SITZ Accomplishment 720F MGS: SITZ High Country 10011 CED 7 BW 0.9 WW 74 YW 131 SC 0.76
Claw 0.45 Angle 0.32 HP 21.3 Milk 30 CW 70
Marb 0.39 REA 0.64 $M 93 $B 150 $C 288



SITZ Stellar 706J Reg: 20041441
S: SITZ Stellar 726D MGS: SITZ Investment 660Z
CED 4 BW 0.7 WW 81 YW 150 SC 0.83 Claw 0.32
Angle 0.37 HP 15.5 Milk 33 CW 66 Marb 0.31 REA 0.84
$M 83 $B 150 $C 278



SITZ Stellar 11170 Reg: 19673747
S: SITZ Stellar 726D MGS: SITZ Sensation 693A
CED 9 BW -0.5 WW 67 YW 125 SC 0.71 Claw 0.34
Angle 0.34 HP 13.6 Milk 29 CW 54 Marb 0.84 REA 0.63
$M 85 $B 158 $C 290



SITZ JLS True North 649J Reg: 20023244
S: Square B True North 8052 MGS: SITZ Profile 1160
CED 5 BW 0.7 WW 78 YW 130 SC 1.93 Claw 0.39
Angle 0.50 HP 16.4 Milk 29 CW 50 Marb 0.98 REA 0.71 $M 91 $B 150 $C 286



SITZ Resilient 718J Reg: 20003661
Sire: SITZ Resilient 10208 MGS: Koupals B&B Titan 3013
CED 5 BW 1.0 WW 81 YW 143 SC 0.94 Claw 0.43
Angle 0.44 HP 11.6 Milk 24 CW 68 Marb 0.64 REA 0.92
$M 75 $B 172 $C 298



SITZ Stellar 705J Reg: 20003655
Sire: SITZ Stellar 726D MGS: SITZ Investment 660Z
CED 3 BW 1.6 WW 74 YW 133 SC 0.75 Claw 0.30
Angle 0.34 HP 10.3 Milk 31 CW 75 Marb 0.60 REA 0.73
$M 74 $B 175 $C 301

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SitzAngus@gmail.com

Bob Sitz
(406) 581-6448
SitzAngusRanch@gmail.com

Joe Jones
(208) 670-2364
JoeJones@SitzAngus.com

Watch for navel and joint ill in newborn calves

The smell of rubbing alcohol in a physician's office is a sign of a hygienic environment. Just as medical personnel work to maintain a sanitary exam room for their patients, those cleanliness principles also apply on the farm, said Kansas State (K-State) University Beef Cattle Institute veterinarian Brian Lubbers on a recent "Cattle Chat" podcast.

"When calves are born in an environment that is dirty, it can lead to the development of navel ill and joint ill, which are bacterial infections," Lubbers said.

He added that navel ill happens when the bacteria enters the calf's body through the navel, which was recently detached from the dam's placenta; joint ill occurs in the bloodstream and can afflict the calf in one or many of the joints in its body.

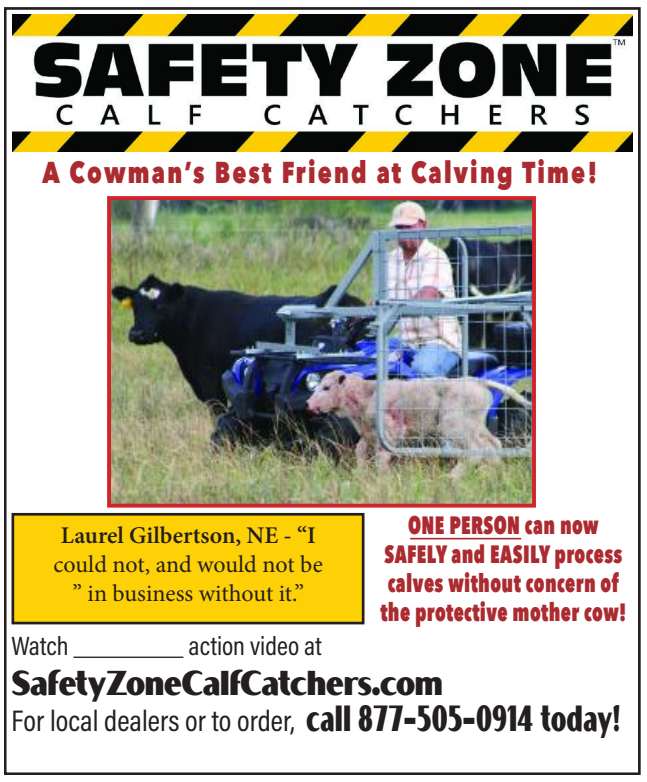
"Signs of navel ill include an abscess on the outside of the body at the navel, but also it can be internal if the bacteria traveled up the vein from the navel to the liver," Lubbers said. "With joint ill, the calves have swollen joints that are warm to the touch, and (the calf) can appear lame because it is painful for them to walk."

Lubbers said navel ill typically appears within the first one to two days of life, and joint ill symptoms appear within the first one to two weeks. Once the navel closes and the umbilical cord drops away from the body, the calf is no longer at risk of bacteria entering through that opening.

"If a producer suspects navel ill or joint ill happening in the calves, they should consult a veterinarian to see if the best treatment option is to drain the abscess or treat the calf with antibiotics," Lubbers said.

He said management practices should be evaluated in herds where many calves are experiencing these illnesses.

"If producers are seeing a lot of calves with navel and joint ill, it is often happening because the calves are being exposed to the same bacteria in a dirty environment," Lubbers said. "If cows calve in the same stall, make sure the bedding is changed out with each birth." — **K-State Research and Extension**





STORY SHORTS

Record ag exports in 2021

Secretary of Agriculture Tom Vilsack announced that trade data from the Department of Commerce showed agricultural exports for 2021 totaled $177 billion, 18 percent above the 2020 total and eclipsing the previous record set in 2014 by 14.6 percent. "This is a major boost for the economy as a whole, and particularly for our rural communities, with agricultural exports stimulating local economic activity, helping maintain our competitive edge globally, supporting producers' bottom lines, and supporting more than 1.3 million jobs on the farm and in related industries such as food processing and transportation," Vilsack said in a statement. The U.S.' top 10 export markets saw gains in 2021, with six of the 10—China, Mexico, Canada, South Korea, the Philippines and Colombia—setting new records. China remained the top export destination, with $33 billion in purchases, up 25 percent from 2020, while Mexico moved ahead of Canada to the number two position with a record $25.5 billion, up 39 percent from last year. Vilsack said in a press release the Biden administration is working to strengthen relationships with trading partners and address transportation issues through the work of the Supply Chain Disruptions Task Force.

USFWS to shoot estray cattle

The U.S. Fish and Wildlife (USFWS) notified the New Mexico Cattle Growers' Association (NMCGA) it would shoot estray cattle in the Gila National Forest via helicopter flyover Feb. 8-10. Despite efforts by Rail Lazy H to remove the estray cattle, only 20 head were removed, and the remaining moved to rugged terrain. NMCGA said it "adamantly opposes the mass shooting of estray cattle in contradiction to New Mexico's livestock code" and has concerns USFWS will not be able to discern branded and unbranded livestock. In a letter to USFWS in 2021, NMCGA and their attorney, Karen Budd-Falen of Budd-Falen Law Offices, stated there is no federal statute or regulation allowing USFWS to shoot estray cattle. NMCGA said with estray numbers not known, "The current USFWS plan with its lack of public notice or input leaves no room for agent accountability from New Mexico's stakeholders or citizens." "The estray cattle situation in the Gila is a result of many years of mismanagement by (USFWS)," said Loren Patterson, NMCGA president. "NMCGA members understand that estray cattle are not good for the multiuse doctrine embraced by our federally administered lands."

Horses released with fertility control

The Pahrump, NV, Bureau of Land Management (BLM) Field Office has released 133 mares treated with population suppression control vaccine GonaCon-Equine. The mares were gathered during the Nevada Wild Horse Range Herd Management Area wild horse and burro gather near Tonopah. "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 Nicholas Pay, Pahrump field manager. "Based on the latest research, we decided to use GonaCon for its long-term efficacy." BLM gathered a total of 638 wild horses and 91 burros, and the mares and 62 stallions were released back to the range.

WY bill to clarify aerial hunting

A bill in Wyoming would allow county predator management boards to work through the Wyoming Department of Agriculture or directly with the animal damage management board, federal agencies or state agencies to control predatory animals and predacious birds. Senate File 10 would allow county predator management boards to control predators from the air over federal lands if agencies like the Animal and Plant Health Inspection Service's Wildlife Services approve it. Amy Hendrickson, executive director for the Wyoming Wool Growers Association, told WyoFile the bill clarifies the current statute and makes "sure that the county predator control boards are part of the chain." Wyoming Stock Growers Association Executive Vice President Jim Magagna supported the bill and said to WyoFile that despite an agreement with county boards and Wildlife Services, the bill is "still of value."

Drought relief for Manitoba producers

The Canada and Manitoba governments announced the expansion of expenses allowed in the Livestock Feed and Transportation Drought Assistance program. The added eligible extraordinary costs covered are expenses related to accessing additional crop or pasture acres, temporary fencing for supplemental grazing, hauling water, harvesting extra acres or hauling self-produced feed from distant locations. The program covers extraordinary expenses incurred between June 1, 2021, and March 15, 2022. "Manitoba beef producers thank the federal and provincial governments for listening to our concerns about how to make the programs more reflective of the many different types of strategies producers have had to use to source critical feed and water resources for their livestock," Tyler Fulton, Manitoba Beef Producers president, said in a statement.

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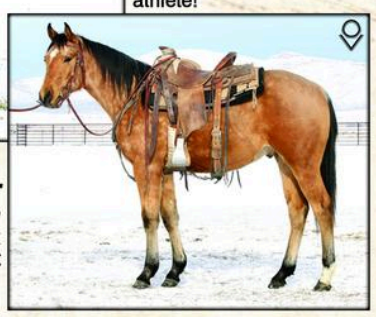
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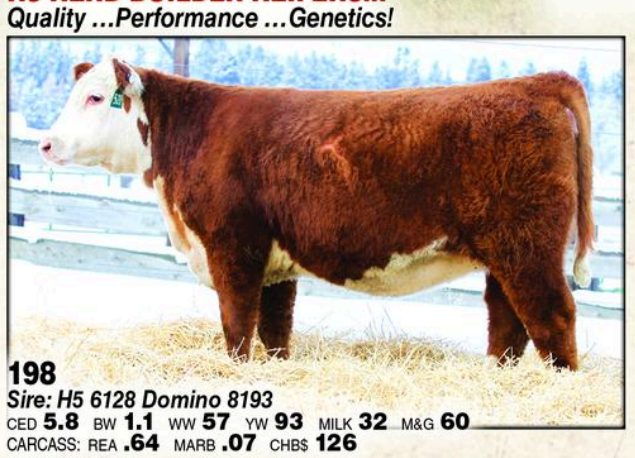
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198
Sire: H5 6128 Domino 8193
CED **5.8** BW **1.1** WW **57** YW **93** MILK **32** M&G **60**
CARCASS: REA **.64** MARB **.07** CHB$ **126**



1233
Sire: H5 6128 Domino 8193
CED **4.6** BW **2.3** WW **62** YW **99** MILK **33** M&G **64**
CARCASS: REA **.64** MARB **.16** CHB$ **122**



1403
Sire: HH Advance 3297A
CED **4.0** BW **3.4** WW **67** YW **115** MILK **32** M&G **66**
CARCASS: REA **.61** MARB **.21** CHB$ **143**



1206
Sire: CL1 Domino 8232F
CED **0.4** BW **3.9** WW **69** YW **113** MILK **32** M&G **66**
CARCASS: REA **.42** MARB **.60** CHB$ **123**



1253
Sire: HH Advance 5019C
CED **6.7** BW **1.1** WW **57** YW **96** MILK **28** M&G **56**
CARCASS: REA **.48** MARB **.31** CHB$ **128**



126
Sire: H5 81E Domino 906
CED **–1.4** BW **3.5** WW **68** YW **112** MILK **32** M&G **66**
CARCASS: REA **.52** MARB **.17** CHB$ **121**



190
Sire: CL1 Domino 8232F
CED **2.6** BW **2.2** WW **68** YW **108** MILK **32** M&G **66**
CARCASS: REA **.26** MARB **.18** CHB$ **105**

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1174
Sire: H5 5019 Advance 9241
CED **3.9** BW **1.1** WW **59** YW **95** MILK **36** M&G **66**
CARCASS: REA **.39** MARB **.39** CHB$ **134**



1149
Sire: H5 5019 Advance 9241
CED **–0.2** BW **5.1** WW **78** YW **120** MILK **26** M&G **65**
CARCASS: REA **.72** MARB **.34** CHB$ **159**

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Does USDA have the staff to issue new conservation payments?

Though the Build Back Better Act remains stalled in Congress, the top Republican on the House Agriculture Committee questioned recently whether USDA would be ready to dole out what would be a dramatic increase in conservation funds if the bill eventually passed.

The House Agriculture Subcommittee on Conservation and Forestry held a hearing looking at the state of conservation programs and questioning the head of the Natural Resources Conservation Service (NRCS) and administrator of the Farm Service Agency about how the agencies would respond.

The legislation includes a $27.1 billion increase for USDA conservation programs across 10 years. Among the conservation details, a provision in the bill would pay farmers $25 an acre to grow cover crops.

NRCS Chief Terry Cosby told the committee his agency has spent the past year expanding agency staff already just to meet current program demands. In 2021 alone, the department hired 1,141 employees. Even then, there continues to be a much higher demand to enroll in conservation programs than there are dollars available.

That being said, Cosby said the Build Back Better Act would provide farmers with much-needed resources for conservation.

Rep. Glenn "GT" Thompson (R-PA-15), the committee's ranking member, questioned whether USDA staff could handle the load of injecting more money into conservation programs right now.

"That money is almost equal to a doubling of funding for the current farm bill conservation programs," Thompson said. "A significant portion of the funding is backloaded in the last two years of the bill. Do you believe that the department has the ability to get that money out the door? So, what would that plan look like?"

Cosby said the agency continues to undertake an "aggressive hiring strategy" just to implement the programs at their current sizes.

"Last year, we were able to bring on a lot of employees," Cosby said. "We also have a lot of partners across the country. They really help us with this, and we do agreements, and we have a lot of boots on the ground to help do this work. We believe no matter what Congress appropriates, we can deliver, and we have the right skill sets. We have the right men and women across the country just to do that."

Thompson said he's already heard frustrations from farmers who would like to see conservation dollars get "out the door" under the current scenario.

"I appreciate your leadership and appreciate the men and women who work at USDA, but what would you have me say to the farmers as I interact with them? I want them to bring their voices to the 2023 Farm Bill process," he said.

"How would you have me respond when they express their concerns with this, because they have concerns with just the current programs we have getting that money out the door, and we're talking about—as I'm referencing, incredible increasing amount of funds—and we have frustrations now with the current programs."

Cosby said his department would be ready if more federal conservation dollars are made available.

The Biden administration has indicated previously the climate-smart conservation provisions in the bill would reach as many as 130 million acres.

The Congressional Budget Office pegged the overall agricultural provisions in the bill at $81.7 billion during the next decade. The bill would spend roughly $27.1 billion on conservation, with funds divided among the major farm bill programs. The funds would primarily pay farmers to increase climate-smart practices on their farms that sequester carbon and lower greenhouse gas emissions.

"The agency continues to utilize our existing programs and funding to ensure that farmers across the country have the tools they need to respond to the climate crisis," Cosby said. "That being said, our programs remain oversubscribed, with demand for climate-smart agriculture practices and programs well exceeding available funding."

Rep. Abigail Spanberger (D-VA-07), the chair of the subcommittee, credited NRCS for its work on climate-smart agriculture. She also called on her fellow House members to follow the Senate's lead and pass the Growing Climate Solutions Act. The bill, which would establish a carbon credit certification program at USDA, passed the Senate 92-8 last summer. Spanberger noted the bill is backed by a long list of agricultural groups, some environmental groups and Fortune 500 companies.

"It's long past time that the House follow suit and do the right thing for our farmers, rural America and our planet," Spanberger said. — **Todd Neeley, DTN staff reporter**

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BW	+0.9
WW	+75
YW	+126
SC	+2.68
M	+21
MB	+0.25
REA	+0.56
$W	+75
$F	+100
$G	+30
$B	+129

Baldridge SR Goalkeeper #19356243

CED	+6
BW	+1.6
WW	+69
YW	+140
SC	+1.73
M	+26
MB	+1.13
REA	+1.01
$W	+67
$F	+108
$G	+78
$B	+186

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YW	+159
SC	+0.44
M	+25
MB	+0.84
REA	+0.77
$W	+87
$F	+113
$G	+61
$B	+174

Coleman Bravo 6313 #18734838

CED	+15
BW	-0.4
WW	+55
YW	+100
SC	+0.90
M	+21
MB	+0.10
REA	+0.39
$W	+60
$F	+57
$G	+21
$B	+78

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LEGAL LEDGER

AFBF wants DOJ update

The American Farm Bureau Federation (AFBF) recently submitted a letter to Attorney General Merrick Garland, requesting an update regarding the Department of Justice's investigation into the meatpacking industry. "With over 80 percent of the fed cattle market controlled by only four major packing companies, we are concerned about the control these firms have in the fed cattle market," wrote AFBF President Zippy Duvall. "While we understand the COVID-19 pandemic caused supply chain and labor issues within the meatpacking sector, the volatility in the markets during this time caused extreme uncertainty for our country's cattle producers." The letter requests a written update within 90 days.

Comments open for UT horse gather

The Bureau of Land Management (BLM) is launching a 30-day scoping period through March 5 for the Cedar Mountains Herd Management Area outside of Salt Lake City, UT. The Salt Lake City Field Office is proposing to remove more than 600 horses from the herd management area, as the population is estimated at 790 animals, while the appropriate management level is only 190-390 horses. The proposed gather would take place no sooner than fall 2022. The BLM will conduct scoping and then prepare an environmental assessment, which will disclose project details and alternatives. Comments must be submitted by March 5 and may be submitted at eplanning.blm.gov/eplanning-ui/project/2017715/510. Written comments may also be submitted to Salt Lake Field Office, Attention: Tami Howell, 491 North John Glenn Road, Salt Lake City, UT 84116. Be sure to include project number DOI-BLM-UT-W010-2022-0005-EA.

Industry asks for WOTUS suspension

Industry groups and lawmakers are calling on the Environmental Protection Agency (EPA) and the U.S. Army Corps of Engineers to suspend the pending rulemaking to redefine the scope of waters protected under the Clean Water Act. "We urge EPA to focus federal jurisdiction on traditionally navigable waters, their consistently flowing tributaries, and abutting wetlands," read a letter from the National Cattlemen's Beef Association. "Attempts to expand federal jurisdiction to ephemeral and isolated water features remove focus from the waterbodies that most significantly contribute to downstream water quality." Dozens of GOP senators also penned a letter to the EPA, asking the rule-making be put on hold until the Supreme Court completes its consideration of Sackett v. EPA. The case is regarding an Idaho couple's ability to build a home near what EPA considers a wetland. "The federal government should not promulgate rules for the sake of political expediency, but rather provide regulatory certainty for stakeholders within the bounds of an agency's respective statutory authority," the lawmakers wrote.

Additional H-2B visas available

The Department of Homeland Security and the Department of Labor recently announced the availability of 20,000 additional H-2B temporary nonagricultural worker visas for the first half of fiscal year 2022. The visas are for employers who are facing "irreparable harm without additional workers" and are seeking to employ workers before March 31. This marks the first time the federal agencies are making additional H-2B visas available in the first half of the fiscal year. A total of 13,500 visas are available to returning workers who received an H-2B visa during one of the last three fiscal years. The remainder are reserved for nationals of Haiti, El Salvador, Guatemala and Honduras.

Partnership to ease port congestion

USDA announced plans to increase capacity at the Port of Oakland in California to ease port congestion and restore shipping services for ag commodities. The department is teaming up with the port to set up a new 25-acre pop-up site for ag companies to fill empty shipping containers with commodities. "After we helped set up inland pop-up ports at the Port of Savannah, we witnessed significant improvements in the flow of goods, and we expect to see similarly positive results once this Oakland facility is open," said U.S. Transportation Secretary Pete Buttigieg. The site will provide space to prepare empty containers in early March. "Further steps must be taken to prevent carriers from sending empty containers out of U.S. ports, such as the passage and signing of the Ocean Shipping Reform Act," said American Farm Bureau President Zippy Duvall.

Ocean Shipping Reform Act companion

The Senate has introduced companion legislation to the Ocean Shipping Reform Act of 2021, which would update federal regulations for the global shipping industry. Sens. John Thune (R-SD) and Amy Klobuchar (D-MN) introduced the Ocean Shipping Reform Act, which they said would level the playing field for American exporters by making it more difficult for ocean carriers to unreasonably refuse goods ready to export at ports. "We appreciate the effort to improve the global competitiveness of U.S. agriculture through needed reforms to the practices of ocean carriers, including the insufficient carriage of export cargoes," said Scott VanderWal, president of South Dakota Farm Bureau.

Digital technology helps farmers apply operation-specific practices

In a world of science and innovation, Terry Griffin thinks that—sometimes—taking a step back is a good thing. It's the message he's getting from some farmers, who say what they really need in their business is information that is more specific to their fields.

"In the early days of Extension, farmers would get localized recommendations from their Extension agent," said Griffin, a precision agriculture economist with Kansas State (K-State) Research and Extension.

"But as time goes on, those local recommendations turn into state-level recommendations or tri-state recommendations due to a myriad of factors, one of which has been reduced funding for local research."

In other words, today's agricultural research may reflect best farming practices for a wide range of farms, but it's less likely to address specific management practices and production challenges faced by any one operation.

"So," Griffin said, "a lot of farmers have decided to supplement that research by conducting their own on-farm experimentation."

Griffin is a member of a global project called Frontiers in On-Farm Experimentation, organized by the National Information Management and Support System. The group's purpose is to address the worldwide problem of inefficient application of crop inputs on farm fields.

The group has published a journal article on their work, which is available online.

Griffin said today's farmers have received a big boost from technologies such as yield monitors, soil sensors, aerial drones, GPS-enabled tractors and more. Those have allowed farmers to leverage data on soil, diseases, pests, weather and other environmental factors to optimize yields.

But what is missing is a standardized way for farmers to collect data from technology and easily use it in a way that benefits their situation.

"If we take digital agriculture—meaning the tools we've been talking about for many years—and combine it with on-farm experimentation, farmers will be able to make better farm management decisions based on their local conditions and management practices," Griffin said.

Griffin is directly involved with a project to "clean" yield monitor data so it is readily available to farmers with computer software.

"We're trying to remove the necessity for humans to look at data … because even the best scientists sometimes have a bias to them," Griffin said. "If we can replace humans with automated, rigorous computer algorithms, we can prevent human biases from being part of the experiment."

The result, he said, is a set of recommendations specific to the farmer.

"These products are the same products that may be applied across large regions, but we have the ability now to get localized information that takes into account the farmer's soils and their weather regime," Griffin said.

"It also considers how that particular farmer treats inputs or other activities in the field, such as seeding depth, row spacing, planting direction and more."

More information on the progress of on-farm experimentation is available from Griffin at www.ageconomics.k-state.edu. He can also be contacted by email, twgriffin@ksu.edu, or on Twitter, @Space Plowboy. — **K-State Research and Extension**



Calving season is here: Are your cows prepared nutritionally?

We have a symbiotic relationship with grazing cattle, in which they convert cellulose and other inedible fibrous material into a wholesome protein product for human consumption. There are many types of production systems, cattle breeds and available resources across the domestic cow-calf sector, but the basic nutritional demands are somewhat standard across the board.

In layman's terms, regardless of genetics or environment, there is seldom a time throughout the production year where the cow cannot meet her nutritional needs with acceptable quality grass or available forage. However, the last 60 days prior to calving and immediately after parturition, cattle nutritional demands increase dramatically (Table 1).

These changes in basal metabolic requirements are a direct result of rapid fetal growth, the cow preparing herself for the stress of calving, initiation of the lactation process and the return to a fertile state for the subsequent breeding season.

It's clear that spring-calving herds are currently managing cows at the peak of their nutritional demands. Producers also have groups of first-timers that are still growing and haven't reached their mature size and weight. Optimizing nutrition at this critical wintertime point is imperative for maximizing production efficiency. Are your females nutritionally prepared?

Optimizing nutrition at this critical wintertime point is imperative for maximizing production efficiency. Are your females nutritionally prepared?

With many producers already in the heart of calving season and others with due dates approaching, what is actually happening biologically to the females at this stage? If she is a heifer, a good portion of her nutrition is being partitioned toward growth.

However, all females are directing a large portion of their dietary nutrition toward fetal growth and preparation of parturition. During the first and second trimesters, fetal life functions such as vital organs and skeletal/muscular systems are developed. The third trimester results in nearly 75 percent of the fetal growth during the entire pregnancy and prepares the calf for extrauterine life.

If you bred your cow or heifer on time, she's currently in the third trimester or has recently calved, so it's important to know that the energy/protein demand for her calf should be accounted for. Additionally, the cow needs a bioavailable vitamin A and E supply, along with trace minerals such as copper, zinc and selenium to support a healthy, vigorous calf.

Some producers are reluctant to supplement their cows at this time, fearing the dogma of increased birth weights and subsequent dystocia. No doubt, calf birth weight is influenced by the maternal plane of nutrition, and a summary of research by Bellows (1993) indicates this trend (Table 2).

However, this increase in birth weight does not necessarily correlate to more incidence of dystocia. It's important to remember that birth weight is only one component of calving ease. Outside of abnormal presentations (i.e., breech), the cow's energy status and glycogenic reserves are critical for her to physically push that calf through the birth canal. We've all given assistance (especially to a heifer) at calving time, and it's exhausting on us. Think about the energy just spent by the cow!

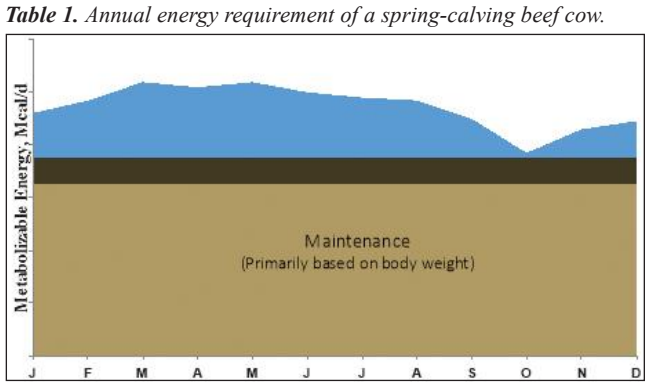
In fact, calves that are born from mothers on a high pre-calving plane of nutrition were up and nursing their dams faster than those born from dams with a low plane of pre-calving nutrition. Bottom line, thin cows with no energy stores may in fact have a tougher time calving, regardless of calf size.

Speaking of nursing, lactation is the final step in this whole transition process, and it's an important one. Nutritional requirements continue to rise for nearly 60 days postpartum, where nearly two-thirds of the total milk will be produced by the dam. Energy, protein, vitamins and minerals are vital for quality milk and early calf performance.

If nutritional demands for lactation cannot be met, the cow will start to mobilize her own body reserves to support lactation, resulting in loss of body condition score, metabolic disorder and immune system depression. Since we don't really know the milking potential of each cow until she's in production, it's important to pay attention to cows that appear to be sick or losing weight because females who are losing weight during the breeding season have decreased conception rates.

This concept comes full circle because we need a cow to calve unassisted, wean off a heavy calf and breed back on time to maintain an economically viable production cycle. Don't overfeed your females, but understand now is not the time to cut corners on your cow herd nutrition. — **Chris Cassady, BioZyme Inc.**

Table 1. *Annual energy requirement of a spring-calving beef cow.*

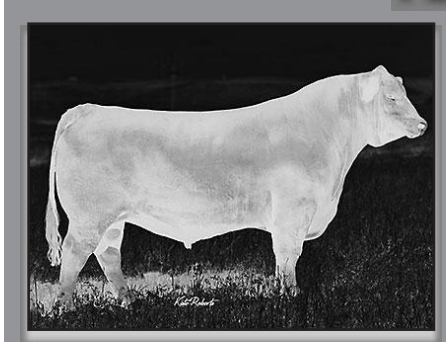


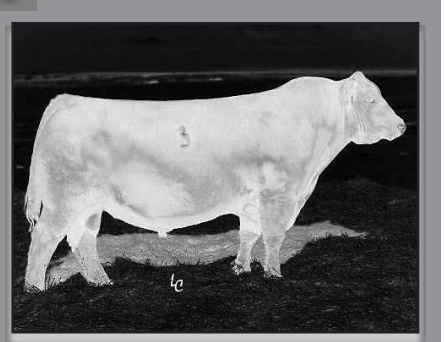
Adapted from Harvey Freetly, BIF Proceedings 2009.

Table 2. *Effect of low or high gestation feeding level on calving and subsequent reproduction.*

	Low	High
Calf Traits		
Calf birth weight, lbs.	63	69
Dystocia, %	35	28
Calf survival at birth, %	93	91
Calf survival at weaning, %	58	85
Scours incidence, %	52	33
Mortality due to scours, %	19	0
Dam Traits		
Estrus at the beginning of breeding season, %	48	69
Pregnancy, %	65	75

Adapted from Bellows, USDA-Agricultural Research Service, Miles City, MT. Range Beef Cow Symposium XIII, 1993, pp. 175-189.

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Feeding high-magnesium minerals to cows calving on winter pastures

There has not been much wheat pasture this winter after a slow start last fall and a long winter drought in most of the Southwest. Many pastures that usually have stockers grazing all winter were either not stocked or had the calves pulled already. Moisture from recent snow will give the wheat a boost, and many of these fields could be used for spring-calving cows to graze. Wheat growing this time of year is high in protein and highly digestible and will easily meet the requirements of a beef cow in early lactation.

A problem with wheat and other small grain pastures is the mineral content in comparison to the needs of the lactating cow. The table shows the average mineral content from five experiments across Oklahoma and Arkansas.

There is considerable variation in the mineral composition of small grain forages, depending on management, growth conditions and soil mineral content. This data shows that magnesium, copper and zinc are deficient in wheat forage; calcium and phosphorus are adequate; and potassium is excessive.

The high potassium content of wheat forage is problematic because it interferes with magnesium absorption in the gastrointestinal tract. Grass tetany in mature cows is caused by low blood magnesium levels that can result from either low magnesium intake or poor absorption. It is commonly a problem in nursing mature cows grazing small grain pastures in the spring due to magnesium excretion in the milk and reduced resorption of magnesium from the bone in mature cows compared to younger cows or growing calves.

Grass tetany is a condition associated with inadequate magnesium in the diet. Magnesium is a mineral that is necessary in nerve function and therefore muscle contraction. Cattle with grass tetany become excitable, develop muscle tremors and have difficulty breathing. In the worst case, death is possible.

The most common method of preventing grass tetany is to supplement the herd with magnesium beginning at least one month prior to spring grazing. Mineral supplements that contain 10-12 percent magnesium as magnesium oxide, called high-mag minerals in layman's terms, are commonly used.

At 3 to 4 ounces intake, such minerals will provide 40-50 percent of a cow's daily magnesium requirement. Mineral supplement intake is often reduced when higher rates of magnesium are added due to the unpalatability of magnesium oxide. Mineral mixtures will not effectively offset mineral deficiencies if desired amounts are not consumed, so intake must be monitored. — **Paul Beck, Oklahoma State University Extension beef cattle specialist**

Average mineral content of wheat forage from five experiments in Oklahoma and Arkansas compared with the mineral requirements of a 1,100 pound early lactation beef cow.

Mineral, DM basis	Average Content	Consumed	Required	Status
Calcium, %	0.38	56.7 g	38.8 g	Adequate
Phosphorus, %	0.25	38.5 g	21.3 g	Adequate
Magnesium, %	0.16	24.7 g	31.5 g	Deficient
Potassium, %	2.07	311.6 g	110.4 g	Excessive
Copper, ppm	7.19	115 mg	158 mg	Deficient
Zinc, ppm	22.14	351 mg	473 mg	Deficient

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.)

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.

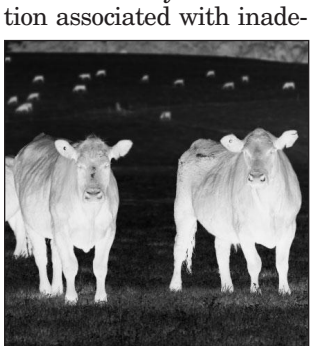
Feb. 28 – The Sandhills Cattle Association's 2022 scholarship applications are now open, with a total of $9,000 up for grabs this year. To be eligible, the applicant must be the child or grandchild of a current member of the Sandhills Cattle Association. Applicants do not have to be studying in the agriculture field to apply for or receive the scholarship. Details: www.SandhillsCattle.com or 402-376-2310.

Feb. 28 – The GrowinG Internship Program is now accepting applications for 2022. The program provides hands-on internships at working farms and ranches to Wyoming's beginning farmers and ranchers each year in cooperation with state producer organizations and educational institutions. Applications: GrowinG-WY.org.

March 1 – The NILE Foundation is now accepting scholarship applications for the 2022-23 academic year. There will be five levels of scholarships awarded, and winners will be announced in April. Applications and guidelines can be found at www.thenile.org or by contacting the NILE office at 406-256-2495.

March 1 – The North Dakota Stockmen's Foundation is offering 10 scholarships in 2022. Complete rules and downloadable application forms are available at www.ndstockmen.org under the "Foundation" tab. For more information, call 701-223-2522.

March 18 – The Texas and Southwestern Cattle Raisers Association has an internship opportunity for students to assist during the summer months in the headquarters office in Fort Worth, TX. A cover letter, resume and letter of recommendation should be sent to education@tscra.org. Details: tscra.org/who-we-are/employment.



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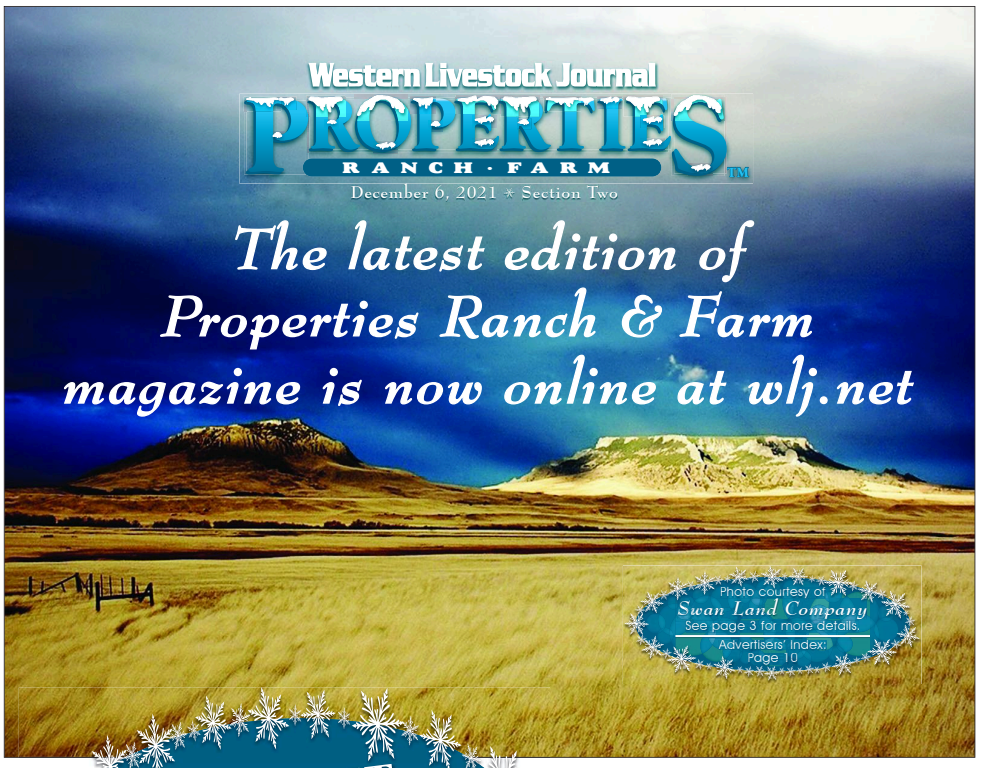
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New training standards for obtaining a CDL

— Training required before test

Farmers and others looking to get a commercial driver's license (CDL) will now be required to get federally approved training before they are eligible to take the CDL test.

The new federal training standards went into effect on Feb. 7, though the trucking industry has been working for a decade to get the new rules in place.

Called the Entry-Level Driver Training (ELDT) rule, the new standards apply to people looking to get a Class A or Class B CDL for the first time or to upgrade a Class B CDL to a Class A. The rule also applies to people looking to drive a school bus or other passenger bus, as well as anyone getting an endorsement such as hauling hazardous materials.

Farmers are typically exempt from CDL requirements if they drive within a 150-mile radius of their farm. The new rules will affect producers who need to haul farther distances but did not receive a CDL before Feb. 7.

The ELDT requirements are not retroactive for drivers with CDLs or certain driver endorsements before Feb. 7 or their renewals.

The tighter rules on CDL tests have been planned since the 2012 highway bill "Moving Ahead for Progress in the 21st Century Act" was signed into law. Initially, the ELDT was set to begin in 2020, but the mandate was delayed for two years.

The goal was to set a minimum, more uniform standard for training and safety benchmarks nationally for all new drivers. The ELDT mandate also means many businesses will no longer be allowed to train their own drivers. The rule requires both classroom theory teaching and behind-the-wheel instruction with an emphasis on basic operation of a truck, as well as rules such as hours of service. The rule does not set a minimum number of hours for instruction, but the written test requires a minimum score of 80 percent.

From now on, entry-level drivers will have to select a training provider listed in the federal Training Provider Registry on the Federal Motor Carrier Safety Administration (FMCSA) website.

Nationally, there are more than 13,300 locations around the country listed on the Training Provider Registry.

Still, the new rule kicks in as the country also faces an all-time high trucker shortage with an immediate need for roughly 80,000 truckers, according to the American Trucking Associations (ATA). Even as the new rule goes into effect, last month, the Department of Transportation (DOT) loosened rules to allow states to waive certain test requirements for CDLs to help deal with school bus driver shortages nationally.

The new rule also comes into effect following DOT announcing a national apprenticeship program to recruit employers willing to launch a pilot program for drivers ages 18 to 21. The infrastructure bill passed last November requires DOT to create a program that would allow younger CDL drivers to haul goods across interstate lines. DOT is still working on an apprenticeship program.

Groups that represent truckers noted that plans for setting a single standard for national training have been in the works for a decade now.

While the new requirements are likely to draw criticism, groups such as the Truckload Carriers Association (TCA) backed the new rules as "beneficial to set a national proficiency minimum that promotes safety and preparedness," the group wrote in an op-ed.

"These safety improvements could potentially help reduce the industry's driver shortage and retention concerns. Increased driver safety and proficiency could improve driver satisfaction and increase career longevity," TCA representatives wrote on a trucking website, Freightwaves.com.

