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INSIDE WLJ

BIF AWARDS – Beef Improvement Federation awards several winners during July 4 symposium. **Page 7**

SUMMER FEST, RANCHING STYLE – Group of MT ranchers host festival to celebrate regenerative ranching. **Page 11**

A LOOK BACK IN HISTORY

Twenty-two years ago, in his "Western Wanderings" column, former WLJ fieldman Jerry York wrote about the success of the Western Video Market sale. "We just wrapped up the big Western Video Market sale in Reno, NV, and there, buyers really do meet sellers. What a fantastic sale it was! Record prices were seen with several 900-pound cattle bringing 92 cents. Many long-time observers and participants said these were the strongest prices they had seen," read the July 16, 2001, article.

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Legislation could upend CA's water rights

— Threatens pre-1914 rights

Water has been a contentious issue in California, stretching back to the state's founding in 1850. Recently introduced legislation could upend pre-1914 water rights, giving the State Water Resources Control Board (SWRCB) more authority

over water diversions.

AB 1337

Assembly Bill (AB) 1337, introduced by Assemblymember Buffy Wicks (D-Oakland-14), would "authorize the board to issue a curtailment order for any diversion, regardless of basis of right, when water

is not available under the diverter's priority of right." The bill would consider any water diversion not authorized as a trespass and subject to injunctive relief and fines.

According to CalMatters, a non-profit and nonpartisan news organization, the bill would overturn a ruling by the state appellate court regarding water curtailment cases

and give SWRCB more authority on surface water rights, particularly those dating pre-1914 when the state began controlling diversions.

The cases stemmed from former Gov. Jerry Brown (D) declaring an emergency in 2014 due to multiple years of drought. SWRCB attempted

See CA WATER on page 4



Two recently introduced bills could give the California State Water Resources Control Board more authority over water diversions. Pictured in the foreground is Terminus Tract, part of the Sacramento-San Joaquin River Delta in San Joaquin County, CA. *California Department of Water Resources*

Groshans named as WLJ field representative



Western Livestock Journal LLC (WLJ) is pleased to announce the addition of Ty Groshans to its team of field representatives. Groshans brings extensive marketing experience to the team and is eager to help set producers up for marketing success.

Groshans will serve as a field representative for producers in southern Wyoming, Colorado, New Mexico, Nebraska, South Dakota and Kansas.

Prior to WLJ, Groshans worked for DVAuction, producing online production sales and working with producers to capture video and photo footage. Groshans also previously worked with the American Angus Association, serving as the director of Commercial Programs and assistant director of Performance Programs, and the American-International Charolais Association, serving as the Western representative.

"I am excited and honored for the opportunity to work for such a trusted publication with a proven rich heritage in the livestock business," Groshans said. "I have spent my professional career marketing

commercial and purebred cattle. I look forward to assisting a variety of producers and agricultural businesses in marketing, while still maintaining their rich histories and traditions."

Groshans has strong roots in agriculture, tracing them back to both the original Wildcat Ranch homestead near Fort Morgan, CO, and Groshans Hereford in Holyoke, CO. He is a graduate of Colorado State University (CSU), holding bachelor's degrees in animal science and agricultural business. While at CSU, he was also a member of the seedstock merchandising team.

Groshans currently resides near Akron, CO, with his wife, Jamie, and two daughters, Sophie and Emma, where they operate a small cow-calf herd.

See GROSHANS on page 5

Millions invested into GHG measurement plan

— Comments requested

USDA is investing millions of dollars into a plan to improve the measurement and monitoring of greenhouse gas (GHG) emissions and carbon sequestration in agriculture.

A total of \$300 million in funding was allocated by the Inflation Reduction Act. The strategy is based on priorities set in the recently released "Federal Strategy to Advance Greenhouse Gas Measurement and Monitoring for the Agriculture and Forest Sectors," which the department said provides a framework for improving accuracy in GHG measurements. The draft strategy was produced by USDA, the Environmental Protection Agency (EPA), Department of the Interior, NASA and others.

"This new investment by USDA in improving data and measurement of greenhouse gas emissions—made possible by through President Biden's Investing in

America agenda—is unmatched in its scope and potential to increase accuracy, reduce uncertainty and enhance overall confidence in these estimates," USDA Secretary Tom Vilsack said in a statement.

Plan details

The federal strategy outlines a framework for how to enhance GHG measurement, monitoring, reporting and verification. It also aligns with ongoing work on how to quantify carbon sequestration and carbon dioxide, methane and nitrous oxide emissions.

There are seven key areas USDA will focus on in the plan:

- Create a Soil Carbon Monitoring and Research Network.
- Create a Greenhouse Gas Research Network.
- Expand data management, infrastructure and capacity.

See GHG on page 6

Wholesale beef prices continue summer correction

We are in the peak of summer right now in the cattle market, with video sales running hot and seasonal corrections beginning to take place.

Live cattle futures were higher over the week, with the August contract up about \$2 to \$176.90 and the October contract up about \$3 to \$180.10.

"CME cattle futures as of late are trading an 'open lower then rally' pattern as the market hangs out near life-of-contract highs," wrote Cassie Fish, market analyst, in The Beef on Tuesday.

Cash trade through Thursday was slim, with under 15,000 head sold. Live steers sold from \$178-186, averaging \$181.81. Dressed steers sold from \$287-295, averaging \$290.82.

"There is an old rule of thumb that you can't break the market when you don't own enough inventory," Fish said. "This is a tough task given that fed cattle supplies are down about 700k head this year compared to last. That's a bunch coming off of big numbers."

Cash trade through the week ending July 9 totaled 75,381 head. Live steers averaged \$182.23, and dressed steers averaged \$289.87.

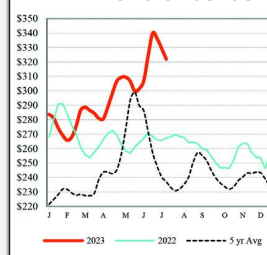
The national weekly direct beef type price distribution for the week of June 26 - July 3 was the following on a live basis:

- Negotiated purchases: \$182.22.

- Formula net purchases: \$184.02.
 - Forward contract net purchases: \$179.46.
 - Negotiated grid net purchases: \$186.50.
- On a dressed basis:
- Negotiated purchases: \$289.78.
 - Formula net purchases: \$293.30.
 - Forward contract net purchases: \$267.04.
 - Negotiated grid net purchases: \$297.85.

PERIODICAL: Time Sensitive Priority Handling

WEEKLY CHOICE CUTOUT



5 AREA WEEKLY WTD AVERAGE STEER PRICE



Slaughter through Thursday totaled about 504,000 head, compared to 336,000

See MARKETS on page 9

LIVE STEERS	DRESSED STEERS	CME FEEDER
\$181.78	\$290.82	\$239.69
WEEK ENDING: 7-13-23		

COMMENTS

Keep the door open

Last week was an extremely busy time in the video sale scene between Western Video Market's Reno, NV, Sale and Superior Livestock's "Week in the Rockies" Sale in Steamboat Springs, CO. Between the two sales, almost a half million head from across the country were sold.



IPSEN

The culmination of several factors continues to push this market higher, but as mentioned in my previous column, two USDA reports only helped the contract situation for these cattle. Couple this with an increasingly tight supply—cattle are continuing to climb higher. It brings a few points to the surface for those still marketing their cattle this summer with a recap of what we saw this past week.

The most important point I can make is to keep your doors open when it comes to marketing your cattle. Marketing is such a dynamic world. There are so many available options in which a producer can choose to go that the water becomes muddy. The best way it's been explained to me is to place yourself in the seat of your buyer and objectively ask yourself if you would buy your own cattle.

Diving slightly deeper with this idea is to think about how many programs are out there marketing the end product to consumers. Aside from the many directions the Big Four packers take their product, there are countless programs which market cattle based on genetic parameters, management protocols and so on. From those harvesting less than 10 head a week to those who market hundreds, it's all those packers that are building the story and selling product to the consumer.

The unspoken problem this creates is when they are buying cattle, they've got to narrow their search and find cattle that fit their criteria and fit their marketing narrative. They are essentially adding filters to their search to narrow the pool in which they will bid on. As a producer, your goal should be to keep your cattle from being filtered out. When your cattle stay on their shopping list, you keep an interested buyer through the point of sale. Each buyer is a doorway for your cattle. Don't close the door on someone needing your cattle. Management, verifications, genetics, value-added programs and so on create opportunities to build more relationships with potential buyers. The more doors open, the more eyes, the more value.

From a buyer's perspective just think about what this image looks like. A set of cattle available for sale that has every available program with excellent management gives an essence of quality control. There are so many stories out there of shipping nightmares that a buyer can rest assured the shipment will go along without any problems, take those cattle on without any setbacks and they'll fit right into their marketing strategy.

Speaking on prices specifically, a trend to take note of is the spreads that we are starting to see. Higher markets clearly give a bigger window for cattle to separate themselves. We saw more than \$40/cwt differences within similar weight classes with comparable cattle. A high mark we saw was a set of reputation California steers weighing 790 pounds brought \$2.90/cwt, while yearling cattle across Midwest states weighing north of 950 lbs. were bringing \$2.20-2.60/cwt. What a huge value these cattle saw! But cattle similar to this were liable to bring far less. It's nothing new for us to see, but it's something to think about for those with inventory left to sell.

We are also seeing the huge spread from steers to heifers. Throughout the week, this gap seemed to widen. There will be ranchers that will see a \$30/cwt or higher difference between their lots. As the cattle climb into higher levels, this gap will continue to separate further. As more and more cattle are sold and pen space becomes tighter with the fall run, look for buyers to become choosier, which will drive that spread even farther.

It's been an expected fantastic run of sales so far this summer and with several more major sales coming up in the next few weeks, it will be a summer for all of us to remember! For those with cattle to sell, I adamantly encourage you all to look into value-added programs and weaning calves before shipping. It truly does make a major difference and every dollar is going to count. — **LOGAN IPSEN**



DITTMER'S TAKE

Something that is worth some serious reflection: Does anyone seriously believe—in a time of significant food inflation, high general inflation, high interest rates and recession fears—that a political administration that had more control over the beef marketing system would allow the prices and returns cattle feeders and cow/calf operators are getting now?