However, drivers who cannot afford to pay for a training school or those who struggle with English literacy are likely to have a difficult time meeting the new requirements.

The ATA highlighted that the new rules will not change much for most organizations that already have a training program in place.

"Despite false rumors spreading on social media, the process for obtaining a CDL will not markedly differ from what takes place today. Prospective drivers will be required to pass a theory/knowledge test and a road/skills test," ATA's Dan Horvath, vice president of safety policy, wrote in a column.

ATA noted the new rule "simply means everyone will be using the same curriculum nationwide. In fact, FMCSA estimates 85 percent of entry-level drivers already receive training curricula that meets the ELDT requirements." — **Chris Clayton, DTN ag policy editor**

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CED	BW	WW	YW	MK	MA	RE	$W	$F	$G	$B	$C
+7	+1.7	+75	+144	+27	+.89	+.69	+73	+123	+63	+187	+281


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Tehama Patriarch F028 x Basin Excitement
ADJ. WW 725 WWR 103 • ADJ. YW 1,224 YWR 104

CED	BW	WW	YW	MK	MA	RE	$W	$F	$G	$B	$C
+7	+.1	+72	+134	+30	+.33	+.60	+78	+98	+34	+132	+233



BAKER NIAGARA 437 6428 10-2-2020
D R Niagara E437 x MR NLC Upgrade U8676
ADJ. WW 750 WWR 109 • ADJ. YW 1,131 YWR 101

CED	BW	WW	YW	MK	Stay	CW	MA	RE	$API	$TI
+15.4	-1.0	+90.3	+149.1	+23.5	+14.4	+46.2	+.66	+.63	+157.9	+96.0


MCC 6407 DRN 9-23-2020
D R Niagara E437 x SF Speedway A187
ADJ. WW 745 WWR 103 • ADJ. YW 1,235 YWR 107

CED	BW	WW	YW	MK	MA	RE	$W	$F	$G	$B	$C
+11	+.1	+86	+155	+24	+.51	+1.16	+83	+118	+52	+170	+255


BAKER IDENTIFIED 6600 9-21-2020
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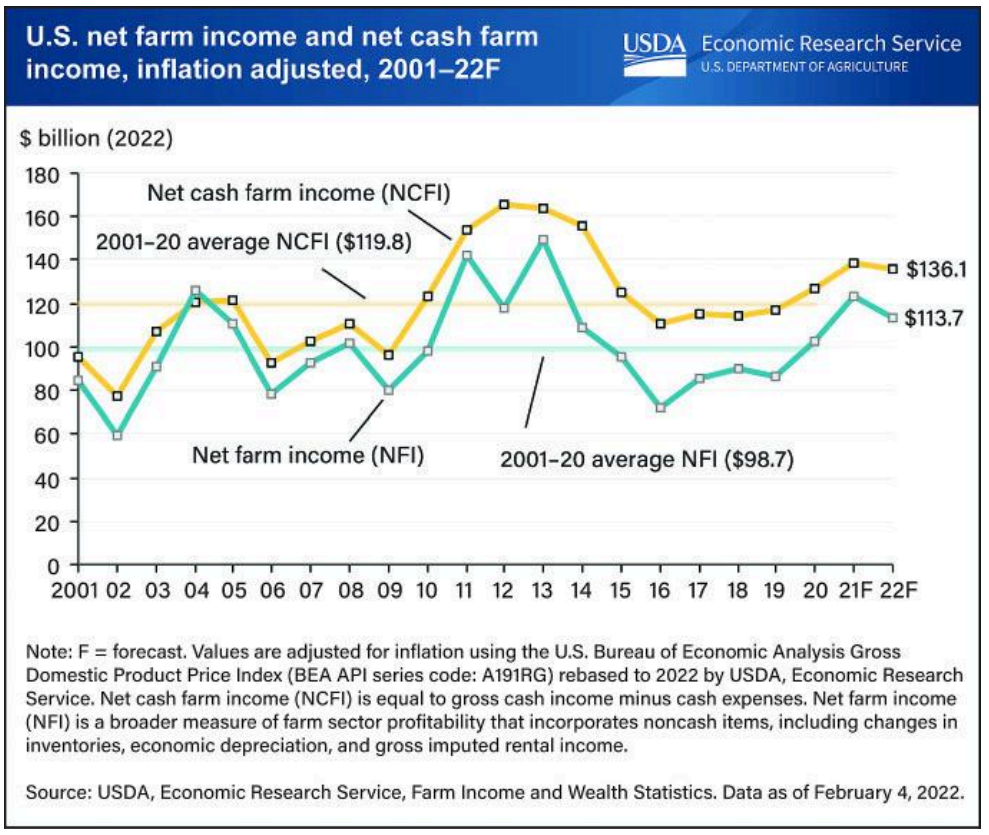
CED	BW	WW	YW	MK	MA	RE	$W	$F	$G	$B	$C
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"Shore is hard on a man to drag hisself out of a nice, warm pickup and go to work, ain't it?"

Farm sector profits to remain above long-term averages in 2022



USDA's Economic Research Service (ERS) forecasts inflation-adjusted U.S. net cash farm income (NCFI)—gross cash income minus cash expenses—to increase by $12.6 billion (9.9 percent) to $139 billion in 2021 and then decrease by $2.9 billion (2.1 percent) to $136.1 billion in 2022.

U.S. net farm income (NFI) is forecast to increase by $20.7 billion (20.1 percent) to $123.4 billion in 2021 and then decrease by $9.7 billion (7.9 percent) to $113.7 billion in 2022. Net farm income is a broader measure of farm sector profitability that incorporates noncash items, including changes in inventories, economic depreciation and gross imputed rental income.

If these forecasts are realized, both NCFI and NFI would remain above their respective 2001-2020 averages in 2022. Underlying these forecasts, cash receipts for farm commodities are projected to rise by $13.7 billion (3.1 percent) to $461.9 billion in 2022, their highest level since 2014.

During the same period, production expenses are expected to increase by $5.9 billion (1.5 percent) to $411.6 billion in 2022, offsetting some of this income growth. Additionally, direct government payments to farmers are projected to fall by $16.4 billion (58.5 percent) from 2021 levels to $11.7 billion in 2022, largely due to lower anticipated USDA and non-USDA payments for COVID-19 pandemic assistance. — **USDA ERS**

Direct government payments to farmers are projected to fall by $16.4 billion.

Good management needed to avoid hardware disease

Hardware disease is a common term for bovine traumatic reticuloperitonitis. It is usually caused by the ingestion of metallic objects like nails, screws or wire. The piece of metal settles in the compartment of the stomach called the reticulum. The weight of the object and the anatomy of the reticulum create a virtual guarantee the metal will remain in the reticulum.

Contractions of the reticulum result in the metal irritating or penetrating the lining of the stomach. If the stomach lining is penetrated, the object potentially gains access to the heart. This results in several possible scenarios, which include local infection, leakage of fluid from the reticulum and the most severe, a puncture of the sac around the heart. Accordingly, hardware disease can be mild, severe or fatal.

Hardware disease can be difficult to conclusively diagnose, and clinical signs will vary based on where the hardware has penetrated. Symptoms include the animal standing with its head and neck extended, weight loss, pain, decreased appetite, arched back, reluctance to walk or eat and audible grunting when forced to move.

Producers should consult with their veterinarian if hardware disease is suspected. Successful treatment of hardware disease can be achieved by use of antibiotics and administering a magnet into the forestomach using a balling gun.

The best prevention of hardware disease is good management. Keeping pastures and feeding areas clean by picking up wire, metal objects and debris is critical. Placing magnets in feed mills and harvesting equipment is also beneficial. Spending the extra time it takes to eliminate the potential of cattle ingesting sharp metallic objects greatly reduces the risk of cattle getting hardware disease. — **Mark Z. Johnson, Oklahoma State University Extension beef cattle breeding specialist**

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Building calf immunity to prevent, cure diseases

— Advantages of mucosal vaccines

"The ability to prevent or, in some cases, cure disease by turning on the immune system is really an incredible opportunity," according to Scott Nordstrom, DVM, Merck Animal Health director of new product development.

Along with some insightful vaccine history, Nordstrom shared specifics about the role of mucosal immunology in young calves during the American Hereford Association's educational forums at the organization's Annual Membership Meeting and Conference in Kansas City, MO, in October.

Once born, Nordstrom said the single most important thing for the immune system of the calf is to make sure it receives colostrum. However, colostrum poses a challenge to vaccination.

"When we give a traditional subcutaneous vaccine, calves typically do not respond well because those circulating antibodies they've gotten from the colostrum will bind the antigen and prevent it from providing the full and robust immune response," Nordstrom explained. "The other problem is that antibodies wane at different levels."

For instance, he said protective bovine respiratory syncytial virus antibodies last a short time, while protective antibodies for infectious bovine rhinotracheitis and bovine viral diarrhea (BVD) can last six or seven months.



Kansas State Research and Extension
Calves need to nurse their mothers soon after they are born to maximize the immunity passed along in that first milk.

Calf and mucosal immunology

"Almost from the moment of conception, a calf has an innate immune system. It recognizes foreign pathogens, though it may not yet be able to produce antibodies," Nordstrom explained.

"Around the second trimester, the calf is starting to develop a specific acquired immune system, meaning it will see a foreign pathogen, it will create antibodies, it will create cell-mediated immunity and it will be able to expel the pathogen."

Those are reasons Merck Animal Health continues to research mucosal immunology and develop mucosal vaccines. In simple terms, equate "mucosal" with the skin's surface, as well as the surfaces of the respiratory and gastrointestinal tracts. The mucosal system contains cells that react uniquely to pathogens.

"If I give a vaccine intranasally, I produce IgA (immunoglobulin A), which is an antibody that coats the mucosal surfaces. If I give the same vaccine subcutaneously, the only thing I get is IgG (immunoglobulin G), which circulates," Nordstrom explained.

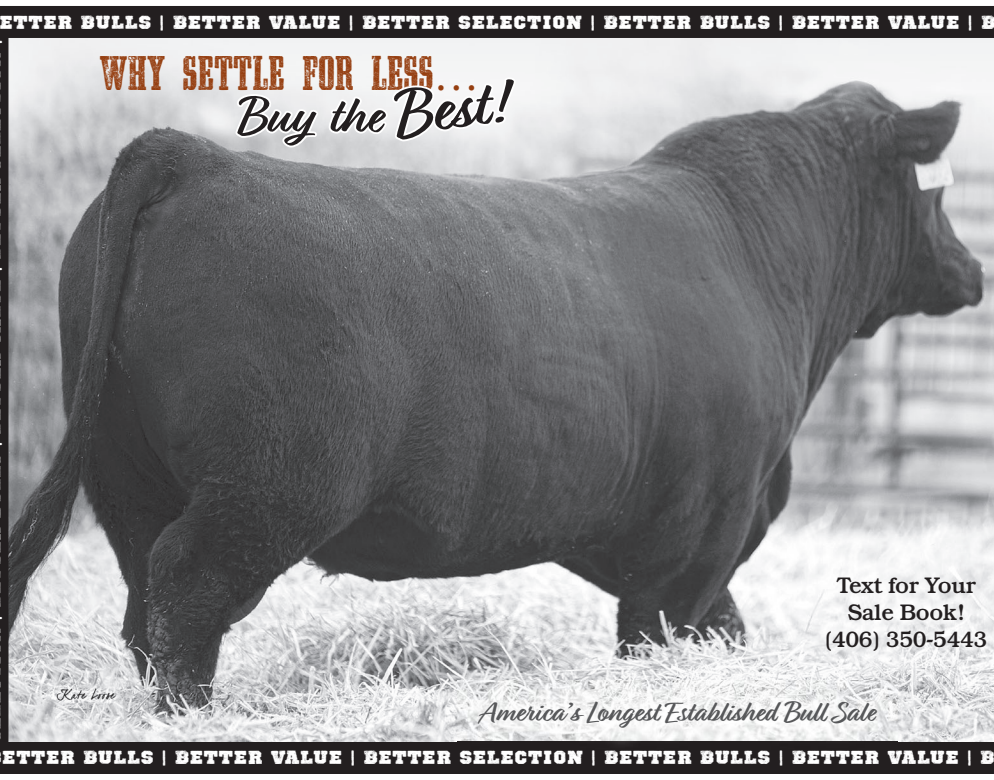
"If you use an intranasal vaccine, it stimulates the IgA, which binds the pathogen at the surface. It also creates memory and IgG, so if the pathogen does breach the surface, it gets bound up by the circulating IgG."

According to Nordstrom, the advantages of intranasal vaccines are that they are needle-free, they appear to be less objectionable to young calves, they create a comparable immune response and they provide a better response in the face of maternal antibodies than most subcutaneous antigens, with the exception of BVD. — **American Hereford Association**

"If you use an intranasal vaccine, it stimulates the IgA, which binds the pathogen at the surface."

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Farm-to-fork certification program opens

The University of Nevada, Reno (UNR) Extension's Herds and Harvest Program is hosting a new Farm to Fork Certification Program, 6-8 p.m. on Wednesdays from March 2-30. The courses in this program will offer information for beginning farmers and ranchers on the process of livestock and poultry production, from raising livestock to selling the products on the market.

The program's courses will be conducted via Zoom and will draw upon the knowledge and experience of established Nevada livestock and poultry producers and UNR experts. There will also be an in-person field trip touring local farms and ranches. Participants who complete the course will receive their Farm to Fork Level 1 Certification. Course topics include:

• **March 2** — Overview of Farm to Fork for livestock production: focusing on jurisdictions and regulations existing in Nevada, livestock production for local consumption, developing a business plan, public and private land grazing, and identifying resources.

• **March 9** — Livestock nutrition and reproduction: focusing on the basics of livestock nutrition, feed management, reproduction and characteristics of meat based on nutritional management.

• **March 16** — Poultry nutrition and reproduction: focusing on the basics of poultry nutrition, feed management, reproduction and characteristics of meat based on nutritional management.

• **March 23** — Defining "grow local" and developing marketing plans: focusing on developing a "grow local" product, creating a marketing plan and how to sell a local product.

• **March 30** — Farm financial management in the 21st century: focusing on financially building a farm, building business skills and assets, estate planning, and balance and cash flow basics. University students will provide financial analyses of different agricultural ventures.

• **Field trips to tour local farms and ranches** — Field trip dates will be announced upon registration. Participants can choose which one of the two tours they wish to take, according to their location and interests.

The cost for the program is $60 per person, and registration can be completed at nevada.formstack.com/forms/btr_2022. For more information, contact Staci Emm, Extension educator for Mineral County, at emms@unr.edu or 775-475-4227; or Kaley Chapin, outreach specialist, at kaleys@unr.edu or 702-467-2668. — **UNR**

Development in Colorado impetus for canal project

CANAL
(from page 1)

to be diverted from Lake McConaughy in the North Platte River system, resulting in less hydropower production, irrigation water for farmers and water for municipalities.

Riley stated while the canal does not give the state additional water, it protects the water entitled to future generations.

Don Batie, who testified on behalf of the Nebraska Farm Bureau and Nebraska Cattlemen, called the project a "bold move" needed to protect the water supply.

John Hansen, president of the Nebraska Farmers Union, was neutral on the proposal but expressed concerns about the use of eminent domain and "as there's any large water development project, there's always going to be concerns about the folks whose land is going to be at the bottom of a lake somewhere."

Hansen said he has spoken with people at the Rocky Mountain Farmers Union who stated there is development happening in the area to support a growing population, and he's "less than sure how it is that Nebraska will ever get those water rights back once they've been fully developed by Colorado."

Melissa Mosier, Platte River program manager for Audubon Nebraska, testified securing future streamflow for the central Platte River will always be a top priority for Audubon. The Audubon Center at Rowe Sanctuary is a place visitors from around the world come to view the sandhill and whooping cranes during migration, and the basin has unique ecological value. Mosier asked that as more design details become available, the state considers how it provides more or less resilience to wildlife and people and considers sediment a critical component of the river.

The sole testimony against the canal was by Al Davis, a lobbyist for the Nebraska chapter of the Sierra Club.

Davis stated the Platte River is a "fragile ecosystem, which has already been dramatically altered by the interference of mankind" and pointed out the number of species that rely on it as a migration spot, including the famous sandhill cranes.

"Wildlife will pay the price for a frivolous, unnecessary project designed to produce more corn and more soybeans," Davis said.

Davis argued the state has done a better job managing water than other states to protect ground and surface water, but the money required to build the canal could be better spent on rebuilding nursing homes and weatherizing houses. Davis suggested lawmakers visit Colorado to see what projects are being performed in the river basin and get more information.

Endangered species

The idea of a Perkins County Canal was revived in 1981 when the Twin Platte NRD filed an application for a permit to impound water from the Platte River at a point "southwesterly from the town of Ovid, CO." In the application, the district cited an article in the South Platte River Compact describing the canal and the plan to divert 500 cubic feet of water per second during the winter months.

The Nebraska Department of Water Resources told the district that under the provisions of the Nongame and Endangered Species Act, it must consult with the Game and Parks Commission in connection with the project. After several years of wrangling, the department in 1985 denied the application for its failure to comply with the Nongame and Endangered Species Act. In 1986, the Supreme Court of Nebraska ruled in favor of denying the application, stating the director did not act arbitrarily in requiring the applicant to first consult with the Game and Parks Commission.

In 2006, an agreement was signed between the governors of Colorado, Nebraska and Wyoming and the U.S. Secretary of the Interior to implement a basinwide Platte River Recovery Implementation Program. The purpose of the program is to provide Endangered Species Act compliance for water users in the Platte River Basin to protect the whooping crane, interior least tern, piping plover and pallid sturgeon.

Riley stated the canal project can be completed "while we balance our commitments to protect the natural environment that Nebraskans currently enjoy." Riley said passing LB1015 will ensure South Platte flows are maintained in the essential stretches that support federally protected species and their habitats and will give water managers greater flexibility while maximizing wildlife benefits.

"This flexibility will work to limit increasing federal obligations under the Endangered Species Act and those burdens that could otherwise force Nebraska or be forced on our Nebraska water users," Riley said.

According to Riley, the project's design could take 18 to 36 months, and construction could begin in 2025. — **Charles Wallace, *WLJ* editor**

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BW +1.7
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YW +102
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Conservation task force launched with Western states, federal officials

— Cross-boundary coordination

A memorandum of agreement was signed between Western governors and Biden administration officials to work collaboratively to meet the challenges of wildfire and drought.

The Western Governors Association (WGA) unveiled the Task Force on Collaborative Conservation with the Department of the Interior and USDA to serve as a forum to respond to the West's challenges through joint problem solving with collective expertise and resources.

"This task force will be an important vehicle for enhancing cooperation between the Departments of Agriculture and Interior and our Western partners on the conservation challenges impacting the region, as well as coordinating critical funding like the investments secured in the Bipartisan Infrastructure Law that will make a real difference for communities across the West," Secretary of Agriculture Tom Vilsack said in a statement.

According to the WGA press release, the agencies have a "strong history" of working together, and the memorandum builds on the efforts of the USDA-WGA memorandum of understanding for shared stewardship. The agreement was signed in 2018 between WGA and the U.S. Forest Service for projects to reduce hazardous fuels and improve forest and rangeland conditions in Western states.

The task force will focus on conservation programs and policies such as wildlife corridors, wildfire and drought response, invasive species management, and forest and rangeland restoration. It will coordinate with federal, state and Tribal partners to identify opportunities to leverage existing resources, including those outlined in the Bipartisan Infrastructure Law, for cross-boundary conservation outcomes.

The group will also contribute to the Biden administration's efforts to create a database to track progress on its conservation pledge, the America the Beautiful program. Lastly, it will prioritize opportunities to support the voluntary conservation efforts by ranchers, farmers and other private landowners to keep "working lands working."

"Western Governors appreciate the value of cross-boundary coordination between federal, state, local, Tribal and private landowners on issues like wildfire mitigation, invasive species control and habitat restoration," WGA Executive Director Jim Ogsbury said in a statement. "The task force is designed to drive to collective action on some of the biggest challenges we face on our Western landscapes."

The three parties will meet once a year in person but will communicate regularly to maintain their commitments and obligations with all stakeholders and Tribal nations on natural resource conservation and management priorities.

"As climate change intensifies these environmental challenges, we have a unique opportunity to collaborate with our Western partners and advance our shared priorities, including implementing President Biden's infrastructure investments to bolster communities' resilience against more extreme weather," said Secretary of the Interior Deb Haaland. "I look forward to further coordinating with states and territories through this task force as we endeavor to conserve and protect our natural resources." — **Charles Wallace, *WLJ* editor**

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CO hires controversial animal protection manager

— Has ties to anti-animal ag

The Colorado Department of Agriculture (CDA) has hired Dr. Rebecca Niemiec as the manager of the Bureau of Animal Protection (BAP) program, which has a mission "to prevent the neglect, mistreatment and abuse of animals in Colorado."

Niemiec is a social scientist, whose work and research have focused on the relationships between humans and animals, as well as enhancing community engagement in environmental stewardship, according to CDA. She is also an assistant professor in the Human Dimensions of Natural Resources Department at Colorado State University and the director of the Conservation Action Lab.

She also has a connection with the animal rights group Mercy for Animals, as she conducted a $500,000 study with the group and the city of Boulder, focusing on promoting plant-based foods.

She also has a connection with the animal rights group Mercy for Animals, as she conducted a $500,000 study with the group and the city of Boulder, focusing on promoting plant-based foods. The abstract for the study reads, "Shifting the public towards plant-based diets is critical for achieving environmental and public health outcomes."

The study also examines messaging strategies for motivating dietary change and whether they are more effective to change people to plant-based diets, "as compared to more traditional messages that highlight the environmental, personal health or animal welfare implications of factory farmed meat consumption."

In the past, Niemiec has also conducted a study analyzing the factors that influence decisions to support wolf reintroduction in Colorado.

"Animal welfare will always be a complex issue that brings a wide range of passion and concerns," Niemiec said in a CDA statement. "I look forward to exploring how the BAP program can use education and outreach as our primary tool to take a proactive approach to prevent animal abuse, rather than a reactive approach once that abuse has occurred."

According to a report by The Fence Post, open records requests show Gov. Jared Polis (D) may have had a strong influence in the appointment. The Fence Post reported Deputy Ag Commissioner Steve Silverman and the selection panel selected four finalists to interview for the job, which included a Colorado county animal control supervisor with BAP experience, a specialist in animal cruelty investigations and prosecutions with a metro district attorney's office, a state director for the Humane Society of the United States, and a senior executive of Mercy for Animals.

Polis then put forward three picks, none of whom were included on the recommendation list, and Niemiec was offered the position at the end of January. Niemiec will begin in her role on March 7. The BAP manager oversees 100 commissioned BAP agents, who respond to complaints of animal cruelty and neglect.

The move comes shortly after animal rights activist Ellen Kessler resigned from the Colorado State Board of Veterinary Medicine following backlash from her social media posts calling ranchers "lazy" and "nasty." Kessler was appointed by Polis to the board in 2020, and her last day was Feb. 11. — **Anna Miller, *WLJ* managing editor**

Income tax filing deadline is March 1 for ranchers, farmers

Farmers and ranchers have until March 1 to file their 2021 income tax returns without penalty if they have not made estimates.

"Producers have until April 15 to file without penalty if they have paid their estimated tax by Jan. 15," says Ron Haugen, North Dakota State University (NDSU) Extension farm economist.

Items to note for 2021 income tax preparation include:

• The standard deduction is $25,100 for those who are married and filing jointly and $12,550 for those who are single.

• The Social Security wage base for 2021 is $142,800.

• The standard mileage rate for 2021 is 56 cents per mile.

• Producers are allowed to use 200 percent declining balance depreciation for three-year, five-year, seven-year and 10-year property. The 150 percent declining balance method still is required for 15- and 20-year property.

• For most new agricultural machinery and equipment (except grain bins), the recovery period is five years.

• Like-kind exchanges are not allowed for personal property but are allowed for real property.

• The Section 179 expense allows producers to deduct up to $1,050,000 on new or used machinery or equipment purchased in the tax year. There is a dollar-for-dollar phase-out for purchases above $2,620,000.

• The additional 100 percent first-year bonus depreciation is in effect. It is available for used and new property. It is equal to 100 percent of the adjusted basis after any Section 179 expensing.

• Income averaging can be used by producers to spread the tax liability to lower income tax brackets in the three previous years. This is done on schedule J. North Dakota farmers who elect to use income averaging for federal purposes also may use Form ND-1FA, which is income averaging for North Dakota income tax calculations.

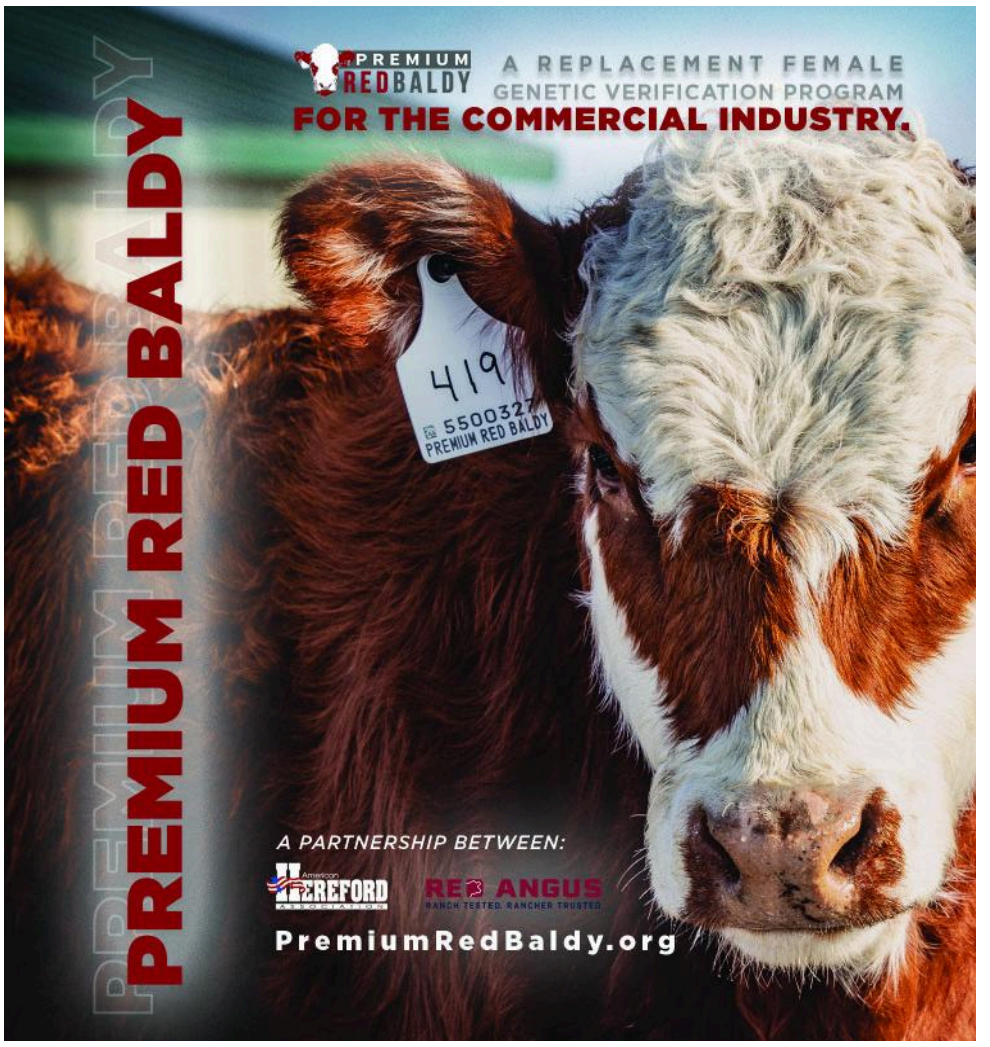
• Crop insurance proceeds and government crop disaster payments can be deferred to the next tax year if a producer is a cash-basis taxpayer and can show that normally, income from damaged crops would be included in a tax year following the year of the damage.

• A livestock income deferral is available for those who had a forced sale of livestock because of a weather-related disaster. The IRS has two provisions for deferral.

The first one is IRC 1033(e), in which a livestock producer who sells more draft, breeding or dairy animals than normal due to weather-related conditions may defer recognition of the gains for up to two years. A disaster declaration is not necessary, but if there is a federal disaster declaration, the replacement period is four years.

The second provision is IRC 451(g), in which a livestock producer that uses the cash method of accounting can elect to defer for one tax year the income of any qualified livestock sold due to weather-related conditions.

Information on agricultural tax topics can be found in "Publication 225, Farmer's Tax Guide." It is available at any IRS office or can be ordered by calling 800-829-3676. Any questions about these topics or further updates should be addressed to your tax professional or the IRS at 800-829-1040 or www.irs.gov. — **NDSU Extension**



Benefits of bred cattle having sufficient vitamins

Kansas State (K-State) University beef systems specialist Jaymelynn Farney is urging cow-calf producers to maintain appropriate levels of vitamin A in their herds to help minimize scours in calves and reduce retained placenta in cattle.

She recommends 30,000-45,000 international units of vitamin A per day for bred cattle to increase the chances of minimizing calf scours.

Some of the best sources of vitamin A include:

• Legumes.
• Alfalfa.
• Current-year hay crop.
• Lush, leafy green forage.
• Winter cover crops.
• Yellow corn.

The most classic symptom of vitamin A deficiency is weak calf syndrome, according to Farney.

"Those calves just aren't as thrifty, and if they do get up and nurse, the cow's colostrum is pretty low quality," Farney said.

Vitamin A contributes to higher quality colostrum. Calves deficient in vitamin A are set back their entire life, if they do make it past birth, according to Farney.

Calves suspected of having weak calf syndrome should have samples sent to a lab for testing, and the producer should work with a veterinarian and nutritionist for diagnostics.

"If your animals are on dry, dormant forage, they are essentially getting no vitamin A at the time," Farney said.

When cattle consume excessive amounts of vitamin A, they store it in their liver. When their requirements are not being met, they will use that storage to meet their requirements.

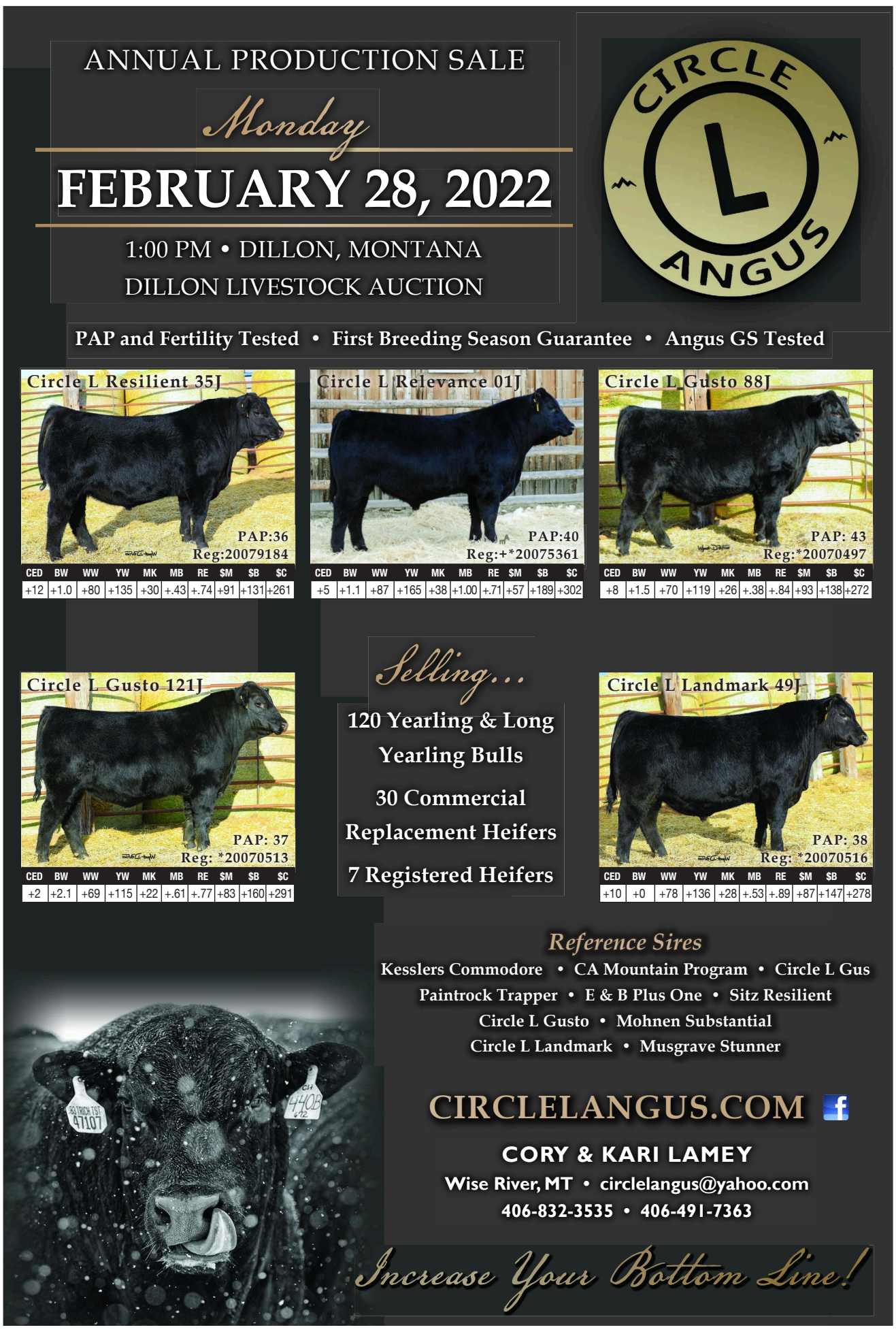
"Cattle may have two to four months of vitamin A stored in them," Farney said. — **K-State Research and Extension**

"If your animals are on dry, dormant forage, they are essentially getting no vitamin A at the time."

COMING EVENTS

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

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.



Rural Kansan creates handmade period leather items

"True Grit": That classic Hollywood Western movie was remade in 2010. The characters in the film were equipped with authentic leather holsters, gun belts and saddles—handmade by a craftsman located in rural Kansas.

David Carrico is the founder and owner of Carrico Leatherworks, the business that produced these period leather items for the film industry and others. He operates the business from his homeplace near Edna, OK, where he was born and raised. He is the fourth generation on the family farm. His son, Denton, a Kansas State (K-State) University student, is the fifth.

"My dad made me a leather belt when I was a kid," David said. He grew up cowboying and working cattle. "I learned to make these things out of leather because I couldn't afford to buy them," David said with a smile.

He found he enjoyed making leather goods. People who saw his products would often ask if he could make them one like it.

David went to Coffeyville Community College, where he took a living history class. He became fascinated by American history, connected with some Civil War reenactors and joined in reenactments himself. He then applied his leatherworking skills to make authentic period pieces such as belts, holsters and saddles that actors could use. He also met and married his wife, Deena, a Pittsburg State University grad who is now a teacher.

David went on to K-State University, where he earned a degree in agricultural education. At the time of graduation, there were no teaching jobs open, so he decided to continue to do leatherwork.

"I told my wife that if this didn't work out, I'd get a real job," David said. "I haven't had to get a real job yet."

David started making more of the authentic cavalry leather goods. "We used to go around to reenactments and set up a table to sell our handmade period gear," David said. "Now, with the internet, we don't even have to go to those" because buyers purchase his products online.

David has produced multiple items for the film industry.

For movies set in the Civil War era, Civil War reenactments make great content for filming because the participants are already authentically dressed. "You have a camera-ready man and a camera-ready horse," David said. When he participated in those filmed reenactments, David would visit with the prop crew to get ideas. He also visited Fort Riley's U.S. Cavalry Museum and the Kansas Museum of History in Topeka to gather authentic designs.

Today, Carrico Leatherworks specializes in authentic cavalry equipment and Old West gear. David makes McClellan and Hope saddles, military belts and holsters, Western belts and holsters, and horse and saddle accouterments. He recently purchased dyes, patterns and saddle components from the famous F. A. Meanea Company of Cheyenne, WY, which made products for Buffalo Bill Cody, Teddy Roosevelt and Charles M. Russell, among others.

"I don't build modern saddles because I'm so busy with the period stuff," David said. Some customers are reenactors, some are Hollywood film producers and some simply want authentic period cowboy gear. He also rents items for Hollywood movies.

David's handmade leather goods have been included in films such as "News of the World" with Tom Hanks; "The Son" with Pierce Brosnan; "The Magnificent Seven" with Denzel Washington and Chris Pratt; and the "True Grit" remake with Jeff Bridges and Matt Damon.

For the movie "Hostiles," starring Christian Bale, David was hired as a cavalry adviser to teach the actors how to ride like cavalry soldiers. He has worked with producers Bill Kurtis and Ron Howard. His products were even included in the Japanese-themed movie "The Last Samurai" with Tom Cruise.

Carrico Leatherworks has shipped products across the U.S. and beyond. It's an impressive record for a business located in the rural community of Edna, population 442 people. Now that's rural. — **Ron Wilson, director of the Huck Boyd National Institute for Rural Development at K-State University**



Jan. 3, 1929, Vol. 7, No. 6

Noted Salinas Pioneer Is Dead

Peter Zabala, 61 years old, descendant of one of Monterey's oldest families and one of California's best known criminal attorneys, died at his home in Salinas Monday. Mr. Zabala was one of those who was responsible for the inception and development of the annual California rodeo at Salinas, and he held open house for all visitors during that week.

Mr. Zabala's father came to San Francisco from Spain more than 100 years ago. He settled on a large Spanish grant under authority of the King of Spain. This land is said to be the finest in the Salinas Valley.

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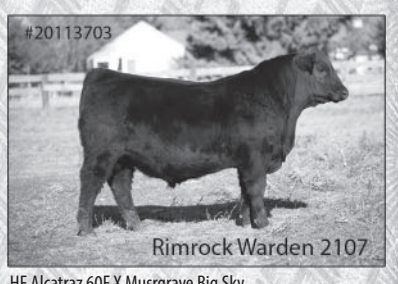
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CED	BW	WW	YW	SC	Milk	Doc	PAP	Marb	RE	SM	SW	SF	SB	SC
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BEEF BITS

EU beef imports lower

U.S. beef exports into the European Union's (EU) High Quality Beef (HQB) quota program were lower in 2021 due to hospitality sector closures from COVID-19. Exports in 2021 started at a low level due to the continued pressure from COVID-19 in 2020. However, throughout 2021, the EU imports into HQB steadily climbed from 2,306 metric tons (mt) in the first quarter to 3,547 mt in the fourth quarter. The U.S. HQB import total into the EU for 2021 was 11,511 mt, or about 50 percent of the quota availability. USDA's Foreign Agricultural Service noted in the report that while the hospitality sector was open in the second half of 2020, the succession of waves of COVID-19 kept much of the industry in lockdown until late in the summer of 2021. The change in the business model to takeout and delivery kept the demand for U.S. beef from falling even further.

NAMI comments on P&S changes

The North American Meat Institute (NAMI) said in a press release the Biden administration's proposed changes to the Packers and Stockyards (P&S) Act would inhibit the industry's ability to respond to consumers' demand for sustainability. "In the case of beef, farmers and ranchers produce cattle using 33 percent less land, 12 percent less water and with a 16 percent smaller carbon footprint in 2007 compared to 1977. That is an astounding sustainability success story," said Julie Anna Potts, NAMI president and CEO. "The U.S. meat industry cannot continue to build on this remarkable sustainable productivity growth and meet consumer expectations if the government restricts interactions between packers and producers. Government intervention could jeopardize the gains made to date, as well as the industry's ability to provide the products customers demand in the future." In written testimony to the House Committee on Agriculture, NAMI stated the proposed changes discourage the use of alternative marketing arrangements—"the very tools that have improved efficiency, productivity, and risk management over the past two decades and allowed the sector to meet consumer expectations for increased beef quality."

Tyson Foods reports higher profit

Tyson Foods Inc. reported its earnings for the first quarter ending Jan. 1, showing adjusted net income at $1.12 billion, a 140 percent increase from $467 million, reported in the same quarter of 2021. Adjusted earnings were $2.87 per share versus $1.94 per share the previous year. Sales for the quarter were $12.93 billion versus $10.46 billion during the same period in 2021, an increase of nearly 24 percent due to an increase in prices. The average price charged per customer for beef was up 32 percent year on year, with sales of $5 billion for the quarter, compared to $3.99 billion during last year's first fiscal quarter. Volume change was 6.2 percent. Pork segment volume was $1.63 billion compared to $1.44 billion last year, an average price increase of 12.8 percent. "We're pleased with the results of the first quarter and of the steps that we are taking to improve productivity," said Donnie King, president and CEO of Tyson, in a statement. "Our performance reflects the resilience of our multi-protein portfolio even with continued volatility in the marketplace."

Carson City plant overturned

On Feb. 3, the Carson City Board of Supervisors overturned the Planning Commission's December decision to approve an animal processing facility. Carson Valley Meats sought to build a processing facility near Centerville, NV, off Highway 50. In a close 3-2 vote after hours of discussion, the board upheld the appeals and overturned the commission's approval of the slaughterhouse. According to the Nevada Appeal, supervisors expressed concern about the location, while others stated it could only happen in an industrial zone. Despite objections by residents over the possibility of noise, odor and pollution, Carson Valley Meats argued residents wouldn't even realize the slaughterhouse was there and that operations would follow USDA humane treatment standards. Proponents of the processing facility, including 4-H participants and supporters of the farm-to-table movement, spoke after the vote, expressing their disappointment. According to City Manager Nancy Paulson, the Board of Supervisors' decision is final. Carson Valley Meats will have to appeal to the courts to fight the decision.

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WESTERN LIVESTOCK JOURNAL

Taxpayers save $24,000 per horse with AIP

BLM
(from page 1)

adopting four animals within a 12-month period and are prohibited from title transfer for at least 12 months. BLM also conducts compliance inspections on animals while in private care, prior to title transfer.

Hannah Downey, policy director for the Property and Environment Research Center, told The Center Square the number of horses adopted has increased by 200 percent since the program began in 2019.

"This tremendous success story is a real credit to the bureau's outstanding efforts to humanely address herd overpopulation, which will continue with these new refinements," Downey said.

"In addition to transferring over 8,000 animals out of federal holding facilities and into good homes, this creative market-based approach is helping to restore the ecological health of our public lands and saving taxpayers $24,000 per horse. These clear wins will compound over time and ensure a lasting benefit for generations."

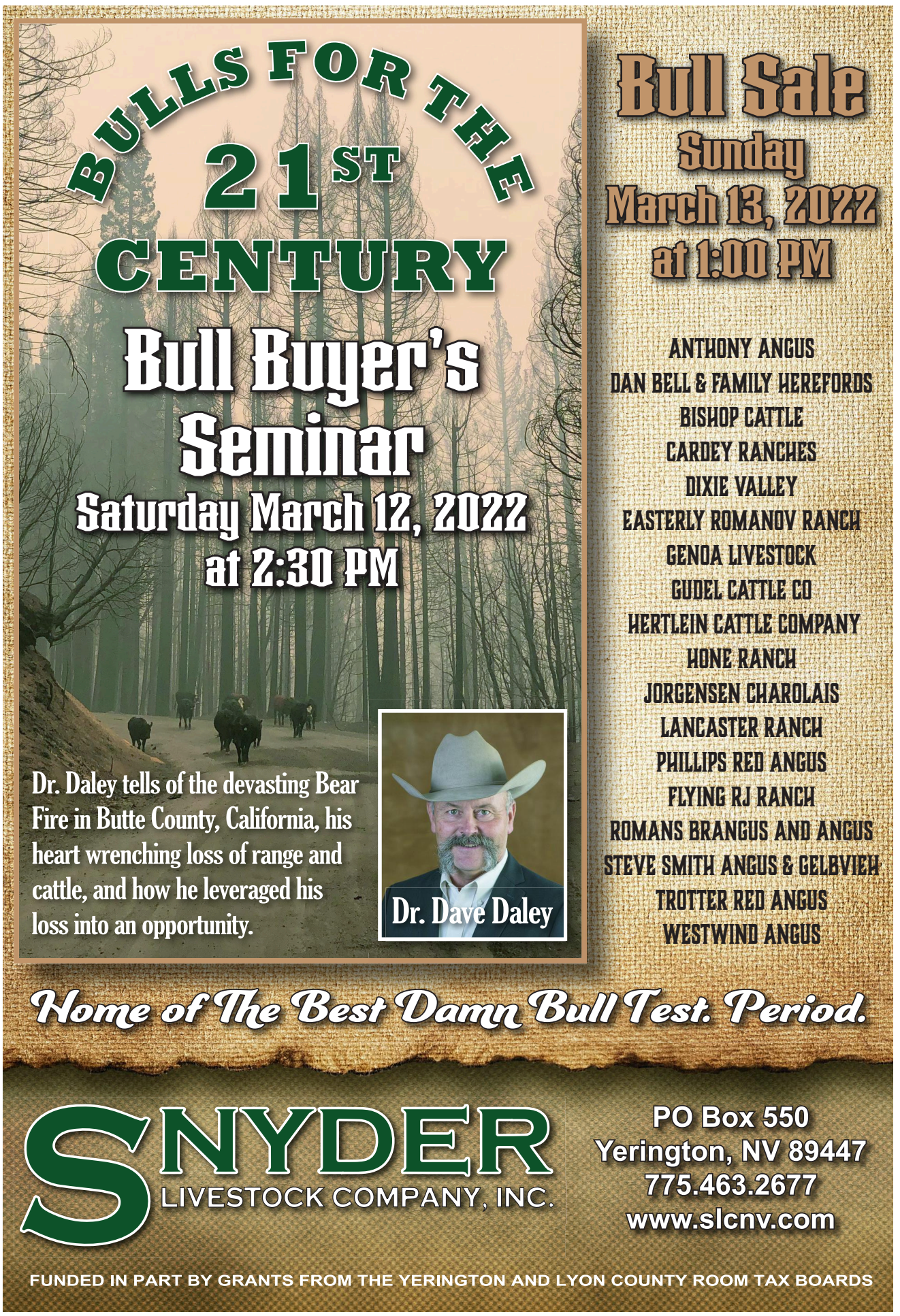


BLM

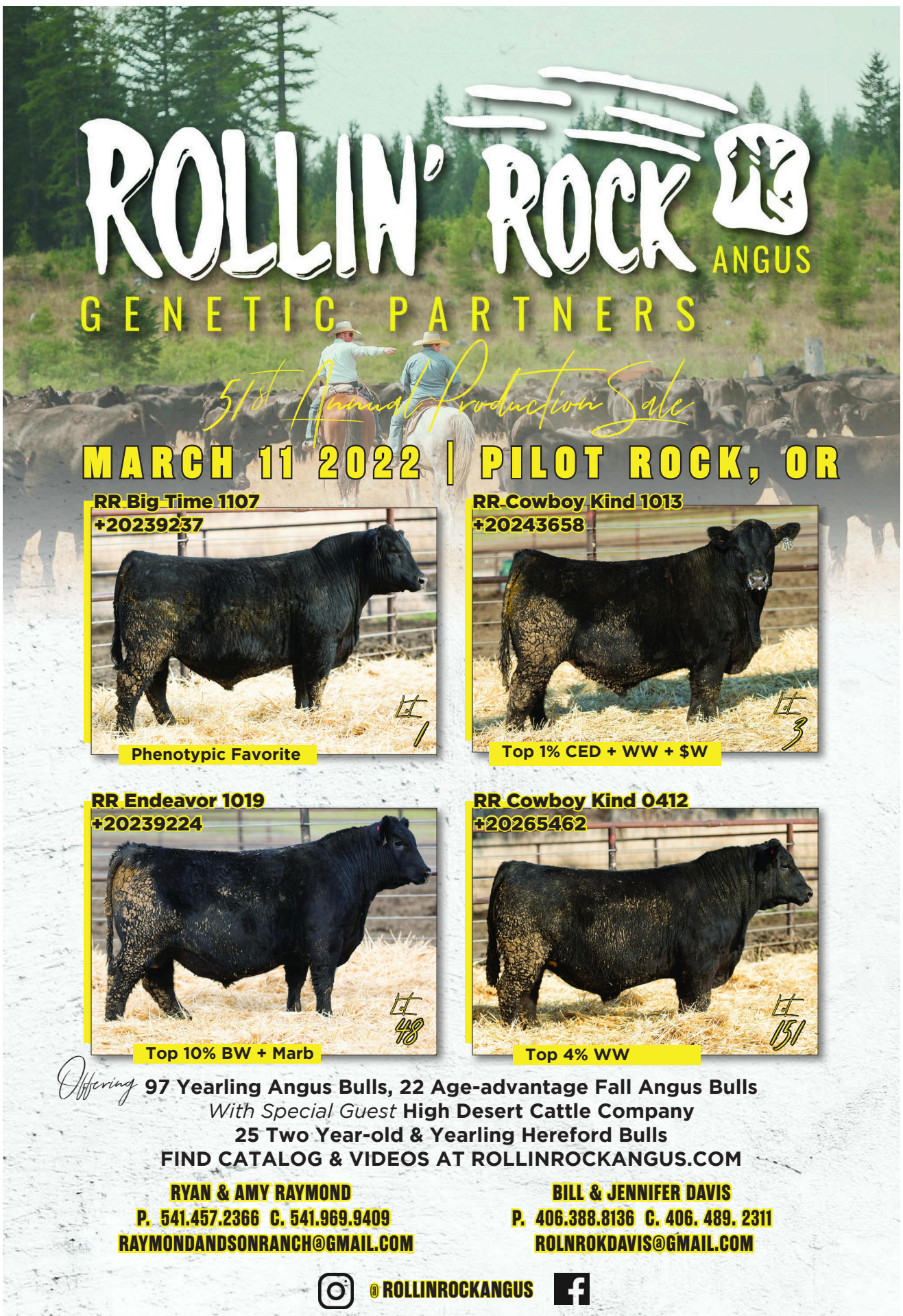
Burros from the Clark Mountain Herd Area and Chocolate Mule Mountains Herd Management Area.

A total of 8,637 animals were placed in private care in fiscal year 2021, which was the largest number in the past 24 years. More than half were adopted out through AIP, BLM said.

BLM also noted public input will be requested in the future through roundtable sessions to consider noncash incentives for the program. — **Anna Miller, *WLJ* managing editor**







Awards Arena

Salers ambassadors recognized

Dan and Marilyn Deichmann were recognized by the American Salers Association as ambassadors to the Salers breed, thanks to their years of involvement with the breed. The couple started Deichmann Livestock Brokerage in 1985, concentrating on the Salers breed when it was fairly new to North America. Since 2000, the sales management and consulting business has developed from Salers sales to a multibreed business, and it now involves registered breeders in the Salers, Red Angus, Simmental and Angus breeds. "We believe wholeheartedly it's a people business, and the most satisfying reward is seeing our customers be successful from our involvement in their operation," Dan said. He also served three terms on the American Salers Association in the '90s and early 2000s. Today, the family has a herd of Salers-Optimizer cattle in Hobson, MT. For over four decades, the Deichmanns have been involved in every phase of the livestock industry, encompassing marketing, feeding, promotion, AI sales and service, consulting, management and raising cattle.

New ND Grazing Lands Coalition board

The North Dakota Grazing Lands Coalition elected new officers and directors to its board at its annual meeting in January. New directors include Derrick Dukart of Manning and David Bauer of Regan. Re-elected officers were Chairman Jerry Doan of McKenzie, Vice Chairman Jay Reiser of Washburn and Secretary/Treasurer Jed Rider of Alexander. Jayce Doan was also approved as a mentor in the coalition's mentorship network. The network consists of North Dakota grazing land managers who provide guidance and counsel on grassland management to ranchers and agency personnel.

Harris Farms president honored

John C. Harris, Harris Farms president, will be honored at the Ag One Community Salute on Feb. 25 at the Fresno Convention Center Exhibit Hall. "Our university is truly honored to recognize Mr. Harris, and the Harris name is synonymous with the first-rate vision, innovation and excellence that distinguishes Central Valley agriculture," said Fresno State University President Saúl Jiménez-Sandoval. "Our community supporters join us in thanking him for his tireless dedication to our region." Harris Ranch began in 1937 and was one of the first in the industry to have a beef program, which helped grow the Harris Ranch Inn and Restaurant to one of the most successful dining establishments in the state, Fresno State said. Harris has also found success in the horse racing, breeding and foaling industry.

Lallemand awards scholarships

Lallemand Animal Nutrition recently awarded five scholarships totaling $14,000 to three graduate students and two undergraduate students. "Many scholarship programs focus their support on new students just starting their education. This program also helps students that are well on their way to achieving great things in agriculture," said Kip Karges, technical services manager for Lallemand Animal Nutrition. The following students were awarded: Monika Dziuba, who is pursuing both a Doctor of Veterinary Medicine and a master's degree in food safety at Michigan State University; Hannah Bailey, a doctoral student in nutritional sciences at the University of Illinois at Urbana-Champaign; Kritika Gaba, a master's student at South Dakota State University studying biological sciences; Gaelan Combs, a senior at the University of Wisconsin-Madison pursuing a degree in dairy science; and Marianne Milander, a junior at the University of Idaho studying microbiology and veterinary science.

CBB elects new board members

The Cattlemen's Beef Promotion and Research Board (CBB) elected new officers during their winter meeting at the 2022 Cattle Industry Convention in Houston, TX. Cattle producers Norman Voyles Jr., Jimmy Taylor and Andy Bishop are the new CBB leaders. Voyles, previously vice chair, will now serve as CBB chair. Taylor will transition from his role as secretary-treasurer to become the 2022 vice chair. Bishop is the newest member of the officer team, taking on the role of secretary-treasurer. "The men and women who make up the CBB are committed to advancing the beef industry and working with Checkoff contractors to execute successful programs and initiatives throughout the coming year," Voyles said.

ASA elects new board of trustees

The American Simmental Association (ASA) elected its new board of trustees during its 54th annual meeting, held virtually in January. Barry Wesner, Chalmers, IN, was formally seated as chairman of the board, succeeding Randy Moody, New Market, AL. Additional executive committee appointments include: Vice Chairman Doug Parke, Paris, KY; Treasurer Steve Eichacker, Salem, SD; Immediate Past Chairman Moody, New Market, AL; and Brandon Callis, Minco, OK. Newcomers to the board include Joseph Hensgens, Rayne, LA; Maureen Mai, Bonners Ferry, ID; Ryan Thorson, Glendive, MT; and Loren Trauernicht, Wymore, NE.

Considerations when purchasing hay and feeds outside your region

Limited forage quality and quantity due to drought has resulted in many Great Plains livestock producers purchasing hay and other feeds from outside their region that would normally be harvested from their own farms/ranches or purchased locally. Although many ranchers purchased hay early, challenging weather has forced some to look for additional supplies to get them through the remainder of the winter feeding period.

"When purchasing feedstuffs, it is important to ask a lot of questions to avoid issues related to poor forage quality, contamination with weeds and the presence of toxins such as nitrate," says Janna Block, North Dakota State University (NDSU) Extension livestock systems specialist based at the Hettinger Research Extension Center. "Clear and honest communication from both parties can help ensure a successful business transaction."

Important information buyers should request from the seller includes:

- Month and year of harvest.
- Packaging and type of wrap (net wrap, twine, etc.).
- Average bale weight.
- Species composition.
- Potential for presence of noxious weeds, mold, etc.
- Length and method of storage.

"Producers should also ask sellers for nutrient analysis on any purchased feedstuffs," says Block. "If sellers have not submitted samples for analysis, purchasers should request them to do so. Dry matter content, crude protein and an estimate of energy are necessary for making an informed decision about purchasing a particular type of forage."

Block adds that in order to use limited feed supplies effectively, it is important to understand how forage can be best used to meet nutrient requirements for various classes and production stages of livestock.

While it is sometimes necessary to look for feed from distant locations, this increases challenges for buyers.

"Even if results of laboratory analysis are available, producers are often purchasing hay sight unseen, which makes it difficult to evaluate physical factors such as leafiness, maturity, color, smell and condition of the bales," says Block. "If possible, request pictures of the bales in storage or take the time to inspect them in person prior to purchase."

Certain types of forages may contain high levels of nitrates. These include species such as sorghum and sudangrass; drought-stressed corn; and annual cereals, such as oats, barley and wheat. If purchasing forage that may contain nitrates, a representative sample should be submitted for laboratory analysis.

In addition to nitrates, there may be other quality factors present in forages that can be difficult to quantify or evaluate. These include structural components of the plant or secondary metabolites that can cause toxicities and nutrient imbalances in livestock.

"For example, grasses such as tall fescue, perennial ryegrass and reed canary grass can produce alkaloids (plant compounds) that associate with a fungus and cause heat intolerance, lameness, decreased feed intake (or increased feed refusal) and other animal performance issues," says Karl Hoppe, NDSU Extension livestock systems specialist based out of the Carrington Research Extension Center. "This is one example of why it is important to research various species before buying and feeding harvested forage from other areas."

Limited hay supplies across the Great Plains region have increased competition for resources, and prices have responded accordingly. The USDA Agricultural Marketing Service provides hay auction reports (available at www.ams.usda.gov/market-news/hay-reports) that ranchers can use to evaluate pricing in a variety of locations based on forage quality guidelines.

Transportation costs can add significant amounts to the total purchase price. It is important to talk through all the details associated with trucking when purchasing feeds, such as whether the cost is based on loaded miles or round-trip miles and whether or not trucking is included in the price of the hay. Ranchers are encouraged to check with their local USDA Service Center to inquire about hay transportation assistance programs that will help reduce freight costs.

Zac Carlson, NDSU Extension beef specialist, also encourages farmers and ranchers to check out the NDSU FeedList website, which is designed to connect feed sellers and buyers (available at www.ag.ndsu.edu/feedlist).

"Each listing includes information about what each seller has for sale, how the feed is stored (large round bales, small bales, etc.) and the seller's contact information. Prospective buyers can select what they want to buy and contact the sellers," says Carlson. "Using the FeedList is free of charge."

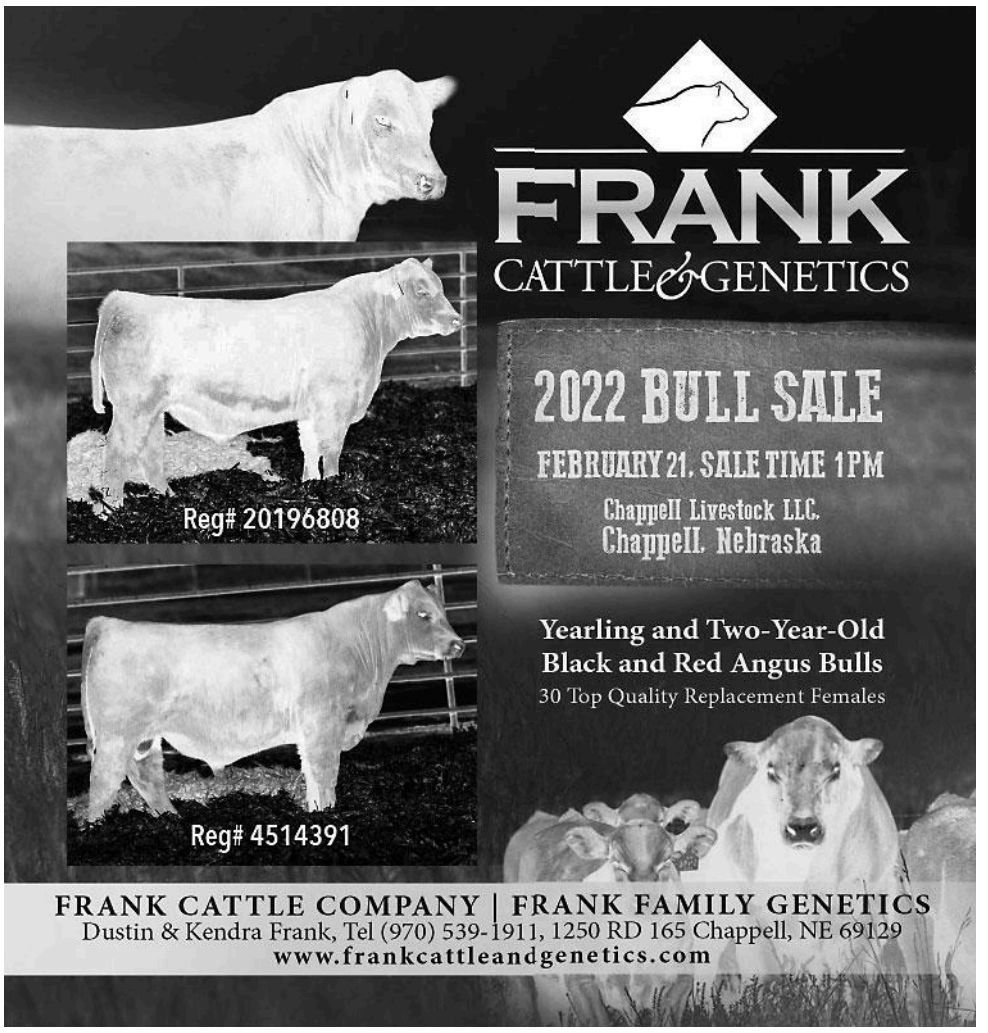
"Prices and nutrient content should always be compared on a dry matter basis when making decisions about feed options," says Hoppe. "Feed that is 80 percent moisture may seem competitive at $50 per ton delivered, but when priced on a dry matter basis is $250 per ton."

Tim Petry, NDSU Extension livestock economist, suggests that livestock feed buyers, sellers and haulers have written contracts. Contracts should include details such as the names of the parties, the price of the commodity, the terms of the agreement, transportation details and signatures.

He also urges ranchers to beware of payment scams in which buyers are being asked to pay by direct deposit only and sellers are not available to answer questions about the feed.

"Be cautious of anything in your communication with potential sellers that seems out of the ordinary," says Petry.

Purchasing forages and other feeds from out of state is just one of many management and financial challenges due to drought. Careful evaluation and planning prior to purchase can help ensure that feeds will meet livestock needs in a cost-effective manner. — **NDSU Extension**



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RED BLUFF WRAP-UP

Records are made to be broken!

— Red Bluff 2022

Records were indeed broken at the 81st annual Red Bluff Bull, Gelding and Stock Dog Sale. New highs were seen in the dog sale and gelding sale, but the future has all the indications that these records won't last long.

Red Bluff is entrenched with history, nostalgia and tradition. Over the course of its lifetime, many faces have come and gone, but the traditions and atmosphere stay the same. Simply put, Red Bluff is a stockman's gathering—a place to see quality bulls, geldings and dogs; a place to see ranchers from across the West; a place to see the latest products; and a place to enjoy the festivities of a full schedule.

Red Bluff is an event that has stood the test of time and continues to thrive. The people behind Red Bluff are committed to its success, and the future looks bright.

One year ago, Red Bluff was unsure if the annual event was even going to be allowed to continue under the California state COVID-19 regulations and mandates. Coming into this year, health precautions and regulations were respected, but a feeling of "getting back to normal" was felt throughout the week. By now, it seems most of the population has been exposed and has dealt with at least one variant of the disease, and most understand how they plan to deal with it going forward, so those in attendance seemed happy to be out in public and enjoying the festivities.

Held the last week in January each year, the Red Bluff Sale has the opportunity to have inclement weather, and crowd size is very dependent on the forecast. Good weather means large crowds, and the weather was as nice as could be imagined. With highs in the upper 60s and cloudless skies, parking spots were hard to come by.

Friday and Saturday saw shoulder-to-shoulder people browsing the various competitions, trade shows, art shows and livestock exhibits. Many of the trade show people made the comment that it was the best week of transactions they had ever seen.

As most of the *WLJ* readership knows, the drought conditions gripping the western U.S. over the past year have been overly challenging. Record low moisture in much of the area has dealt a powerful blow to the ranching community. In December, however, the skies opened up and let a reviving storm system through, which led to early winter moisture levels far past expectations and historical levels.

This snowpack in the High Sierras and ample rainfall in the valleys have the grass looking in great shape. Although the West is most definitely ready for another system to come through, Red Bluff set the tone for a relaxed ranching community and unquestionably helped drive optimism for the sales.

For a full week, the Red Bluff schedule was filled from one end of the fairgrounds to the other. Competitions, displays, clinics, educational opportunities and sales are conducted throughout the week. Entertainment for any age is available at any given time.

This year was the first year for new manager B.J. Macfarlane, Cottonwood, CA. He has called Tehama County home for many years, so he was a familiar face to most people, even though this was his first year serving as manager. Beyond Macfarlane, there is an experienced staff that works throughout the year to make sure things go as planned. The event is always well organized and easy to navigate for those who come to see Red Bluff for the first time.

For those who have never been to Red Bluff, it truly is a family event. The art and trade shows have exhibits ranging from pencil drawings to the latest cattle handling setups. The exhibits throughout the fairgrounds have people shopping all day, and you're sure to see

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CED	BW	WW	YW	CEM	MILK
12	-.9	65	114	11	28
MARB	RE	$W	$G	$B	$C
.80	.66	70	56	151	272



CANNON BLUEPRINT 749 12/22/2020 WWR - 114
WOODHILL BLUE PRINT X SITZ REPUTATION 689C

CED	BW	WW	YW	CEM	MILK
8	.5	69	126	9	32
MARB	RE	$W	$G	$B	$C
.58	.81	74	49	148	255



CANNON TAHOE 768 12/26/2020 WWR - 117
TEHAMA TAHOE B767 X CONNEALY CONFIDENCE PLUS

CED	BW	WW	YW	CEM	MILK
7	2.5	79	138	5	31
MARB	RE	$W	$G	$B	$C
.74	.92	79	59	161	294



CANNON BOMBER 770 12/28/2020 WWR - 115
CASINO BOMBER N33 X CONNEALY CONFIDENCE 0100

CED	BW	WW	YW	CEM	MILK
8	.7	78	133	11	22
MARB	RE	$W	$G	$B	$C
.66	.69	76	52	163	277



CANNON BOMBER 780 1/2/2021 WWR - 107
CASINO BOMBER N33 X TC ABERDEEN 759

CED	BW	WW	YW	CEM	MILK
3	3.5	71	120	7	25
MARB	RE	$W	$G	$B	$C
.77	.73	66	56	156	269



CANNON YETI 772 12/29/2020 WWR - 113
PAHR YETI 85 X TC ABERDEEN 759

CED	BW	WW	YW	CEM	MILK
9	1.6	71	127	10	30
MARB	RE	$W	$G	$B	$C
.53	.57	76	43	144	270

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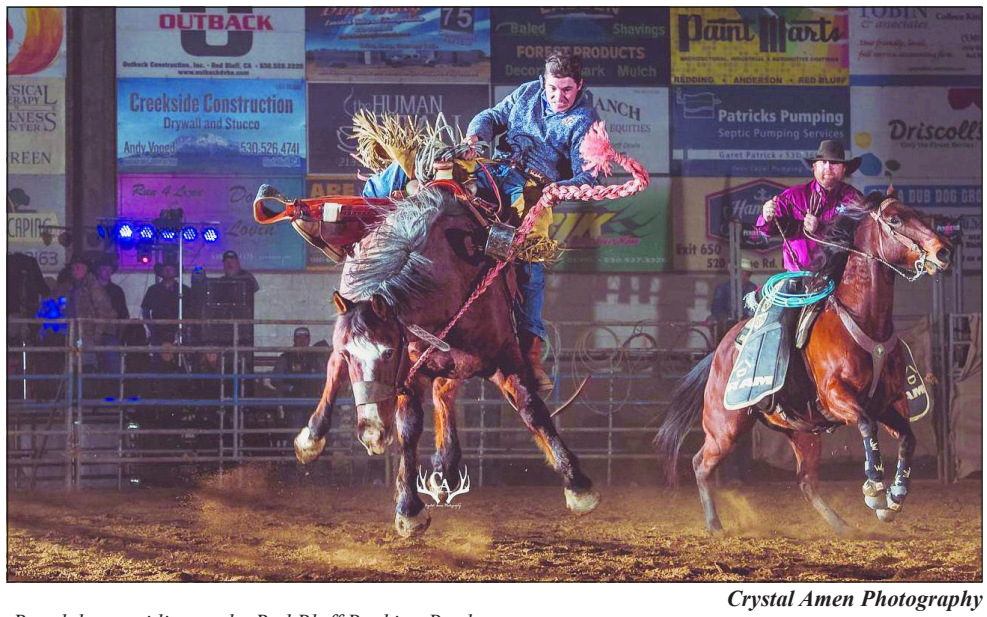
Crystal Amen Photography

A glimpse at the 2022 Red Bluff Bull Sale.



Crystal Amen Photography

Presenting the American flag during the national anthem prior to the Red Bluff Gelding Sale.



Crystal Amen Photography

Ranch bronc riding at the Red Bluff Bucking Battle.

RED BLUFF WRAP-UP

familiar faces and catch up with friends and colleagues.

The schedule then allows spectators to watch horse shows, dog trials or the bull show and plan to attend each one of those sales.

With the large crowds seen throughout the week, attendance at the sales was as large as any of the staff had ever seen there. An estimated 3,200 people were in attendance at the horse sale alone!

A consistent schedule built on years of tradition started the week of sales, with the annual Western Video Market sale that features high-quality feeder cattle and lambs, plus the feature sale of replacement females. This sale is always a great way to start the week, and market conditions pushed this sale to a solid success.

Females highlighted from around the West included open replacement heifers, bred heifers, bred cows and pairs, which always attract a lot of attention. Bred heifers brought from $1,600-2,000, and pairs ranged from $1,800-2,400. This was an outstanding sale.

The dog sale is always a highlight of the week. For many, this is the first time they've seen competitive dogs sell at auction. This year's dog consignments varied more than normal in their scores, but the sale itself didn't reflect this variation. Jeff Clausen with 208 Skittles set a new record high for the purchase price of a dog in Red Bluff. Look for the full report in this publication for more details on this.

The horse sale has followed the rising horse market trend as finished horses continue to bring more and more. The true lack of supply of these ranch horses was felt as the horse sale soared past last year's average, even with an increase in consignments.

With the COVID situation last year, many horses went to other sales or were sold privately. This year, more consignments had enough planning time to be prepared for the week of sifting and grading, so more quality consignments showed up, and the average price was even higher. It was an extremely successful sale. At the end of the night, 55 total geldings would average $20,631.

The bull sale was nearly identical to a year ago, which is very much so a success. The bull market was really strong a year ago and took place before the drought's extremity was seen. The Far West has seen a high percentage of cows leave the area to marketing and culling, which drives overall demand downward. With a higher-than-normal December precipitation in the West, optimism outperformed market expectations, and a very good bull sale ensued. In all, 290 total bulls went through the ring to average $4,629.

There is no other event like Red Bluff. It's more than sales, it's more than a trade show and it's more than a person thinks. There's something about this Western event that draws people in and makes them want to come back year after year. When you walk through the exhibits and see the pictures hanging on the wall of bulls being shown 60 years ago in the same ring that bulls are being shown in today, you sit back and realize this event has become bigger than any one person.

There's history there. There's nostalgia, pride, tradition and humility, all while laying the foundation to continue the legacy and create more memories for future generations.

For those reading that haven't been to Red Bluff, the *Western Livestock Journal* encourages you wholeheartedly to attend. If you have been to Red Bluff, then you know exactly what we are talking about.



Pete Crow

WLJ's *Pete Crow, along with (L-R) Eric Drees, manager of 7 Rivers Livestock Auction; auctioneer Butch Booker; Katie Colyer, LiveAuctions.tv; Jack Ward, American Hereford Association (AHA) executive vice president; Joe Rickabaugh, AHA fieldman; and Mark Frisbee, Western Ag Reporter fieldman.*

We hope you enjoy the pictures taken by Crystal Amen Photography throughout the week. To see more of the events in action, please go to www.RedBluffBullSale.com or www.CrystalAmenPhotography.com. — **Logan Ipsen, *WLJ* fieldman**



Crystal Amen Photography

Gelding team roping.



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Crystal Amen Photography

The behind-the-scenes crew at Red Bluff.

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Buckaroo Businesses
California Custom Trailers
California Farm Bureau
Central Oregon Livestock Auction/ Cattlemen's Livestock Market, Galt
Cline Cellars
Conlin Supply
Cornerstone Community Bank
The CowHand Market
Crown Metals
Daugherty Family
Dave's Tractor
Dignity Health
Don Hansen Bits
Dudley's Excavating
Elanco
The England Ranch
GB Whiskey Kitchen
Glenn County Farm Supply
Golden West Land Co.
Grange Co-op
Hawes Ranch & Farm Supply
Hayden Outdoors
Heart S Ranch
Huvepharma
Impressive Print
Jay Palm Saddlery
John Martinson
Judd Miller Saddlery
Lame-A-Way
Lassen Canyon Nursery
Lassen Ranch
Live Wire Products
The Loft
Martinez Ranch Management/Accent Properties
New Generation Supplements
Newport Labs
Norbrook
Northwest Farm Credit
Nutrena
Orland Livestock Comm. Yard
Outback Construction
Payback
Pepsi Co.
Peterson Timber
Pine Creek Cattle Co.
Plumas Bank
Point S Tires, Red Bluff
Prouty Livestock
Ranchers Connecting Ranchers
Rental Guys
Roger Nicholson
Shasta Livestock
Sierra Pacific Foundation
Skinner Livestock Transportation
Southwest Fence
Taco Bell
Tehama District Fairgrounds
Tehama Floral
Tractor Supply
Turlock Livestock Auction Yard
Vaxxinova
Walmart Distribution Center
Washington Federal
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RED BLUFF 2022 CHAMPIONS

The 2022 Red Bluff Bull, Gelding and Stock Dog Sale champions

It takes more than a week of competition to become a champion at Red Bluff. Months of preparation, training, feeding and care go into each and every consignment. Whether it's a bull, a dog or a horse, each consignment must have planning and daily work put into it to reach the top. It's an honor to consign a champion, and it's a huge reward when they're sold.

Red Bluff has taken on its own identity. It has survived many of our nation's ups and downs, and most recently, it continued in the face of COVID-19 regulations and mandates. It has become more than a show and sale; it has become its own being.

When a person takes a step back and looks at the history of this event, it's hard not to appreciate all the champions that have come through the rings. It's often said that this year's sale is what will determine next year's sale. Unhappy customers and consignors don't equal successive quality sales.

Year after year, by holding the standards so high, the Red Bluff committees ensure animal buyers receive the quality they are expecting. This mindset has created an atmosphere that keeps competition at an extremely high level.

This culture of competition is instilled in these consignors. Many of these consignors have been bringing animals to Red Bluff for years—some as many as 50 years! They understand what it takes to bring quality year in, year out. New consignors are pushed to bring their best, and the bar of competition continues to rise. It is exciting yet humbling to think about what the future holds for these events.

The markets for horses and dogs have continued to increase and drive quality consignments. These sales are pushing forward, and new records were set this year in each of the sales. However, we don't see these records lasting long. In fact, the dog sale record of $30,000 was just set three years ago and has already been broken by $15,000.

The geldings are in such high demand, and these averages continue to drive higher and higher. The high-selling gelding was purchased for $59,000, but we don't see that record lasting long at all. With sales across the country having geldings reach near $100,000, Red Bluff will soon be there itself.



Photos by Tracy

Supreme Champion and Champion SimAngus, exhibited by Broken M and Mayo Livestock, Live Oak, CA.



Photos by Tracy

Champion Calving Ease Angus, exhibited by Chico State Beef Unit, Chico, CA.



Photos by Tracy

Reserve Supreme Champion and Champion Hereford, exhibited by Kudlac Herefords, Grants Pass, OR.



Photos by Tracy

Champion Charolais, exhibited by Rafter DN, Powell Butte, OR.



Photos by Tracy

Champion Angus, exhibited by Larry Imbach, Burns, OR, and Keith Pearce, Pasco, WA.



Photos by Tracy

Champion Halter Simmental, exhibited by Hinton Ranch Simmentals, Montague, CA.



Photos by Tracy

Champion Polled Hereford, exhibited by Morrell Ranches, Williams, CA.

RED BLUFF 2022 CHAMPIONS

The staple sale in the week of Red Bluff is the bull sale. For 81 years, this sale has been the pride of Northern California. This sale has evolved as market conditions have changed, but the fact remains that consistent quality from across the western U.S. comes to Red Bluff. Support from ranchers that gather to purchase bulls every year creates strong demand for top-quality bulls.

Educated sifters and graders uphold the standards so that only the best bulls sell. A bull must not waiver or falter throughout the week to make the sale. Beyond the sale, to be named a champion is an extremely hard thing to do. A bull must be sound, athletic, balanced and correct. Plus, he must look like what the markets want today.

When the final gavel fell, 290 bulls walked through the sale ring with an average price of $4,629. The demand stayed strong throughout the sale, and cattle were sold to multiple states across the West.

Below is a list of the champions that were selected at this year's event. All those who consigned, not just these champions, deserve huge congratulations because every animal contributes to the overall success. Visit www.RedBluffBullSale.com to learn more about Red Bluff, watch videos and check for next year's dates.

Champion halter bulls

• Supreme Champion and Champion SimAngus, exhibited by Broken M/Mayo Livestock, Live Oak, CA.
• Reserve Supreme Champion and Champion Hereford, exhibited by Kudlac Herefords, Grants Pass, OR.
• Champion Angus, exhibited by Larry Imbach, Burns, OR, and Keith Pearce, Pasco, WA.
• Champion Charolais, exhibited by Rafter DN, Powell Butte, OR.
• Champion Balancer, exhibited by Louie's Cattle Services, Burns, OR.
• Champion Brangus, exhibited by Louie's Cattle Services, Burns, OR.
• Champion Limousin, exhibited by Haugen Cattle Co., Hannaford, ND.
• Champion Polled Hereford, exhibited by Morrell Ranches, Williams, CA.
• Champion Maine Anjou, exhibited by Brocco Show Cattle, Petaluma, CA.
• Champion Red Angus, exhibited by England Ranches, Madras, OR.
• Champion Shorthorn, exhibited by Cardey Ranches, Turlock, CA.
• Champion Simmental, exhibited by Hinton Ranch Simmentals, Montague, CA.
• Champion Calving Ease Angus, exhibited by Chico State Beef Unit, Chico, CA.