USDA has talked about taking away premiums and discounts for carcasses, forcing packers and feeders to sell cattle differently or in different percentages, breaking up the big packers, etc., etc.

In other words, the feds in power now don't like the free-market system and don't like supply and demand markets that are finalized by consumers instead of government controls.

I don't like the fact that the markets we're seeing now are partially caused by years of drought in the western half of the U.S., cutting the supply of cattle and, in some cases, forcing cutbacks or elimination of some operations. But having Mother Nature in control is really the way things work, regardless of what "woke" climate change zealots claim. As tough as Mother Nature can be, I'd rather have her in control than a politician, federal official or agency.

Which brings up another point: we're supposed to have a farm bill this year. I can remember when farm bill time was the only time—every five years—that Washington politicians and agencies gave any attention to agriculture. They weren't much interested the rest of the time.

Now, they come up with all kinds of angles to justify telling farmers and ranchers—indeed, the entire food production chain—either how they should be doing things or what mandates are next.

NCBA pointed out that every activist political movement and fringe ag group imaginable now tries to get some amendment in the farm bill. It is all designed to give the federal government more power, restrict the entrepreneurship and innovation of agriculture or mandate something different from the methods food producers themselves have evolved to produce more and higher quality food. Some continue attacks on checkoffs that have fostered today's quality and productivity, falsely claiming they lobby for giant, non-existent "monopolies."

Senate Majority Leader Chuck Schumer (D-NY) has told the Senate that permitting reform will be a key issue for collaboration with Republicans in July.

Sen. Joe Manchin (D-WV) traded his vote for the Inflation Reduction Act last year in exchange for Schumer's commitment

FREE MARKETS, FARM BILL FREE-FOR-ALL & DEFINITIONS

to bring a permitting reform bill to the floor. Congress passed legislation to speed up the permitting process as part of the debt ceiling bill, but Democrats want to allow more power lines and Republicans are seeking to limit lawsuits blocking infrastructure projects, according to The Hill.

The Hill also reports that environmental groups opposed to fossil fuels have sued the Environmental Protection Agency, alleging that officials have allowed the state of Colorado to persistently violate air quality standards. Concentrations of ground-level ozone, also known as smog, have surpassed acceptable air quality levels, the suit alleges, due to Colorado's "inadequate response" to pollution generated by fracking oil and gas.

Tyson made a significant move recently, announcing it is removing its "no antibiotics ever" label on chicken in order to use ionophores to control coccidiosis. The U.S. classifies ionophores as antibiotics, although most of the world does not. Tyson made it clear it would not be using therapeutic antibiotics or antibiotics used in human medicine.

It will be very fascinating to see what the consumer reaction is. The beef industry could benefit from consumers learning that ionophores are not in the same category as therapeutic antibiotics, since we use them for growth promotants.

The White House Council of Economic Advisers and the Office of Management and Budget have released a white paper projecting that there will be almost no economic impact from climate change by 2100. The consensus of 10 out of 12 outside economic studies showed the increase of 2.2 degrees F since 1950 has impacted the GDP by 0.5%, while the GDP grew 800%. If temperatures rise by 4.5 degrees F by 2100, the effect on GDP could be 2%.

Economic modeling combined with climate modeling is a "doubly dismal" undertaking, the Wall Street Journal quipped.

For proof, consider the inaccuracy of modeling by the Federal Reserve and the Intergovernmental Panel on Climate Change.

So, if global warming is really not going to make any significant economic difference, and they've already admitted it's not going to appreciably change the planet's climate, why have we spent or are planning to spend some \$5-6 trillion to diminish it by so little? — **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.)

OBITUARY



Gordon Chandler Keys; 1933-2023

Gordon "Gordie" Chandler Keys, a highly respected and widely recognized farmer, cattleman and owner of Thoroughbred racehorses, died at his home, Beaver Dam Farm, in Middleburg, VA, on July 8, surrounded by his family. He was 89.

He was born Aug. 8, 1933, in Laytonsville, MD, to Henrietta Howard Riggs and Gordon Chandler Keys, who died prior to Gordie's birth. Henrietta remarried to Robert Hallowell Chichester of Olney, MD, who served as a loving stepfather.

Gordie graduated from Sherwood High School in Sandy Spring, MD, in 1951 and was drafted into the U.S. Army. He was stationed for two years at Fort Rucker, AL, where he made lifelong connections with men who remained some of his closest friends.

Following his military service, Gordie attended the University of Maryland College Park where he joined Alpha Tau Omega fraternity and earned a degree in agriculture. While at Maryland, he met Janice Oxley of Baltimore, the Alpha Tau Omega Sweetheart. They married in 1959 and made their home in Olney where they raised their four children, Chandler, Chrissy, Susan and Anne.

Gordie and his stepfather farmed their ancestral home, Otland, until 1969 when Robert passed away. Gordie took over

management of the farm, where he raised row crops, sod, hay, hogs, registered Angus cattle and Thoroughbred horses. Gordie and Janice later divorced, and he relocated to Middleburg, VA, with his cows and horses. He married Mary Kay "Robin" Garwood Sterling of Middleburg in 1998.

Gordie and Robin operated Beaver Dam Farm for 25 years. He was recognized regionally and nationally for his contributions to the Angus industry and was known as one of the best cattlemen in the area. He also was a familiar face on the Maryland and Virginia steeplechase circuit, hosting epic tailgating festivities featuring his trademark country ham and biscuits. A lifelong foxhunter, Gordie rode with the Redland Hunt and was a founding member of the Goshen Hunt. Gordie bred and owned many winning racehorses over the years, including I'm a Hokie, Tom Hagen and the stakes winning Grateful Bred, a home bred who raced successfully while Gordie was in his late '80s.

He was an affable, sensible, determined, dynamic and ever-likeable character and true friend.

He lived by the words of William Butler Yeats: "There are no strangers here; only friends you haven't met yet."

He was known for his performances nationally and internationally of "Bye-Bye Blackbird" and "Won't You Come Home Bill Bailey," singing unrehearsed at wedding receptions, aboard a cruise ship lounge in the middle of the Indian ocean, often accompanied by a full orchestra or spontaneously a cappella when prompted.

Gordie was a founding member of the Olney Civic Association, chairman of the Agricultural Committee for Montgomery County, a founding member of the Agricultural Farm Park, a member of the Montgomery Farmers Club for 50 years and a board member of the Maryland Beef Producers Association. He also served as a board member of the Montgomery County Fair, a board member of

the Piedmont Hunt Board of Governors, Past President of the Maryland Angus Association and a 4-H leader. He was a long-standing member of Trinity Church and the Middleburg Tennis Club.

Gordie and Robin established the Keys Scholarship Fund at the American Angus Association, providing educational financial assistance annually to aspiring students from Virginia and Maryland.

Gordie is survived by his wife, Robin; his children, G. Chandler Keys III (Chelsie) of Shady Side, MD, Mary Christopher "Chrissy" Heard (Keith) of Columbia, MS, Susan Romans (Eddie Ridgway) of Olney,

Anne Biebel (Richard) of West River, MD; and his stepson, David Michael Sterling of Middleburg. He is also survived by his former spouse, Janice Keys of Annapolis, MD; eight grandchildren; two nephews; and two nieces. He was preceded in death by his father, mother, stepfather, his beloved uncle, Samuel Riggs, IV, and sister, Mary Cook "Cookie" Stewart Brunrighan.

Memorial contributions in his name should be made to the Keys Scholarship Fund at the American Angus Association, 3201 Frederick Avenue, Saint Joseph, MO, 64506-2997.

HOOVES & HORNS BY A.W. ERWIN



"So, how's that one? That first one tasted like old feed sacks, baler twine an' burnt horse hair."

Letters to the editor: Letters for publication must be no longer than 675 words, must refer to an article that has appeared within the month, and must include the writer's name, address and phone number. Addresses and phone numbers will not be published. Letters may be shortened for space requirements. Send a letter to the editor by emailing editorial@wlj.net or mailing it to Western Livestock Journal, Attn: Editorial Dept., 6021 S Syracuse Way, Ste #103, Greenwood Village, CO 80111.

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Cattle producers are battling flies and ticks this summer

Fly and tick populations have increased, which means cattle producers are fighting an uphill battle this summer with these blood-sucking pests. The cattle industry suffers \$1.3 billion in losses annually from horn flies alone. They are considered the No. 1 external parasite for cattle across the country.

Justin Talley, Oklahoma State University (OSU) professor and Extension specialist for livestock entomology, said horn flies and lone star ticks have ramped up this summer and are likely to get worse in July and August.

"Flies on a cow each take anywhere from 1.5 to 2 milligrams of blood, but multiply that by 300 to 1,000 flies, and that becomes severe irritation," Talley said, adding that it's important producers choose the correct control method.

"It's not one-size-fits-all. Whatever works within a production system—whether it's ear tags, pour-ons or sprays—producers need to understand the longevity of these methods," he said.

Talley said ear tags will provide three months of adequate control, while sprays only provide one to two weeks and pour-ons provide two to three weeks' worth of control.

"What our research shows is that the combination of an ear tag with a feeding supple-

mentation of insect growth regulator (IGR) is what keeps fly populations down for the longest amount of time," he said. "These are commercial products that cattle producers can buy, but they need to feed that consistently and early on."

Ear tags kill adult flies while the IGR suppresses overall fly populations. Talley said it is best for producers to start the IGR feeding regimen in March, but that doesn't mean they can't start it now.

"It will be more of an uphill battle than if you started it in March, but you can still see a further reduction with this feed supplement versus just doing an ear tag," he said.

Ticks are the more challenging parasite to combat.

"Sometimes, they go unseen unless you're processing those animals through a cattle chute," Talley said. "We will usually feel a tick before we see it by conducting a tick scratch, which any producer can do."

This entails running your hands around the brisket, between the legs and underneath the tail of the cow.

"That's where you'll usually find ticks, especially the American dog tick, which transmits the pathogen that causes anaplasmosis, a common cattle disease," he said.

Talley said producers are likely seeing several ear ticks,

but those do not contribute to anaplasmosis. He added that some cattle producers make the mistake of relating anaplasmosis to only flies, but the disease is transmitted and amplified by ticks.