Champion range bulls

• Overall Range Ready and Champion Angus, exhibited by Cardey Ranches, Turlock, CA.
• Champion Balancer, exhibited by Louie's Cattle Services, Burns, OR.
• Champion Charolais, exhibited by Romans Ranches, Westfall, OR.
• Champion Hereford, exhibited by Morrell Ranches, Williams, CA.
• Champion SimAngus, exhibited by Check X Livestock, Mitchell, OR.
• Champion Simmental, exhibited by Hinton Ranch Simmentals, Montague, CA.

Other champions

• Ideal Jack Owens Bull, exhibited by Hufford's Herefords, Fort Rock, OR.
• Overall Consignment of the Year, exhibited by Morrell Ranches, Williams, CA.

Champion geldings

• Champion Cow Horse, exhibited by Rogers Heaven Sent Ranch, Tucson, AZ.
• Champion Cutting Horse, exhibited by Rodney Koberstein, Page, AZ.
• Champion Snaffle Bit, exhibited by Rogers Heaven Sent Ranch, Tucson, AZ.
• Champion Conformation, exhibited by Angela Vogt, Elk Creek, CA.
• Champion Head Horse, exhibited by Justin Wright, Santa Maria, CA.
• Champion Heel Horse, exhibited by Amy Fitzpatrick, Eagle Point, OR.
• Champion Stock Horse, exhibited by Justin Wright, Santa Maria, CA.
• Craig Owens Ideal Ranch Horse, exhibited by Brian and Mary Kate Huntsberger, Paso Robles, CA.

Champion stock dog

• Champion Stock Dog, exhibited by Hannah Cash, Alturas, CA. — **Logan Ipsen, *WLJ* fieldman**



Photos by Tracy
Champion Red Angus, exhibited by England Ranches, Madras, OR.



Photos by Tracy
Reserve Champion Charolais, exhibited by Rocking Hill Ranch, Galt, CA.



Photos by Tracy
Reserve Champion Angus, exhibited by K Bar D, Redmond, OR.



Photos by Tracy
Reserve Champion Polled Hereford, exhibited by High Desert Cattle Co., Canyon City, OR.



Photos by Tracy
Reserve Champion Hereford, exhibited by Morrell Ranches, Williams, CA.



Photos by Tracy
Reserve Champion Red Angus, exhibited by Kool Breeze Red Angus, Adin, CA.



Photos by Tracy
Reserve Champion SimAngus, exhibited by Check X Livestock, Mitchell, OR.



Photos by Tracy
Ideal Jack Owens Bull, exhibited by Hufford's Herefords, Fort Rock, OR.



Photos by Tracy
Overall Consignment of the Year, exhibited by Morrell Ranches, Williams, CA.

RED BLUFF SALE REPORTS



LOGAN IPSEN

81ST ANNUAL RED BLUFF BULL SALE
Jan. 29, Red Bluff, CA

290 Total bulls $4,629
10 Balancers 6,250
154 Angus 5,192
29 SimAngus 4,677
1 Brangus 4,500
2 Maine-Anjou 4,150
9 Red Angus 3,744
27 Charolais 3,701
10 Polled Herefords. . . . 3,675
5 Simmentals 3,580
36 Herefords. 3,487
1 Limousins 2,750
6 Shorthorns 2,550
Auctioneers: Rick Machado, Trent Stewart, Max Olvera & Eric Duarte

Entrenched with history, the Red Bluff Bull Sale continues to defy the odds with one successful sale after another. One year ago, while dealing with COVID-19 regulations, this sale went on with great success.

At that point, worries about a dry winter were setting in, as minimal storm systems had not given the western U.S. needed moisture. However, the extent of the drought wasn't yet known. Today, we can look back at last year and realize it was the driest year on record for much of the area. This has forced liquidation of the West's cow herd by an estimated 7 percent.

A smaller cow herd equates to less cows that need bulls, so new bulls purchases, you would think, would be off. Yet right in the heart of one of the hardest-hit areas for drought, the Red Bluff Bull Sale had one of their best ever sales!

Overall, this sale increased by eight bulls and increased the average by $43/head but has maintained the quick increase of over $700 per bull in 2020. To see the average remain at this level is an enormous success.

The consignors of the Red Bluff Bull Sale have remained consistent for many years. A core group of cattlemen and cattlewomen bring bulls each year, which buyers have come to know and expect for their quality. Commercial ranchers around California, Oregon and Nevada gather for the sale, and many cattlemen purchase their year's bull battery at this sale.

In an age where consignment sales are known to struggle, this sale continues to bring uniform quality, pedigrees and consistency so these ranchers can assemble a group of bulls that add value to their calf crops.

Beyond the consignors we see every year, we did see a new face in the crowd. This year, Shandar Angus Ranch, Payson, UT, decided to bring a group of halter Angus bulls to the sale. At the conclusion of the week, Morgan Andrews, owner of Shandar Angus, said, "We were just treated so wonderfully by everyone. They made us feel right at home—the other consignors, the committees, the graders and the buyers. We will definitely be back. One of the best weeks we've had."

This is often true of the community in Red Bluff, and it's easy to see why it's been so successful: Good people are working to provide an avenue for good cattle to reach good cattlemen.

The bulls are sifted and graded stringently throughout the week. There is a sifting committee studying soundness, structure and overall quality. If the bull doesn't meet their expectations, the bull is immediately sifted before it ever has the chance to reach the grading committee.

Once the bull passes the sifting process, it continues to the show ring, where it is judged in classes with its contemporaries, and the classes are given a number grade. This number is then used in the selling order. Keeping the quality at a high level has helped build the reputation a Red Bluff Bull carries and has driven the success for this sale.

Congratulations to all the consignors, especially Broken M/Mayo Livestock for consigning the Supreme Champion Bull, who was an outstanding SimAngus bull, and longtime consignor Kudlac Herefords for consigning the Reserve Supreme Champion Bull, who was a Hereford bull.

The Bull Sifting Committee comprised Mac McGiffin, Red Bluff, CA; Matt Owens, Red Bluff, CA; and Walt Brown, Red Bluff, CA. The Bull Grading Committee comprised Mark Bidwell, Hat Creek, CA; Lane Russ, Ferndale, CA; and Sam Shaw, Caldwell, ID.

TOPS: Rafter E Southern Charm 2006, 2/24/20 Angus by BUBS Southern Charm AA31; from Rafter E Angus, Ronan, MT, to Alan Shufelberger, Redding, CA, $30,000. JMA Cavalry 1902-SCTY, 9/30/20 Angus by Diamond Cavalry 64F0; from Jackson Mountain Angus, Winnemucca, NV, to Alan Shufelberger, Redding, CA, $18,000. Roadrunner Grit 3846, 4/9/20 Angus by Roadrunner Grit 2197; from Cardey Ranches, Turlock, CA, to Broken M Ranch, Maxwell, CA, $9,500. Shandar Patriot 54J, 12/15/20 Angus by 2K Patriot 298; from Shandar Angus Ranch, Payson, UT, to Rick and Linda Anderson, Eagle Point, OR, $9,500. PK Cascade 20K33, 5/4/20 Hereford by PK Cascade 17K15; from Kudlac Herefords, Grants Pass, OR, to McBride Hereford Ranch, Mabton, WA, $8,750. Keith's Pioneer Joe, 9/14/20 Angus by Sweet Lequieu Joe Black 302; from Larry Imbach and Keith Pearce, Burns, OR, to Chase Ranch, Montague, CA, $8,500. — **LOGAN IPSEN**

60TH ANNUAL RED BLUFF GELDING SALE
Jan. 28, Red Bluff, CA

45 Geldings $22,850
10 2-year-olds 10,650
Auctioneers: Rick Machado & Trent Stewart

To describe the gelding sale at Red Bluff accurately and truthfully would take more pages than one publication can offer. There's a feeling of anxiety, adrenaline and excitement, all mixed with humility and passion. People from all walks of life attend the gelding sale, and it has become an event of Northern California, not just a single town.

It is estimated a crowd of 3,200 people was there to start the sale, and looking across the crowd, we fully believe that number is accurate. The amount of buyer numbers distributed exceeded the number of sale consignments by over five times!

The horse market has been on a steady incline, so anticipation of an extremely successful sale was felt as the national anthem was sung to the enormous crowd of standing, respectful people. The geldings more than surpassed expectations as the sales on saddled geldings increased by more than $4,500 per horse.

The quality of the consignments was outstanding. From the crowd, the recurring statement was "It's a very consistent group of geldings that can go to their new homes and go right to work." The crowd was very supportive of each consignor, with geldings getting placed in new homes in nine different states.

Geldings are able to display their best attributes throughout the week in various disciplines. Stock horse, heading, heeling, breakaway, cutting and snaffle bit classes are offered to display what each horse can do. Geldings can enter in multiple classes and reach new buyers with each event. As each class is shown, a full crowd is in attendance. If a gelding has an "off day," potential buyers are sure to see it. However, the reward outweighs the risk at this sale, and geldings are shown as much as possible.

Worthy of note, what separates Red Bluff from many sales is the strict and stringent sifting and grading process. A committee of 18 individuals keeps a close eye at all times on these geldings. Early in the week, each gelding is evaluated for health and wellness, structure, eyesight, gait and easiness to bridle. If a gelding doesn't meet their expectations, it is immediately sifted. Furthermore, if a gelding makes it through the initial sifting but has a situation unfold throughout the week, the committee has the right to sift the horse at any given point in the week leading up to the sale.

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RED BLUFF SALE REPORTS



LOGAN IPSEN

By the time the sale arrives, these geldings have been thoroughly vetted, and buyers can rest assured they are getting what they expect to buy.

A thank you to the committee members is due for upholding the standards of the Red Bluff Gelding Sale: Bob de Braga; Dusty de Braga; Matt Owens; Mac McGiffin; Art Sutfin, DVM; OW Hooton, DVM; Wayne Merhoff, DVM; Jon Sutfin, DVM; Maurice O'Keefe; Kenneth Owens; Nathan Owens; Bryan Owens; Martin Murphy; Kathy Ferguson; Justin Daugherty; Robert Staley; Roy Owens; and Kevin Terra, DVM.

For the full results of the Red Bluff Gelding Sale, go to www.RedBluffBullSale.com, or to view more pictures of the event, go to www.CrystalAmenPhotography.com to see various classes, geldings and sale pictures.

TOPS—Geldings: FD Star Pep, a 2010 bay by Francis Dual; from Spencer and Whitney Mitchell, Orange Cove, CA, to Clint and Gail Moffit, Biggs, CA, $59,000. Attracted to Royalty, a 2013 sorrel by One Time Royalty; from Justin Wright, Santa Maria, CA, to Bill Thomas, Ione, CA, $48,000. Chromed Out Rockstar, a 2014 sorrel by That CD Rocks; from Chet and Angela Vogt, Elk Creek, CA, to Tammy Burgin, Galt, CA, $47,000. Fancy Quick Wrangler, a 2014 gray by Very Special Playgun; from Coyote Hollow Ranch, Waterford, CA, to Robert White, Napa, CA, $39,000. Hickory Monster Mash, a 2016 red dun by Hickory Holly Time; from Rodney Koberstein, Page, AZ, to Karstin Stranger, Dixon, CA, $38,000. Highbrow Sammy, a 2018 bay by High Brow Jackson; from Gina Liberini, Lovelock, NV, to Mike and Pam Ralph, Grants Pass, OR, $35,000. Mylanta He Is Sparky, a 2016 brown by Mylanta Lena; from Brian and Mary Kate Hunstberger, Paso Robles, CA, to Lazy JT Land and Cattle, Paso Robles, CA, $35,000. **2-year-old**: Maxmetallicoffer, a 2020 sorrel by Offers Are Cheap; from Christina Darger, Ukiah, CA, to Brandon Staebler, Klamath Falls, OR, $17,000. — **LOGAN IPSEN**

44TH ANNUAL RED BLUFF STOCK DOG SALE

Jan. 28, Red Bluff, CA
17 Dogs $9,559
Auctioneer: Trent Stewart

To attend the Red Bluff Dog Sale is an experience. It is one of the most prestigious dog sales across the country, and the few entries that are accepted are elite athletes. Each year, the bar of competition is set higher and higher while dogs are entered from around the country to compete for top honors.

As the competition has increased, so has its reputation, which has driven the average sales price up each year. This sale continues to build momentum, which is a large reason why a new sale record was set this year after the previous record was set just four years ago!

Dogs are entered into a three-trial competition where qualified judges score each dog's every move. They are graded on how they obey the handler's commands, how they control the cattle, how they apply and release pressure on the cattle, and how they maneuver the course, plus various other things the judges are looking for. Many times, a single point is the difference between one placing and the next.

The trials are always action packed. A full audience of hundreds of people attend each trial, waiting to see which dog will surface to the top. The first and last trials are held in an outdoor venue that consists of a 4-acre paneled area next to the fairgrounds. A group of five yearling cattle is let loose and pushed to the far end of the pasture.

The dog is then sent by the handler to fetch the cattle and bring them back with the intention of driving them through an open set of panels that resemble a fence line gate. From there, the cattle need to be controlled and driven again before ending up at an open stock trailer where the dog pushes the cattle on board. The handler is only able to shadow the cattle and is discounted for assisting the dog. Many times, the full course isn't completed, but it shows how the dogs handle, obey, work and control.

The second trial is set indoors, inside an arena on the fairgrounds. This trial is much like the outdoor trials, except the cattle need to end up in a pen rather than a trailer. The cattle don't have as far to get away from the dogs, and dogs are able to show their intricate techniques and handling.

This year, a very neat group of dogs was consigned. Hannah Cash of Alturas, CA, consigned the champion dog, named Bruce. Her scores were consistent and high throughout the trials and easily won the overall championship. After that, the next four dogs were extremely close. Two of the dogs each had two great runs, with one that was subpar, while the fourth was as consistent as any dog in the competition. This is the advantage, or disadvantage depending on your point of view, to a three-trial scoring system. It takes a dog of extreme talent to score in the top and stay at the top in Red Bluff.

A new sale record was set by Jeff Clausen's "208 Skittles" at $45,000. This red and white female is an awesome dog. A tougher trial with cattle that didn't want to cooperate was the difference, but the buyers found her! She carries more than a price tag; she carries genetics, breeding value, reputation and future return on investment. Congratulations to Clausen on resetting the high-selling dog achievement.

Congratulations to all the consignors and committee members who work tirelessly to keep this sale at the top of its industry. Without the commitment of the committee, the consignors and the buyers that support this sale, we wouldn't have much to enjoy. Go to www.redbluffbullsale.com to learn more, watch videos and view results of the dog sale!

TOPS: 208 Skittles, a 2018 red and white female by Sleeve; from Jeff Clausen, Melba, ID, to Neal Sillar, Penn Valley, CA, $45,000. JLR Steel, a 2020 steel male by DSW Lux; from Caleb Runfola, Gainesville, NY, to Bill Webb, Malta, MT, $12,000. Ruby, a 2019 red and white female by Imp. Holt; from Jaime Gonzalez, Klamath Falls, OR, to Neal Sillar, CA, $11,000. Bruce, a 2020 black and white male by Duncan; from Hannah Cash, Alturas, CA, to Tom Atwood, Red Bluff, CA, $10,500. Sister, a 2018 tri-colored female by Punch; from Madi Post, Wallowa, OR, to Mike Vandallen, Lindon, UT, $10,000. Lazy D Cove, a 2019 black and white female by DSW Maverik; from Katie Starr, Paulina, OR, to Kathryn Mead, Jackson, WY, $8,500. — **LOGAN IPSEN**



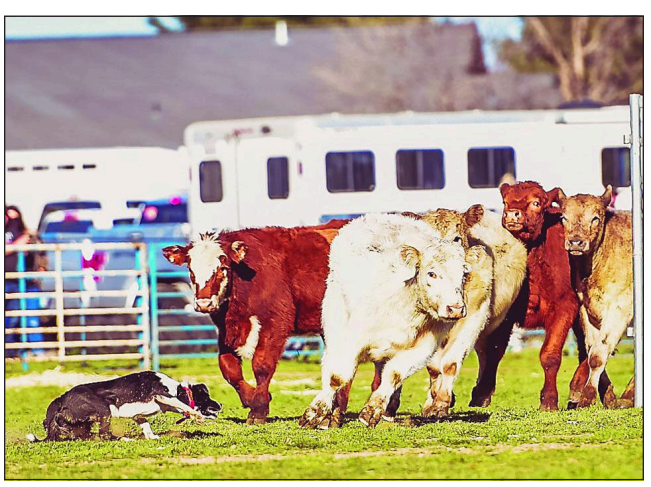
Crystal Amen Photography

A conformation class at Red Bluff.



Crystal Amen Photography

Hannah Cash of Alturas, CA, with her champion stock dog, Bruce.



Crystal Amen Photography

Champion stock dog Bruce, who sold for $10,500.

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USDA promotes climate-smart commodities

USDA will spend $1 billion on a series of partnerships to develop and promote "climate-smart commodities" through pilot projects meant to create new markets for agricultural and forestry products grown through practices that reduce greenhouse gas emissions and protect the soil.

The Partnerships for Climate-Smart Commodities program will look for ways farmers and ranchers can market food and fiber projects that are tied to cost-effective practices to measure and verify lower greenhouse gas emissions or sequester carbon in the soil.

The set of pilot projects funded by the $1 billion will run from one to five years. The projects are expected to provide farmers, ranchers and forest owners with both technical assistance and financial aid to implement conservation practices on working lands and also develop a market with those practices.

U.S. Agriculture Secretary Tom Vilsack announced the opening of applications for pilot projects under the partnership at Lincoln University in Jefferson City, MO, on Feb. 7.

"We can, with this program, be part of the solution to climate change," Vilsack said. "In fact, I believe we can lead the nation in that solution while at the same time creating enormous economic opportunities in rural places."

Application process

USDA opened the project application process on Feb. 7 and will accept applications for the first round of funding through April 8, Vilsack said. Individuals are excluded from applying for the projects, but applications will be open to a range of interests, ranging from businesses to nonprofit organizations, local and state governments, as well as Tribes and universities. The first funding pool will go to larger projects with proposals ranging anywhere from $5 million up to $100 million.

A second round of funding with a May 27 application deadline will go toward smaller-scale projects with proposals ranging from $250,000 to $4.99 million.

With funding and awards coming in two phases, the program allows for projects designed with smaller producers in mind, as well as farmers and ranchers who have been underserved by USDA's programs in the past.

GOP criticism expected

The $1 billion will come from USDA's Commodity Credit Corporation (CCC), which will set off criticism from Republicans in Congress who have spent the past year questioning whether USDA has the authority to spend CCC funds on climate practices.

Having heard GOP complaints about tapping CCC funds all last year, Vilsack said the funds would help producers develop new markets with their products through the conservation tools being implemented. He added that the projects derived from the pilots would also help producers enroll in private carbon markets.

> ***"Let me be clear: This $1 billion commitment will in no way interfere with our ability to use the CCC for other purposes, including farm bill programs."***

Commodity production

Vilsack added: "This program is not a carbon market program. It's focused on commodity production, and working along some of the great activity we're already seeing in the market, we're hopeful that we'll see some additional adoption of climate-smart practices across all regions of the country and all commodity types of producers to be able to partner to obtain those private-sector markets, another revenue source, if you will, for farmers."

Vilsack also stressed that taking $1 billion from CCC would not hinder the ability of the funds to serve other purposes, such as funding the commodity support programs in the farm bill.

"Let me be clear: This $1 billion commitment will in no way interfere with our ability to use the CCC for other purposes, including farm bill programs," Vilsack said. "We are confident we have the resources to be able to do it."

Mixed reactions

Vilsack had barely finished his announcement when Sen. Roger Marshall (R-KS), a member of the Senate Agriculture Committee, sent out a news release and letter to the secretary raising concerns that USDA is trying to bypass Congress to create its own farm bill. Marshall sent a list of questions to USDA and wanted answers by the end of the week.

"While I am a staunch supporter of conservation and believe farmers are the original conservationists, I write today with concerns that USDA is using the CCC account in an attempt to circumvent the farm-bill process where programs are established with congressional consent," Marshall stated in his letter to Vilsack.

Still, Sen. Debbie Stabenow (D-MI), chair of the Senate Agriculture Committee, released a statement applauding USDA's pilot projects.

"This is about partnering with farmers to tackle the climate crisis," Stabenow said. "It's critical that we make sure that climate-friendly practices are profitable and practical for farmers—no matter what crop they produce, what region they're in, or the size of their operation. The urgency of the climate crisis demands action, and I look forward to reviewing the feedback and data from these pilot projects, which will help inform the writing of the next farm bill."

Rep. David Scott (D-GA-13), chair of the House Agriculture Committee, said he has championed farmers and ranchers to take a leading role in dealing with climate change. He also said the partnership would help farmers, ranchers and foresters market their commodities. Scott added, "The CCC gives Secretary Vilsack broad authorities, and I'm glad to see he is using those authorities to provide opportunities that are good not only for the environment, but for producers' bottom lines."

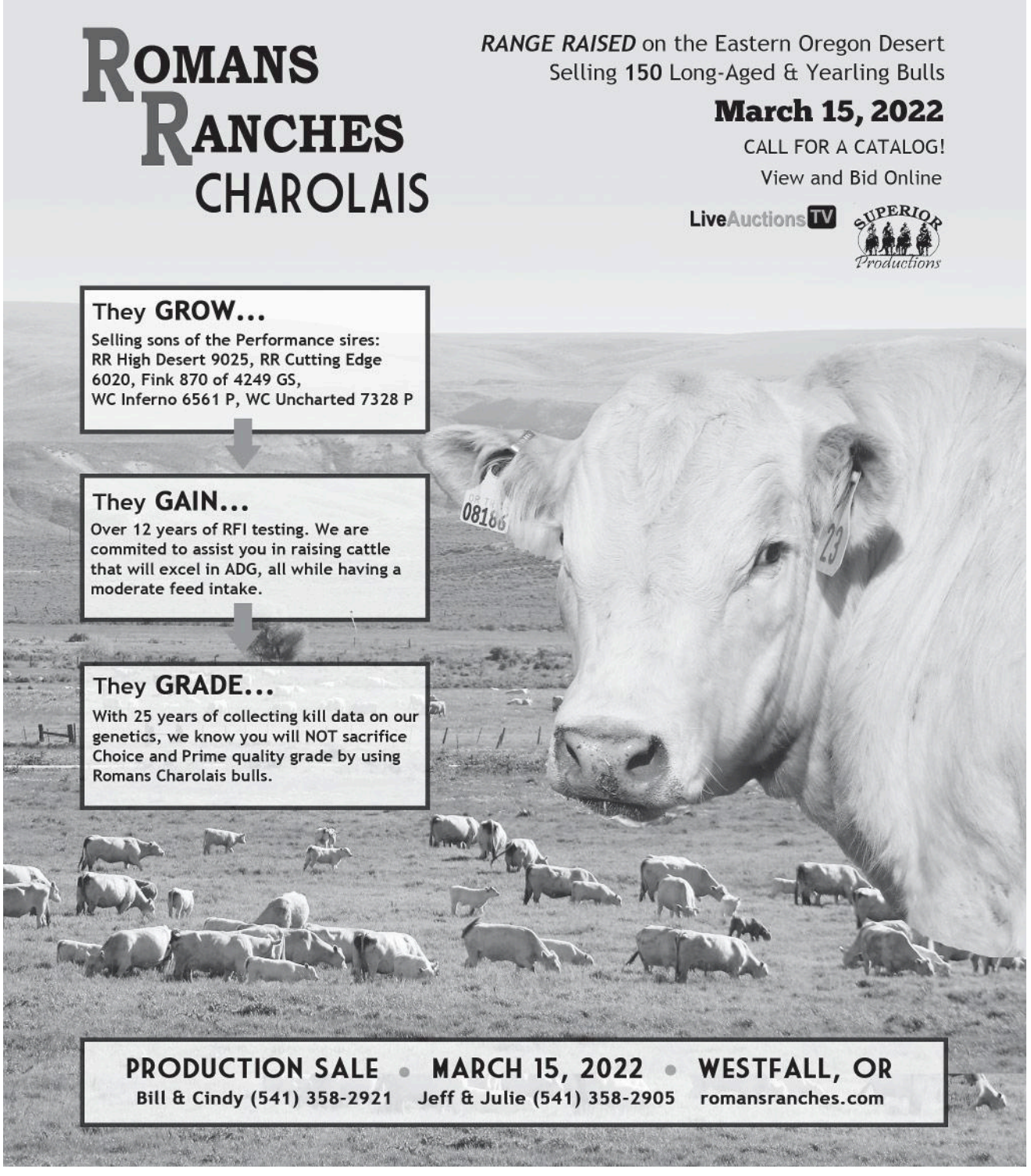
The Food and Agriculture Climate Alliance (FACA), a coalition of more than 80 agricultural and conservation groups, also stated the collective organizations "strongly commend USDA for advancing a voluntary, incentive-based approach to deploy climate-smart practices on working lands" through the partnership. FACA stated the pilot projects were structured in a way consistent with the alliance's recommendation's last year.

"We share Secretary Vilsack's optimism that this approach will support climate-smart commodities while unlocking new market opportunities, and we believe it will build confidence in the climate benefits of advanced farming and forestry practices," FACA stated.

The American Farm Bureau Federation, National Council of Farmer Cooperatives, National Milk Producers Federation and National Sustainable Agriculture Coalition each also issued statements supporting USDA's partnership program.

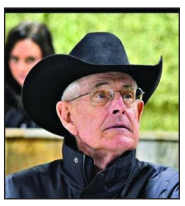
The USDA pilot projects also come after the Bipartisan Policy Center recently released a report on climate solutions that said it is time to "jump-start a rapid scale-up of farm- and forest-based carbon solutions."

The report calls for an increase in conservation program spending and use of CCC funds to support climate-smart practices, leveraging carbon markets and supply chain initiatives. — **Chris Clayton, DTN ag policy editor**



SALE REPORTS

RIDDER HEREFORD RANCH ANNUAL BULL & HEIFER SALE
Feb. 3, Callaway, NE
23 Yearling bulls.....$6,630
64 2-year-old bulls.....5,523
56 Yearling heifers.....1,695
Auctioneer: Joel Birdwell


GIES

TOPS—Yearling bulls: R ER 8086 North Star J30; to Bentley, NE, $12,000. R 8086 North Star J38; to Knippling Brothers, SD, $10,000. R T 9102 North Star J75; to Knippling Brothers, SD, $10,000. R 8086 North Star J15; to Troy Severson, IA, $9,500. **2-year-old bulls:** R 623 North Star 118H; to Arensdorf, NE, $13,000. R 358 North Star 93H; to Arensdorf, NE, $11,500. R 358 North Star 88H; to Johnson, NE, $11,000. R 5184 North Star 14H; to Struempler, NE, $10,000. **Heifers:** R Dominette 148, by LBH 6103 Advance 236F; to Albrecht, NE, $2,500. R D Dominette 125; to Albrecht, NE, $2,400. R J Dominette 188; to Albrecht, NE, $2,100. R Dominette 168; to Glinsman, NE, $2,000. R J Dominette 169; to Mader Farms, KS, $2,000. R Dominette 194; to Mader Farms, KS, $2,000. — **JIM GIES**

POSS ANGUS BULL SALE
Feb. 4, Scotia, NE
200 Total registered bulls.....$8,340
123 Yearling bulls.....9,796
77 Older bulls.....6,012
Auctioneer: Matt Lowery
Sale Manager: CK 6 Consulting

TOPS: Poss Winchester, 1/25/21 by Connealy Clarity; to ST Genetics, Navasota, TX, $245,000. Poss Rawhide 1506, 1/17/21 by Poss Rawhide; to Katie Colin Farm, Cartersville, GA, and Wilson Bros., Elba, NE, $90,000. Poss Remington, 1/19/21 by Connealy Clarity; to Pine View Angus, Colesburg, IA, Galaxy Beef, Graham, MO, Mead Farms, Barnett, MO, Valley Oaks, Oak Grove, MO, Moon Creek Farms, Rock Rapids, IA, Haerr Farms, Taylor, MO, and Crooked Creek Angus, Burlington Junction, MO, $80,000. Poss Reno 1338, 4/1/21 by Poss Reno 9533; to Capitol Angus, Whitehouse, TX, $30,000. Poss Rawhide 1519, 1/21/21 by Poss Rawhide; to Alta Genetics, Rocky View County, AB, $30,000. Poss Relevance 1619, 1/17/21 by Woodhill Relevance; to Rhett Abernathy, Lander, WY, $22,000. Poss Reno 0915, 8/30/20 by Spring Cove Reno 4021 to Huwa Cattle Co., Roggen, CO, $20,000. — **JIM GIES**

UPSTREAM RANCH ANNUAL PRODUCTION SALE
Feb. 5, Taylor, NE
6 Angus 2-year-old bulls.....$6,833
34 Bred Hereford heifers.....6,029
161 Coming 2-year-old Hereford bulls.....6,002
139 Fall Hereford bulls.....4,721
Auctioneers: Seth Weishaar & Lynn Weishaar

TOPS—Bulls: UPS Endure 0290 ET, 5/25/20 by NJW 79Z Z311 Endure 173; to Perks Ranch, Rockford, IL, $53,000. UPS Endure 0883 ET, 11/4/20 by NJW 79Z Z311 Endure 173; to Andrew Orsak, Wallis, TX, $37,000. UPS 6223 Domino 0410, 6/13/20 by ECR 2109 Domino 6223; to Fawcett's Elm Creek Ranch, Ree Heights, SD, $17,500. UPS Endure 006 ET, 3/4/20 by NSW 792 2311 Endure 173; to Cane Creek Cattle, Glenham, SD, $16,000. UPS 4386 Hometown 0320, 5/26/20 by UPS Hometown 4386 ET; to Kyle Geiser, Merna, NE, $15,500. UPS 7616 Sensation 0541, 8/30/20 by UPS Sensation 7616; to Nate Suttles, Hanna City, IL, $12,500. UPS Endure 013 ET, 4/1/20 by NJW 79Z Z311 Ensure 173; to Bob McConville, Indianola, NE, $12,000. UPS Endure 0023, 4/27/20 by NJW 79Z Z311 Ensure 173; to Trampe Ag, Amherst, NE, $12,000. **Bred heifers:** UPS Miss 7850 Mighty 0170 ET, 5/11/20 by UPS MIGHTY 7850 ET; to Perks Ranch, Rockford, IL, $37,000. UPS Miss 7616 Sensation B080, 4/30/20 by UPS Sensation 7850 ET; to Chapring Land and Cattle, Nunnelly, TN, $14,500. — **JIM GIES**

G BAR H GENETICS ANGUS BULL SALE
Feb. 8, Torrington, WY
58 Yearling Angus bulls.....$5,395
Auctioneer: Lex Madden

TOPS: CPH Weigh Up J18, 2/1/21 by J & J Weigh Up 294; to Farthing Ranch, Iron Mt., WY, $11,000. KJN Declaration 119J, 2/9/21 by Stevenson Declaration 70748; to Rumsey Angus, Wiggins, CO, $10,000. CPH Weigh Up J14, 1/25/21 by J & J Weigh Up 294; to Don Fish, Oral, SD, $9,500. KNJ Weigh Up 137J, 2/28/21 by J & J Weigh Up 294; to HB Lee, Baggs, WY, $8,500. KJN Treasurer 16J, 2/1/21 by MGR Treasurer; to HB Lee, Baggs, WY, $8,500. — **JIM GIES**

JINDRA ANGUS
Feb. 9, Clarkson, NE
123 Total registered bulls.....$5,480
51 Open heifers.....2,425
Auctioneer: Matt Lowery
Sale Manager: American Angus Hall of Fame

TOPS—Bulls: Jindra Xpansion 121, 1/14/21 by Deer Valley Growth Fund; to R & R Farms, Nickerson, NE, $42,000. Jindra Frontline 241, 1/19/21 by Deer Valley Growth Fund; to Jim Englehart, Bison, SD, $30,000. Jindra Conversion 281, 1/21/21 by Deer Valley Growth Fund; to Macholan Angus, Linwood, NE, $15,000. Jindra No Doubt J 412 3820, 9/18/20 by Hoover No Doubt; to R Math Farms, Whitewater, MT, $15,000. Jindra Territory 711, 1/31/21 by Deer Valley Growth Fund; to Jerry Baker, Vale, OR, $13,500. Jindra Impact 2491, 2/16/21 by Musgrave 316 Exclusive; to Ryan Quaschnick, Herried, SD, $13,500. Jindra No Doubt J 1111 3780, 9/11/20 by Hoover No Doubt; to Devon Buell, Bassett, NE, $13,500. Jindra No Doubt J 611 3700, 9/10/20 by Hoover No Doubt; to Devon Buell, Bassett, NE, $13,000. Jindra Magnitude 631, 1/29/21 by Deer Valley Growth Fund; to Brian Nelson, Gordon, NE, $12,000. **Open heifer:** Jindra Rosella J 8132 1139, 2/17/21 by Jindra Talladega 2367; to Brian Nelson, Gordon, NE, $5,000. — **JIM GIES**

ELKINGTON POLLED HEREFORDS & SOUTH DEVONS
Feb. 4, Idaho Falls, ID
20 South Devon bulls.....$3,350
75 Hereford bulls.....3,100
1 Open Hereford heifer.....2,300
5 South Devon bred heifers.....1,900
24 Bred Hereford heifers.....1,500
Auctioneer: Butch Booker


CROW

TOPS—Hereford bulls: EPHR ELKER PATHFINDER 138H, 3/21/22 by EPHR ELKER BROKER 444Z 005C; to Whispering Pine Farms, Charlo, MT, $7,000. LE ELKER TRAILBLAZER 170H, 4/1/20 by EPHR TRAIL BLAZER 702F; to Maple Glen Farms, IA, $5,500. EPHR ELKER BROOKER 005C 162H, 3/24/20 by EPHR ELKER BROKER 444Z 005C; to Dustin Kay, UT, $5,100. LE ELKER WARRIOR 022H, 3/2/20 by WHITEHAWK WARRIOR 845C ET; to French Doubletree Herefords, Salmon, ID, $5,000. **South Devon bulls:** EBS ELKER 523Z 120H, 3/19/20 by EBS ELKER 523Z; to Bar A Ranch, UT, $5,000. EBS Elker Eze Calver, 3/16/20 by EBS EKKER MACHINE 419E; to Bob Slagowski, $4,500. **Heifers:** EPHR MISS ELKER BET 440J; to Raimee Sessions, St. Anthony, ID, $2,300. **Bred heifers:** Lot 004H; to Tyler Andreason, Howe, ID, $1,900. Lot 135H; to Tyler Andreason, Howe, ID, $1,900. **South Devon bred heifers:** Lot 050H, by EBS EKKER MACHINE 419E; to Lazy T Ranch, St. Charles, ID, $2,600. Lot 089H, by EBS EKKER MACHINE 419E; to Lazy T Ranch, St. Charles, ID, $2,000. — **PETE CROW**

TJS RED ANGUS ANNUAL RED TRUCK SALE
Feb. 4, Buffalo, WY
86 Bulls.....$5,198
Auctioneer: Ty Thompson
Sale Manager: Legacy Genetics


MURNIN

TOPS: TJS Laredo H247, 5/16/20 by U2 Outlier 508E; to Murdock Cattle Company, Pendleton, OR, $16,000. TJS Barricade H619, 3/3/20 by 5L Blockade 2218-30B; to Udy Cattle Company, Rockland, ID, $11,500. TJS Road Block H381, 5/27/20 by TJS Road Block D008; to Bowles J5 Reds, Chinook, MT, $8,500. TJH Warrant H246, 5/15/20 by 9 Mile Franchise 6305; to Laramie Cattle Company, Carpenter, WY, $8,000. TJH Happy Trails H060, 5/2/20 by TJS Road Block D008; to Betty Jean Reed, Lance Creek, WY, $7,500. TJS Birthright E118, 5/26/20 by TJS Birthright E118; to Red Path Cattle, Banner, WY, $7,500. TJS Bail Out H145, 5/9/20 by TJS Limit Up C284; to Betty Jean Reed, Lance Creek, WY, $7,500. — **DEVIN MURNIN**

ELLINGSON ANGUS ANNUAL PRODUCTION SALE
Feb. 5, Saint Anthony, ND
305 Bulls..... $12,407
232 Commercial bred heifers..... 2,246
443 Commercial open heifers..... 1,379
Auctioneers: Joe Goggins & Greg Goggins
Sale Manager: Rance Long

TOPS: Ellingson Profound 1290, 3/1/21 by Ellingson Profound 8155; to ST Genetics, Navasota, TX, $175,000. Ellingson Rangeland 1356, 3/12/21 by Ellingson Rangeland; to Hamilton Ranch, AB, CAN, and MWC Investments, AB, CAN, $160,000. Ellingson Barricade 1192, 2/23/21 by Sitz Barricade 632F; to Katus X7 Ranch, SD, Roseland Ranch, SD, Landon Davis, SD, and Carlson Angus Ranch, ND, $85,000. Ellingson Rangeland 1035, 2/15/21 by Ellingson Rangeland; to JPM Farms, SK, CAN, $47,500. Ellingson Profound 1260, 2/27/21 by Ellingson Profound 8155; to Lewis Farms, AB, CAN, and Brookings Angus Ranch, SK, CAN, $37,500. Ellingson Powerpoint 1004, 2/11/21 by S Powerpoint WS 5503; to M Diamond Angus, WY, $37,500. Ellingson Barricade 1090, 2/18/21 by Sitz Barricade 632F; to Buford Ranches, OK, $37,500. Ellingson Profound 1421, 3/17/21 by Ellingson Profound 8155; to Justin Walker, AB, CAN, $30,000. — **DEVIN MURNIN**

FREY ANGUS RANCH ANNUAL PRODUCTION SALE
Feb. 6, Granville, ND
114 Yearling bulls..... $4,867
Auctioneers: Joe Goggins & Greg Goggins

TOPS: FAR Home Town 1008, 1/15/21 by GAR Home Town; to Steve Bass, Brewster, NE, $30,000. FAR King Air 1082, 1/31/21 by Connealy King Air; to Flag Ranch, Torrington, WY, $24,000. FAR Quality 1147, 2/9/21 by KR Quality 8525; to Steve Bass, Brewster, NE, $14,000. FAR Perfection 1003, 1/13/21 by Freys Perfection; to Darin Thorstenson, Selby, SD, $10,000. FAR Quality 1029, 1/24/21 by KR Quality 8525; to Cornerstone Ranch, Fort Sumner, NM, $8,500. FAR Quality 1151, 2/9/21 by KR Quality 8525; to Nold Family Angus, Onaka, SD, $8,500. — **DEVIN MURNIN**

GATEWAY SIMMENTAL & LUCKY CROSS "BREEDING VALUE" BULL SALE
Feb. 7, Lewistown, MT
210 Purebred Simmental and Lucky Cross bulls.... $5,901
Auctioneer: Ty Thompson
Sale Manager: Allied Genetic Resources

TOPS: GW 555J, 3/1/21 by GW Sparky 369E; to Fred Smith Company Ranch, Clayton, NC, $29,000. GW 285J, 2/19/21 by GW Southern Fortune Teller; to ABS Global, DeForest, WI, All Beef LLC, Normal, IL, and Triple J Ranch, Miller, NE, $19,500. GW 233J, 2/17/21 by Redhill 672X X004 231A; to Walkin' 5 Ranch, Broadview, MT, $11,500. GW 731J, 3/8/21 by GW Movin On 183C; to Deckert Sim-Red Angus, Arena, ND, $11,000. GW 250J, 2/18/21 by Gibbs 7019E Bronco; to Randy Maloney, Turner, MT, $10,500. GW 890J, 3/21/21 by GW Sparky 369E; to Finke Cattle, Berthold, ND, $10,500. — **DEVIN MURNIN**

HYLINE ANGUS
43RD ANNUAL BULL SALE
LUNCH at NOON
SALE at 1:00PM
FEBRUARY 25, 2022
@HEADWATERS LIVESTOCK


HYLINE PILOT 041
REG. AAA *20101116

CED	BW	WW	YW	PAP	Act. WW
5	1.8	55	95	39	880


HYLINE HORSEPOWER 061
REG. AAA *20104085

CED	BW	WW	YW	PAP	Act. WW
4	3.2	61	105	43	990


HYLINE PILOT 071
REG. AAA *20101118

CED	BW	WW	YW	PAP	Act. WW
2	2.1	54	86	42	800


HYLINE PILOT 251
REG. AAA *20101130

CED	BW	WW	YW	PAP	Act. WW
3	2.5	54	90	41	907

80 BIG, STOUT AND GROWTHY BULLS
PAP and Performance tested. **Cowherd Tested Johnes's Free**

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WHERE THE COWHERD MAKES THE DIFFERENCE!