During the summer, producers will see an overlap of lone star ticks, American dog ticks and Gulf Coast ticks on their livestock. However, the main concern, for now, is the lone star tick, which causes different issues than the American dog tick.

"You see these on cattle, but as producers are interacting with their cattle, they need to make sure they are protecting themselves because the lone star tick also causes red meat allergy," he said.

When a lone star tick bites a human, a compound in the tick's saliva can cause people to develop an allergy to all red meat, known as Alpha-gal Syndrome.

In July and August, producers will begin to see more seed ticks, which are immature ticks fresh out of the egg stage.

"Any time you have areas with a lot of wildlife, especially white-tailed deer, you tend to see higher tick populations in a pasture," Talley said. "It's already a pretty bad tick and fly year, but if we keep getting a decent amount of moisture and humidity, it's going to get worse." — **OSU Extension**

Pinkeye can lead to blindness if left untreated

Anyone who has ever had a scratch on their eye or had dust get under their eyelid can attest to how painful an eye condition can be. Like people, cattle can also experience irritants in their eyes and that can often lead to pinkeye, say the experts at Kansas State (K-State) University's Beef Cattle Institute on a recent "Cattle Chat" podcast.

"Pinkeye is an eye infection that often first starts with watery eyes and then progresses to a swollen eye and even a white spot in the eyeball," said K-State veterinarian Bob Larson.

Along with those symptoms, K-State veterinarian Brad White says cattle will tend to squint in the infected eye.

"Left untreated, cattle can develop corneal ulcers that are painful and make cattle light sensitive," White said. "If you see the ulcers, likely damage to the eye has already been done."

The veterinarians say the earlier the treatment begins the better the outcome will be.

"As soon as you identify the problem, the cattle can be treated with antibiotics and sometimes we will put an eye patch on them or sew the eyelid shut to give them some comfort as they recover because this is a painful condition," Larson said.

When treated early, most calves are likely to recover, said Larson, but once the disease has progressed and there has been scarring to the cornea, the recovery time is much longer and there may be some or total vision loss in the infected eye.

While pinkeye can develop any time of year, the veterinarians say it tends to be more common in the summer.

"One way that pinkeye is passed from one animal to another is by face flies, so fly control is important in trying to reduce the likelihood of the disease spread," Larson said. He explained that face flies are the size of house flies and tend to feed on secretions on the face and can cause damage to the cornea of a calf's eye.

"Because face flies spend relatively little time on cattle

it makes fly control more challenging because of the amount of time they spend away from the cattle," Larson said.

Along with flies, other irritants to the eyes can come from seedheads, weeds, and dust in pastures, White said.

"Mechanical irritations, such as grass seeds, allow bacteria to get into the eye more easily and cause problems," he said.

Larson added that if producers are experiencing a pinkeye outbreak in the herd, they may want to consider moving the cattle to a different grazing pasture.

"Sometimes we will move pastures to try to get them out of the field with the irritating factors such as seedheads or weed seeds," he said. — **K-State Research and Extension**



COMING EVENTS

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

Aug. 17-18 – R-CALF USA will host its 24th Annual National Convention and Trade Show at the Monument in Rapid City, SD. Details: www.rcalfconvention.com.

Aug. 21-25 – Roots of Resilience will host its 12th New Cowgirl Camp at the Lazy R Ranch in Cheney, WA. Attendees will explore the basics of grazing planning, ecosystem monitoring, low-stress livestock

handling and veterinary medicine with a celebratory, supportive group of women. Details: rootsofresilience.org/newcowgirlcamp.

Jan. 21-Feb. 2, 2024 – Mark your calendars for the 2024 Cattle Industry Convention & National Cattlemen's Beef Association Trade Show, which is heading to the Orange County Convention Center in Orlando, FL. Additional information is available at convention.ncba.org.

CLM Cattlemen's LIVESTOCK MARKET

- WEEKLY SALE EVERY WEDNESDAY -

CLM REPRESENTATIVES

Jake Parnell.....	916-662-1298
George Gookin.....	209-482-1648
Rex Whittle.....	209-996-6994
Mark Fischer.....	209-768-6522
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WEDNESDAY WEEKLY SCHEDULE

Butcher Cows.....	8:30am
Cow-Calf Pairs/Bred Cows.....	11:30am
Feeder Cattle.....	12pm

ANNUAL BRED COW & PAIR SALE SATURDAY, JULY 29 | 11AM

Don't miss this offering of females!

BAR KJ ANGUS, BAKERSFIELD, CA

- 35 AI BRED HEIFERS TO CALVE AUGUST 31 AND 60 BULL BRED HEIFERS TO CALVE SEPTEMBER 15 FOR 60 DAYS. FOOTHILL AND ANAPLAS VACCINATED. REGISTRATION PAPERS AVAILABLE. COWS HAVE BEEN RUNNING IN ANGELS CAMP, CA.

RANCHERIA LAND & LIVESTOCK, BAKERSFIELD, CA

- 123 BRED HEIFERS TO CALVE SEPTEMBER 25 FOR 30 DAYS AND 80 BRED HEIFERS TO OCTOBER 25 FOR 45 DAYS. FOOTHILL AND ANAPLAS VACCINATED. BRED TO FANCY CALVING EASE ANGUS BULLS.

80 HEAD OF OCTOBER AND NOVEMBER CALVING COWS

- FOOTHILL AND ANAPLAS EXPOSED. BRED MAINLY TO VINTAGE, EZ ANGUS AND 44 FARMS ANGUS BULLS.

BRUIN ANGUS, AUBURN, CA

- 30-45 PUREBRED ANGUS BRED COWS. 3-5 YEARS OLD. FOOTHILL EXPOSED. BRED TO POWERFUL ANGUS BULLS.

RENZ RANCH, TRES PINOS, CA

- 40 FIRST CALF HEIFERS
- 35 3-YR OLD FIRST CALF HEIFERS
- FOOTHILL AND ANAPLAS EXPOSED, FOOTHILL VACCINATED
- BRED TO START CALVING SEPTEMBER 1ST TO THOMAS ANGUS BULLS FOR 30 DAYS.

DUANE MARTIN LIVESTOCK, IONE, CA

- 60 BRED HEIFERS
- FOOTHILL RAISED AND EXPOSED
- BRED TO MCPHEE AND LORENZEN RED ANGUS BULLS TO CALVE SEPTEMBER 1-NOVEMBER 1.

R&R LIVESTOCK, HOLLISTER, CA

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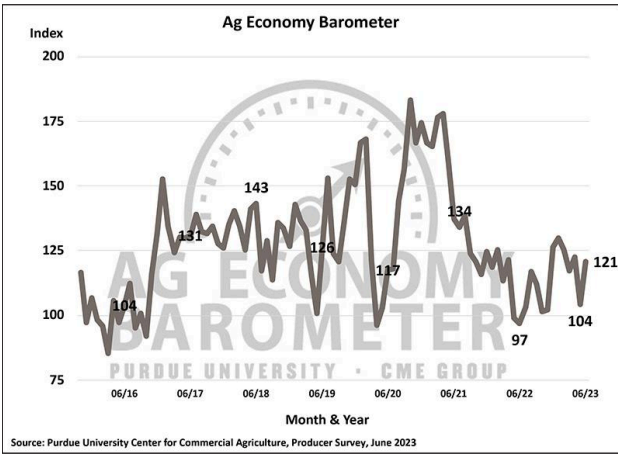
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Farmer sentiment rebounds on more optimistic view of future



The Purdue University/CME Group Ag Economy Barometer index improved in June, rising 17 points to a reading of 121. The upswing in sentiment was driven by producers' more optimistic view of the future; however, their perception of current conditions remained unchanged from May. The Index of Future Expectations rose 25 points to a reading of 123, while the Index of Current Conditions held flat at a reading of 116 in June. The Ag Economy Barometer is calculated each month from 400 U.S. agricultural producers' responses to a telephone survey. This month's survey was conducted June 12-16.

"Optimism about U.S. agriculture's future and a more sanguine interest rate outlook help explain producers' more positive view of the future expressed in June's survey; however current conditions in the

farming economy continue to present a challenge for some producers," said James Mintert, the barometer's principal investigator and director of Purdue University's Center for Commercial Agriculture. "This month four out of 10 producers stated that their financial situation has deteriorated compared to a year ago."

To better understand the large month-to-month swing in producers' expectations for the future, responses between the May and June surveys were compared. In June, 20% of respondents said they expected their financial condition to improve over the next year, compared to just 13% who said that in May. Meanwhile, only 32% expect their farm's financial situation to decline over the upcoming year, compared to 44% who responded that way in May. Producers' improved perspective on the future was

not focused solely on their own farms but extended to all of U.S. agriculture. The percentage of producers expecting good times for U.S. agriculture in the next five years rose 8 points to 33%, while the percentage of producers expecting bad times fell 3 points to 41%.

The Farm Financial Performance Index also rose this month, up 10 points from May, and was likely a result of a late-May to early-June rally in harvest-time prices for corn and soybeans, as well as optimism toward positive returns for cattle producers. In June, 50% of respondents said they expect "good times" for livestock producers in the next five years, up from 37% in May. Optimism about positive returns for cattle producers, especially cow-calf operations, was likely a key factor behind the positive livestock outlook.

The Farm Capital Investment Index rose five points in June to a reading of 42; however, nearly 75% of respondents still feel now is a bad time to make large investments in their farming operation. Respondents in June cited rising interest rates (35% of respondents) and increasing prices for equipment and new construction (37% of respondents) as key reasons for viewing now as a bad time for investments.

Producers were more optimistic about farmland values in June as both the short and long-run farmland value indices rose. The short-term index,

which asks producers about their outlook over the next 12 months, jumped 16 points to a reading of 126, its highest reading since last November. Meanwhile, the long-term index, which asks producers to look ahead five years, rose a more modest 6 points to a reading of 151, pushing that index up to its highest level since February 2022. Additionally, 43% of producers in the June survey think interest rates have peaked, and nearly a quarter of survey respondents expect to see lower interest rates within the next year.