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: 2/10/2022		Week Ago	Year Ago
Choice Fed Steers	140.02	▲	139.99	113.74
CME Feeder Index	162.73	▲	159.25	135.49
Boxed Beef Average	274.82	▼	281.46	232.96
Average Dressed Steers	223.04	▲	221.80	179.97
Live Slaughter Weight*	1,400	▼	1,401	1,402
Weekly Slaughter**	639,000	▼	643,000	653,000
Weekly Beef Production***	537.0	▼	540.8	549.3
Hide/Offal Value	14.00	▲	13.81	9.57
Corn Price	6.42	▲	6.17	5.41

*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
February 4	6,924	284.92	192	333.54	1,244	288.00	2,170	280.33	723	275.59	2,595	261.63
January 28	7,436	292.27	261	346.38	1,507	293.90	2,116	288.30	740	278.24	2,813	262.33
January 21	6,331	288.31	215	345.90	1,153	290.49	1,987	284.78	660	272.48	2,316	262.41
January 14	6,831	280.40	227	339.11	1,252	281.21	2,091	276.16	702	264.19	2,558	254.25

Cutouts — FED BOXED BEEF

DATE	CHOICE	SELECT	COW BEEF CUTOUT	50% LEAN	90% LEAN
February 10	274.82	268.95	231.01	114.09	281.13
February 9	275.79	272.05	231.66	111.96	283.62
February 8	277.46	273.84	232.96	116.71	284.45
February 7	275.96	272.34	232.22	N/A	N/A
February 4	279.81	276.05	230.97	N/A	279.80

CATTLE FUTURES: CME Live Cattle

	2/4	2/7	2/8	2/9	2/10	High*	Low*
Feb.	14205	14183	14198	14290	14290	14160	10527
Apr.	14688	14640	14618	14783	14688	14783	10920
Jun.	14138	14110	14125	14248	14160	14385	12525
Aug.	14005	13980	14013	14108	14025	14240	13055

CATTLE FUTURES: CME Feeder Cattle

	2/4	2/7	2/8	2/9	2/10	High*	Low*
Mar.	16610	16503	16688	16828	16673	17025	15385
Apr.	17143	17028	17178	17258	17175	17275	15425
May.	17535	17473	17590	17673	17588	17755	16625
Aug.	18493	18460	18515	18605	18505	18605	17450

*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	22,452	1,493	140.02
Live FOB Heifer	14,161	1,355	140.00
Dressed Del Steer	1,124	985	223.04
Dressed Del Heifer	728	853	223.66
SAME PERIOD LAST WEEK			
Live FOB Steer	17,470	1,539	139.99
Live FOB Heifer	6,975	1,378	139.50
Dressed Del Steer	15,547	964	221.80
Dressed Del Heifer	5,335	865	222.03
SAME PERIOD LAST YEAR			
Live FOB Steer	11,365	1,446	113.74
Live FOB Heifer	6,623	1,328	113.50
Dressed Del Steer	11,092	969	179.97
Dressed Del Heifer	2,624	856	180.00

NATIONAL WEEKLY FED BEEF SLAUGHTER VOLUME

	Domestic	Imported
Forward Contract	36,920	3,510
Formula	281,418	80
Negotiated Cash	73,830	177
Negotiated Grid	37,990	0
Packer Owned	8,879	0
Total	**439,037**	**3,767**

SLAUGHTER FORWARD CONTRACTS

Delivery Month	
Feb. '22	173,945
Mar. '22	206,534
Apr. '22	220,119
May. '22	133,550
Jun. '22	123,785

FORWARD BEEF SALES

Neg. Sales 0-21 days	1,824
Neg. Sales 21+ days	1,206
Formula sales	3,668
Forward contract sales	226
Domestic sales	5,930
NAFTA Exports	148

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	126.67	-1.59
Slaughter Heifers, mostly Choice & Select 1-3, 1200-1400 lbs	126.17	N/A
Ontario Auctions		
Slaughter Steers, mostly Choice & Select 1-3, 1300-1500 lbs	136.20	-2.39
Slaughter Heifers, mostly Choice & Select 1-3, 1200-1400 lbs	N/A	N/A
Slaughter Cows, Cutter and Utility 1-3, 1100-1400 lbs	63.24	+1.47

*Price comparison from one week ago.

Average feeder cattle prices (CND) for week ending Friday, February 4, 2021

Steers:	Alberta	Saskatchewan	Ontario
501-600 lbs	177.08	176.50	181.13
601-700 lbs	162.02	162.81	167.59
701-800 lbs	151.91	151.86	160.94
801-900 lbs	147.22	147.77	149.44
Heifers:			
401-500 lbs	158.82	159.00	134.64
501-600 lbs	149.84	150.57	144.30
601-700 lbs	140.78	141.69	141.18
701-800 lbs	136.68	135.51	134.72

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
	2/7/22	1/31/22		
Feeders	21,094	22,870	87,641	125,084

USDA WEEKLY IMPORTED FEEDER CATTLE

Friday 2/4/22
Mexico to TX. & NM. Weekly Feeder Cattle Import Summary
Receipts EST: 18,000 Week Ago Act: 17,084 Year Ago Act: 15,540

Compared to last week, steer calves and yearlings sold 1.00-2.00 higher. Heifers steady. Trade active, demand good. The bulk of the supply consisted of steers and spayed heifers weighing 300-700 lbs.

Feeder steers: Medium and large 1&2, 300-400 lbs 180.00-192.00; 400-500 lbs 165.00-176.00, few 177.00; 500-600 lbs 153.00-165.00; 600-700 lbs 143.00-155.00. Medium and large 2&3, 300-400 lbs 165.00-177.00; 400-500lbs 150.00-161.00; 500-600 lbs 138.00-150.00.

Feeder heifers: Medium and large 1&2, 300-400 lbs 155.00-165.00, few166.00; 400-500 lbs 145.00-155.00, few 156.00; 500-600 lbs 135.00-145.00,few 146.00; 600-700 lbs 125.00-135.00, few 136.00.

(All sales fob port of entry.)

Selected Auction — Week Ending February 10, 2022

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

DATE / MARKET		STEERS / HEIFERS 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	
February 4 Blackfoot, ID	N/A		160-183 150-175	160-182 145-176	147-182 137-171	142-178 130-165	140-158 130-144	127-150 125-140	60-76 80-92		NORTHWEST
February 3 Burley, ID	628		200-216 174.50-175	198 170.50-175	172-196 148-168	148		112-127	53.50-73 79-87		
No report available Emmett, ID											
February 5 Eugene, OR	575		140-178.50* 130-151*	146-178* 138-163*	138-169.75* 130-153*	134-169.75* 123-140.75*	106-120*	110-137* 98-111.25*	70-77.50 80-94	735-1,160	
February 7 Madras, OR	361		177-189	185-203 155-176	160-187 145-154	155-168 135-145	140-154 130-135		60-70 75-91		
February 2 Vale, OR	593		157-188 150-165	159-196 143-168.50	151-179 137-154.50	145-155.50 133-146	140-152 135-141		59-71.50		
No report available Davenport, WA											
February 3 Toppenish, WA	1,700				175-176.75* 155-170*	163-173.50* 147-155.50*			54-73 86-94.50	775-850	
February 2 Orland, CA	1,371			150-206	140-193	130-161	110-153	110-146	60-73 60-95	1,100-1,750 700-1,300	FARWEST
No report available Escalon, CA											
February 7 Famoso, CA	n/a		150-180 120-140	150-175 120-140	150-170 110-140	140-150 110-120	120-140 95-115	110-120	50-80 70-88		
February 9 Galt, CA	1,278			175-200 150-170	165-190 150-160	145-160 135-136	130-150 125-140	135-147.50 125-140	64-90 90-122		
February 8 Turlock, CA	1,740		170-229 140-162	162-187.50 142-169	151-165 132-143.50	140-156	132-145 120-135	122-130	65-84.25 80-109.50		
February 1 Salina, UT	1,417	170-210 155-182.50	167.50-213 145-202.50	150-199 140-176	162-196 138-170	148-175.50 130-137	145-160 126-146	112.50-143 90-142.25	53-75 74-95		
February 7 Iowa	11,384	239	197.50-257.50 162.50-204	189-238 159-195	180-216 143-179.50	158-201.50 139-170	150-178.50 141-159	142.50-164 124.50-159			NORTH CENTRAL
February 8 Miles City, MT	1,175			232.75 188.50	189-202 169-181	170.50-185.50 148-168	164		71.50-78.25 87-103.75	935-1,375	
No report available Bassett, NE											
February 5 Ericson, NE	3,230		225-230	217-248 185-204	191-215 173-185	165-195 155.50-170	164-170.10 153.75-162.50	151-166 143-153		1,025-1,485	
February 8 Imperial, NE	1,825		227 190	196-225 173-203	182-204 169-185.50	171-186 160-171	155.50-166.50 151.25-151.75	145.50-160 143			
February 2 Kearney, NE	3,800			202	186-207 168-180.50	172-190 154-169.50	157-175 143-157	145-168.25 143-153.75			
February 4 Lexington, NE	2,247				188-192 170-175	170.50-192.25 158.25-174.50	166-184.25 150-155.75	152.75-172.75 145-154.50			
February 3 Ogallala, NE	3,778		225-237 199-210	208-210 178.50-195.50	193.50-207.50 173.50-188	172.50-196.75 156-177	166.50-186.50 146-156	149-167 146.50-153			
February 3 Valentine, NE	5,160			215-242 188-199	198-219 169-190	175.50-200 157.50-175	169-180.75 146-181				
February 4 Herreid, SD	1,458			199	204 158.50-166	163.75-190 141.50-150.50	156-167.75 144.50-154	153.25-163 179			
February 4 Torrington, WY	543								72-93 95-110.50		
February 3 Willcox, AZ	749	189-225 155-180	177-226 163-180.50	180-214 153-167	174-186 129-163	154-166 137-152.50			62-85 82-100.50	950-1,035	SOUTH CENTRAL
February 7 Colorado	7,317		205-237.50 174-197.50	202-227.50 166-187	176-207.75 155-182	152-195.50 143-168.25	148-180 143.25-153	114.50-165 125-148.50	50-88.50 84-114	885-1,160 760-1,275	
February 2 La Junta, CO	1,262		205-209 161-186	199-208 161-183	180-198 150-167	162-193 140-159	155-162 141-145		61-81 85-109		
January 31 Loma, CO	244		207.50 172.50	193 166-171	164-185 162	159.75-167.50 149	145.75	128-134	63-71 94-110.50	1,035-1,275	
February 9 Dodge City, KS	3,858		203-232 182.50-198	200-229 158-194	182-209 169.50-181.50	170-184 151.50-169	157.50-167.75 150.75-156.85	151-164.35 127.50-153.75	71-93.50 86-119	1,700-2,100 860-1,410	
February 10 Pratt, KS	4,500		186-240 192.50	234 173-188.50	182-207 168-177	166 150-166.50	160.25-177.50 149-160	143-161 139-152.25			
February 3 Salina, KS	692			213.50	170-180 155-161	171.25-187.50 152.50-158.50	162-167 145-146	151-153.10 129-144			
February 10 Clovis, NM	2,201	188	207.50-219.50 180-190	180-219 163.50-182	165-199 150.50-165.50	159-176.50 130-158.50	152.50-161.50 140-146	136.75 136			
February 1 El Reno, OK	4,754	214	220-240 178-196	188-235 162-185	169-191 153-174	162-177 135-157	153.50-164 140-148.50	124-157 143-147.50			
February 9 McAlester, OK	1,065		203-224 166-186	193-211 150-174	161-192 145-160	141-173 135-156	146-147 130-144	136	77-91 98-111	1,125-1,320 900-1,200	
February 7 Oklahoma City, OK	1,830		211-212 198	204-209 174-186.50	185-208 157-175	170-186.50 151-161	157-168 146.50-155	155-161.75 151			
No report available Cuero, TX											
No report available Dalhart, TX											
No report available San Angelo, TX											
No report available Tulia, TX											
February 4 Alabama	10,703	195-208 148-170	175-215 140-167	170-193 135-166	150-176 127-154	135-160 115-146	129-150.50 115-136	137-147.50 139	56-100 80-119	500-1,750 225-1,350	EAST
February 7 Lexington, KY	168	144*	201* 149-161*	170-192* 134-151*	153-175* 130-153*	149-157* 127*	152-154* 126-136*	135-143*	65-89 93-115	775-975	
February 7 Joplin, MO	2,239	195	210-215	197-217 163-182	184-210 149-186.50	166-185	156-166 149-151.50	151.50-156 141-144		575-1,175	
February 7 Tennessee	7,888	182-210* 135-164*	160-215* 125-164*	155-01* 110-160.50*	142-191* 117-157*	135-169* 112-143*	127-153* 109-142*	113-143.25* 100-126*	46-94.50 71-119	825-1,600	
February 7 Virginia	2,942	162	170-200 135-165.50	173-200 135-156	166-188 121-156.50	140-173 111-147	130-160 110-134	124-151.50 110-139			
CANADA											
No report available Lethbridge, Alberta											

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Feedlot production likely to decline in 2022

On Jan. 1, the inventory of cattle in U.S. feedlots was 14.69 million head, up fractionally from 14.67 million head one year ago. All other categories of the USDA Cattle Inventory report were down, confirming that the industry continues to liquidate cattle numbers from the 2019 cyclical peak.

The all cattle and calves inventory was 91.9 million head, down 2 percent year over year. The beef cow herd, at 30.125 million head, was down 2.3 percent from one year ago and is down 4.9 percent in the three years since the 2019 peak. The 2021 calf crop was 35.09 million head, down 1.2 percent year over year and down 3.4 percent from the 2018 peak calf crop for this cattle cycle.

How can feedlot inventories be above year-ago levels if the calf crop has declined the past three years? The usual flow of feeder cattle over time would suggest that feedlot inventories should have peaked in 2020. Several factors explain this delay between calf production and feedlot production.

The pandemic in 2020 resulted in delayed feedlot placements that pushed peak feedlot inventories into 2021. On a monthly basis, feedlot inventories peaked in February 2021. A 12-month moving average of feedlot inventories allows month-to-month comparisons without seasonality and shows that average feedlot inventories peaked in June 2021.

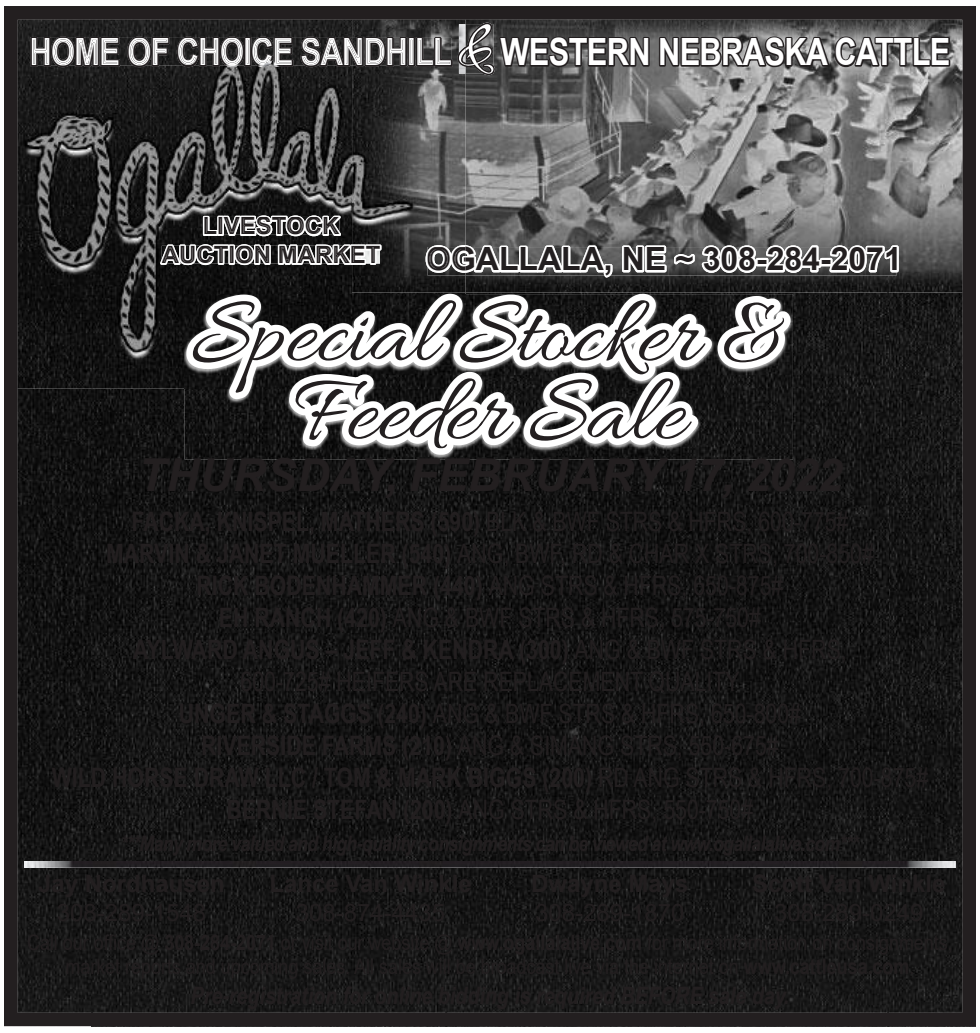
However, feedlot inventories have been very slow to decline since then and even moved slightly higher at the end of 2021. The 12-month moving average of feedlot inventories on Jan. 1 was down a scant 0.49 percent from the June peak. How can this be, and can it continue?

Feedlots certainly have individual incentives to keep feedlots as full as possible. Utilization of pen space and feed mill capacity are important economic factors. Unexpectedly large placements in November and December of 2021 pushed monthly feedlot totals slightly higher coming into 2022. Those placements largely consisted of lightweight feeder cattle because increasingly, that is what is available.

Feedlots have been borrowing against the future to hold feedlot inventories as high as possible to this point, and the ability to do that will decrease in the next few months. The estimated supply of feeder cattle, calculated from Jan. 1 inventories of steers over 500 pounds, other (nonreplacement) heifers over 500 lbs. and calves under 500 lbs., with current feedlot inventories subtracted was at 25.54 million head, down 2.6 percent year over year.

The recent lightweight feedlot placements will take longer to finish and will hold feedlot inventories for a while, but there simply are not enough feeder cattle to maintain feedlot inventories for too many months. The ratio of feedlot inventories to feeder cattle supplies is a measure of how intensively the feeder cattle supply is being used. This ratio in percentage terms was 57.5 percent on Jan. 1, a record level for this measure. In other words, the number of cattle in feedlots was 57.5 percent of the supply of feeder cattle available, or, stated another way, there are only 1.74 head of feeder cattle available to replace the cattle currently in feedlots.

This is the lowest supply of feeder cattle to feedlot inventories on record. Barring significant drought-forced early placements or some other disruption in cattle markets, feedlot inventories should show a much more noticeable decline in 2022. — **Derrell S. Peel, Oklahoma State University Extension livestock marketing specialist**



Corn futures dictating feeder cattle prices

MARKETS
(from page 1)

$220.50.

• Forward contract net purchases: $214.81.

• Negotiated grid net purchases: $220.54.

Slaughter through Thursday totaled 488,000 head, 9,000 head more than a week earlier. Estimated slaughter for the first week of February is 639,000 head, a few thousand head short of the week prior. USDA reported actual slaughter for the last week of January totaled 654,902 head.

"The January slaughter volume was disappointing, but January is in the rearview mirror," the Cattle Report said. "Hopefully February will move the slaughter to more normalized volumes as weather improves across the Plains."

Boxed beef prices dropped over the week, with the Choice cutout down over $6.50 to $274.82 and the Select cutout down over $7.50 to $268.95.

"Boxed beef prices are seasonally declining—no surprise there—and packer margins contracting, though from a record level for any February in history," wrote Cassie Fish, market analyst, in The Beef.

Feeder cattle

"The direction of corn pricing continues to play a major role in replacement costs," wrote the Cattle Report. "January and February are not large placement months and placements are not large from weekly reports.

"Attention will be focused on March through May, when cattle move off winter grazing to the feedyards and placement patterns will set the stage for fall and late year fed supplies."

Feeder cattle futures traded mostly sideways, with the March contract unchanged at $166.72 and the April contract down 5 cents to $171.75. The CME Feeder Cattle Index gained $3.48 to close at $162.73.

Corn futures skyrocketed over the week, with the March contract up 25 cents to $6.41 and the May contract up 23 cents to $6.40.

"Many light calves will look for summer grazing, but those opportunities will depend on beneficial rains," the Cattle Report said. "Next year's corn crop also will be critical to meat prices and this coming year's corn harvest."

Earlier in the week, Stewart noted, "Receipts are expected to be light throughout sale barns as producers have largely already marketed their calves and feeders, and most of the country is thinking about getting cows ready for calving."

Colorado: Winter Livestock in La Junta sold 1,666 head on Tuesday. Compared to a week earlier, steers under 700 lbs. sold steady to $3 higher, with an advance on 550-600 lbs.; over 700 lbs. sold steady to $1 higher. Heifers under 600 lbs. sold steady to $6 higher, and 700 lbs. sold steady to $8 higher, with an advance on 600-650 lbs. Benchmark steers averaging 720 lbs. sold between $160-165.25, averaging $164.05.

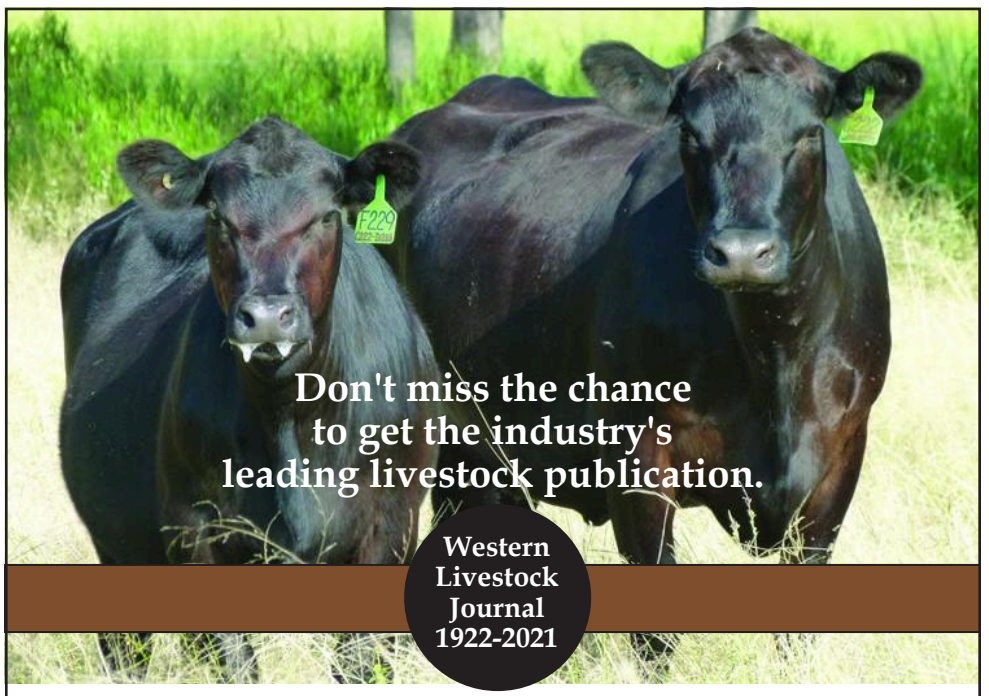
Kansas: Winter Livestock in Dodge City sold 3,858 head Wednesday. Compared to the previous auction, yearling steers 625-800 lbs. sold $3-5 higher. There was no recent comparison on steers 800-950 lbs. However, a higher undertone was noted. Steer calves 400-625 lbs. sold $10-15 higher. Feeder heifers 600-975 lbs. sold $3-5 higher. Heifer calves 400-600 lbs. sold $5-10 higher. Benchmark steers averaging 739 lbs. sold between $164-167.75, averaging $167.27.

Missouri: Joplin Regional Stockyards in Carthage sold 2,239 head Monday. Benchmark steers averaging 766 lbs. sold between $159.50-166, averaging $164.39.

New Mexico: Roswell Livestock Auction in Roswell sold 336 head Monday, with limited numbers due to weather. A small group of benchmark steers averaging 765 lbs. sold for $145.50.

Oklahoma: Oklahoma National Stockyards in Oklahoma City sold 1,830 head on Monday. Receipts were limited due to a winter storm, but demand was extremely good for the light run. Feeder steers and heifers sold $2-6 higher, with instances of $8 higher. Steer and heifer calves sold $5-10 higher. Benchmark steers averaging 778 lbs. sold between $157-164, averaging $160.46.

South Dakota: Sioux Falls Regional Livestock in Worthing sold 5,074 head Monday. Compared to the last auction, feeder steers sold steady to $4 higher, except 350-400 lbs., 450-550 lbs. and 650-700 lbs., which were $4-9 higher. Feeder heifers sold steady to $4 lower, except 400-450 lbs. and 550-600 lbs., which were $8-10 higher, while 650-700 lbs. and 800-850 lbs. traded $2-4 higher. Benchmark steers averaging 728 lbs. sold between $163.50-176.50 and averaged $169.71. — **Anna Miller, *WLJ* managing editor**



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7 ..... Auctioneers
8 ..... Feedlots
9 ..... Lost Cattle
10 ..... Cattle for Sale
11 ..... Cattle Wanted
12 ..... A.I./Semen/Embryos
13 ..... Brands
14 ..... Dogs for Sale
15 ..... Horses/Mules
16 ..... Bison/Buffalo
17 ..... Sheep/Goats/Hogs
18 ..... Livestock Supplies
19 ..... Ranch/Livestock Services
20 ..... Real Estate Opportunities
20A ..... Pacific Real Estate For Sale
20B .. Intermountain Real Estate For Sale
20C ..... Mountain Real Estate For Sale
20D .... Southwest Real Estate For Sale
20E ..... Plains Real Estate For Sale
20F ..... Midwest Real Estate For Sale
20G .... Southeast Real Estate For Sale
20H ..... Northeast Real Estate For Sale
20I ..... Foreign Real Estate For Sale
21 ..... Real Estate Wanted
22 ... Real Estate Rent/Lease/Trade
23 ..... Pasture Available
24 ..... Pasture Wanted
25 ..... Mineral Rights
26 ..... Hay/Feed/Seed
27 ..... Irrigation
28 ..... Ag/Industrial Supplies
29 ..... Fencing/Corrals
30 ..... Equipment For Sale
31 ..... Equipment Wanted
32 ..... Building Materials
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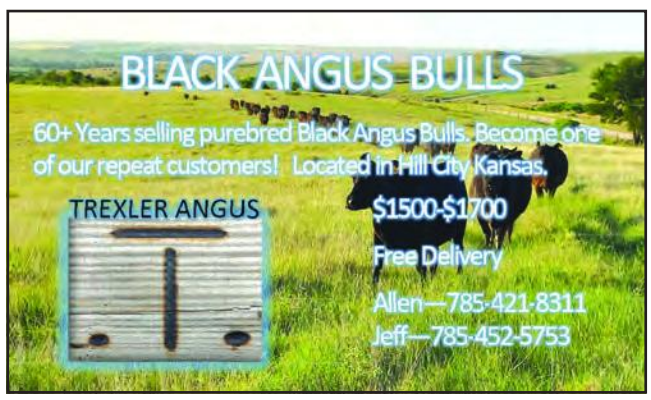
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Sale Calendar

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ALL BREED

Feb. 19 – Nevada Cattlemen's Association, Bull Sale, Fallon, NV
Mar. 13 – Snyder Livestock Company Inc., Bulls for the 21st Century Bull Sale, Yerington, NV
Mar. 16 – Western Breeders, Bull Sale, Eltopia, WA

ANGUS

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. 16 – 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. 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 – Rancher's 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
Mar. 6 – Corsair Angus Ranch, Bull & Female Sale, Ione, OR
Mar. 8 – Veltkamp Angus, Bull Sale, Manhattan, MT
Mar. 8 – Wagon Wheel Ranch, Bull and Commercial Female Sale, Yuma, CO
Mar. 9 – Hornung Livestock, Bull and Commercial Female Sale, Stratton, CO
Mar. 9 – RA Brown, Production Sale, Throckmorton, TX
Mar. 9 – Sitz Angus, Bull Sale, Dillon, MT
Mar. 9 – Udy Cattle Co., Bull Sale, Rockland, ID
Mar. 10 – Sunny Okanogan, Production Sale, Okanogan, WA
Mar. 11 – Reid Angus, Production Sale, Brush, CO
Mar. 11 – Rollin Rock, Bull Sale, Stanfield, OR
Mar. 11 – Yardley Cattle Co., Bull Sale, Beaver, UT
Mar. 12 – Diamond Peak Cattle, Bull Sale, Riverton, WY
Mar. 12 – Koberstein Farms, Bull Sale, Ogallala, NE
Mar. 12 – Montana Ranch Angus, Bull Sale, Big Fork, MT
Mar. 12 – Riverbend Ranch, Bull Sale, Idaho Falls, ID
Mar. 12 – Western Colorado Angus Association, Bull Sale, Delta, CO
Mar. 14 – Parry Angus, Bull Sale, Sterling, CO
Mar. 14 – Pine Coulee Angus, Bull Sale, Hardin, MT
Mar. 14 – Spring Cove Ranch, Production Sale, Bliss, ID
Mar. 15 – Blevins Angus, Production Sale, Charlo, MT
Mar. 15 – Quirk Land & Cattle Co., Production Sale, Hastings, NE
Mar. 16 – Lufkin Angus, Bull Sale, Leadore, ID
Mar. 16 – Stevenson Angus, Bull Sale, Hobson, MT
Mar. 16 – Wagonhammer Ranches, Bull Sale, Albion, NE
Mar. 17 – Carter Cattle Co., Bull Sale, Blackfoot, ID
Mar. 17 – Vallad/Oft, Bull Sale, Vale, OR
Mar. 18 – Leadore Angus, Bull Sale, Leadore, ID
Mar. 18 – Montana Performance Bull Co-op, Bull Sale, Columbus, MT
Mar. 18 – T/D Angus, Bull Sale, North Platte, NE
Mar. 19 – Gray Angus, Bull Sale, Harrison, NE
Mar. 19 – Nelson Angus Ranch, Bull Sale, Salmon, ID
Mar. 19 – Ward Ranches, Bull Sale, Minden, NV

BALANCER

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

CHAROLAIS

Feb. 19 – Angus Alliance, Bull Sale, Eltopia, WA
Feb. 22 – VAL Charolais, Bull Sale, Nyssa, OR
Feb. 25 – Cowman's Kind, Bull Sale, Madras, OR
Feb. 26 – Rancher's Choice, Bull Sale, Eltopia, WA
Feb. 26 – Sutphin Cattle Co., Bull Sale, Lamar, CO
Mar. 15 – Romans Ranches, Production Sale, Westfall, OR
Mar. 16 – Wagonhammer Ranches, Bull Sale, Albion, NE

GELBVIEH

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

HEREFORD

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
Mar. 7 – Harrell Herefords, Bull Sale, Baker City, OR
Mar. 9 – Udy Cattle Co., Bull Sale, Rockland, ID
Mar. 14 – Holden Herefords, Production Sale, Valier, MT
Mar. 14 – Spring Cove Ranch, Production Sale, Bliss, ID
Mar. 15 – Cooper Herefords, Production Sale, Willow Creek, MT
Mar. 17 – Vallad/Oft, Bull Sale, Vale, OR

LIM-FLEX

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

MAINE ANJOU

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

OPTIMIZER

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

RED ANGUS

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. 2 – Dille Red Angus, Production Sale, Buhl, ID
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
Mar. 8 – Loosli Red Angus, Production Sale, Ashton, ID
Mar. 9 – RA Brown, Production Sale, Throckmorton, TX
Mar. 9 – Udy Cattle Co., Bull Sale, Rockland, ID
Mar. 11 – Leland Red Angus Ranch, Production Sale, Sidney, MT
Mar. 12 – Ludvigson Stock Farms, Cornhusker Classic Sale, North Platte, NE
Mar. 14 – Feddes and C-T Red Angus, Production Sale, Manhattan, MT
Mar. 14 – Lautenschlager and Sons, Spring Sale, Othello, WA
Mar. 15 – Green Mountain Red Angus, Bull Sale, Logan, MT
Mar. 16 – Klompein Red Angus, Manhattan, MT
Mar. 19 – Lorenzen Red Angus, Bull Sale, Madras, OR
Mar. 19 – Milk Creek Red Angus, Bull Sale, Plevna, MT

SALERS

Feb. 14 – Big Sky Salers, Bull Sale, Dickinson, ND

SIMANGUS

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
Mar. 9 – Hornung Livestock, Bull and Commercial Female Sale, Stratton, CO
Mar. 12 – Diamond Peak Cattle, Bull Sale, Riverton, WY
Mar. 14 – Parry Angus, Bull Sale, Sterling, CO
Mar. 16 – Wagonhammer Ranches, Bull Sale, Albion, NE

SIMMENTAL

Feb. 21 – Bulls of the Big Sky, Bull Sale, Billings, MT
Mar. 1 – Barker Cattle Co., Bull & Female Sale, Burley, ID
Mar. 3 – Kearns Cattle Co., Bull Sale, Rushville, NE
Mar. 5 – Trinity Farms, Bull Sale, Ellensburg, WA
Mar. 11 – Yardley Cattle Co., Bull Sale, Beaver, UT
Mar. 14 – Bar CK Ranch, Bull Sale, Culver, OR

COMMERCIAL

Mar. 2 – Cattlemen's Livestock Market, Special Feeder Sale, Galt, CA
Mar. 5 – Bulls of the Bitterroot, Bull Sale, Stevensville, MT
Mar. 8 – Wagon Wheel Ranch, Female Sale, Yuma, CO
Mar. 9 – Hornung Livestock, Female Sale, Stratton, CO
Mar. 16 – Cattlemen's Livestock Market, Special Feeder Sale, Galt, CA

HORSE

Mar. 4 – Winnemucca Ranch Rodeo, Horse Sale, Winnemucca, NV

16th Annual

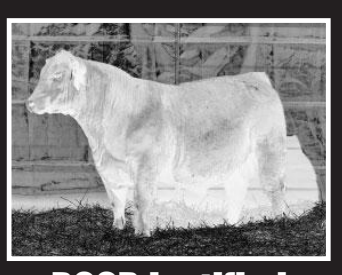
Share the Gold Bull Sale

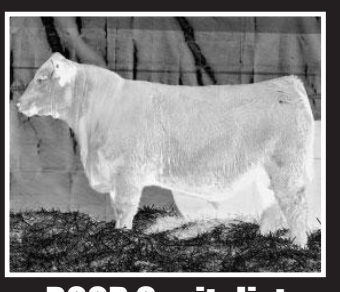
BG Black Gold genetics

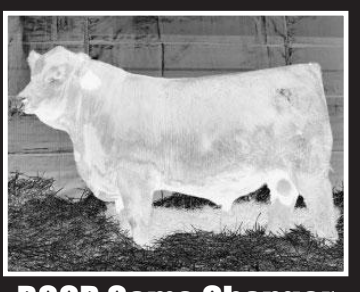
February 26 • 12:30 pm Mst
at the ranch • Pritchett, co

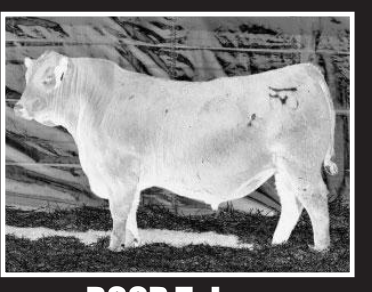
Selling 107 Long Yearling Bulls
30 Balancer Commercial Heifers
Balancer • Gelbvieh • Angus • Red Angus

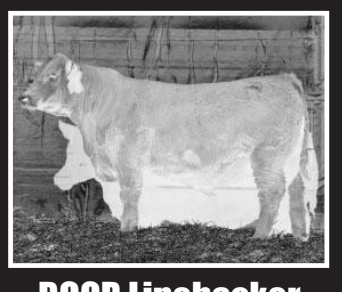
This sale will be broadcast live on the internet.
DVAuction
Broadcasting Real-Time Auctions
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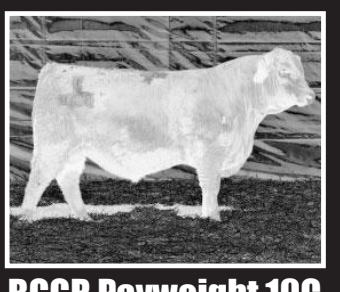