This month's survey also included a question targeted toward corn and soybean producers regarding their expectations for farmland cash rental rates in 2024. Twenty-five per-

cent of the corn/soybean producers in this month's survey said they expect 2024 cash rental rates in their area to rise above 2023's rates. Of those respondents who said they expect rental rates to rise, nearly one-third (32%) said they expect rental rates to increase up to 5% in 2024, while nearly half (49%) look for rates to rise from 5% to 10% when compared to 2023.

This month's survey included questions to learn more about producers' thoughts on the passage of a new farm bill. Among corn and soybean producers, the Crop Insurance title and the Commodity title remain the two most important farm bill components. When asked about expectations for Price Loss Coverage (PLC) ref-

erence prices for corn and soybeans, half of corn and soybean producers said they expect Congress to raise prices for both. In response to the recent Supreme Court ruling, which upheld California's Proposition 12 mandating housing standards for hogs processed into pork that will be sold in that state, all survey respondents were asked about the likelihood Congress would overturn the proposition as part of a new farm bill. Producers were split in their response to this question, with 36% stating it's either somewhat or very unlikely that Congress will try to overturn the proposition, and 25% stating it is at least somewhat likely Congress will take on Proposition 12 in new farm bill legislation. — **Purdue Extension**

Bills opposed by ag and business organizations

CA WATER (from page 1)

to curtail diversions on pre-1914 rights holders, citing the emergency and the lack of water to meet demands.

A curtailment order and a fine was served to the Byron-Bethany Irrigation District, which serves customers in three counties on the south-

ern edge of the Sacramento-San Joaquin Delta. Water agencies filed a temporary restraining order and SWRCB issued a partial rescission of the curtailment orders.

The case proceeded, and the trial court ruled in favor of the water agencies, stating SWRCB does not have the authority to "take enforcement action against pre-1914 appropriators based on a general lack of available water under their priority of right."

The state appealed, and according to CalMatters, lost in 2022 in the 6th District Court of Appeal in a decision known as the California Water Curtailment Cases, referenced in AB 1337.

"It is the intent of the Legislature that this bill clarify that the State Water Resources Control Board has the necessary authority to curtail pre-1914 water rights and address the gap in the state board's authority revealed by the court in the series of cases known as the California Water Curtailment Cases," the measure declared.

The measure passed the Assembly and moved to the Senate Committee on Natural Resources and Water.

SB 389

Introduced by Sen. Ben Allen (D-Santa Monica-24), Senate Bill (SB) 389 would give SWRCB the authority to investigate whether a water right is valid. It would authorize SWRCB to "investigate the diversion and use of water from a stream system to determine whether the diversion and use are based upon appropriation, riparian right, or other basis of right" and "to adopt regulations to implement these provisions." It also would increase the board's bureaucracy power over water policy.

Under the existing California Water Code, pre-1914 and riparian water rights holders are not required to have a state-issued permit. Rights holders after 1914 are issued permits containing information on the right's scope. Under the legislation, all water

rights holders would be subject to SWRCB jurisdiction.

The Planning and Conservation League, the sponsor of this bill, argues the bill "addresses this gap in the State Water Board's authority" and the bill will allow the board "to better manage the system for the benefit of all users and the ecology of California's many beautiful streams."

The measure passed the Senate 23-11 and moved to the Assembly Committee Water, Parks and Wildlife Committee.

Opposition

Both bills have garnered opposition from agricultural groups, including the California Cattlemen's Association (CCA) and the California Farm Bureau Federation (CFBF).

Pat Wirz, a grape grower in San Benito County, wrote in a CFBF editorial the bills would "impose new burdens on legal water diverters to submit data and records to the water board and, in some cases, to pay for studies by board staff to investigate the diverter's very own water right."

In its July 10 Legislative Bulletin, CCA said SB 389 "could still impose additional administrative burdens upon water rights holders and could still jeopardize water rights targeted for investigation by the SWRCB" despite amendments to the bill softening the language.

The bills are also opposed by the Association of California Water Agencies (ACWA) and the California Chamber of Commerce.

Kristopher Anderson, a legislative advocate for ACWA, told the Los Angeles Times the bills "present a foundational change in the way California's water rights system is implemented, managed and enforced."

Anderson said the bills would create uncertainty and lead to unintended consequences not only for water rights holders, but for communities across the state. — **Charles Wallace, WLJ contributing editor**

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STORY SHORTS

Carson Valley Meats gets green light

In early July, the Carson City Board of Supervisors approved a permit for Carson Valley Meats to begin construction on its proposed slaughter plant. The board declined to appeal the Carson Judicial District Court's mid-June decision of an approval to start construction, according to local news outlet 2 News. The company will begin building the plant next to a waste management plant off of Highway 50 in Carson City, NV. The proposal has been controversial, with many residents opposing the plant for its proximity to residential areas. "It's not the kind of facility that we want in our city and our neighborhoods, maybe on the outskirts of town," Dr. Jennifer Verive, Carson City resident, told 2 News. "This is Nevada, there's a lot of land out there." The plant is planned to be 5,000 square-foot and include a 5,600 square-foot loading and corral area, and have the ability to process about 60 animals per week.

Beyond Meat expands 'steak' product

Beyond Meat is expanding the availability of its plant-based steak alternative product. The product, Beyond Steak, is now found in Whole Foods Market, Publix, Wegmans, Meijer and Stater Bros. Markets, in addition to other major retail chains. "Recent data from a regional chain showed that more than 50% of households that bought Beyond Steak were new to the plant-based meat category and two out of three households repurchased Beyond Steak, reinforcing that this is a product that is resonating with consumers," said AK Oghoghme, SVP of Global Marketing for Beyond Meat, in a statement. The company has made headlines in the past few years—not always positive ones—including firing the chief operating officer after he was arrested in the fall of 2022 for biting a man's nose after a college football game, laying off employees due to lower product demand and losing millions in revenue.

\$188M invested in forest conservation

The USDA's U.S. Forest Service (USFS) has announced a \$188 million investment into conserving forests across the country. The funding will support 34 projects to conserve more than 245,000 acres of working forests that are "critical to rural economies in 22 states," the agency said. "States, with input and in coordination with tribes and non-profits, will use land easements and purchases to conserve the most ecologically and economically important forests that are under threat of being converted to non-forest uses," USFS said. \$100 million of the funding comes from the Inflation Reduction Act, which provides an additional \$250 million for similar projects next year, and \$88 million comes from the Land and Water Conservation Fund. To view the fiscal year 2023 projects, visit fs.usda.gov and search for "Forest Legacy 2023 Funded Projects."

New USDA deputy secretary appointed

The Senate voted on a count of 84-8 on July 11 to confirm Xochitl Torres Small to be the USDA deputy secretary. Torres Small replaces Jewel Bronaugh, who left the position in March after serving for two years. "NCBA congratulates Xochitl Torres Small on her bipartisan confirmation as USDA deputy secretary," said National Cattlemen's Beef Association (NCBA) Vice President of Government Affairs Ethan Lane in a statement. "In her previous role as under secretary for Rural Development, she was an advocate for rural communities, and we know she will continue supporting our nation's beef farmers and ranchers in her new role."

\$300K announced for sheep grants

The USDA's Agricultural Marketing Service has announced the availability of \$300,000 in grant funding through the Sheep Production and Marketing Grant Program to strengthen and enhance the production and marketing of sheep and sheep products. "From increasing processing capacity in areas experiencing bottlenecks in production to expanding critical research on pathogens affecting sheep flocks, projects such as these will ultimately increase the availability and consumption of sheep products across the country," said USDA Under Secretary for Marketing and Regulatory Programs Jenny Lester Moffitt in a statement. Applications are due Sept. 15. To apply, visit www.nsiic.org.

Groshans brings digital marketing knowledge to WLJ

GROSHANS (from page 1)

"I am thrilled to add someone of Ty's caliber to our team," said Logan Ipsen, WLJ president. "His experience, established relationships, leadership and passion are huge additions to our dynamic team at WLJ. Ty's family support and industry know-how will be a huge benefit for the producers in his region. We are anxious to

feel his impact in our business and look for him to carry the torch for WLJ."

About us

WLJ was established in Los Angeles in 1922 by Nelson Crow and remained family owned through Crow Publications for three generations. WLJ moved to Denver in 1973 and has long been a reputable source of news, information and agriculture advertising for livestock producers and landowners across the country.

National Livestock acquired WLJ in early 2022. The company is dedicated to being the first choice for cattle marketing, risk management, order-buying services and cattle financing. The company specializes in providing first-class service to those in the cattle business, and because their primary focus is

the cattle industry, they are uniquely equipped to concentrate efforts so that customers' cattle operations receive the very best in buying, selling and financial services. National Livestock is located in Oklahoma City at the Oklahoma National Stockyards.

Learn more about National Livestock Credit Corporation at nationallivestock.com and Western Livestock Journal LLC at wlj.net. — WLJ



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THE FALL CALVING FEMALE SALE OF THE YEAR 17TH ANNUAL CALIFORNIA CATTLE PRODUCERS FEMALE SALE SATURDAY, AUGUST 5 • 10 A.M.

FEATURING AN OUTSTANDING LINEUP THAT INCLUDES OVER 800 FEMALES FROM:

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BILLY GRISSOM • 75 1ST-CALF ANGUS AND

BLACK/WHITE FACE HEIFERS

ART ANDERSON • 75 1ST-CALF ANGUS AND

BLACK/WHITE FACE HEIFERS

GILLILAND LIVESTOCK • 150 ANGUS AND SIMANGUS

1ST-3RD-CALF HEIFERS AND COWS

RONNIE SEEVER • 30 1ST-CALF ANGUS HEIFERS

DUANE MARTIN LIVESTOCK • 80 ANGUS AND BLACK/

WHITE FACE 1ST-CALF HEIFERS

PREWITT RANCH • 40 ANGUS AND BLACK/WHITE FACE
1ST-CALF HEIFERS

RM LIVESTOCK • 30 ANGUS AND ANGUS CROSS 1ST-CALF
HEIFERS

RENZ RANCH • 30 ANGUS 1ST-CALF HEIFERS

HAYDN MYER RANCH • 20 2ND AND 3RD CALF COWS

J AND T RANCH • 80 ANGUS AND BLACK/WHITE FACE 5-7
YEAR OLD COWS

PENNINGTON RANCH • 75 2ND AND 3RD-CALF ANGUS AND
BLACK/WHITE FACE COWS

JOHN AND DAVE RAMONT • 150 2ND-6TH-CALF ANGUS AND
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John Luiz	209-480-5101	Matt Miller	209-914-5116
Jake Bettencourt	209-262-4019	Brandon Baba	209-480-1267
Travis Johnson	209-996-8645	Bud Cozzi	209-652-4480
		Eddie Nunes	209-604-6848

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Plan has initial support of industry groups

GHG (from page 1)
 • Improve models and tools for assessing GHG outcomes.

- Improve Natural Resources Conservation Service conservation practice standards and implementation.
- Improve temporal and spa-

tial coverage of national conservation activity data.
 • Strengthen the Greenhouse Gas Inventory and Assessment Program of USDA.

According to DTN, White House Climate Adviser Ali Zaidi told reporters in a call that the draft plan will call on other agencies, such as the EPA, the Energy Department and the National Aeronautics and Space Administration, to work with USDA.

and data and data sharing. Comments must be submitted by Aug. 11. To submit a comment, search for docket ID USDA-2023-0009 at

regulations.gov. To view the draft strategy in its entirety, visit tinyurl.com/yckck8tw. — **Anna Miller, WLJ managing editor**

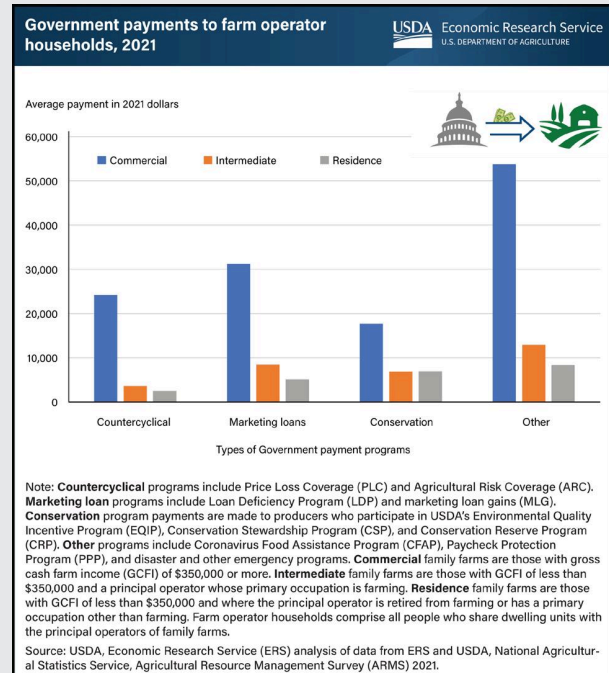
Commercial farms received the highest government payments

In 2021, more than 34% of the 1.96 million U.S. family farms received government payments through four types of programs: countercyclical, marketing loan, conservation and other programs. These government payments totaled \$14.3 billion based on data from USDA's Agricultural Resource Management Survey.

Economists with USDA's Economic Research Service (ERS) examined three groupings (commercial, intermediate, residence) of family farms to find that about 75% of commercial family farms—those with \$350,000 or more in gross cash farm income (GCFI)—received government payments.

For intermediate family farms—those with less than \$350,000 in GCFI and a principal operator whose primary occupation is farming—31% received government payments.

Finally, government payments went to 29% of residence family farms, defined



as those with less than \$350,000 in GCFI and where the principal operator is retired from farming or has a primary occupation other than farming. Overall, on av-

erage, commercial farms received \$66,314, intermediate farms received \$12,794 and residence farms received \$8,354 in government payments in 2021. — **USDA ERS**

Beef exports below record-large volume, value

While well below the record-large volume and value posted in May 2022, beef exports improved from April and were the second largest (behind March) of 2023, according to data released by USDA and compiled by the U.S. Meat Export Federation (USMEF).

Beef exports totaled 116,159 metric tons (mt), down 14% from the May 2022 record but up 4% from the previous month. Export value was \$874.7 million, down 19% year-over-year but 2% above April. May exports strengthened to Mexico, Taiwan and South Africa, and export value to Canada was the highest in nearly eight years. Beef variety meat exports were the largest in 12 months at just under 27,000 mt.

For January through May, beef and beef variety exports were down 10% to 554,069 mt, valued at \$4.09 billion (down 21%).

"U.S. beef exports face considerable headwinds in 2023, on both the supply and demand side, especially when compared to last year's mas-

sive totals," said Dan Halstrom, USMEF president and CEO. "To address tighter beef supplies, USMEF has heightened efforts to showcase underutilized cuts, even in our well-established markets. It's also encouraging to see beef variety meat exports maintain a strong pace, as this is essential for maximizing carcass value."

Lamb exports trend lower

May exports of U.S. lamb muscle cuts totaled 141 mt, down 32% from a year ago and the lowest volume of 2023. Export value was \$772,409, down 17%. May exports declined to most major destinations but increased to the Bahamas. For January through May, exports remained 9% above last year's pace at 958 mt, valued at \$5.5 million (up 5%).

A detailed summary of the January-May export results for U.S. beef, pork and lamb, including market-specific highlights, is available at usmef.org. — **USMEF**



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Zinc	60 mg/ml
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Copper	15 mg/ml

DOSAGE RECOMMENDATIONS:

CALVES: Up to 1 year	1 mL/per 100 lbs. bodyweight
CATTLE: From 1-2 years	1 mL/per 150 lbs. bodyweight
CATTLE: Over 2 years	1 mL/per 200 lbs. bodyweight

OTHER SUBSTANCES:

Chlorocresol 0.1% w/v (as preservative)

PRECAUTION:

Selenium and copper are toxic if administered in excess.

Always follow recommended label dose. Do not overdose.

It is recommended that accurate body weight is determined prior to treatment.

Do not use concurrently with other injectable selenium and copper products.

Do not use concurrently with selenium or copper boluses.

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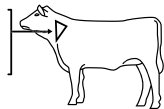
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CALVES	at birth at 3 months and/or weaning
HEIFERS	every 3 months – especially 4 weeks before breeding
(program gives planned dates that can be varied to suit management programs)	

DOSAGE TABLE

ANIMAL WEIGHT (lbs)	CALVES UP TO 1 YEAR 1 ml/100 lb BW	CATTLE 1 - 2 YEARS 1 ml/150 lb BW	CATTLE > 2 YEARS 1 ml/200 lb BW
50	0.5 ml	-	-
100	1 ml	-	-
150	1.5 ml	-	-
200	2 ml	-	-
300	3 ml	-	-
400	4 ml	-	-
500	5 ml	-	-
600	6 ml	-	-
700	7 ml	-	-
800	-	5.3 ml	-
900	-	6 ml	-
1000	-	6.6 ml	5 ml
1100	-	-	5.5 ml
1200	-	-	6 ml
1300	-	-	6.5 ml
1400	-	-	7 ml

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Fort Collins, CO 80528 **BIF awards presented at 2023 Symposium**

The Beef Improvement Federation (BIF) recognized several award winners July 4 during the group's annual research symposium in Calgary, Alberta, Canada.

Commercial award

BIF presented Douglas Lake Cattle Company, Douglas Lake, British Columbia, Canada, the BIF Commercial Producer of the Year award. This national award is presented annually to a producer to recognize their dedication to improving the beef industry at the commercial level.

Douglas Lake Cattle Co. was incorporated in 1884 and consists of four ranches: Douglas Lake Ranch, Alkali Lake Ranch, Riske Creek Ranch and Gang Ranch. All divisions are located in south central British Columbia and have a combined cattle operation of 13,000 Angus, with Hereford influence and Charolais for a terminal cross. The operation has spring-calving cows with replacements selected from in herd.

The Douglas Lake division backgrounds around 1,300 steers for grass and sell as yearlings. All other divisions sell calves in the fall and retain only mature cows, replacement heifers and bulls. All divisions are Verified Beef Plus certified and are sold online through Direct Livestock Marketing Systems.

All feed is produced in-house on 9,000 acres of irrigated land growing a variety of crops including grass, alfalfa, barley and silage corn. Feed production and costs are all recorded on an individual field and crop basis. The rations are developed based on feed analysis and gain requirements in consultation with agronomists and nutritionists. The ranches employ around 120 full-time staff, who are divided into various crews. All staff and families live in company-provided housing at each of the ranch divisions.

In addition to their cow herd, they also operate a tourism business centered around rainbow trout fishing, RV camping, a hotel and resort accommodations. In the summer months they will see up to 800 guests visit the ranch at the various resort locations with around 7,000 visits annually.

The main goal set at Douglas Lake Cattle Co. is to operate profitable, environmentally sustainable ranching operations that strive for continuous improvement of their land, livestock and people. Douglas Lake Cattle Co. was nominated by the Canadian Beef Breeds Council. The award is presented by BIF and sponsored by Drovers.

Seedstock award

BIF recognized 44 Farms, Cameron, TX, as the BIF Seedstock Producer of the Year. This national award is presented annually to a producer to recognize their dedication to improving the beef industry at the seedstock level.

From a small beginning to becoming the largest registered Angus ranch in Texas, everything 44 Farms does is with the benefit of others in mind. From day one, fourth-generation rancher Bob Mc-

Claren wanted to create a seedstock program to help ranchers move beyond commodities and make a living putting food on America's table.

McClaren researched for the breed that would best serve ranchers and help them deliver a delicious product. He decided on black Angus and the first cow was delivered to Cameron, TX, in November 2003. Building on that foundational herd, 44 Farms took its first step in becoming one of the most progressive Angus operations in the U.S.

In 2008 the decision was made to feed and finish some cattle that were a byproduct of the registered herd at CRI Feeders in Guymon, OK. This set of steers graded 65% Prime and the concept of a high-quality, all-natural beef product was born. The idea resulted in the launch of the 44 Steaks program in the spring of 2010. Since then, the program has continued to grow and in 2016 caught the attention of the largest retailer in the world. Today, 44 Farms works with more than 1,100 ranchers from 26 states across the U.S. providing cattle for the Prime Pursuits program to deliver beef to approximately 565 Walmart stores throughout the Southeast.