BGGR Justified

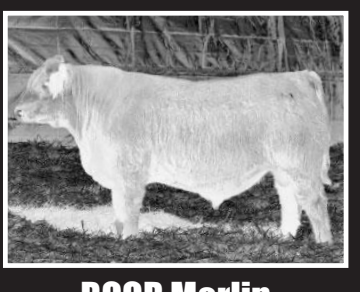

BGGR Capitalist

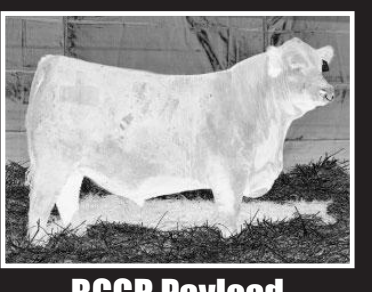

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BGGR Tahoe


BGGR Linebacker


BGGR Payweight 19C


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Lot 1



CED	+12
BW	-.7
WW	+91
YW	+169
$W	+89

SD DUALLY 9009-1053 AAA # 20182387

Lot 3



CED	+12
BW	-2.4
WW	+85
YW	+151
$W	+91

SD DUALLY 9009-1004 AAA # 20182233

Lot 18



CED	+9
BW	-.4
WW	+71
YW	+119
$W	+79

SD TEN SPEED 1791-1015 AAA # 20180356

Lot 21

39 PAP



CED	+5
BW	+2.3
WW	+53
YW	+96
$W	+54

SD SOUTHERN CHARM 1173 AAA # 20182591

Lot 24

43 PAP



CED	+14
BW	-1.7
WW	+71
YW	+119
$W	+81

SD LOGO 1139 AAA # 20180407

Lot 27



CED	+1
BW	+1.5
WW	+72
YW	+122
$W	+82

SD SPUR 1083 AAA # 20180900

Lot 31



CED	+6
BW	+1.7
WW	+72
YW	+135
$W	+72

SD ENHANCED 713-1174 AAA # 20180415

Lot 36



CED	+1
BW	+3.0
WW	+83
YW	+142
$W	+85

SD COWBOY UP 2933-1605 W AAA # 20182672

Lot 44

42 PAP



CED	+15
BW	+.4
WW	+67
YW	+115
$W	+76

SD SOUTHERN CHARM 5259-1224 # 20182582

Lot 53

33 PAP



CED	+8
BW	+2.2
WW	+86
YW	+156
$W	+73

SD ALTERNATIVE 7269-1215 AAA # 20182607

Lot 55



CED	+11
BW	-.6
WW	+82
YW	+156
$W	+88

SD DUALLY 9003-1016 AAA # 20182437

Lot 68



CED	+10
BW	+.1
WW	+92
YW	+156
$W	+86

SD LOGO 9009-1300 AAA # 20180442

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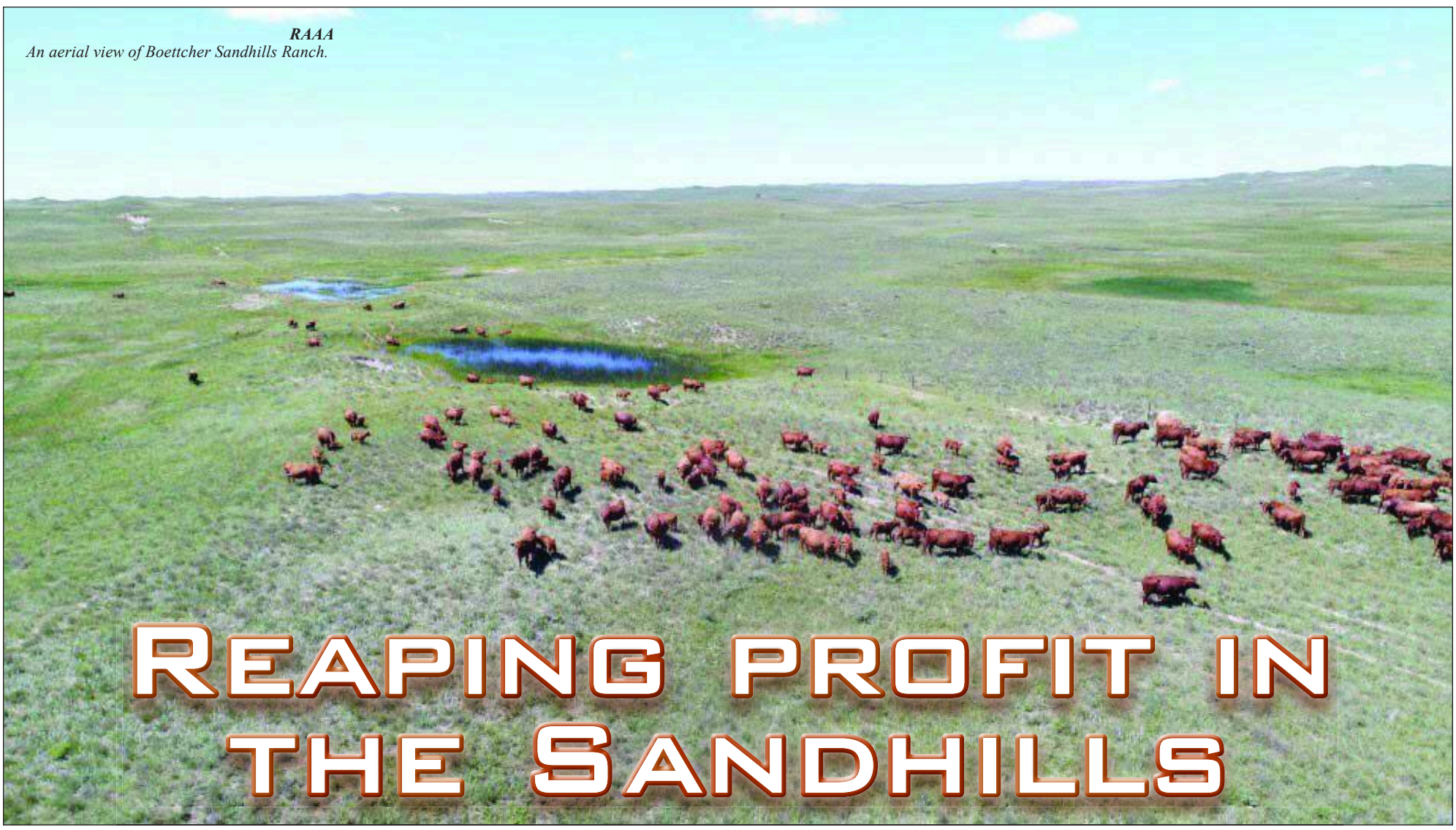
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Annual Special Red Angus Section

February 14, 2022 • Vol. 100, No. 11

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A Crow Publication



RAAA
An aerial view of Boettcher Sandhills Ranch.

Reaping profit in the Sandhills

Some 40 years ago, Boettcher Sandhills Ranch, Atkinson, NE, was like many Sandhills commercial cow-calf operations. The ranch ran Herefords and then tried crossbreeding with an exotic breed to boost calf weights and increase female quality. When the results of this crossbreeding scheme weren't taking the herd in their desired direction, Scott Boettcher and his dad, Jim, searched for another breed.

On the advice of a friend and a feedlot manager, the father and son decided to give Red Angus bulls a try.

"Dad and I made the decision together to use Red Angus genetics 18 years ago," Boettcher said. "Trying Red Angus bulls on our Salers and Hereford-Salers females did the trick.

"We were running about 600 head of spring cows at the time and kept buying Red Angus bulls. As the years passed and as we had more Red Angus genetics in our herd, the better our herd became. Today, our commercial cows are 100 percent Red Angus—and we only use Red Angus bulls on them."

When Jim retired five years ago, Boettcher purchased part of the herd from his dad and his mom, Evadene. Today, this operation is a one-man show, with Boettcher running about 450 head of commercial Red Angus females, including about 100 head of females still owned by his parents.

To make this one-man show manageable, Boettcher runs the spring cows in four bunches: first-calf heifers, second calvers to 4-year-old cows, 5-year-old and older cows, and his parents' cows. He has a 60-day calving season that starts in late February. Heifers calve two to three weeks in front of their older herd mates.

Females are calved in lots close to the house. Heifers are brought into the barn to calve only if the weather is bad. Otherwise, they calve in the lots, being brought into a corral at night when the weather is bad.

For the past three or four years, Boettcher has relied on his iPad and a surveillance camera to identify if a first-calf heifer needs assistance or is doing OK on her own. He adds that "a cool thing" about watching a heifer calving using the camera and iPad is that when a calf is being born, "The calf's eyes light up at night on the camera, so you know the calf is breathing."

When Boettcher is out feeding, his wife pitches in. "You need to spend time with the heifers, so Joni is my eyes when I'm out feeding," Boettcher said. "Joni checks the heifers. If one is calving, she will send a text if it looks like a heifer is going to need help."

Older cows are checked three to four times during the day. At night, they are on their own unless a storm or blizzard occurs. Boettcher operates on the philosophy that cows 5-years-old and older know how to raise a calf.

"You take care of your cows, and they will take care of you," he stated. "If you keep your cows in good shape, she will calve on her own. If you want to chinch and not put anything into her, rough her along, you might just have challenges at calving time. Our year-round mineral program pays off at calving time and at breeding."

When the weather is bad, females are fed in the morning and evening. Otherwise, they get 30 pounds of hay a day through the winter months.

Although he doesn't weigh calves at birth, he does tag every calf at birth. His tagging system tells him which calf belongs to which cow and allows him to track the performance of a female's offspring.

Pairs are moved to cleaner ground after they calve and are given hay. Better quality hay is fed to the younger cows and replacement heifers, with some of the better quality hay fed closer to the spring of the year.

By the first of May, the spring calvers are pretty well done, and other management tasks require attention: branding, vaccinating, etc. Since this job is more than a one-man show, Boettcher exchanges help with neighbors and a cousin.

"I couldn't get everything done without good neighbors and a cousin—and divine help from above," Boettcher said.

This Sandhills operation doesn't rope and drag. Instead, calves are run through a homemade hydraulic chute that Boettcher created. The hydraulic calf table can be put in the back of a pickup and hauled to where cattle are being worked.

Bull selection

Due to time constraints, Boettcher does not have an AI program. He relies totally on natural service—and he's willing to invest in top-end bulls in order to get quality offspring.

"I'm not AIing, so I'll spend extra dollars on a bull that looks like he should produce good-quality calves," Boettcher states. "I look only at the top-end of a guy's bull offering. At one time, I tried to get some bargain bulls. Today, I'm wiser and know that if I want to keep building my herd, I have to look at the top-end bulls. I am willing to put the dollars out there."

When it comes to identifying bulls for his program, Boettcher prefers older bulls over yearlings, but he has purchased a significant number of yearling bulls. He zeroes in on disposition, scrotal circumference, good feet and legs, depth of body, maternal characteristics and width. He pays attention to EPDs and weights, particularly birth weights. He says bulls with an 80 to 90 lb. birth weight don't scare him because he knows his females.

"I also look for bulls with eye appeal," he elaborated. "Eye appeal sells in the sale ring. When someone looks at your cattle, they want to like the animals they are looking at."

Boettcher admits that he is challenged when it comes to identifying "heifer bulls." He tends to go with bulls that have a lower birthweight, 70-75 lbs. max. While some people tell him that his heifers are big enough to handle a higher birth weight, he's cautious.

Boettcher typically uses a bull for five to seven years. The ratio of cows to bulls is 20 to 1 for younger bulls and up to 30 to 1 for older bulls.

See PROFIT on page 15



RAAA
Boettcher's heifer calves consistently outsell the steers due in large part to the maternal benefits of Red Angus.



Before you hire an intern... Consider these points

Ambitious college students recognize the value of having one or more internships on their resumes. But should that line of their resume be an internship with your enterprise?

At first glance it may sound enticing to get an extra hand for the summer or a short period of time, help out a student from your alma mater and/or possibly train a future employee. But bringing a college intern on board isn't for every employer. After all, an internship is a training program that should result in a meaningful learning experience, with the intern carefully monitored.

Before you say "yes" to incorporating an intern into your program, here are five items that can help you enter the experience fully prepared.

• Define why you need an intern — If you're seeking free labor or a go-fer, then nix the idea of hiring an intern. On the other hand, if you have a certain project that has been on your "to-do" list but hasn't been done, then an intern might be the perfect person to jumpstart—and even complete—such a project.

Additional reasons for bringing an intern onboard are to support current employees who have too much on their plate, obtain fresh ideas and different perspectives and vet a potential employee. You can scope out a potential new hire in an interview that lasts months rather than minutes.

• Pinpoint qualifications — Once you identify why you need an intern, then you know what skills, talents, academic background and experience are needed. But keep in mind that all interns are not alike and trying to make an intern fit into your general box is a mistake.

Fifth-generation rancher Jaclyn Wilson, Wilson Ranch, a cow-calf operation near Lakeside, NE, has used interns for more than 30 years, and urges enterprises to "be open to all who approach you about an internship."

Wilson gives preference to individuals who reach out to her regarding an internship because "they are doing the legwork to get involved." She also advises before you hire a certain individual, you research their social media account to check for red flags that might be a concern. After all, your brand is at stake.

• Write a plan — To get the most from having an intern—and the intern to get the most from the experience—you should write a clear job description and plan ways he/she can add value to your enterprise. Your plan should include projects that will be assigned, available resources, and weekly or monthly goals that you'd like your intern to complete. Be prepared to communicate your goals and measurable outcomes to the intern during an orientation and plan on conducting progress checks throughout the internship. Your intern deserves direct feedback along the way.

Interns want actual experience where they can apply their knowledge, skills and talents. Their experience should include increased responsibility where they can take ownership of a task, help meet a deadline and know that they are a valuable member of a team.



RAAA

Jaclyn Wilson



RAAA

Brock Fitzgerald

To prevent any internal friction, it is a good idea to introduce and convey the role of an intern to current employees. You wouldn't want an employee to view a new intern as his/her potential replacement.

• Identify a mentor — Successful interns need to be supervised by an individual who has the management and communication skills as well as the interest and time to train, guide and mentor them. This mentor should be available to the intern on a regular basis.

If you want to influence the lives of the next generation of potential super stars, you should have a super star leader or mentor for them.

An effective method of intern supervision is to meet with the intern to touch base, answer questions, review progress and provide feedback. While this can be in a formal or informal setting, it is advised to meet at least once a week.

"My internship on a large cow-calf operation in New Mexico was with a family operation, and it was the ranch's first time having an intern," Brock Fitzgerald, Shirley, IL, said. "I worked side-by-side with the owner, and he was always offering bits of wisdom, explaining the 'why' behind their management practices and helping me understand their management practices and style of working cattle."

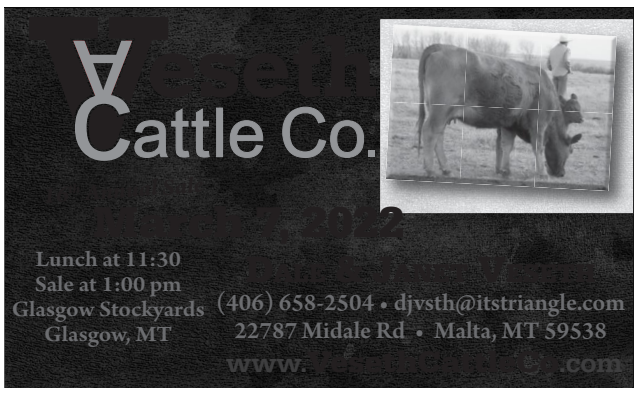
An added bonus to any intern is when he/she is given an opportunity to accompany a mentor to an industry meeting and allowed to network with industry movers and shakers and influencers.

• Determine paid vs. unpaid internship — While current employment trends favor paid internships, students still are open to unpaid internships. The caveat, however, is that the unpaid internship must be with a dream employer who will provide a more valuable experience than a paid opportunity.

Before you get too excited about having an unpaid intern, you should know that for an internship to qualify as unpaid, according to the U.S. Department of Labor (DOL), both the employer and the intern must agree upfront that the internship will be unpaid. Additionally, the U.S. DOL stipulates that unpaid interns should have job responsibilities clearly connected to their program of study. Paid interns, on the other hand, can be asked to complete a variety of menial tasks.

If your company is in a position to pay a wage or offer a stipend, do it. During an interview with Inc.com, Nathan Parcells, co-founder of Intern Match (now Wayup.com) pointed out that paid internships attract three times the number of applicants, and this translates into "more quality interns, a better culture fit and everything else that goes into making an effective hire."

Additionally, paid interns tend to be happy interns. They're excited to come to work, hungry to learn, eager to contribute to company goals and ready to put forth their best effort. Paid interns having a positive experience can also become unofficial brand ambassadors for your business. — **Teres Lambert**







Understanding carcass EPDs and influence on carcass prices

Understanding traits and how they affect carcass prices is an important consideration for all commercial producers. Traditionally, approximately 20-25 percent of females are retained as replacements. Therefore, much of each calf crop enters a terminal system. It's no surprise that a common goal is to continually improve end product merit to allow for a more marketable calf crop.

However, it's sometimes fuzzy on what each carcass EPD predicts and how that factors into the ultimate price received when cattle are hanging on the rail. The results you will see are determined by multiple factors. These include the animal's genetics, as well as the environment the animal experiences. What this boils down to is that to receive a favorable result, both factors need to work together to achieve results that are worthy of bragging about.

One factor that determines price is carcass weight. The more pounds that are produced, the higher the return. However, it's important to remember that plants and grids do impose penalties for carcasses that are heavy or light. Based on USDA data, carcasses greater than 1,000 lbs. will start to receive discounts, and carcasses more than 1,050 lbs. will receive steep discounts. So, the goal for carcass weights is to target a weight that fits into the parameters where discounts can be avoided for extreme carcasses.

A second factor that determines carcass price is carcass yield. This is determined via the USDA yield grade equation. This equation contains components related to back fat; kidney, pelvic and heart fat thickness; carcass weight; and ribeye area. These components are combined using a mathematical formula to calculate the yield grade for the carcass.

For this component, a Yield Grade of 3 serves as the base. Animals that fall into a Yield Grade 3 will not receive any premiums or discounts. From there, animals that receive Yield Grades of 1 and 2 are given premiums, while animals that receive Yield Grades of 4 and 5 receive discounts.

Another major factor that determines carcass value is the animal's quality grade. The quality grade represents the amount of marbling present in the ribeye when it is harvested. For this parameter, a quality grade of Choice with a marbling score of small serves as the base for the comparisons. From there are two other subcategories of Choice, which include modest and moderate.

Some grids pay significant premiums for animals that receive these marbling grades. Three marbling grades fall into Prime: slightly abundant, moderately abundant and abundant. Below Choice, there are two categories that are known as Select and Standard, which have marbling scores of slight, traces and practically devoid. These categories receive discounts compared to the base.

The Red Angus Association of America (RAAA) currently publishes five EPDs that help identify genetic differences in genetic merit for carcass traits. These EPDs include marbling (MARB), yield grade (YG), carcass weight (CW), ribeye area (REA) and backfat (BF).



RAAA
Evaluating ribeye size via ultrasound.

Now that some of the factors that determine differences in carcass pricing have been identified, how can EPDs help? An EPD helps to move the average performance of a calf crop in a desired direction. The Red Angus Association of America (RAAA) currently publishes five EPDs that help identify genetic differences in genetic merit for carcass traits. These EPDs include marbling (MARB), yield grade (YG), carcass weight (CW), ribeye area (REA) and backfat (BF). Each of these EPDs can help move the next generation in a more favorable direction for desired traits.

Assume that your last calf crop was harvested on a grid, and you received data back that determined the average quality grade of the group was at the base of Choice with a small marbling score. You are interested in improving this trait so that your next calf crop can gain more premiums for the higher quality grade categories. For this situation, the marbling EPD will be useful because it will move that trait.

However, an EPD will not tell you what result you will get. A particular EPD does not correspond to a specific marbling score outcome. The only way for this to be useful is to compare that EPD to another EPD. One method to do this would be to take the average of your current bull battery, and as you pick your next group of bulls, you identify animals that will improve the average of the bulls for that trait.

This EPD is expressed in terms of the numerical marbling score associated with each of the different quality grade categories. Comparing these differences can provide insights into what the change of the average marbling score would be if a bull with a higher marbling score was used given equivalent environments.

It should be mentioned that single trait selection, like this example, is never the ideal approach to genetic improvement. Among traits, genetic relationships exist. Selecting solely for a single trait may lead to unintended consequences in other traits. A better approach is to use selection indexes to identify animals that excel in numerous traits and then identify animals that fit your particular breeding objective. **— Ryan Boldt, RAAA director of breed improvement**



RAAA
Using ultrasound to evaluate carcass traits.





Good fences make good neighbors—and better producers

For busy producers, there are few things more frustrating than cattle getting out or unwanted cattle getting in. It adds time and stress, and in some cases, it can reduce profitability when calves are conceived at the wrong time or with the wrong genetics.

When northwest North Dakota rancher Jim Enge signed a long-term lease on 960 acres a few years ago, he immediately started improving the perimeter fences of the property to keep his commercial Red Angus cow herd in and the neighbors' cattle out.

"The existing fence was literally one wire in some places and certainly not able to hold cattle," he said. "The property is 15 miles from my home, so getting it secure was important for my peace of mind.

"The property is also landlocked with other pastures that share fences, and while you always run the risk of commingling cattle, a strong fence helps keep out unwanted bulls. When you're strictly red, you want to avoid issues with the neighbors' cattle."

With the help of Jacobson Fence, Enge tackled the project over two years, first outlining the perimeter with a four-strand barbed wire fence and then cross fencing with a two-strand, high-tensile electric wire fence that his cows know to respect.

Enge utilizes a rotational grazing program on the six quarters of land, where cows are moved through three different cells twice over during the grazing season. The program has allowed him to considerably increase his stocking rate without overgrazing.

"That's the beauty of cross fencing," he said. "You can usually increase your numbers without ruining a pasture because you're taking the pressure off that one particular cell for an extended period of time. I have also seen our conception rate for the cows improve because we're breeding in smaller parcels."

In Enge's 48 years, he said the past two years have been some of the driest he's ever seen. Cross fencing has allowed him to maximize his grass resources and maintain his herd numbers.

"I think we'd be in a lot of trouble if we weren't rotating the cows like we do," he said. "It requires a bit more labor, but the cows have become accustomed to it, and we can keep it pretty low stress."

As a third-generation operator on his family's land in central Mountrail County, Enge is no stranger to fence projects. He took over the ranch and small grain farm at the age of 16 when his father passed and now works with his two nephews, Dylan and Carson Enger. He has slowly but surely replaced the diamond willow post fence originally used on his family's place with one that is sure to last even after he has handed the reins to the fourth generation.

In addition to his pastureland, Enge has also fenced most of his crop fields to take advantage of aftermath grazing. He has developed water sources on each field so that once harvest is complete in the first part of October, the cows can be closer to his house.

"Not only can cattle graze the residue, but if you have a half section with 230 tillable acres, there's a considerable amount of waste acres between the sloughs or prairies," he said. "I started fencing the fields, knowing there was a lot of extra 'picking' the cattle could be doing. Both the rotational and aftermath grazing were critical in my decision to expand our operation and bring in my nephews."



RAAA

Not only does new fencing provide peace of mind, but it can add value to a pasture that is leased or on the market.

Enge utilizes a rotational grazing program on the six quarters of land, where cows are moved through three different cells twice over during the grazing season. The program has allowed him to considerably increase his stocking rate without overgrazing.

Enge admits the improvements he has made have been significant financial investments, but cost-sharing initiatives like the Natural Resources Conservation Service's (NRCS) Environmental Quality Incentives Program have made the projects more feasible.

"With the amount of fence we have added or replaced in the past few years, trying to do it all on our own would just about be cost prohibitive," he said. "We worked closely with our local NRCS office to develop a plan and apply for the funding."

Enge also worked closely with Jake and Kacey Jacobson, who have done several of the fencing projects at Enge Farm and Ranch.

The young couple own and operate Jacobson Fencing mid-May to late fall to help supplement the commercial Red Angus cow-calf operation they run with Jake's parents near Max, ND. Like Enge, they have come to appreciate the value in replacing dilapidated fences. The Jacobsons run multiple sire groups and raise red cattle in an area with several black bulls nearby, so they do their best to ensure their fences are strong.

"We try to be responsible producers who have set calving times and pull our bulls on certain days, so it can be frustrating to expand our calving season or end up with a black-hided calf," Jake said. "Taking a discount at the sale barn on the few odd calves that don't fit is a little thing that adds up and makes it easier to justify the investment in good fences."

The Jacobsons work primarily within a 150-mile radius from their home in McLean County, traveling the western two-thirds of the state to help customers make needed improvements to their properties.

Jake said some producers who buy or lease a pasture that hasn't been used in a long period of time may need a full perimeter fence immediately, while others tackle a few miles of fence line each year until it is all replaced.

"Three to 5 miles a year is pretty average for our customers," he said. "After four or five years, you have your fence replaced, and it's a huge labor saver for the future.

"We also do work for several landlords who lease their pastures to other producers and are able to charge more rent for land with better fences."

Either way, the Jacobsons agree the value in building or replacing fence is often underestimated in an operation.

"When you're running your own business like in ranching, it's easy to get caught up in the little things you're just used to doing, and you don't realize how much extra time can be freed up when you invest in a solution," Kacey said.

"Several of our customers pasture cows several miles from their house, and there's peace of mind that comes with knowing your cattle are inside a secure fence," Jake added. "Not to mention the labor saving aspect; it gets to be a real burden when your cows get out at 9 p.m. and you're trying to bale hay or finish up another important project." — **Macy Mueller**

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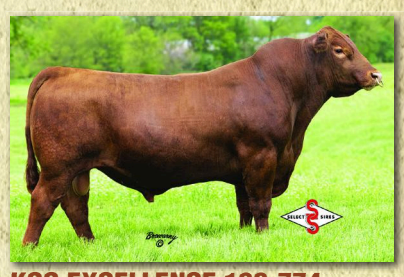
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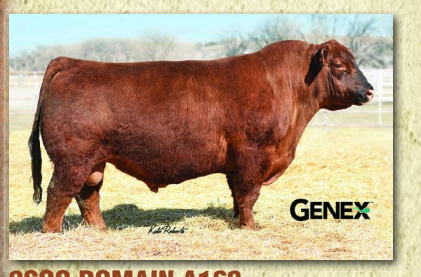
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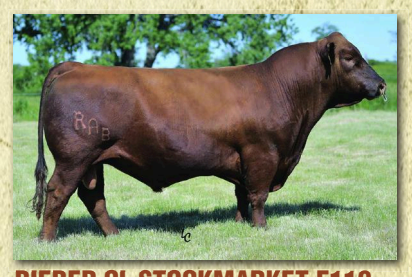
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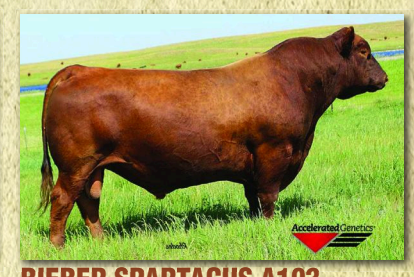
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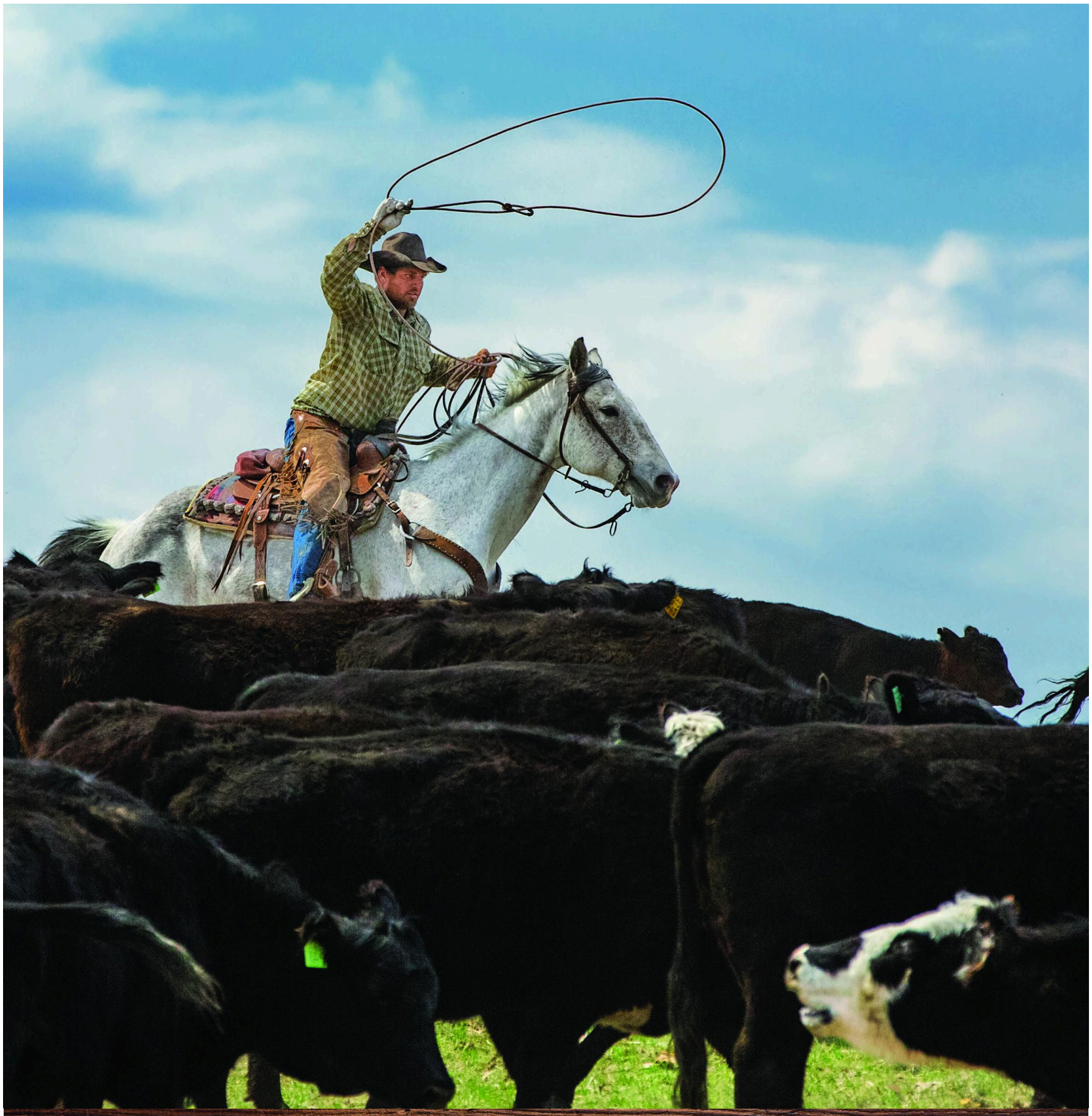
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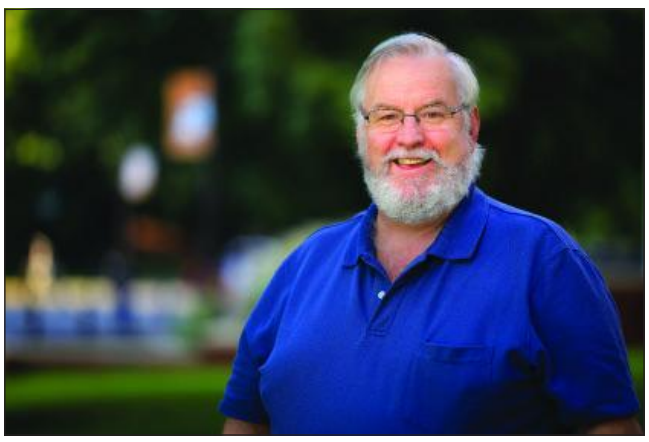
Fall calving is viable choice for some producers

Fall calving was once an overlooked management strategy that is now gaining in popularity as long-held misperceptions are dispelled and the benefits of fall calving are discovered.

Derrell Peel, Ph.D., Oklahoma State University (OSU) Extension livestock marketing specialist, is among those within the cow-calf segment who changed his thoughts about fall calving after in-depth discussions with Glenn Selk, Ph.D., OSU emeritus Extension animal scientist.

Having grown up in Montana cow-calf country, Peel said he once had a "simple view of fall calving." And, before discussions with Selk, Peel's view wasn't a positive one: "Fall calving just didn't make sense. A cow lactating during winter equated to higher feed bills.

"Glenn finally convinced me to think differently," Peel said. "I now understand that you need to manage that fall-calving cow on a year-round basis and that managing a fall-calving cow is different than managing a spring-calving cow.



OSU

Derrell Peel



OSU

Glenn Selk

"This knowledge, coupled with marketing advantages, better weather at calving, etc., makes fall calving a great option for certain producers."

Fall-calving season—calving August through October or September through November—has historically found more favor in the southern half of the country compared to the northern half, simply because of climate conditions. But today, producers understand there is not one calving and breeding season that fits every ranch across the country, and tradition can be broken. As a result, fall calving is finding a place in northern climates and middle-tier states as well.

"Anywhere in the Fescue Belt, fall calving is a home run," said Harold Bertz, director of commercial marketing for the Red Angus Association of America, who is involved in his family's commercial cow-calf operation in Missouri that is 100 percent fall calving.

"A fall-calving herd is a lot more hands-off since you don't have to fight the weather when heifers and cows calve."

Cow-calf producer Andy Gant, of Watt Brothers' Farms, Leoti, KS, echoed Bertz's favor for calving when the weather is more cooperative. Watt Brothers' Farms, which has been fall calving their 200 head of mama cows for about 10 years, prefers to calve "when it's a little hot versus a snowbank situation."

While Watt Brothers' Farms may lose a calf or two due to heat stress, Gant said he appreciates calving in grass.

Grass gets brownie points

Bertz pointed out that a big advantage for his operation is that high-quality forage is available right after fall females calve. He added that high-quality forage is also available after calves are weaned.

Gant said he appreciates the fact that his cows have all summer on grass before they calve.

"Our cows are in great shape when they calve," he said. "And we have had zero trouble maintaining them. We farm so we have the stalks. That said, we keep plenty of protein in front of them—and that helps."

Marketing opportunities

Proponents of fall calving are quick to point out that fall-born calves enter the market when supply is low and demand is high, and marketing calves at nontraditional times of the year can result in calves garnering a premium.

"An initial attraction for fall calving is weaning calves the next spring—May and June—at a time when calf prices are not at their lowest prices compared to marketing in the fall of the year," Peel said.

Gant said some producers may think that the pounds won't be there when fall-born calves are sold in the spring, but that hasn't been his experience. Watt Brothers' Farms typically sells its calves at the end of March or during the first part of April. Wintered on corn or milo stalks and given feed for a month or two, the calves come off the cow and are sold weighing an average of 550 lbs.

"We've also had good luck with gain," Gant stated. "With not many people fall calving, there aren't as many calves going into the sale barn, so the price seems a bit better."

Bertz's family operation doesn't always sell its weaned calves in May and June. Depending on the year, calves might be run until they are long yearlings and then hit the January-February market. Bertz added that their extra cost of maintaining a fall-calving female "can be made up at marketing."

In addition to marketing advantages for calves, Peel says fall-calving herds have another marketing advantage: selling cull cows at a seasonally good price.

"When fall-calving herds preg check and determine what cows to cull, they have an opportunity to sell their cull cows at a seasonally good price," Peel said. "They can also put cull cows on spring grass and capture that weight before they are sold."

Other side of the coin

As with most management strategies, fall calving does have some disadvantages.

If you run cattle and raise crops, a fall-calving herd could coincide with the harvesting of crops, and this could lead to labor conflicts. This is the case with Watt Brothers' Farms.

"We're calving at the worst time possible—fall harvest and a lot going on," Gant said. "But we make it work. We check cows before we go pick corn, and we have a guy who checks later in the day. It's a juggling act, but it's worth the effort."

Available feed resources—both quality and quantity—also need to be considered with a fall-calving herd. While a spring-calving herd can take advantage of lush grass, the same situation doesn't apply to all fall-calving herds. Fall-calving females are in peak lactation when summer forages go dormant in certain parts of the country. Energy and protein supplementation may be necessary to support the fall-calving herd's maintenance and lactation nutritional demands.

"It does cost more to have a fall-calving herd because of resource allocation," Bertz stated. "While there are exceptions, in most parts of the country your per-cow-costs

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Watt Brothers' Farms in Leoti, KS, has been fall calving their 200-head commercial herd for the past 10 years.

are going to be higher with a fall-calving herd simply due to nutritional demands. But that can be offset with market gains."

Bertz said his family operation runs cattle on stalks early and stockpiles high-quality forages to meet the higher requirements of fall-calving females.

Another con for fall calving is animal performance, as performance of fall calves is uncertain. An article published in the Professional Animal Scientist journal, by B.T. Campbell and associates, compared 19 years of records from spring-calving and fall-calving beef herds at a research and education center at the University of Tennessee. While the article noted that the spring-born calves gained faster and had higher weaning weights than the fall-born calves, there is more to this comparison that could offset these two negatives.

The study of the two herds also showed that the fall-calving herd increased income to the farm thanks to a greater number of calves weaned and a reduced need for replacement heifers. In this study, more cows in the spring herd produced only one or two calves, while the fall herd had more cows that had seven, eight, nine or even 10 calves—suggesting greater longevity in fall-calving cows.

"There's something to be said for longevity," Bertz said. "Getting a heifer to calve that first time is the biggest expense for a rancher. Once she's in the herd and producing calves, her lifetime expense goes down."

Two calving seasons

"There is some attractiveness to having a spring- and fall-calving herd—partly because it spreads out labor requirements for managing the herd, and it gives you marketing potential more times during the year," Peel explained. "That said, it takes a lot of discipline to manage both spring and fall herds properly."

One key advantage of having a fall- and a spring-calving season is the ability to move a first-calf heifer or cow that turns up open from one herd to another. This is particularly helpful when drought or too-wet conditions impact a herd's conception rate.

"We often encourage producers to seriously decide what to do with an open cow: cull her or keep her. If you have a spring and a fall herd, you don't have to give up a whole year if a female turns up open," Peel said. "You can move her from spring calving to fall calving and only lose half of a cycle and give her another chance. That might not be all bad.

"But you can't do that all the time. You can't let the cows jump from spring to fall and from fall to spring. At some point, it really does start to affect the overall productivity of both herds. It comes back to discipline in managing the two herds."

Another advantage of having two breeding seasons is the ability to move replacement heifers from one herd to the other so they calve at 2-1/2 rather than 2 years of age.

Selk noted that older heifers should have the ability to breed early in the breeding season and have slightly less calving difficulty.

For this management strategy to be a paying proposition, however, the cost of another six months of feed must be minimal.

Selk emphasized that two calving seasons fit best for herds with more than 80 cows. To take full advantage of the economies of scale, he contends that a ranch must produce at least 20 steer calves in the same season to realize the price advantage associated with increased lot size.

Peel added that if one or both herds are small, it could be difficult to manage each herd in an optimal way.

"The choice of calving seasons always has its trade-offs," Peel concluded. "But, thanks to Glenn, I have learned that fall calving does make sense for certain producers." — **Teres Lambert**

One key advantage of having a fall- and a spring-calving season is the ability to move a first-calf heifer or cow that turns up open from one herd to another. This is particularly helpful when drought or too-wet conditions impact a herd's conception rate.