44 Farms wants to serve ranchers and help them thrive by empowering them with the right genetics, data and necessary tools amid the ever-changing challenge of the complex beef industry. Their goals are to provide genetics to their customers, wherever they are regionally, that will help them provide better beef to the supply chain while helping them stay financially sustainable. Besides their passion for the Angus breed, 44 Farms has contributed to several industry and community programs such as their internship program and 44 Farms-Texas A&M International Beef Cattle Academy. 44 Farms was nominated by the Texas Southwestern Cattle Raisers.

The award is presented by BIF and sponsored by Drovers.

Pioneer awards

BIF presented David Bolduc, Staveland, Alberta, Canada; Stewart Bauck, Lincoln, NE; and Warren Snelling, Lawrence, NE, with the BIF Pioneer Award. The Pioneer Award recognizes individuals who have made lasting contributions to the improvement of beef cattle, honoring those who have had a major role in acceptance of performance reporting and documentation as the primary means to make genetic change in beef cattle.

In 2018 Bolduc was recognized with the inaugural Certified Angus Beef Canadian Commitment to Excellence Award for vision and determination to produce genetics that perform for their commercial buyers and yield excellent beef. He has generously contributed his time and mentorship to the industry, sitting on various boards including the Canadian Angus Association, Canadian Beef Breeds Council, BIF and Canadian Beef Grading Agency at a time when they made significant progress and important decisions.

Bauck was a true pioneer. A 1981 graduate of the Western

College of Veterinary Medicine in Saskatoon, Saskatchewan, Canada, he entered mixed practice before returning to obtain a master's degree in veterinary herd health. In 1986, Bauck joined the team responsible for developing and commercializing ivermectin globally, which led him to be the country manager in Canada for Merial (now Boehringer Ingelheim). In 2003, Bauck saw the emerging genomic technology and launched the Igenity Livestock Production Business Unit in September 2003 with a single product—Igenity L (for leptin).

From his role in Igenity, Bauck developed collaborations to bring Frontier Beef Systems into Igenity, support National Beef Cattle Educational Consortium genomic test validation, support early sequencing and single nucleotide polymorphisms (SNP) identification efforts in cattle, and develop high throughput SNP genotyping tools. He was also responsible for much of the funding that went into building the original Bovine SNP50 chip from Illumina and worked with Angus Genetics Inc. and the University of Missouri to launch the first genomic enhanced EPD from that early chip genotyping. In 2012, Neogen acquired Igenity. Bauck moved to Lincoln to GeneSeek where he spent 10 years building out a global network of laboratories and services designed to provide high throughput, low cost and rapid turnaround genotyping in agriculture.

Snelling is a pioneer in developing methods for identification of functional polymorphisms, a key technology for increasing the accuracy of future genetic predictions and expanding our understanding of the genomic mechanisms in cattle. As a research geneticist in the genetics, breeding and animal health research unit of the U.S. Meat Animal Research Center at Clay Center, NE, he has authored and coauthored more than 80 peer-reviewed and other research papers, including work that is part of the key concepts used in understanding of livestock genomics and genetic prediction. Snelling's career has always been focused on what is useful and directly applicable to producers.

Continuing Service

BIF presented Sean McGrath, Vermilion, Alberta, Canada; Bruce Holmquist, Kinistino, Saskatchewan, Canada; and Jennifer Bormann, Manhattan, KS, with a BIF Continuing Service Award. Continuing Service Award winners have made major contributions to the BIF organization. This includes serving on the board of directors, speaking at BIF conventions, working on BIF guidelines and other behind-the-scenes activities. As BIF is a volunteer organization, it is this contribution of time and passion for the beef cattle industry that moves BIF forward.

During his career, McGrath has worked on a wide variety of progeny test programs and research projects and has coordinated and assisted in the development of several national and international genetic

evaluations for a wide variety of breeds. He has also spoken at hundreds of producer meetings and written articles in several breed publications and other industry press. For BIF, he has served on guideline development committees and the Ultrasound Guidelines Council. McGrath also operates a fifth-generation ranch with his wife, Tanya, and their three children.

In 1977, at the age of 16, Holmquist began his own seedstock herd when he purchased his first Simmentals. Through the years he grew and expanded the business under the name Spruce Grove Cattle Co., and now is extremely proud to see his children and grandchildren carrying out the operations of the family business. Holmquist has been actively involved in leadership roles for over two decades. He was first elected as a director of the Canadian Simmental Association (CSA) in 2000 and served in various capacities, including as president in 2005-06. Following his contributions as a board member, he joined the CSA staff and leads the organization today as general manager.

In addition to his work with the CSA, he has served in leadership roles for the Canadian Beef Breeds Council, Canadian Western Agribition, Saskatchewan Cattlemen's Association and World Simmental Fleckvieh Federation. Throughout his career, Holmquist has been a strong proponent for true collaboration focusing not just on promoting Simmental cattle but working to connect the entire beef production chain to add value for all beef producers.

Bormann served as a BIF Symposium speaker in 2019, 2021 and 2022, was a reviewer of the ninth edition of the BIF Guidelines in 2009 and contributed to the initial BIF Guidelines Wiki in 2019.

She earned her bachelor's degree in animal science and doctorate in animal breeding and genetics from Iowa State University and her master's degree from Oklahoma State University. She joined the Kansas State (K-State) University Animal Sciences and Industry (ASI) faculty in 2004 with a 75% teaching and 25% research appointment. During her 19 years in the ASI department, she taught 3,173 students in genetics and 1,554 in animal breeding, plus had more than 200 advisees. In 2022, Bormann transitioned to the K-State College of Agriculture and is currently serving as an assistant dean.

Specializing in beef breeding and genetics, Bormann has worked on a number of projects, including collaborations with the National Cattlemen's Beef Association, the American Angus Association and the American Simmental Association. She has taught K-State courses in genetics, animal breeding principles, advanced animal breeding, equine genetics and introductory horse lab, and advised undergraduate students. She also has served as lead advisor for the KSU Pre-Vet Club.

For more information about this year's symposium, including additional award winners and coverage of meeting and tours, visit BIFSymposium.com. — BIF

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: 7/13/2023	Week Ago	Year Ago
Choice Fed Steers	181.78 ▲	180.00	141.94
CME Feeder Index	239.69 ▲	230.26	174.05
Boxed Beef Average	306.91 ▼	319.87	267.75
Average Dressed Steers	290.82 ▲	N/A	229.28
Live Slaughter Weight*	1,340 ▼	1,343	1,341
Weekly Slaughter**	539,000 ▼	644,000	593,000
Weekly Beef Production***	435.5 ▼	521.8	479.3
Hide/Offal Value	N/A ▲	13.92	13.69
Corn Price	5.93 ▲	5.67	6.95

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

BEEF REPORT: Weekly Composite Boxed Beef											
WEEK ENDING	COMPREHENSIVE Loads/Price		PRIME Loads/Price		BRANDED Loads/Price		CHOICE Loads/Price		SELECT Loads/Price		UNGRADED Loads/Price
July 7	5,202	216.60	147	346.84	997	237.78	1,463	217.66	497	293.24	1,999 280.00
Jun 30	6,801	319.15	191	347.80	1,309	329.89	1,901	321.53	787	296.97	2,613 284.24
Jun 23	6,604	325.29	198	346.76	1,247	336.30	1,961	327.21	733	303.14	2,465 288.94
Jun 16	6,983	320.66	191	345.77	1,279	330.85	1,887	322.46	788	299.69	2,839 289.47

Cutouts						FED BOXED BEEF				
DATE	CHOICE	SELECT	COW BEEF CUTOUT		50% LEAN	90% LEAN				
Jul 13	306.91	280.18	233.51		N/A	292.71				
Jul 12	310.98	281.10	233.91		177.24	293.32				
Jul 11	312.12	280.24	235.06		180.03	295.14				
Jul 10	313.79	282.33	232.43		190.50	290.57				
Jul 7	316.90	285.63	234.04		183.97	292.72				

CATTLE FUTURES: CME Live Cattle							
	7/7	7/10	7/11	7/12	7/13	High*	Low*
Aug.	17700	17720	17883	17688	17690	18150	14003
Oct.	17938	17995	18173	18025	18010	18173	15388
Dec.	18318	18375	18498	18338	18338	18498	15310
Feb.	18675	18710	18820	18665	18640	18820	16853

CATTLE FUTURES: CME Feeder Cattle							
	7/7	7/10	7/11	7/12	7/13	High*	Low*
Aug.	24543	24625	24715	24658	24500	24790	17595
Sep.	24860	24948	25030	24928	24733	25138	18303
Oct.	25023	25123	25210	25083	24858	25315	18755
Nov.	25060	25115	25243	25100	24843	25323	22750

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

FED CATTLE TRADE	Head Count	Avg. Weight	Avg. Price
WEEKLY WEIGHTED AVERAGES			
Live FOB Steer	2,527	1,452	181.78
Live FOB Heifer	1,672	1,314	183.63
Dressed Del Steer	873	921	290.82
Dressed Del Heifer	175	732	287.03

SAME PERIOD LAST WEEK			
Live FOB Steer	84	1,450	180.00
Live FOB Heifer	40	1,350	181.00
Dressed Del Steer	N/A	N/A	N/A
Dressed Del Heifer	N/A	N/A	N/A

SAME PERIOD LAST YEAR			
Live FOB Steer	22,903	1,443	141.94
Live FOB Heifer	7,696	1,282	139.77
Dressed Del Steer	9,321	917	229.28
Dressed Del Heifer	3,593	823	229.57

NATIONAL WEEKLY FED BEEF SLAUGHTER VOLUME: JULY 9		
	Domestic	Imported
Forward Contract	12,696	3,167
Formula	226,636	125
Negotiated Cash	79,141	317
Negotiated Grid	45,942	275
Packer Owned	11,339	N/A
Total	375,754	3,884

SLAUGHTER FORWARD CONTRACTS		FORWARD BEEF SALES	
Delivery Month		Neg. Sales 0-21 days	1,430
Jul. '23	80,561	Neg. Sales 21+ days	430
Aug. '23	76,505	Formula sales	3,284
Sep. '23	92,440	Forward contract sales	59
Oct. '23	88,689	Domestic sales	4,749
Nov. '23	112,445	NAFTA Exports	93

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		184.56	-3.81
Slaughter Heifers, mostly Choice & Select 1-3, 1200-1400 lbs		182.47	-4.26

Ontario Auctions			
Slaughter Steers, mostly Choice & Select 1-3, 1300-1500 lbs		182.56	-3.73
Slaughter Heifers, mostly Choice & Select 1-3, 1200-1400 lbs		N/A	N/A
Slaughter Cows, Cutter and Utility 1-3, 1100-1400 lbs		102.35	-5.2

*Price comparison from one week ago.

Average feeder cattle prices (CND) for week ending Friday, June 30, 2023				
Steers:	Alberta	Saskatchewan	Ontario	
501-600 lbs	255.65	254.52	232.66	
601-700 lbs	250.74	247.35	228.93	
701-800 lbs	238.49	232.65	219.79	
801-900 lbs	219.36	213.42	210.51	
Heifers:				
401-500 lbs	233.46	242.64	207.54	
501-600 lbs	230.76	239.91	203.47	
601-700 lbs	233.79	229.25	186.85	
701-800 lbs	211.66	212.10	179.99	

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
	7/3/23	6/26/23		
Feeders	15,408	20,834	622,926	453,394

USDA WEEKLY IMPORTED FEEDER CATTLE			
July 11, 2023			
Mexico to United States Feeder Cattle Import Summary			
Receipts EST: 6,200	Week Ago Act: 5,400	Year Ago Act: 9,800	
Columbus, NM		Santa Teresa, NM	
Compared to last week, steer calves and yearlings sold 1.00-2.00 higher. Heifers 1.00-2.00 higher. Trade very active, demand very good. Supply consisted of steers and spayed heifers weighing 300-600 lbs..		Compared to Monday, steer calves and yearlings sold steady. Heifers steady. Trade very active, demand very good. Supply consisted of steers and spayed heifers weighing 300-600 lbs.	
Feeder heifers: Medium and large 1&2	300-400 lbs	232-242	232-242
	400-500 lbs	222-232	222-232
	500-600 lbs	212-222	212-222
Feeder steers: Medium and large 1&2	300-400 lbs	282-292	282-292
	400-500 lbs	262-272	262-272
	500-600 lbs	242-252	242-252

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

Selected Auction										Feeder prices for steers & heifers reflect medium and large 1 cattle, unless otherwise noted; * Indicates medium and large 1-2	
Week Ending July 13, 2023										SLAUGHTER COWS	PAIRS
DATE	MARKET	200-300 lb.	300-400 lb.	400-500 lb.	500-600 lb.	600-700 lb.	700-800 lb.	800 lb. -up	SLAUGHTER BULLS	REPLACEMENTS	
July 7	Blackfoot, ID	N/A							94-115.50		
	No report available								113-130		
	Burley, ID										
	No report available										
	Emmett, ID										
July 8	Eugene, OR	884	180-229*	190-235*	180-222*	176-216*	175-209*	160-180*	90-108.50	925-1580	
			175-202*	166-217*	155-185*	155-183*	150-180*		118-133	920-1,190	
July 10	Madras, OR	173			245-270	230-250	200-220		89-102		
					222-237	210-225			113-121		
	No report available										
	Vale, OR										
	No report available										
	Davenport, WA										
July 6	Toppenish, WA	1,400			292.50-315	264.50	160		99-115	1,700-2,575	
					251-271				119-134.50		
	No report available										
	Orland, CA										
July 10	Escalon, CA	N/A	200-275		200-260		160-215	115-145	80-92	800-1,500	
			175-225		175-215		115-175	90-120	65-98	700-1,300	
July 10	Famoso, CA	702	250-281	260-281	250-270	200-256	175-185	150-172	85-135		
			200-230	200-230	200-230	185-200		160-170	100-117.50		
	No report available										
	Galt, CA										
July 7	Turlock, CA	1,184							92-114.50		
									91-128		
	No report available										
	Salina, UT										
July 10	Iowa	765									
July 11	Miles City, MT	551				264	235-248	220-231	92-120.50		
							115-175	90-120	65-98	700-1,300	
July 12	Bassett, NE	6,980	310	322.50-335.50	316-328.50	286.75-309	272.25-281	235.50-267	85-135		
				309-317	288-315	252.50-289.25	245-257	205-253	100-117.50		
	No report available										
	Ericson, NE										
	No report available										
	Imperial, NE										
	No report available										
	Kearney, NE										
July 7	Lexington, NE	1,667						239-254.75			
								191			
	No report available										
	Ogallala, NE										
July 6	Valentine, NE	1,880	306	336	312-318	294	275.75	255.75-270			
			282	286-295	271-290	248.50-268.50	243-243.25	222.50			
	No report available										
	Herreid, SD										
	No report available										
	Torrington, WY										
	No report available										
	Willcox, AZ										
July 10	Colorado	622					215	247-166	52.50-129	2,200-3,000	
									85-138	1,075-1,450	
	No report available										
	La Junta, CO										
	No report available										
	Loma, CO										
July 12	Dodge City, KS	1,043	280	251	285	248-261.50	245-275	236.50-250	94-125		
			247.50-252.50	233-235	215-245	209-239	185-230.50	187.50-215	102-134		

A historical review of the US beef cattle industry: Part 2

— The modern industry

During the first half of the 20th century a selection trend developed and then intensified toward earlier maturing, smaller-framed cattle. In the 1950s, surplus feed grains and consumer demand for grain-finished beef led to the advent of the commercial feedlot. "Snorter dwarfism" was reported in 1951, which is believed to have been the result of intense selection for extremely small-framed cattle.

By the 1960s, the U.S. was primarily populated by Angus, Hereford and Shorthorn cattle of the small-framed, "compressed" variety. Crossbreeding was considered sacrilegious by many cattle breeders. The modern feedlot industry was expanding in response to cheap feed and consumer demand for grain finished beef. The industry was searching for cattle that could be pushed to heavier finished weights without becoming over fat. The carcass yield grading system was adopted in 1965.

Charolais cattle had been imported from Mexico in 1936, but the feedlot performance of the Charolais crossbred steer in the 1960s created an aware-

ness of the lean growth potential offered by the Continental European breeds. Simmental cattle were reintroduced, the Limousin breed was imported and a "breeds revolutions" started that would see dozens of breeds imported to the U.S. over the next 15 years. By the end of the 1960s, cattle breeders—in all breeds—were selecting for a larger-framed, leaner, later-maturing type. In the 1970s, crossbreeding became widespread practice in the commercial cow-calf industry. Intense selection for larger type would continue into the late 1980s.

The establishment of the Beef Improvement Federation in 1968 led to standardized performance measures, defined contemporary groups, more extensive record keeping and eventually, the prediction of genetic values. By the 1970s, all breed associations started to establish databases and artificial insemination became more widely utilized in the purebred sector.

The first National Sire Summary was published by the American Simmental Association. By the end of the 1980s, all major beef breeds were publishing annual sire summaries. Genetic prediction consisted

primarily of four basic EPDs: Birth Weight, Weaning Weight, Yearling Weight and Maternal Milk.

By the end of the 20th century the "breeds revolution" had long been over. Many breeds had lost their identity and/or popularity. The "on-foot" type of all beef breeds was becoming more homogenous. The type of cattle selected were moderate framed with excellent growth as a result of the selection trend for more muscle and body volume. Successful breeds and purebred seedstock operations capturing the most market share were not only selling cattle but also information about the cattle.

Cattle with better documented and more information had more value. The value of purebred cattle was driven by the three criteria: performance, pedigree and visual appraisal of "on foot" type. Over the past 20 years, we have gone from publishing hard copies of sire summaries once or twice annually to the current capability of generating updated EPDs on a weekly basis. Genetic prediction now consists of approximately 20 trait-specific EPDs, as well as several selection indices (or \$Values).

Reviewing genetic trend information of virtually each breed indicates breeders have been highly successful in putting more sharp angles into the sigmoidal growth curve. Specifically, keeping birth weights down while improving wean-

ing and yearling weights. Also, high heritability carcass traits (Marbling and Ribeye size) have shown a dramatic increase. Improved beef carcass quality attributes, specifically marbling, have been focused on to promote satisfaction in the beef eating experience. The

quality of beef has significantly improved over the past two decades.

What is there to learn from this historical review? The beef industry has changed, is changing and will continue to change. Identifying emerging trends, understanding con-

sumer demand, using technology to improve efficiency and keeping your cattle genetically relevant will all be important to the future financial success of your operation. — **Mark Z. Johnson, Oklahoma State University Extension beef cattle breeding specialist**

Feeder cattle continue to see red-hot demand

MARKETS (from page 1)

head a week earlier during the holiday-shortened week. Projected slaughter for a week earlier is 539,000 head. Actual slaughter for the week ending July 1 was 650,573 head. The average dressed steer weight was 884 lbs., up 1 lb. from the prior week.

Boxed beef prices nosedived over the week, with the Choice cutout down about \$13 to \$306.91 and the Select cutout down \$9 to \$280.18.

"Wholesale beef prices are correcting to a summer low, which generally occurs in late July," Fish said. "This summer break in boxed beef values is highly seasonal and healthy."

Feeder cattle

Feeder cattle futures were up about \$2 for each contract, with the August contract at \$245 and the September contract at \$247.32.

The CME Feeder Cattle Index gained over \$9 to close at \$239.69.

Corn futures continue to lose value, with the July contract down about 30 cents to \$5.93 and the September contract down a few cents to

\$4.93.

"Feeder cattle sales are hot markets right now and the only softness that I've seen has been on unweaned calves selling at sale barns as buyers are more interested in calves/feeders that are going to undergo less stress," wrote ShayLe Stewart, DTN livestock analyst, in her Wednesday closing comments.

Missouri: Joplin Regional Stockyards in Carthage, MO, sold 13,000 head on Monday. Compared to the last sale two weeks earlier, feeder steers sold \$3-10 higher and feeder heifers sold \$6-9 higher. Benchmark steers averaging 765 lbs. sold from \$232-245, averaging \$240.50.