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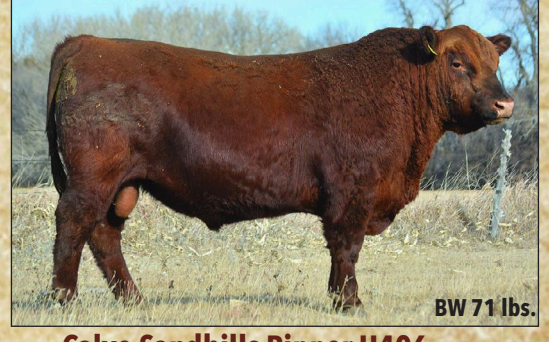
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*All estimations are in days. Individual experiences may vary.

With DNA testing, time management is key

Popular TV shows such as "CSI" lead us to believe we can collect one lone hair follicle and receive results back within minutes of inserting the DNA sample into a machine. Unfortunately, the instant turnaround isn't possible in today's world. Imagine missing out on a potential sale or breeding opportunity simply because the DNA testing wasn't completed on the animal.

In today's seedstock industry, any opportunity to add value to an animal is beneficial—whether it is to be sold or retained. The ability to gain a competitive advantage is key. If we can approach DNA testing with realistic expectations and create a timeline with a little extra cushion built in, we'll be able to set our herd up for success.

When it comes to DNA testing, the earlier you're able to submit samples, the more likely it is that you'll be able to capture the full value of your investment. Outlined below are the simple steps each breeder can follow to submit their DNA samples and receive results back in a timely fashion.

The most critical part of submitting DNA is to establish your expectations based upon facts, especially if you're operating with a deadline on the horizon. Let's say you absolutely need results posted by Feb. 14 so you can finish the catalog for your sale in March. Assuming all Red Angus Association of America (RAAA) submission instructions are followed, you should have submitted the samples for testing no later than Jan. 3. An even more optimal time frame would have been to send in samples by Dec. 19, allowing some extra time, especially to account for holidays.

With DNA, it's always best to start early and give each area of this wheel a little extra time and potentially save yourself and others unnecessary stress and frustration. We have included expected business days and turnaround times in each step of the process.

• **Step 1** — It is highly encouraged to ship your samples to the RAAA via a method that allows the shipment to be tracked. The additional $8-30 could be worth it to have peace of mind, especially since you've already invested a significant amount of time, energy and expense into collecting the samples. Typical mailing time can vary from 1-10 days depending on the shipping method.

• **Step 2** — As long as your samples arrive with the proper RAAA paperwork included, they will enter testing within three to seven business days. This timeline fluctuates depending on the sample volume being received at the lab, which varies based on the time of year. The lab tends to be extremely busy September-March, so plan on seven business days for this step when creating your testing plan just to be safe.

• **Step 3** — DNA is being run on the samples, and results are reported electronically to RAAA via our Lab Information Management software. Typically it is 17-28 days from the time a sample enters testing to when results are reported to the association, depending on testing selected and current lab testing volume.

• **Step 4** — RAAA uploads the results into its database and reports them to the breeder. This process is streamlined and efficient, but remember, this is an ideal timeline, so it's suggested to use three business days for this step.

• **Step 5** — RAAA runs genetic evaluations weekly. If the animal has a genomic test conducted, the results will be incorporated into the genetic evaluation, and genomic-enhanced EPDs will be published on the animal. Depending on when the genomic test is completed and uploaded into the genetic evaluation, it could be up to 14 days before genomic-enhanced EPDs are available.

Given the above steps, it could take three to eight weeks from the time a breeder mails their samples to Red Angus to receive DNA results back from the association. If there's any retesting or incorrect paperwork delays, six weeks can quickly turn into eight. Sticking to an ideal testing calendar and plan provides time to resample if the initial submission ends in a sample failure.

From experience, approximately 2-3 percent of samples fail testing. For example, if you submitted 100 samples, there may be up to three samples you would need to recollect and submit through the entire process again.

It's important to note there is not a way to expedite DNA testing at NEOGEN or magically make the results appear at the push of a button. Our best recommendation for success is to make sure you follow your association's DNA submission instructions closely, gather samples using proper collection techniques and mail samples at least two months before results are needed.

It is also advised for breeders to create a DNA testing calendar that works for your operation, and do your best to adhere closely to it. You may end up testing a few more animals than ultimately needed by submitting samples earlier than normal, but the benefit of having all the information before the final deadline is well worth it.

DNA testing is an important investment in the future of the genetics for your operation and that of your customers. — **Leoma Wells, strategic account manager, NEOGEN Genomics**







How to stay top-of-mind to buyers year-round

It is critical to analyze and implement an online marketing strategy to build brand awareness leading up to the sale. Yes, that means social media and website updates.

Quite frankly, if online promotion isn't part of a ranch's marketing strategy, potential buyers and sales are left on the table. And in an industry with already tight margins, no stone should remain unturned. Survey data from Forbes showed that 72 percent of Americans use some sort of social media daily—that's quite a big chunk of the population scrolling through Facebook, Instagram, Twitter, YouTube and several other platforms every day. It's a fair assumption that quite a few farmers and ranchers fall into that figure as well. Hypothetically, if you learned that 72 percent of bull buyers read the Red Angus Magazine, wouldn't that entice you to advertise every month?

The key to an online marketing strategy is the promotion of an entire brand, not just one single event. Take for example Chevrolet's annual employee pricing sale that takes place in December. While its marketing department heavily promotes that specific sale leading up to and during it, the brand doesn't disappear or stop its marketing efforts once the sale is over. Chevy has a consistent marketing strategy to keep its line of trucks and cars in front of potential buyers year-round.

In fact, that kind of strategy is so successful that the communications department at the Red Angus Association of America (RAAA) has adopted it as its own over the past several years, striving to keep Red Angus in the media spotlight on a consistent basis to ensure name and brand recognition 24/7 year-round.

If it works for Chevy and the RAAA, it will work for individual ranches too, and you don't have to have a huge advertising budget to make it happen. Brand awareness can be developed on social media with a little bit of creativity and time.

Unsurprisingly, whenever the subject of social media comes up in a room of ranchers, there are almost certainly two reactions. Facebook and/or Instagram are ridiculous; that's no place for ranch promotion. Or, social media is so big and intimidating; where should I even start?

The first thought is 50 percent accurate—social media can be a huge mess on any given day. However, there is absolutely still room for promoting a ranch online. Just by having a Facebook or Instagram profile for their business, producers can carve out a spot to promote their ranch and share their practices, activities and, when the time is right, a finished sale catalog for buyers to peruse.

Conversely, there are some who genuinely wish to dip their toes into online promotion yet feel overwhelmed, which is understandable. To get started and ease some of the anxiety, create a Facebook page for the ranch and focus on posting three to four times per week to get the feel for it—don't worry about Instagram, YouTube or the rest of the gamut until you feel that you've got the Facebook page under control.

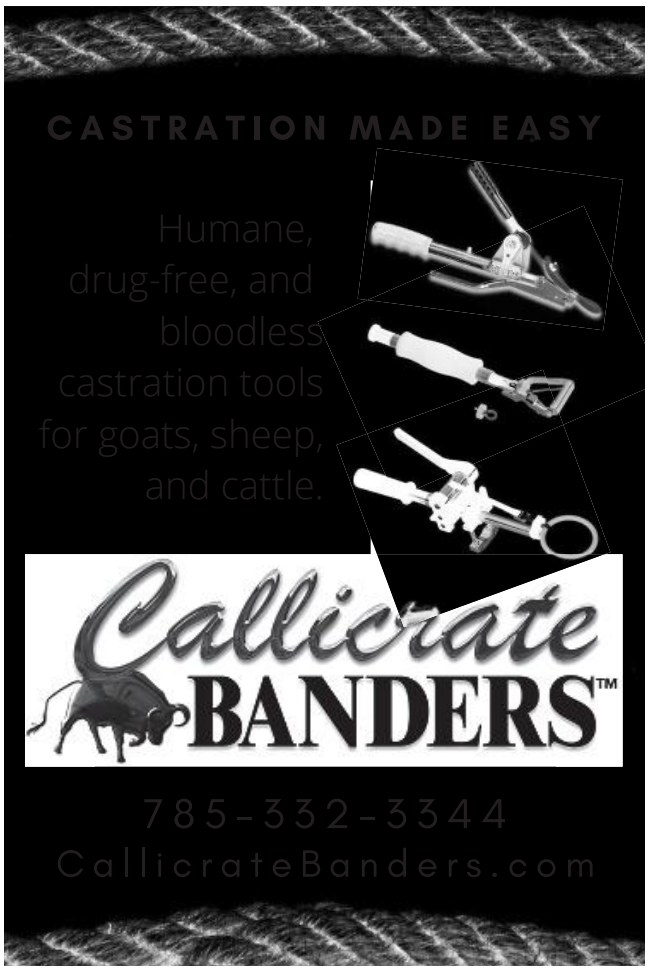
Another common misperception is that content must be "viral" for it to be valuable—that couldn't be further from the truth. Pictures of summer/fall ranch work, branding, chopping silage, calving season, etc., are all great examples of content and photos that can be shared outside of sale season to pique interest in an operation. Another way to approach the "what to post" conundrum is to think about what kind of content you find appealing, and then try to mimic or create similar content to share.

Another common objection to utilizing social media is the lack of time needed to take photos, write captions and post consistently. Again, this is understandable but can be worked around with a little bit of strategic planning. Are you spending all day moving cows across pastures? Get out that phone and take lots of photos of the crew, cattle and horses from several different angles. Those photos can be used anytime there is a lack of "something interesting" on the ranch. The same rules apply for hauling hay, working with kids on the ranch, riding around in the feed truck, etc.

Fill up your phone with photos, and then choose one if you're feeling uninspired or short on time. Facebook also has a great scheduling tool that allows multiple posts to be scheduled days or weeks in advance.

These tactics are just the tip of the iceberg when it comes to social media, but nothing worthwhile was ever accomplished immediately. Taking small steps, consistently, to build ranch and brand awareness online will ultimately lead to a broader audience and more potential buyers. And who knows, you might even like it!

For more answers to the burning questions about the world of social media and digital promotion, contact brandi@redangus.org to set up a consultation with Red Angus Creative and get started with your own spotlight strategy. — **Brandi Buzzard Frobose, RAAA editor and director of communications**



Red Angus Bulls of the Big Sky!



1204 – #4477309 • C-T RED ROCK 5033 x SPUR FRANCHISE OF GARTON

ProS	HB	GM	CED	BW	WW	YW	ADG	M	ME	HPG	CEM	ST	MA	YG	CW	REA	FAT
144	57	87	15	-4.6	60	114	0.34	29	6	8	8	17	0.80	0.07	36	0.27	0.02



1205 – #4477707 • MR COACH 1296 x BIEBER ROMERO 9136

ProS	HB	GM	CED	BW	WW	YW	ADG	M	ME	HPG	CEM	ST	MA	YG	CW	REA	FAT
113	61	52	12	-1.8	65	118	0.33	24	6	15	7	15	0.38	0.21	40	0.01	0.04



1241 – #4477333 • FEDDES BRUNSWICK D202 x PIE ONE OF A KIND 510

ProS	HB	GM	CED	BW	WW	YW	ADG	M	ME	HPG	CEM	ST	MA	YG	CW	REA	FAT
100	70	30	14	-1.7	76	123	0.29	32	11	12	9	17	0.33	-0.08	31	0.51	0.00



1012 – #4468395 • RREDS SENECA 731C x 5L INDEPENDENCE 560-298Y

ProS	HB	GM	CED	BW	WW	YW	ADG	M	ME	HPG	CEM	ST	MA	YG	CW	REA	FAT
49	21	28	15	-3.8	78	129	0.32	22	10	12	7	10	0.36	0.14	27	0.04	0.03



1108 – #4468489 • BIEBER SPARTACUS A193 x C-T RED ROCK 5033

ProS	HB	GM	CED	BW	WW	YW	ADG	M	ME	HPG	CEM	ST	MA	YG	CW	REA	FAT
103	54	49	13	-2.1	76	130	0.34	27	8	8	7	17	0.49	0.14	34	0.15	0.03

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Take control of your herd's foot health

Lameness is an important economic problem in all sectors of the cattle industry. One of the main problems is laminitis, which leads to changes in claw conformation and results in chronic lameness, weight loss, reproductive losses and early culling.

Subacute/subclinical laminitis, mostly seen in cattle, is a systemic disease in which the foot is one of the main targets because it's extremely vascular and has a rich nerve supply. Inflammatory mediators and endotoxins cause disruptions in horn growth, alterations in blood flow and stimulation of pain receptors, leading to pain and lameness.

Laminitis is a multifactorial condition associated with nutrition, body weight, claw conformation and size and normal weight distribution. In general, healthy feet are highly dependent on normal rumen fermentation.

Structure and weight distribution

The foot consists of two digits, and at the end of each digit is a claw. The "medial" is the inner claw, while the "lateral" is the outer claw. In a perfectly normal back foot, the outside claw is slightly bigger than the inside claw and bears more weight than the inside claw. Most often, lameness will occur in the outer claw, particularly in the back legs. More weight being placed on the outside claw makes this area susceptible or prone to concussion due to weight-bearing forces.

The back legs are a rigid, boney system going through the pelvis. There's not much flexibility between the outside and inside claws. In the back legs, the normal weight distribution ratio of a heifer is 60:40 between the outside and inside claw.

The front legs are a muscular structure attached through the chest, allowing them much more flexibility between the two claws than the back legs. The weight distribution ratio is 50:50, although the medial claw bears slightly more weight than the back under normal conditions.

The third phalanx (P3) is located inside the foot. On the outside of P3 is the horn structure of the claw. It's suspended within the claw by ligaments, including the distal cushion, and normally gives when the animal walks.

"When it bears weight, the P3 doesn't sink down evenly. It sinks down more to the inside and causes concussion and bruising to the corium. This is the most common site for sole ulcers," said Dr. Sarel van Amstel, retired professor in the Large Animal Clinical Sciences Department at the University of Tennessee's College of Veterinary Medicine.

Nutrition

Nutritionally, many different factors can contribute to laminitis, including an incorrect fiber to grain ratio. For example, many producers in the Midwest run cattle on harvested cornstalks during the fall and winter months. Cattle load their rumen with whole corn, a highly fermentable carbohydrate, eventually leading to rumen acidosis. This has a large impact on the blood supply in the foot, and laminitis begins to develop.



RAAA

Laminitis is not heritable, but rather primarily related to nutrition and systematic problems, such as mastitis and metritis, and aggravated by weight bearing.

Rumen acidosis causes inflammation and production of endotoxin, which reduces the ability of the blood to carry oxygen.The formation of keratin, which are intracellular filaments acting as a support scaffold in the cell, partially fails. Claw horn becomes softer. Softer feet bend more easily as weight is applied. When more weight is applied to the outside wall of the foot, it begins to roll or curve inward, causing lameness.

"Rumen health and foot health go hand in hand," said van Amstel. "A healthy rumen is dependent on a good, quality roughage. Hay needs to be no shorter than an inch." Structured roughage in the rumen stimulates receptors in the wall of the rumen.

"If it is chopped or milled too fine, those receptors won't be stimulated. Cattle will not chew their cud sufficiently, and saliva will not be produced in sufficient quantities," explained van Amstel.

Saliva is the main component that buffers the acid produced by fermentation in the rumen. Lack of saliva leads to acidosis, poor blood circulation and laminitis.

If you are preconditioning cattle to laminitis, such as running cattle on cornstalks where they can develop acidosis, look at your trace minerals. Copper, zinc and biotin are very important for the formation of keratin. Keratin's role inside the cell is similar to scaffolding, making the cell strong. Supplementing these trace minerals will help combat acidosis and ensure quality keratin growth for healthy feet.

In a situation like running cattle on cornstalks, it's best to use chelated minerals. Chelated minerals are trace minerals that have been attached to an amino acid, which is an organic compound, and have high bioavailability.

"In the gut, chelated mineral formulation will be absorbed best. For example, zinc oxide may have a low bioavailability compared to some of the chelated forms. You may have a normal book value of zinc levels, but that does not mean that's what the animal is going to absorb depending on formulation," said van Amstel.



RAAA

Screw claw is a heritable defect that causes severe lameness in cattle when the outer wall of the hoof curves like a corkscrew.

Laminitis versus screw claw

Laminitis has often been mistaken as screw claw when purchasing cattle.

Screw claw is a heritable defect that causes severe lameness in cattle when the outer wall of the foot curves like a corkscrew. Observed in young cattle around 10-11 months of age, the claw begins to curve and eventually twist like a corkscrew. This improper weight distribution places parts of the foot's sidewall in direct contact with the ground, causing lameness through development of a sole ulcer or white line disease.

"Claw curving or twisting in laminitis usually manifests later, around 2 to 3 years of age," said van Amstel. "Laminitis is a chronic disease, and symptoms of systemic disease are usually absent."

In recently calved cows, sole hemorrhages may be seen, which may progress to other sole and horn lesions such as a sole ulcer, white line disease and other horn lesions denoting a poor-quality horn, such as vertical and horizontal wall cracks.

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LOOSLI ULTIMATUM 123 • #4504745
101ProS, 56HB, 45GM, 12CED, -1.2BW, 79WW, 124YW, 0.29ADG, 2.41DMI, 30MK, 12ME, 15HPG, 5CEM, 16STAY, 0.68MB, 0.17YG, 36CW, 0.19REA, 0.05FAT



LOOSLI ULTIMATUM 162 • #4504871
107ProS, 70HB, 38GM, 11CED, -0.9BW, 71WW, 111YW, 0.25ADG, 1.79DMI, 28MK, 6ME, 15HPG, 5CEM, 18STAY, 0.63MB, 0.20YG, 26CW, 0.09REA, 0.06FAT

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Compared to screw claw, laminitis is not heritable, although heritable laminitis was reported in the Jersey breed. Laminitis is a nutritionally and environmentally induced disease. It's primarily related to nutrition and systemic problems, such as mastitis and metritis, and aggravated by weight bearing," van Amstel emphasized.

"Heritable screw claw is based on an abnormal angle of (second phalanx) and P3 bones inside of the foot, which should be straight. When P3 is slightly angled toward the inside, the weight and pressure on the outside claw wall is going to be more than normal. The wall, particularly at the heel, will turn inward and curve similar to laminitis," said van Amstel.

Horizontal "hardship" grooves that run across the toe can be used to depict laminitis. "It almost causes a ripple effect if you look at the top part of the toe," he said. "It shows that there have been interruptions of horn growth because of laminitis. Foot quality can also be a factor to observe, such as if the foot is not smooth or is peeling. This can be a result of cattle with zinc and copper deficiencies."

Husbandry

Exercise is very important to maintain the blood circulation in the foot. Cattle must be provided enough space to do so. Placement and size of feed bunks are also important to note. "If the feed bunk is too high or wide, the animal must propel their body forward, twisting their feet to the outside in reach of food. Over time, the added pressure to the inside of the claw causes it to roll," said van Amstel.

"These days, we see a lot of foot warts," said van Amstel. Foot warts are a disease contracted in muddy, slurry conditions. The area around feed bunks and bale feeders often serves as a breeding ground for foot warts.

"It can be a huge problem in feedyards when cattle are standing in slurry conditions. I usually recommend adding a foot bath in situations where animals are really exposed to slurry," concluded van Amstel. — **Rudy Pooch**



RAAA

Improper weight distribution places parts of the foot's sidewall in direct contact with the ground, causing lameness due to the development of a sole ulcer or white line disease.

Understanding and using maternal EPDs

The Red Angus Association of America (RAAA) publishes several EPDs created to improve the genetic merit of retained females. There are several categories that these EPDs fall into, such as fertility, longevity, easy calving, mature size and calf growth. Each of these EPDs is designed to help improve the genetic merit of females for these traits. However, it's good to review what each EPD is predicting, as well as if a lower or higher value is more favorable for each trait.

The stayability (STAY) EPD predicts differences in retained daughters' ability to remain in the herd and produce a calf through 6 years of age. Six years has traditionally been the break-even point for a cow to offset her development costs, as well as the costs of other females that have fallen out of the herd. Previous work has shown that within the RAAA database, females out of sires with higher stayability EPDs had, on average, one more calf over their lifetime than sires with low EPDs. These EPDs are expressed on a percentage basis, and therefore, a higher value is more favorable for STAY.

A second EPD important for making better replacement females is heifer pregnancy (HPG). This EPD predicts differences in the percentage of daughters that will become pregnant during their first breeding season and calve as 2-year-olds. The heifer pregnancy EPD is a direct look at fertility during a female's first breeding season. Research has shown that females that conceive early during their first breeding season tend to do so over their lifetime, which results in more productive females. This EPD is expressed as a percentage, and a higher value is more favorable.

Calving is one of the more labor-intensive times in a cow-calf operation. Females having their first calf tend to require the most assistance. The calving ease maternal EPD predicts differences in the ability of daughters to give birth unassisted. This EPD combines information from both the direct and maternal information. This EPD is reported as a percentage, and a higher value is more desirable.

The largest expense in a cow-calf operation is the cost to feed the cow herd. Of this expense, 65 percent to 70 percent of the energy input is used to maintain weight and body condition score. The goal of the maintenance energy (ME) EPD is to provide a tool that allows for selection to lower maintenance energy requirements. This EPD incorporates information from mature weight and milking ability of the animal for the EPD calculation.

The ME EPD is expressed as Mcal per month. This then predicts the difference in those requirements to maintain adequate weight and condition. For this EPD, a lower value is more favorable because less energy is required to maintain the animal.

The final EPD that can be included in the list of important female-building traits is the milk EPD. This EPD predicts differences in the weaning weight of calves from an animal's daughters. The important factor here is that it is expressed in pounds of weaned calf weight. It's also important to consider environmental constraints when evaluating the milk EPD.

Previous research has shown that matching milking ability to the environment is helpful for commercial producers. This EPD is expressed in pounds, and a higher value is generally more favorable.

While each of these EPDs is important individually, it often becomes difficult to weigh out what is the most profitable combination of these traits. The goal of the HerdBuilder index is to economically measure maternal traits that affect profitability from conception to weaning. The traits included in the HerdBuilder index include measures of fertility, mature size, calf weights, calving ease and longevity.

This index simplifies the trade-offs and advantages of each of the traits and boils it down to a single number. Since this index is expressed as dollars per head, a higher value is more favorable.

RAAA offers one of the most comprehensive sets of EPDs that relates to building better replacement females. These tools have helped shape the Red Angus female as the most favored in the industry! — **Ryan Boldt, RAAA director of breed improvement**

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SIRE: Collier Finished Product MGS: LSF SRR Record Breaker 3160A
CED 16 BW -4.4 WW 60 YW 96 MK 28 ST 17 MB .47 RE .11



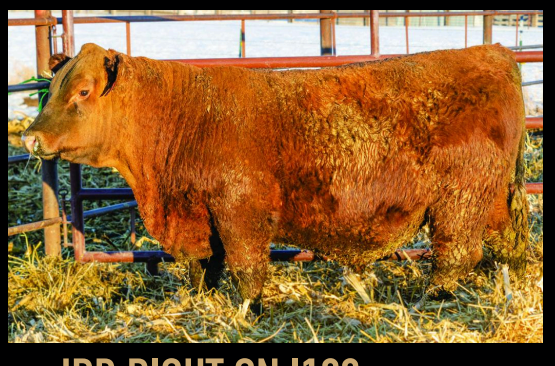
JRD RIGHT ON I146 DOB 1-26-2021
SIRE: Pie Just Right 540 MGS: Red Fine Line Mulberry 26P
CED 15 BW -3.3 WW 60 YW 100 MK 29 ST 17 MB .33 RE .19



JRD TOTAL PRODUCT I139 DOB 1-24-2021
SIRE: Collier Finished Product MGS: Feddes Silver Bow B226
CED 15 BW -3.7 WW 59 YW 96 MK 28 ST 17 MB .46 RE .14



JRD TOTAL PRODUCT I119 DOB 1-18-2021
SIRE: Collier Finished Product MGS: Brown Epiphany B111
CED 16 BW -4.6 WW 61 YW 100 MK 26 ST 17 MB .60 RE .28



JRD RIGHT ON I133 DOB 1-21-2021
SIRE: Pie Just Right 540 MGS: /S Redemption 55278
CED 15 BW -3.4 WW 65 YW 107 MK 27 ST 13 MB .51 RE .18



JRD TOTAL PRODUCT I106 DOB 1-13-2021
SIRE: Collier Finished Product MGS: Brown JYJ Redemption Y1334
CED 17 BW -5.5 WW 60 YW 99 MK 24 ST 16 MB .58 RE .13

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A cut above: Cow Creek Ranch Inc.



RAAA

Moving pairs on the Cow Creek Ranch.

In the high desert sagebrush just north of Jordan Valley, OR, you will find Cow Creek Ranch Inc. The cow-calf ranch is always a busy place for Russell Martin and Marta Stoddart, who, along with their family, are dedicated to the cattle industry. Cow Creek Ranch is always seeking to increase its profit margin and stay ahead of the curve by using many tools to its advantage, including Red Angus genetics, crossbreeding and marketing programs.

Why Red Angus

Cow Creek Ranch has a rich history in the industry, as the multi-generation ranch started with Marta's father, John Stoddart, who grew up cattle ranching in California. Later, he purchased a ranch in Oregon, and the family went back and forth until settling in Oregon. In 1978, the family purchased Cow Creek Ranch, located north of Jordan Valley, OR, to continue their passion.

Originally, the cow-calf operation consisted of Hereford and Angus crossbred cattle. Brangus cattle were also thrown into the mix for approximately 10 years. Around 1990, John began looking in a new direction and researching the Red Angus breed. In 1992, they made the switch to Red Angus bulls.

"He was after the maternal carcass traits that breed is renowned for. This would have been when EPDs became the genetic selection tool of choice for producers," said Marta.

To her advantage, she understood EPDs from her courses in college while completing her ranch management degree, whereas her father had to learn about EPDs through experience.

"We aimed to have cattle that would perform as mother cows and produce quality products on the rail through feedlot," Marta added.

While attending college, Marta often traveled home to assist with the operation. After graduating, she worked at a feedyard for five and a half years. This exposed Marta to the other side of the cattle industry, which was vastly different from her cow-calf upbringing. During this time, John sent a pen of their Red Angus fall-born calves to that feedyard.

"In the early 1990s, they hung up pretty well in relation to where the cattle industry and genetics were at that time. They were about 70-75 percent Choice and Prime carcasses. Red Angus produced good quality and yield grade," explained Marta.

Throughout the years, Marta's family continued to utilize Red Angus genetics. "We have black cattle too, but we have always liked Red Angus, and they have done very well for us," said Marta.

As the breed expanded, more Red Angus seedstock became available across the country. This allowed Marta to expand the bloodline in the herd and be more selective when purchasing bulls.

Today, Marta juggles numerous responsibilities, including all aspects of running the family business, ranch work and raising her kids. Oldest daughter Michaela and husband Sam Redmon support the family ranch while balancing college, breaking colts and work. Outside of school, sports and rodeo, Kaylee, Kaitlyn and Mathew work alongside their parents.

The power of hederosis

The Cow Creek Ranch herd remained primarily Red Angus until 2015, when the family added composite Simmental to the breeding program. The herd changed quickly by adding one-half to three-quarters blood Simmental bulls that are crossed with black or Red Angus. Heterosis used the strengths of the Simmental breed to complement the many great traits of Red Angus, creating a high-performing package and a heavier calf at sale time.

The ranch continued to run composite bulls for the next three to four years until they noticed the absence of some necessary maternal traits. To counter this, they backed off the composite bulls and ran straight Red Angus bulls, in addition to three Hereford bulls.

"This has created us a nice three-way cross with a current bull base of 25 percent Red Angus, 75 percent composite Simmental, plus the three Herefords," says Marta.

The performance of the three-way cross continues to be used to Cow Creek Ranch's advantage to this day.

"What we have seen from the carcass data, our Red Angus and composite cattle on feed have done really well. We know where we are heading with our genetics, and we are just trying to hold that line of maintaining maternal traits with quality carcass and yield grade in check while not falling too far one way or the other," she adds.

Cow Creek Ranch aims to stay on top of carcass traits, raising cattle that produce Prime-Choice carcasses on the rail to maximize profit.

"With the Choice-Select spread being several dollars, we want to produce quality protein that performs in the feedyard and make several dollars when they hang them up," said Marta.

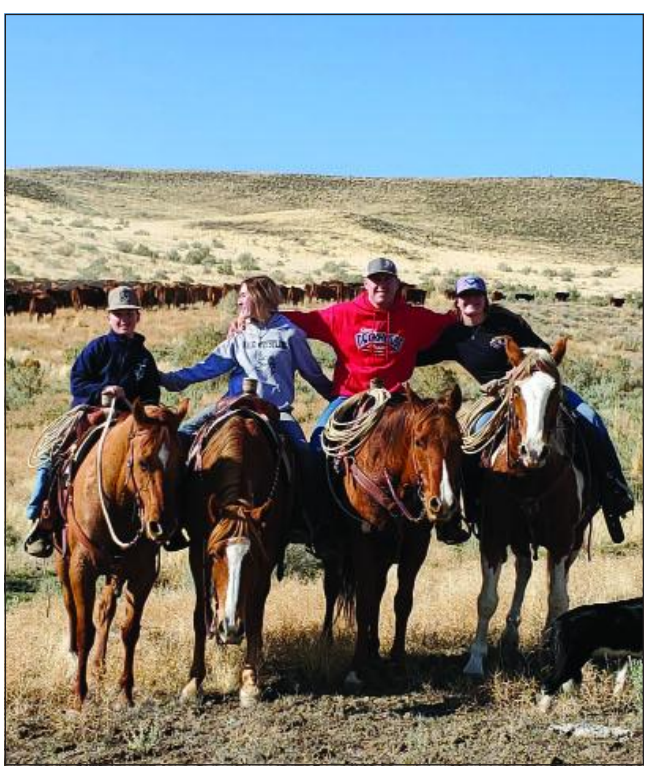
Allied Access program

When the ranch was straight Red Angus, it participated in the reputable Red Angus Feeder Calf Certification Program. In 2015, Cow Creek Ranch added crossbreeding to the program, swapping the yellow tags for green Red Angus Allied Access tags.

Beginning in 2012, the Red Angus Allied Access program allows producers to effectively use crossbreeding while still being able to enroll those calves into a Red Angus Association of America age and source verification program. This value-added solution allows Cow Creek Ranch to take advantage of Red Angus programs while reaping the benefits of crossbreeding.

In the Allied Access program, calves qualify the day they are born, as long as calving dates are recorded and the calves are managed separately from other herds. Utilizing the Allied Access program allows producers to enroll in other verification programs. This low-cost program provides tremendous return on investment through its age and source verification benefits. There is no enrollment fee, and the only cost is a program dangle tag or program EID dangle tag combination.

"We started off with just the dangle tags but switched to EID when large packing plants like Tyson began to wand cattle, making it easier for our customers to retrieve their data," said Marta.



RAAA

The next generation of Cow Creek Ranch.





According to the National Cattlemen's Beef Association's 2019 Consumer Beef Tracker, consumers consider how their food was raised when making meal decisions. Red Angus marketing programs provide transparency and validate the hard work producers put into raising a safe, high-quality protein.

"Using Red Angus program tags has provided us a way to have the cattle verified by a third-party verification system. That's what buyers and the beef industry were pointing to. People want to know the origin and how the cattle were being raised," said Marta.

The premise ID number tied to Cow Creek Ranch is recorded on all of the paperwork that follows the cattle from time of sale to slaughter.

Cow Creek Ranch has been selling their calves and yearling cattle on Superior Livestock for the last 33 years.

"Consumers or buyers can know that these are Red Angus-influenced cattle, and we think that has its advantage when marketing our calves. Anybody who follows Red Angus cattle or runs them knows that they perform," explained Marta.

Reds at work

In southeastern Oregon high desert country, Marta believes that red-hided cattle perform better than black in the sagebrush terrain.

"They are a little more heat tolerant," said Marta.

Summer conditions are hot and dry with little rain. Winter conditions feature cold snaps and varying amounts of snow.

"When it's a below zero, cold and dry morning, we don't typically start to feed until it has warmed up a bit. We have tried to feed in those cold conditions, and it's tough. Cattle don't want to move around exerting energy. They want to maintain body heat," said Marta. They see a difference when they wait until the sun and temperature rises to roll out hay. "These cows have to adapt to a wide range of temperatures," said Marta.

When selecting bulls, Marta prefers to find ones in a similar environment, but she has been pleased with the performance of Red Angus bulls from across the country. Phenotype is the most important factor she observes.

"I want those bulls to be thick from the girth to the flank, thick through the midsection and ability to carry that weight for a higher-performing bull," says Marta.

Cow Creek Ranch double seasons their bulls with spring and fall breeding.

"It takes a little bit to keep those bulls in shape. They come off the mountain and they are hot or thin and just want to come home and lay around," said Marta. The bulls are taken care of on pasture or with hay and protein blocks to recoup.

"If I don't feel that they are where they need to be, we will rest them until the next breeding season and send others out. We have enough bull selection out there, so we can be selective," said Marta. — **Rudy Pooch**

Steps to buying your bull

The next few months are bursting with opportunities to bring home your next great herd sire. This is the bull that will set you up with fancy replacements and fat feeders for the next three to five years. These are the genetics that will play an immense role in the profitability of your operation for the foreseeable future. He will carry a sizable burden for the ranch, so buying the best bull for your business and your budget shouldn't be a fleeting decision.

• **Identify your goals** — First and foremost, before you buy a bull, you should identify what kind of genetics you need for your business. Do you sell your calves newly weaned at the local auction market, or are they marketed on the grid? Do you retain your females or develop and market them to other producers?

There are significant differences between bulls selected for a maternally centered herd as opposed to one that is terminally focused. These are key aspects of your business that have a sizable influence over the kind of bull purchase you should make, so having a clear road map of where you want to go is essential.

• **Seek out breeders of interest** — Finding the right bull starts with finding the right breeder—easier said than done, right? Ask your fellow cattlemen and women who tops their list of seedstock suppliers. Make a list of breeders who raise bulls that fit your operation, and contact them for their insight. Share your goals with them and listen to their feedback about the genetics they are selling.

If you remain interested in their offering, learn more about their program and genetics. Don't be afraid to try a new breeder or buy a bull from a private treaty sale. Just as there is a wide variety of breeder philosophies, there's also a wide variety of how bulls are marketed.

• **Prepare** — An often quoted phrase used in leadership development is "Failure to plan is planning to fail," and that also holds true for bull buying. It's unlikely that arriving at a bull sale unprepared will lead to favorable results and purchasing decisions. Before heading out to the sale, or sales in many cases, gather catalogs and study them to identify bulls that fit your breeding goals. If possible, visit the ranch before the sale to get your eyes on the bulls before the hustle and bustle of sale day. Study the EPDs of the bulls you like and factor them, along with the bulls' pedigrees and phenotypes, into your decision.

• **Brush up on EPD awareness** — EPDs change as performance records are added to the database. If you don't check them regularly, your perception of the numbers and what could be favorable to your business could lead to a misinformed purchase. Additionally, breed associations and geneticists are constantly discussing and developing new EPDs, and if you're unaware of new indexes, you could be caught off guard the day of the sale. For example, the Red Angus Association of America (RAAA) launched the ProS index in the fall of 2020, which is an all-purpose index that covers economically relevant traits across all aspects of the beef supply chain, from conception to carcass. Familiarizing yourself with the updated indexes can help you make more informed bull buying decisions.

• **Utilize the RAAA marketing team** — The RAAA marketing team exists to aid commercial cow-calf producers with their profitability goals, and part of that role is to provide support through viewing and bidding on desired bulls at sales. Marketing team members can also answer questions about how a certain bull may fit into your breeding program. Utilize the marketing team to help you reach your ranch's goals both leading up to and after bull sale season.

• **Have a backup plan** — We've all been there; the price for our first bull choice skyrockets past our budget before we can even get in on the bidding. If you have a backup plan and have identified secondary bulls that can still help you reach your breeding goals, there's no need to worry. As with the "prepare" discussion earlier, it's best to have a contingency plan so when it's time to kick the bulls out, you aren't short on bull power!

Buying a bull can be a stressful experience for sure—the pressure to get the "perfect" bull weighs heavy, and for good reason. A herd bull has the largest single impact on profitability from year to year, so preparing and planning for a successful, satisfying purchase is time well spent. And time well spent equates to similarly spent money. — **Brandi Buzzard Frobose, RAAA editor and director of communications**

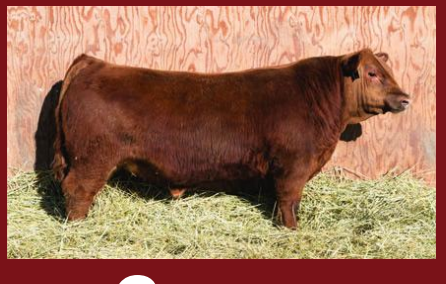




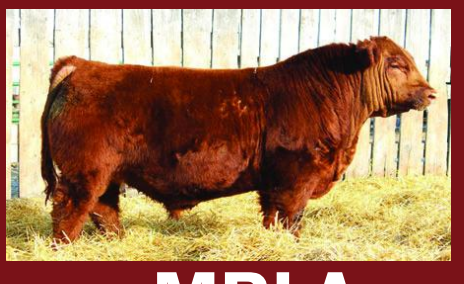
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Crump New Decade 9341



Crump Mega 8849



MRLA Resource 137e

Crump Magnitude 5507
Bieber Mitigator C314
Pieper Just Right 54D

Crump Mission
Statement 6187
Crump Power Kind 7111



Blockchain: The next frontier in the beef industry

As the world of data transfer between beef industry sectors is becoming increasingly important, a new opportunity is emerging in animal agriculture: blockchain technology. Blockchain technology in its simplest form, at the risk of oversimplification, is an informational super highway to share data between different beef industry sectors on a ledger-type format.

The technology creates an electronic "chain" of "blocks" of validated and verified data between parties, which users can access for traceability and transparency within each sector of the beef industry. All powered by the use of radio frequency identification (RFID) technology, blockchain is taking the world by storm in many industries across the globe.

As the beef industry has a fragmented supply chain, current methods of communication between sectors make data transfer extremely difficult but desirable. One of the most prominent examples is a cow-calf producer's low success rate in obtaining carcass data on their calves.

Wouldn't it be nice to receive that? Wouldn't it be neat to see where your calves end up after you sell them at a sale barn? Or, as a feeder, wouldn't it be great to obtain all the third-party program documents on the calves you purchased from a sale barn or the health information on a traded group of calves? The answer to our problems is the next big player in the game of technology in the beef industry.

How it operates

RFIDs are tagged in a group of cattle at the ranch of origin, then scanned, and information about the group (such as health, third-party programs, sire and dam information, etc.) is uploaded to an application program interface (API) system. From there, the cattle could be scanned at the sale barn, and data such as weight could be uploaded to the API. Once at the feedlot, the manager can use the information to improve processes or make better purchasing decisions.