Nebraska: Bassett Livestock in Bassett sold 6,980 head Wednesday. Compared to the last auction, steer calves 550-600 lbs. traded \$8 to as much as \$30 higher, 650 lbs. steers traded \$15 higher and 700 and 850 lbs. traded \$10-12 higher. Heifer offerings 550 lbs. traded \$11 higher, while 700 and 800 lbs. heifers traded \$17-23 higher. Benchmark steers averaging 720 lbs. sold between \$276-281 and averaged \$ 279.44. — **Anna Miller, WLJ managing editor**



YOUTH OPPORTUNITIES

(In an effort to serve the next generation of livestock producers, WLJ's Youth Opportunities calendar lists internship and scholarship information for agricultural- and livestock-focused students, listed by application deadline. If you have an internship or scholarship to announce, please email it to editorial@wlj.net.) **August 28** — The National Cattlemen's Beef Association and the Public Lands Council 2024 public

policy internship applications are now open. Applicants must be junior or senior undergraduate students, or graduate students, have a minimum GPA of 3.0 and be available for the duration of the internship in Washington, D.C. (January 2024 – May 2024). A background in agriculture of the beef industry is preferred. Apply here: jobs.keldair.com/ncba/jobs/58192/public-policy-internship-spring-2024.

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STAY UP TO DATE

MT ranchers hold music festival to highlight regenerative ranching

After a night of thunderstorms, about 80 people began the morning of Saturday, June 24 with a short hike on the Mannix Ranch in west-central Montana to talk about ranch history, regenerative agriculture and conservation easements for ranchers.

An idea that began with a small group of legacy Montana ranchers frustrated over cattle prices during the peak of the pandemic led to a weekend music festival on a family ranch tied to events that promote regenerative ranching practices and direct marketing.

Hundreds of people from across Montana came and camped for the inaugural three-day Old Salt Festival, while hundreds of others showed up throughout Saturday as the skies cleared, the country music roared, and the pit bosses spent the day smoking beef and lamb.

Old Salt Co-op is a direct-marketing LLC formed by four ranches in the Blackfoot Valley area. Cole Mannix, founder of Old Salt Co-op and whose family ranch hosted the event, said he was working remotely in 2020 when he decided to promote the idea of area livestock producers coming together. Mannix said he had been stewing over how ranchers could gain a premium for the stewardship that goes along with their beef.

"That's already built into those guys. Soil, water, wildlife, a sense of landownership that we don't ultimately own this, but it's in its right place. We're going to be dead, but it will be here for posterities. Nobody owns this," Cole Mannix said.

Cattle producers across the country who hadn't taken a hard look at direct marketing began to rethink that strategy in 2019 and 2020 when a fire at a Tyson plant first caused live cattle prices to crash while boxed beef prices for packers

soared. That spread between live cattle and boxed beef became even greater during the pandemic, as packers had to slow down their processing because workers were ill and some processing capacity had to briefly idle.

"The fragility of the beef industry really showed itself, and we really started scratching our head about how we could make a more resilient food system that funnels the dollars back down to the land and the ranchers," said Cooper Hibbard, president of Old Salt and part owner of Sieben Live Stock Co. in Adel, MT.

Hibbard, speaking to the festival crowd about the business, said he and other members of the group were frustrated with industrial agriculture and how it can extract from the soil, land, wildlife, livestock and people. Hibbard said Old Salt looks to market itself as tying the ranch back to the wildlife.

"Those of us who are ranchers, we're already doing the work of building soil, growing more grass and restoring riparian areas, and the only reason that is happening is because of people," Hibbard said. "That earth needs us. And in order to create this model that we hope succeeds, we need you guys. We need you guys as much as you need us. If you care about all those open, wild landscapes, we think this is how we can do it."

The festival was aided by cool weather and the valley's lush conditions. While the Midwest and eastern Plains are dry, much of Montana has rebounded from three years of drought with higher-than-normal rainfall across a large swath of the state. Montana's landscape right now is a tapestry of varying shades of green prairie grasses.

Members of the Mannix family led a group of early bird festival goers on a walk up one

of the foothills to lay out the foundation for the fifth-generation ranch founded in 1882. The ranch has about 60,000 acres, one-third owned, one-third leased from government entities, and one-third leased from private landowners. The ranch has about 1,250 cow-calf pairs and another 1,250 yearlings.

The ranchers highlighted grazing management changes over time and the need to rotate pasture to let it rest. They also highlighted intensive grazing practices on irrigated ground that allowed them to eliminate fertilizer and reduce water usage on the fields. The ranch also is adjusting its calving season to reduce hay use.

Tying in the importance of pasture to producers, Logan Mannix—Cole's brother—explained how the ranch is gaining more value in direct marketing their cattle versus selling calves to a feeder or at auction.

"What direct marketing does is help us bring more money back per bite of grass," he said. Logan Mannix then dis-

cussed the importance of creating conservation easements with different organizations to help with wildlife habitat. A vast majority of the ranch has some form of a conservation easement. The easements have allowed the ranch to grow.

"We were able to buy land only by signing conservation easements on the land that we own and the land we are buying," Mannix said.

Lesli Allison, chief executive for the Western Landowners Alliance, talked about the ways private ranchland improves the landscape for wildlife habitat and more producers are looking for opportunities to link stewardship to the marketing of their livestock.

"The conservation movement we are trying to create today is about adaptive management," Allison said. "Often private lands are the best lands. That's one reason they were settled. Private lands in the West are often some of the best lands that we have." She added, "How do you get compensated

for your conservation and stewardship?"

Old Salt is building a larger processing facility in Helena—about 60 miles from Helena—that will be USDA-inspected for grass-fed beef and will process for other area livestock operations as well.

Old Salt received a \$422,180 USDA grant last year under the Local Food Promotion Program to develop a "meat-share program" that will work with 10 other ranchers and sign up at least 4,000 subscribers to buy directly from the company. The grant highlighted that a key selling point is a marketing effort to increase interest in local meat that comes from animals "raised with integrity."

The processing plan also was awarded a \$150,000 Montana state grant in 2022 under funds from the American Rescue Plan.

As part of its direct marketing locally, Old Salt is planning to open both a butcher shop and a charcoal-fired grill restaurant in Helena.

Cole Mannix said he thinks

consumers have lost a personal connection with their meat products as more grocery stores have phased out their own meat-cutting operations. "The butchers knew where the carcasses were coming from, and the butchers knew about the cuts," Mannix said. "Now they just bring the meat in and put it down."

As far as Montana consumers, Mannix said people know the main landscapes of the state, such as the Blackfoot Valley. He said that helps create a closer bond for their meat products.

Hibbard, Old Salt's president, said he didn't know if the ranchers will repeat the festival, but they were pleased with the crowd on Saturday.

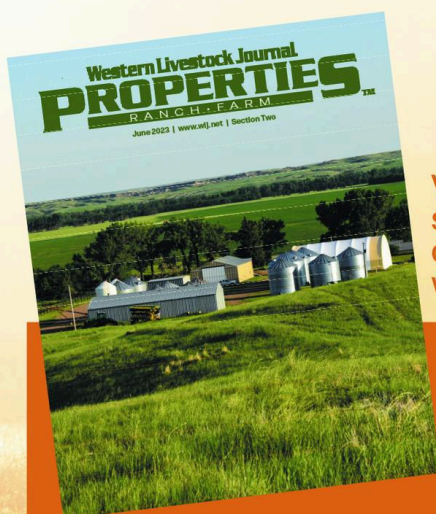
"It will be a big discussion among the board. We will see how it goes and decide in this next month if it is something we want to do again this next year. We have certainly gotten a lot of positive feedback. A lot of people want to see us do this every year." — **Chris Clayton, DTN ag policy editor**

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Sep. 9 — EZ Angus Ranch, Bull Sale, Farmington, CA
Sep. 10 — Heritage Bull Sale, Wilton, CA
Sep. 12 — O'Neal Ranch, Bull Sale, Madera, CA
Sep. 13 — Teixeira Cattle, Bull Sale, Pismo, CA
Sep. 14 — Donati Ranch Bull Sale with O'Connell Ranch, Oroville, CA
Sep. 15 — Tehama Angus, Bull Sale, Gerber, CA
Sep. 16 — Arrelano Bravo Bull Sale, Galt, CA
Sep. 18 — Rhodes Ranches, Bull Sale, Cambria, CA
Sep. 20 — Bulls Eye Breeders Bull Sale, Modesto, CA
Sep. 21 — Rancho Casino/ Dal

Porto Livestock, Bull Sale, Denair, CA

Sep. 24 — Traynham Ranches, Bull & Female Sale, Fort Klamath, OR
Sep. 26 — Thomas Angus Ranch, Bull Sale, Galt, CA
Sep. 28 — Beef Solutions Bull Sale, Lone, CA

HEREFORD

Sep. 11 — Genoa Livestock, Bull & Female Sale, Minden, NV
Sep. 14 — Holden Herefords, Female Sale, Valier, MT
Sep. 22 — Sierra Ranches, Bull Sale, Oakdale, CA

RED ANGUS

Sep. 23 — McPhee Red Angus, Production Sale, Lodi, CA
Sep. 24 — Stegall Cattle, Bull & Female Sale, Colusa, CA

SIMANGUS

Sep. 20 — Bulls Eye Breeders Bull Sale, Modesto, CA
Sep. 24 — Traynham Ranches, Bull & Female Sale, Fort Klamath, OR
Sep. 27 — Eagle Pass Ranch, Bull Sale, Dos Palos, CA
Sep. 28 — Beef Solutions Bull Sale, Lone, CA

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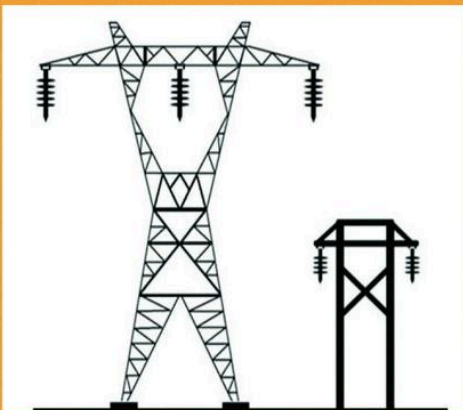
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