At the packer level, carcass data could be uploaded to match the RFIDs. Retailers could then track the protein from plate to pasture, if desired. Customers in each segment would have the opportunity to upload as much or as little information to the ledger-based system as they wish.

Benefits to beef sectors

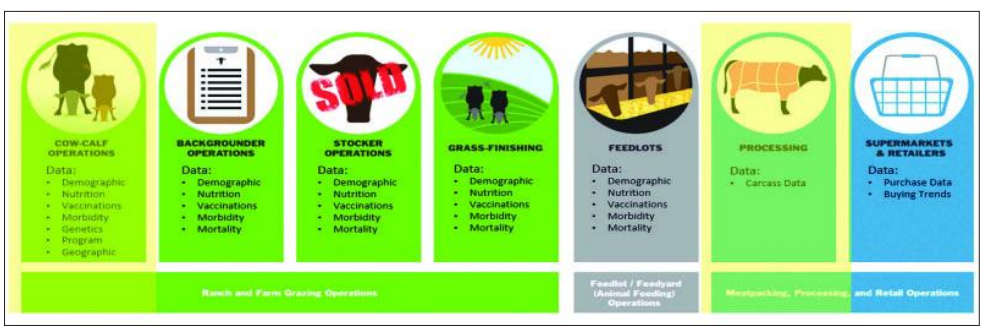
The first question out of many people's mouths is how this benefits different beef industry segments. For producers, blockchain can provide valuable data to help producers make selection decisions and hopefully create ultimate transparency on how their cattle are performing further down the chain.

For breed associations or third-party programs, this is an added-value service for customers and allows better data collection. For feedlots, blockchain can benefit existing and new relationships with cow-calf producers. Retailers are always looking for ways to tell a positive story about the product they are placing in the market.

Traceability is crucial in the industry, not only for safety reasons, but also for the industry's reputation. Blockchain use could create the ledger to trace an animal by individual ID back to the ranch of origin with a quick and straightforward search on the API. This means the industry can respond quickly and with reliable information obtained through the "blocks" of data on the "chain." All in all, the industry could maintain or improve its high reputation as a leader in traceability.

Producers also ask essential questions about the safety of their data on the chain. First, the data is all shared over secure, encrypted electronic environments. One of the biggest benefits of blockchain is that the data belongs solely to the producer. The producer has the choice to share as little or as much information as they wish whenever they want with selected transaction partners.

You can choose to share portions or entire blocks of data one day and then change permissions for the same transaction partner a month later.



One of the biggest benefits of blockchain is that the data belongs solely to the producer. The producer has the choice to share as little or as much information as they wish whenever they want with selected transaction partners.

The next frontier

As we look into our crystal ball of what the beef industry hopes to look like in the future, we all know that technology will be vital to feeding the protein-hungry world. Through blockchain, a synergy unlike any other before can change the game for each beef industry sector. Data and management information sharing, transparency and traceability are all just the beginnings of the exciting capabilities at hand with blockchain. You can take into account the definition of synergy and realize it's the next frontier! — **Chessie Mitchell, Red Angus Association of America value-added coordinator**







One man operation raising about 450 Red Angus females

PROFIT
(from page 1)

About 30 years ago, Boettcher Sandhills Ranch added a fall herd. This fall herd, which now numbers 100 head, came to be when Boettcher and his dad decided to give open females a second chance.

"Cows get two chances, but that's it," Boettcher states. "They don't get a third chance. They go to town."

Boettcher culls about 10 percent annually. If a female is open a second time, is losing body condition or weans a poor calf, she's gone. When a cow reaches 10, she will get a highly critical eye and will only remain in the herd if she's still producing equal to or better than her herd mates.

"Some of our oldest spring cows are 12 and 13," he confided. "We year brand, so I can tell the age of a female at a glance."

Hay country

With the ranch located on the edge of the Nebraska Sandhills, farm ground is nonexistent. It's all native grass, hay and cake. If grain is needed, it has to be purchased, and only heifers being grown out may get grain.

Cows are fed 30 lbs. of prairie hay per day per cow to keep them in good condition. He runs 50 to 100 head to a pasture on a rotational grazing program and has permanent fencing rather than an electric fence. He tries to get 30 to 50 days off the meadows in the fall.

"You can't abuse the ground and overgraze it. On the other hand, grass can get too rank," Boettcher states. "You gotta read the cows. They tell you when there isn't anything good left."

Precondition shots are given in September and October. Spring-born calves are weaned the first part of November, with all but about 40 head of the lighter end sent to a backgrounder.

This past fall, the top-end calves averaged 620-630 lbs. off the cow. The 400 head going to the backgrounder averaged 575 lbs.—that's all genetics, mama cow, grass and mineral. Steer calves are typically marketed in January, averaging close to 720 lbs. this year.

Boettcher also goes through the short-yearling heifers in January and selects 40 to 43 replacements for his own herd. He doesn't select any for his parents' herd since they are reducing numbers. The remaining heifers are marketed in February and March, with 110-120—about 80 percent—going to fellow commercial cattlemen.

"For the past several years, our Red Angus females have outsold our steers. It's the heifer crop, year after year, that keeps our ranch in business," he states. "Our buyers really like their conception rates."

Until a year ago, Boettcher sold a majority of the ranch's heifers through a friend's bull sale. When that avenue closed, he simply put out the word that the ranch's heifers would be sold by private treaty. He confided that many individuals thought he priced the heifers "pretty high," but "I got the price I asked."

"I was recently asked if I thought about crossbreeding again. I asked the person 'Why would I?'" he said. "I told him that I don't need to crossbreed when you consider the prices I am getting for my cattle and the quality I am getting.

"My dad spent most of his life in debt expanding the ranch to double in size and finally paying it off. One of my dad's wishes is to keep the home place going, and Red Angus is helping us do that." — **Teres Lambert**

RAAA recognizes auctions for creating opportunities

The Red Angus Association of America (RAAA) and its marketing team strive to assist cattle producers in identifying and capitalizing on demand for Red Angus genetics through value-added marketing programs. Profitability goals are not achieved alone and RAAA works closely with forward-thinking livestock auction markets to best represent Red Angus producers and their cattle.

In October, two auction markets were recognized for their significant role in supporting Red Angus producers through tactical marketing and strategic partnerships. These market owners and managers have taken steps to ensure their customers' ample marketing options and have worked intensely to foster profitable relationships for their customers and clients.

Hosting a special Red Angus sale once or twice annually, the number of calves sold in these sales, as well as promotion of the cattle and the breed, were all considered when determining which markets would receive the honor. Producers and RAAA are greatly appreciative of the efforts put forth by these auction markets, which give buyers access to superior Red Angus genetics while supporting ranchers seeking premiums for their high-quality Red Angus and Red Angus-influenced feeder cattle and calves.

The two auction markets recognized were:

- Torrington Livestock Markets, Torrington, WY, Lex Madden.
- Sheridan Livestock Auction Company, Sheridan, WY, Dan Otte.

"We greatly appreciate the hard work all of our partnered auction markets do to provide successful Red Angus feeder calf sales throughout the year," said RAAA commercial marketing specialist Rachael Oliver.

"By providing these Red Angus sales, auction markets expose their commercial producers to greater opportunity in marketing their calves successfully. It is always tough choosing which barns to award, as all do a tremendous job in promoting the breed, but the Torrington and Sheridan auction markets went above and beyond for their commercial Red Angus producers this year.

"The role auction markets play is very important to us, and this is our way of showing our gratitude for those who continually believe in Red Angus genetics and their consignors."

For those who would like additional information on added-value Red Angus programs such as the Feeder Calf Certification Program or Allied Access, or to learn more about Red Angus-specific marketing sales and grids, please contact Rachael Oliver at rachael@redangus.org. — **Brandi Buzzard Frobose, RAAA director and editor of communications**





Red Angus welcomes expanded marketing opportunities with USDA spec change

There are nearly 70 USDA-recognized branded beef programs. Two-thirds of those programs are reserved exclusively for animals that meet the program specifications for "Angus." Suffice it to say, there are ample opportunities for premiums and improved profitability for producers who are able to market cattle into those product lines. Red Angus producers are now one step closer to those premium opportunities due to an update from USDA.



RAAA

CJ Blew

In November 2021, the Red Angus Association of America (RAAA) negotiated an update in the Red Angus breed's Live Animal Specification form. These specifications set the requirement for live cattle eligible for certification in approved beef programs and, by updating, laid the foundation for Red Angus cattle to be accepted into Angus-labeled branded beef programs, at the request of each individual brand program.

Red Angus cattle have always been "Angus," and USDA officially acknowledged that fact by enabling Red Angus and Red Angus-influenced cattle that meet certain requirements to join black-hided animals in as many Angus beef brands as decided in favor of their inclusion.

CJ Blew, rancher and co-owner of the Blew Partnership in Hutchinson, KS, is excited at this development in the beef business.

"Blew Partnership retains and feeds all steers, non-exposed heifers, open heifers and heiferettes; so, for our operation, this live animal specification should give us market access to schedule GLAs that are packer-based 'black Angus' program premiums that previously we were not eligible for. This one change, and RAAA's commitment to create market access for Red Angus cattle, potentially add significant top line revenue to our operation."

Beef demand is expected to remain strong this year and beyond. Cattle markets are receiving a welcomed boost due to a year-over-year increase in beef exports for the first 11 months of 2021. Additionally, a decline in cattle numbers last year due to drought-influenced liquidation has set the stage for increased prices for producers from all beef industry segments.

The addition of Red Angus-influenced cattle to high-quality Angus-based branded beef programs fills a need which will benefit cow-calf producers, cattle feeders, packers and consumers.

"The new live animal specification is a first step in creating the pull-through demand required from a commercial producer perspective going forward. Starting with the consumer, everything runs downhill through every segment of the beef industry," explained Blew. "Market access and pull-through demand will add incremental value to all classes of cattle."

Adding Red Angus to existing Angus beef programs is a simple process—brand owners simply need to contact USDA and request the inclusion of the RAAA live animal specification as part of their program's schedule GLA specs. RAAA can assist in this process, which in most cases, takes very little time to prepare and is followed by a short correspondence period with USDA's Agricultural Marketing Service.

"We are excited for this update but know there is a lot of work to be done in making arrangements with packers to ultimately let those cattle in," said Blew. "It's important that the inclusion process is turnkey for packers, which will be a win-win for everybody involved."

"This development will give us the opportunity to approach a couple of packers that know our cattle, and wanted to buy them in the past, but couldn't because they weren't black, and hopefully get them to open some of their product lines to our Red Angus cattle," added Blew.

RAAA is pleased that USDA recognizes that Red Angus are genetically Angus and looks forward to working with many branded Angus lines in the coming months. Our goal is to help these brands grow, both in quality and volume, ultimately making them even more successful. — **Brandi Buzzard Frobose, RAAA editor and director of communications**



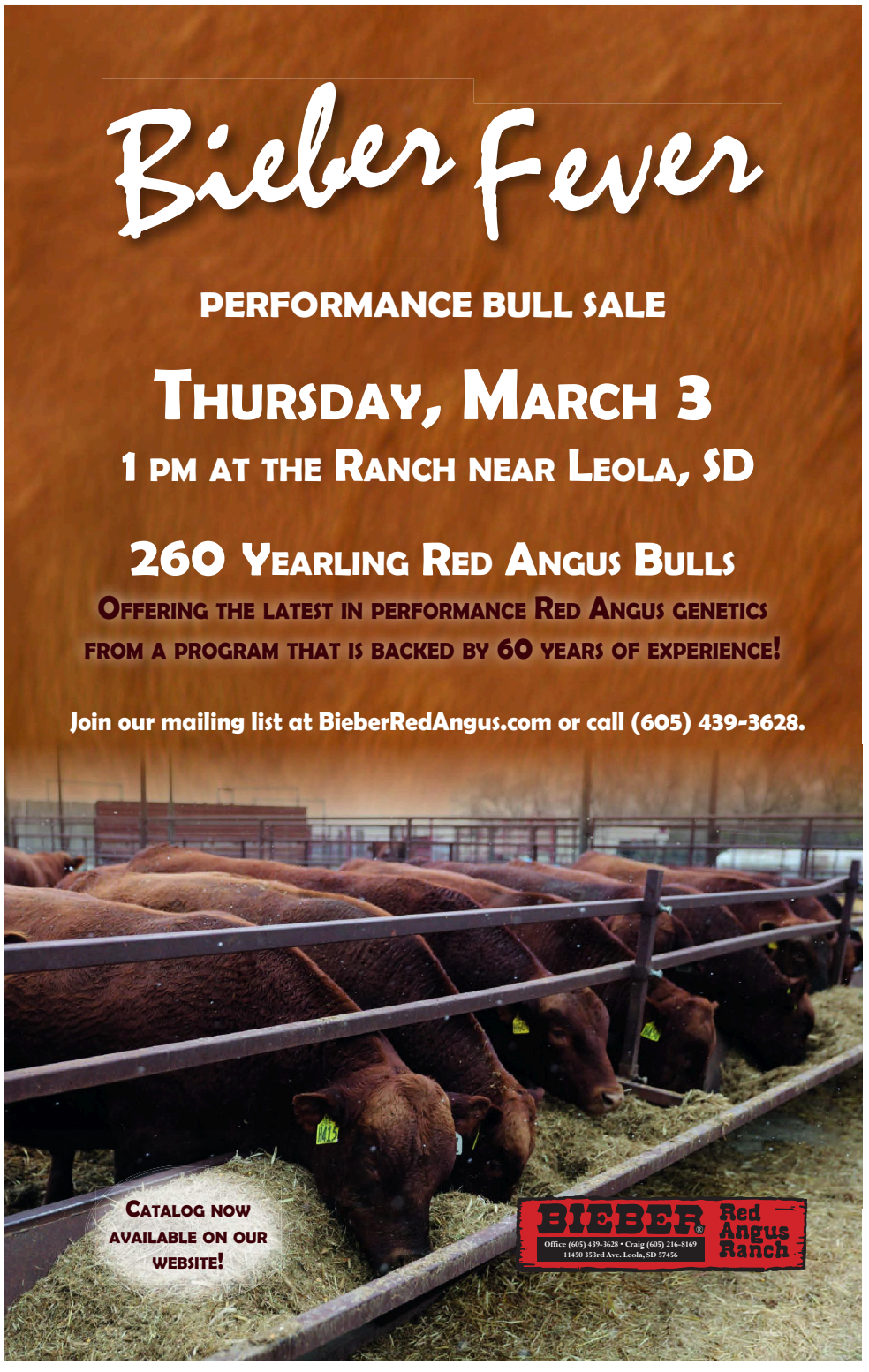
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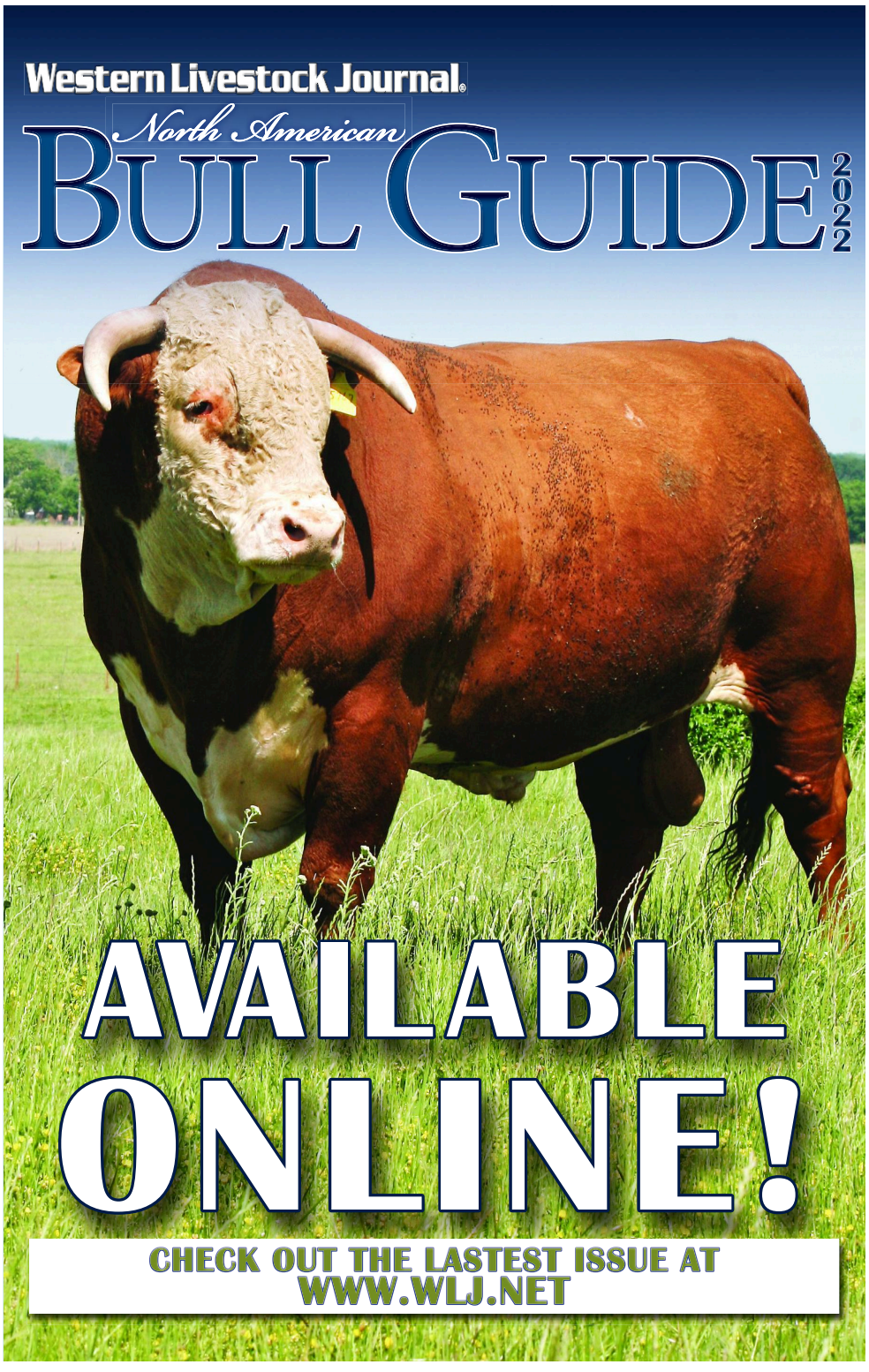
Kuner Feedlot



RAAA

Hanging carcass quarters.







What do bull buyers want?

If the customer is always right, how much weight are commercial cattlemen and women's wishes given when it comes to bull development?

This question and others that address nutrition, performance and age at the time of sale are all discussed at length in the Red Angus Association of America's (RAAA) white paper "Why All the Fat Bulls?" The paper, online at redangus.org, was composed by the members of the commercial marketing team, who seek to provide a service to the industry through increased education on the bull development process.

One of the keys to bull development is seeking to identify what commercial bull buyers want. Seedstock producers speak with their customers, painstakingly pore over EPDs and stew over mating decisions to best meet their production goals, as well as the requests of their commercial customers.

In a survey conducted by RAAA, commercial bull buyers ranked the traits they consider most important when searching for their next bull. Unsurprisingly, calving ease topped the list, followed closely by maternal traits, growth traits and carcass traits, then rounded out by visual appeal. An additional, related takeaway from the RAAA survey was the determination that more education is needed surrounding the breed's genetic evaluation.

As aforementioned, calving ease ranked at the top of the list of importance for commercial producers, partially due to animal welfare concerns regarding dystocia, but also because many producers cannot justify hiring extra help just for calving season.

Ranking in a close second were maternal traits, which were listed in the survey as HerdBuilder, stayability, calving ease maternal and heifer pregnancy. The focus on maternal traits is indicative of the common theme of both seedstock and commercial producers who are adamant that if you "don't mess up the cow herd, you will be miles ahead of the rest." Many producers subscribe to this phrase and want to ensure that their bull selection will improve their herd and not set them back inadvertently.

A whopping 52 percent of bull buyers indicated that visual appraisal is one of the top three factors they use to select animals. Predictably, feet and legs are included in the mental list of important visual traits for producers, which gives credence to RAAA's recent educational efforts regarding ideal foot structure and function.

Furthermore, seedstock producers who are in tune with their commercial customers' needs will seek to offer functional, phenotypically attractive cattle in their offerings, as they know such animals, particularly those with accompanying desirable EPDs, will be highly sought after.

Another important takeaway from "Why All the Fat Bulls?" is bull sale data collected by the RAAA commercial marketing team that gives insight into the changing tendencies in bull development practices. For example, spoken emphasis on carcass traits is not extraordinarily common among commercial bull buyers. However, when it comes down to voting with their hard-earned cash, producers tend to put more emphasis on carcass traits.

The bull sale data also shows that over the past four years, bull buyers began to place more emphasis on growth traits and less on calving ease and birth weight EPDs, as they did in the early 2010s.

This documented pattern of emphasis on growth traits manifests itself in nutritional elements of bull development, which subsequently affects fertility and longevity. Interestingly, many bull buyers claim to want to buy bulls in a body condition score (BCS) of 5, which allows them to keep the bull on an increased plane of nutrition leading up to breeding season. However, they also acknowledge that many young bulls for sale over the past several years have been fleshier than what they consider ideal. As an aside, the University of Nebraska's "Bull Management and Nutrition" report suggests bulls should enter breeding season in a BCS of 5.5-6.5.

At the ranch of origin, seedstock producers must weigh the costs versus benefits of more desirable growth traits, such as average daily gain, weaning weight and yearling weight, against the unintended effects on the fertility and feet of a bull that will need to "step down" from a fleshier condition to a more desirable condition for breeding season.

This decision process shouldn't be taken lightly, as commercial bull buyers indicated that "continued moderation of frame" is the No. 1 selection key they would like to see their seedstock suppliers focus on in the future.

Bull development will continue to be an evolving process. However, "Why All the Fat Bulls?" indicates that both purebred and commercial bull buyers base their bull selection heavily on feet quality, structural soundness and overall phenotypic balance. Furthermore, while calving ease and maternal traits rank highly in the minds of bull buyers, greater value is assigned by their pocketbooks to growth and carcass traits.

Seedstock producers who are attentive to the traits desired by their customers will continue to see success in their operations and at their sales. As resources evolve over time, bull development will become more refined, and those seedstock producers who capitalize on changes in genetics, technology and nutrition will be able to better serve their commercial bull customers. — **Brandi Buzzard Frobose, RAAA director of communications**



Jeff Grill

Bulls at Grill Cattle Co.

Sale Calendar - Red Angus

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. 2 – Dille Red Angus, Production Sale, Buhl, ID
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
Mar. 8 – Loosli Red Angus, Production Sale, Ashton, ID
Mar. 9 – RA Brown, Production Sale, Throckmorton, TX
Mar. 9 – Udy Cattle Co., Bull Sale, Rockland, ID
Mar. 11 – Leland Red Angus Ranch, Production Sale, Sidney, MT
Mar. 12 – Ludvigson Stock Farms, Cornhusker Classic Sale, North Platte, NE
Mar. 14 – Feddes and C-T Red Angus, Production Sale, Manhattan, MT
Mar. 14 – Lautenschlager and Sons, Spring Sale, Othello, WA
Mar. 15 – Green Mountain Red Angus, Bull Sale, Logan, MT
Mar. 16 – Klompein Red Angus, Manhattan, MT
Mar. 19 – Lorenzen Red Angus Bull Sale, Madras, OR
Mar. 19 – Milk Creek Red Angus, Bull Sale, Plevna, MT
Mar. 21 – JR Ranch/Sackmann Cattle Bull Sale, Othello, WA
Mar. 23 – Nebraska Bull Test Sale, Broken Bow, NE
Mar. 23 – Westphal Red Angus, Production Sale, Grass Range, MT
Mar. 28 – Axtell Cattle Company, Production Sale, Sterling, CO
Apr. 1 – Pieper Red Angus, Bull Sale, Hay Springs, NE
Apr. 5 – Daigger-Orr Angus & Red Angus, North Platte, NE
Apr. 8 – 5L Red Angus, Bull Sale, Sheridan, MT
Apr. 9 – Ludvigson Stock Farms, Spring Bull Sale, Shepherd, MT
Apr. 9 – Redd Ranches, Bull Sale, Paradox, CO
Apr. 12 – Beckton Red Angus, Bull & Female Sale, Sheridan, WY
May 25 – Ludvigson Stock Farms, Online Bull Sale, Shepherd, MT
Sep. 11 – Ludvigson Stock Farms, West Coast Bull Sale, Visalia, CA
Sep. 24 – McPhee Red Angus, Annual Sale, Lodi, CA
Oct. 29 – Ludvigson Stock Farms, Fall Bull Sale, Shepherd, MT

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•All will be performance and fertility tested
NEW SALE LOCATION!
FRIDAY, MARCH 18, 2022
Lunch at 12 • Sale begins at 1:00 P.M. MST
•At the ranch - 3/4 of a mile North of Big Timber to Howie Road, 3.07 miles East - we're on the left.
•Sale Broadcast Live: Bid Online @ www.FrontierLiveSale.com
Laubach Red Angus
•Marvin Laubach: C: 406-930-0911 or H: 406-932-4403
•307 Howie Rd. • Big Timber, MT 59011
•www.LaubachRedAngus.com
•LaubachRedAngus@gmail.com
•facebook.com/LaubachRedAngus
Gibbs Livestock Services, LLC
FRONTIER Live Sale



Charley Jackson's passion for discovery lives on in RAFI

Charley Jackson was a Vermont farmer with a passion for both Red Angus and a life of discovery. He was a lifelong learner who was also passionate about leaving what he touched better for those who would come after. This included his land, buildings, herd of Red Angus cattle and community.

By leaving a substantial amount of funds from his estate to the Red Angus Foundation, Inc. (RAFI) Sal Forbes Research Fund, his legacy will live on. It will ensure the breed stays on its path of constant discovery started by its founders; a path of providing seedstock to commercial producers that is unsurpassed in the use of the best available science for objective selection.

This path will help make sure Red Angus customers are buying the optimum genetics for their unique situation and business. Ultimately, it will ensure Red Angus provides genetics to the industry that, when marketed downstream in the form of feeder cattle, the carcasses and, ultimately, the beef consumers buy will meet or exceed expectations at every level.

Jackson spent his life working with both his hands and his mind, as a farmer and carpenter, as well as with the other resources the land could sustainably provide. This included syruping, logging and a small sawmill. His neighbors and friends all describe Jackson similarly as someone who was highly intelligent, fiercely independent, frugal, always asking questions and learning, well-read, possessing a classic dry New England sense of humor, and a good person to have as a neighbor and member of the community. However, his early childhood and training had him steered in a different path than that of a carpenter and farmer.

Having been raised in Boston and receiving his secondary education at the elite Saint Paul's School in Concord, NH, Jackson was on a path for people's traditional definition of success. This continued when he received his undergraduate degree from New York University. He then attended Wentworth Institute of Technology in Boston, and it was from there he set out working as a skilled carpenter in Massachusetts and Maine before settling in Woodstock, VT. It was after he had settled in Vermont that he ultimately bought his beloved Echo Farm in 1980.

Former Vermont livestock extension specialist, Dr. Sam Comstock, said Jackson's Echo Farm was a typical "hardscrabble" New England hill farm that Charley went about improving with a zeal rarely equaled. He improved the soil, cleared land and repaired or rebuilt all the buildings. Sam indicated that Jackson lived a humble life and cared little of what others thought of him, other than his mentors in the community from whom he learned how to farm.

Echo Farm, under Jackson's management, was diversified and as self-sufficient as possible. He started sugaring with a neighbor, and he boiled the sap and heated the house with wood. He logged and had a sawmill that produced the lumber for his buildings and facilities. Through it all, he was most attached to his herd of Red Angus.

He had first encountered Red Angus from his neighbor Elfie Forbes, who at the time maintained a small herd. Elfie is the daughter of breed founders Waldo and Sal Forbes, and is well-versed in the philosophy of the breed—a philosophy Jackson found appealing.



RAAA

Charley Jackson

Jackson built the working chutes and installed scales to collect all the data to improve his herd. He made it a lifelong mission to improve the quality of his herd for efficient beef production and was a regular customer of seedstock from the Forbes family's Wyoming ranch.

Another neighbor, Emily Grube, knew Jackson well, and even finished some of his cattle, which she described as exceptional to feed. She found Jackson to be a unique, somewhat eccentric soul who made a great neighbor. He served as a local selectman and was a volunteer fireman, and he was always there to help a neighbor when help was needed. When he later moved his farm to better ground in West Haven, VT, he found an equally supportive community.

In light of Jackson's generosity, the RAFI Board—which is comprised of Bob Hough, Frank Wedel, Tom Brink, Kay Klompien, Cam Forbes, Kelli Brown, Scott Ford and Blake Angell—has been meeting every two weeks on how to be the best stewards of the funds. Jackson bequeathed the monies to a RAFI-restricted fund for research and development named for Sal Forbes, and RAFI is working to see the resources are used to make the long-term positive impact on the breed Jackson intended.

The RAFI board is reviewing the priorities identified by the Red Angus Association of America's (RAAA) new strategic plan. In addition, the RAFI board is reviewing ongoing priority research being done by RAAA to assure it is fully supported, as well as common interests with other partners, particularly International Genetic Solutions, that fit within the Red Angus breed's already identified research needs.

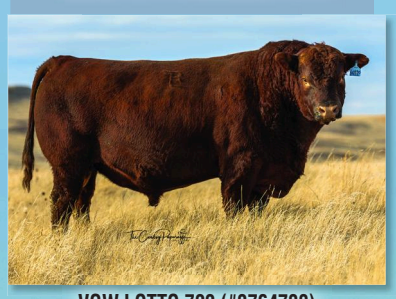
Lastly, the board is working with experts to design a format for researchers to apply for grants to make sure that all considerations have been considered in terms of qualification of the investigators, existing knowledge, experimental design, budget and budget justification, and expected deliverables.

Red Angus breeders, commercial customers and the beef industry owe much to Charley Jackson for his generous investment in all of these stakeholders' futures. It is a fitting legacy for this lifelong learner that his estate will continue to add to the knowledge base that makes Red Angus special; something Red Angus has been since it became the first incorporated performance organization of any kind when it was formed in 1954. This willingness to seek knowledge and take a different road are all traits that Charley Jackson and Red Angus histories have in common, and this legacy will live on with his gift. — **Bob Hough, RAFI president**

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VGW LOTTO 722 (#3764733)

Annual Production Sale
Friday,
March 11, 2022
1 p.m. MST • At the Ranch
41 mi. N of Beach, ND, or 34 mi. SE of Sidney, MT
200 Bulls • 60 Heifers
Including age-advantaged bulls from
Koester Red Angus

DVAuction Broadcasting Real-time Auctions



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We at McPhee Red Angus are passionate and proud of raising cattle. We have worked hard at selecting cattle that will thrive in the harshest of environments. The McPhee cow herd has been bred and selected inherently for calving ease, fertility, soundness, growth and carcass performance. Our cows work for us, to make bulls that work for you!

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Blazing a path of objective selection, commercial focus

RED ANGUS
(from page 1)

meeting, they also outlawed the use of nurse cows, which was a prevalent practice at the time for showing cattle. Just as an example, Pennsylvania State University would have been the most active university showing beef cattle in the 1950s, and they would typically exhibit a large show string comprised of Shorthorns, polled Herefords, Angus and steers. To "fit" the show cattle, they maintained approximately 45 Holstein nurse cows for the beef unit. Although hard to fathom today, having nurse cows was just standard operating procedure for purebred breeders at the time.

The original Red Angus certificate also had a place for yearling weight, but when RAAA was formed, the industry had not yet decided if it should be adjusted to 365 or 400 days. When Performance Registry International standardized it in a subsequent year, RAAA had a board meeting already scheduled for the following week to adopt the new standard and be the first to collect yearling weights.

Although the RAAA was set up as the antithesis of the show ring, the founding members decided early on that exhibiting cattle had value to promote the new breed, but only in a way that demonstrated the association's groundbreaking philosophy. In 1956, this resulted in the first show to use performance data in the show ring and even develop a system of how the objective data should be weighed by the judge in arriving at their placings.

With a commercial focus from the beginning, RAAA is believed to have been the first breed to promote planned crossbreeding when it came out with a program in 1961. This was followed by a certified F-1 program in 1970, and in 1980, RAAA opened its herdbook to allow for the recordation and registration of various percentage cattle.

This promotion of crossbreeding continued in 1999 when RAAA partnered with the Limousin and Simmental Associations to run a crossbreeding advertising campaign. In more recent years, RAAA has developed the "Premium Red Baldy" program with the American Hereford Association and the "American Red" with the Santa Gertrudis Breeders International.

Of course, RAAA's most consequential move to support crossbreeding was when it partnered with the American Simmental Association in approximately 2013 to form International Genetic Solutions to produce across-breed EPDs for a number of breeds. This allows the genetic predictions of the various participating breeds to be on the same base and scale, which makes them directly comparable when designing a crossbreeding system.

RAAA's ongoing goal of having the best objectively described cattle in the industry was enhanced when it became only the second breed to use the animal model to calculate EPDs in the 1980s. However, it kicked into an even higher gear starting in the mid-1990s. This started with the implementation of the industry's first total herd reporting program in 1995, which requires the production of every cow and the performance of every calf raised through weaning to be accounted for on an annual basis.

When a producer does not report this information, the female in question is inactivated. Having complete contemporary group performance data through weaning allows RAAA to assume the data will have a normal biological distribution. This allowed RAAA to implement a series of data filters to remove data with properties that were not heritable.

With the goal of being "the maternal common denominator in progressive commercial producers' crossbreeding systems," RAAA went about building the genetic prediction tools to help achieve this goal. This included the release of the industry's first female reproductive EPD in 1995: stayability. In 2003, the first female reproductive sire summary was released, which also included heifer pregnancy, and in 2004, the first mature cow maintenance EPD was released.

RAAA was an early adopter of carcass EPDs, releasing their first ones in the spring of 1996, and they were the first to take the approach of utilizing ultrasound as a correlated trait to increase the accuracy of the carcass predictions. Regarding the breed's carcass and feedyard traits, RAAA hired a commercial marketing specialist in 1994 to help build pull-through for Red Angus bulls by improving the value of the Red Angus influenced feeder and fed cattle. This was the second program of its kind in the industry, with Gelbvieh having the first.

The flagship of the commercial marketing program was the Feeder Calf Certification Program, which was audited and approved by USDA in 1995. It has the distinction of being the first USDA Process Verified Program in the country, and it provided a pathway to enter Angus branded beef programs through a genotypic method.

RAAA was also one of the pioneers in value-based marketing. What little value-based marketing there was at that time keyed off the weekly plant average for the various value components. The system Red Angus worked out was based on grid pricing, in which value signals were largely fixed, and in this sense, it was the first of its kind in the industry.

For the past 68 years, RAAA and its members have been industry leaders in terms of blazing a path of objective selection and commercial focus. With a newly adopted strategic plan and funding allocated for an aggressive research program, look for the breed to continue to lead the industry through its science-based approach. — **Dr. Bob Hough, *WLJ* correspondent**

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Pedigree is one thing.
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Red & Black Angus,
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ALL BULLS ARE:
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Top 1% YW, ADG, HPG, CW
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Iron Lorenzen Cattle Company

Annual Bull Sale

Saturday, March 19th, 2022 Terrebonne, Oregon

250 BULLS SELL!

COWS THAT WORK! $PROFIT STEERS THAT PAY!

We want our customers to profit...

We are providing three progressive indexes - $Ranch, $Feeder & $Profit as selection tools to help our bull customers make more profitable decisions... and we want to buy those $Profit sired calves!



#4529925 & #4529931... PIE Quarterback x Final Answer



Top 12% $Ranch
Top 1% $Feeder
Top 3% $Profit
5 Full ET brothers sell!



The sale will be held at Dry Creek Ranch, the former headquarters for VF Red Angus, just west of Terrebonne, OR



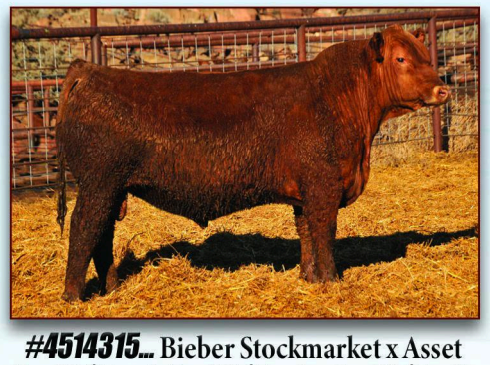
#4483649... PIE Quarterback x 5L Bourne
Top 30% $Ranch, Top 5% $Feeder, Top 7% $Profit
11 traits in the top 25% or better!



#4444313... HXC Charter x Expectation
Top 21% $Ranch, Top 1% $Feeder, Top 1% $Profit
76 BW, 881 AWW & 0.95 Marbling EPD!

Please join us around 5:00 p.m. on Friday, March 18th at the ranch for food, drinks and a talk explaining the $ Indexes.

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Sam & Jenna Lorenzen - (541) 215-2687
Trent Wright - (541) 620-0553
Seth Leachman - (406) 591-5651
email: sal1968@msn.com



#4514315... Bieber Stockmarket x Asset
Top 2% $Ranch, Top 3% $Feeder, Top 2% $Profit
Red Angus x Simmental hybrid!



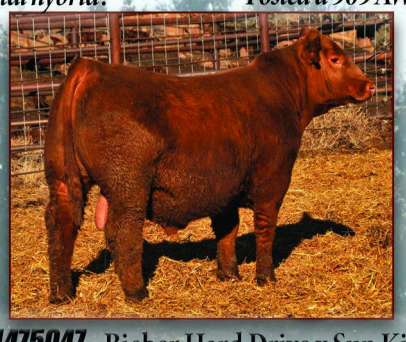
#4444331... HXC Charter x Promise
Top 24% $Ranch, Top 1% $Feeder, Top 1% $Profit
Posted a 909 AWW with only a 74 BW!



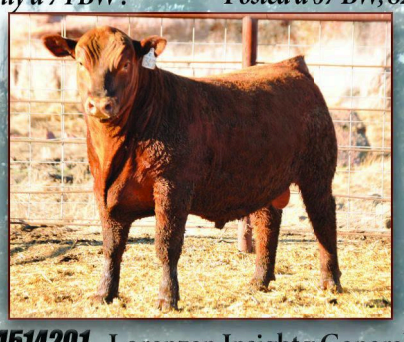
#4444407... WFL Merlin x HXC Charter
Top 30% $Ranch, Top 2% $Feeder, Top 3% $Profit
Posted a 67 BW, 828 AWW & 128 IMF ratio!



#4483651... WFL Profitmaker x Titonka
Top 15% $Ranch, Top 22% $Profit
7 traits in the top 17% or better!



#4475047... Bieber Hard Drive x Sun King
Top 29% $Ranch, Top 3% $Feeder, Top 4% $Profit
One of two full ET brothers selling!



#4514291... Lorenzen Insight x Generalle
Top 24% $Ranch, Top 2% $Feeder, Top 2% $Profit
3/4 Red Angus x 1/4 Simmental hybrid!

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