



### INSIDE WLJ

**AUCTION MARKET SPOTLIGHT** — This annual, special section of *WLJ* highlights the latest livestock auction market trends and legislation, along with two influential auctioneers. **Page 12**

**REGULATING LIVESTOCK EMISSIONS** — A bill that would prevent EPA from requiring ranchers to pay a "cow tax" on livestock emissions was recently discussed in a Senate hearing. **Page 7**

#### A LOOK BACK IN HISTORY

Although much has changed in the livestock industry over the last 60 years, some advice is still just as valuable today, such as the guidance in this *WLJ* article from September 1959: "In a year of short rainfall, livestock losses from poison plants may increase this fall. Feed is shorter and animals have less selection. Likewise, there is more chance of there being a larger proportion of poison plants to other forage plants in the animal system at one time, which could lead to trouble. With this in mind, what precautions can be taken to minimize losses? (1) Avoid heavy grazing. (2) Give supplemental feeding before moving stock. (3) Become familiar with poisonous plants. (4) Be prepared to render first aid. (5) Begin a systematic eradication program."

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# Lamb prices affected by demand, inflation

## — Pandemic and on-feed numbers

Several factors have indicated a softening in feeder and slaughter lamb prices in the past several months.

Tyler Cozzens, agricultural economist for the Livestock Marketing Information Center, believes that the decrease in prices and demand could be attributed to several macroeconomic factors, including inflation causing a higher cost of living and limiting consumer buying power.

"We're starting to see that sort of pullback in demand trickle its way down through not only the lamb market, but also just the economy in general," Cozzens told *WLJ*. "Which items do they want? Which ones should they pull back on? I think lamb is one of those. When you look in the meatcase, it's a little bit more expensive. And so consumers are making these decisions, and it doesn't take much, and you sort of have this trickle effect start to work its way through."

The American Lamb Board (ALB) confirms the slowdown in the August Lamb Market Summary, which found inflation has

resulted in a decline in incomes and impacted what consumers are willing to pay for lamb.

According to ALB, the Midan Marketing U.S. Quarterly Lamb Retail Sales Report for the second quarter shows retail lamb prices have increased, while volume sales have trended downward. Compared to the same 52-week period last year, dollar sales of lamb increased 5.9% due to higher prices, but volume sales decreased 3.6%. The report noted consumers are purchasing more value cuts and grinds from the meatcase in response to higher prices.

"As a result, the demand for live lambs has declined, resulting in a slowdown in feedlot marketings, heavier lamb weights, a rise in over-finished lambs and high feed costs, which has reinforced declining live lamb prices," ALB said in a statement.

## Live and nontraditional prices

ALB stated in the summary that feeder lamb prices (an average of Colorado, South Dakota and Texas) were over \$200/cwt by July. Prices declined to \$150/cwt but

increased some in August, averaging in the mid-\$160s. The national negotiated live slaughter lamb price averaged in the mid-\$130s in August, about 50% lower than a year ago.

Prices for the nontraditional lamb market have not been affected the same as those for feeder lambs.

See LAMB on page 14



Keith Weller

The sheep market is beginning to trend closer to pre-pandemic levels as a result of decreased demand and inflation concerns. Pictured here, sheep at the U.S. Sheep Experiment Station near Dubois, ID.

# Ag intervenes in ID water rights suit

## — Fight over stock water rights

A group of ranchers and the Idaho Farm Bureau Federation (IFBF) have intervened in an Idaho water rights lawsuit by the federal government over statutes passed regarding stock water rights.

Chief Judge David C. Nye for the U.S. District Court of Idaho granted the motion to intervene for Joyce Livestock Co., L.U. Ranching Co., Pickett Ranch and Sheep Co. and the IFBF on Sept.

2. Nye said the court finds that the ranchers "have significant protectable interests that are not adequately represented by the existing parties or the Legislature."

The Idaho Legislature also sought to intervene in the suit, as it claims an interest relating to the property or transaction that is the subject of the action, and the Legislature says it would have statewide ramifications. The court hasn't yet ruled on whether the Idaho Legislature can intervene.

The U.S. Department of Justice (DOJ) filed the lawsuit in June against the state of Idaho and the Idaho Department of Water Resources, claiming statutes passed in the last five years threaten to forfeit federally owned stock water rights and prohibit any federal agency from acquiring rights, according to court documents.

The documents continue to say that statutes "make certain stock-water rights associated with federal lands appurtenant to the

See WATER on page 6

# Grazing agreements reached in AZ, CA

## — New suit filed in MT

New grazing agreements have been approved in Arizona and California, some of which will require ranchers to implement new infrastructure. Meanwhile, in Montana, a new lawsuit

argues expanded cattle grazing will lead to more grizzly deaths.

A federal judge approved an agreement between conservationists and two federal agencies to monitor areas of cattle grazing in southeastern Arizona's Gila Box Riparian National Con-

servation Area. In California, the California Coastal Commission gave the go-ahead to regulate ranchers at the Point Reyes National Seashore.

The Arizona agreement in the Gila Box Riparian National Conservation Area is similar to others with

the U.S. Forest Service in the Gila River and Verde River watersheds.

"Cattle grazing has devastated streamside habitats across the Southwest and pushed a lot of vulnerable plants and animals closer to extinction. This agreement will help give

some of them a fighting chance," claimed Chris Bugbee, Southwest conservation advocate at the Center for Biological Diversity.

The Aug. 11 agreement that was approved on Sept. 12 requires the Bureau of Land Management (BLM) to monitor riparian areas,

maintain and repair fencing, and remove trespassing cattle from the conservation area. The area covers six grazing allotments.

Members of the organization conducted "field surveys" along the streams

See GRAZE on page 10

# Trade continues as expected for September

The week was mostly uneventful in the cattle markets. While live cattle found a slight leg up on the board, feeders headed lower. Corn continues to hover around the \$7 mark, teasing whether it's going to sail above it or linger below.

Live cattle futures were slightly higher over the week. The October contract gained \$1.25 to close at \$145.62, and the December contract gained \$1.76 to close at \$151.32.

Feedlots mostly held out on cash trade, and bids didn't get rolling until late Wednesday. By Thursday morning, about 55,000 head had traded. Live steers sold from \$140-143, with a few bids as high as \$146. Dressed steers sold from \$224-230.

Cash trade through Sept. 11 totaled 82,382 head, a few thousand head more than a week earlier but still below the 100,000 head trend that was becoming more common. Live steers averaged \$142.70, and dressed steers averaged \$226.73.

The national weekly direct beef type price distribution for the week of Sept. 5 to Sept. 12 was the following on a live basis:

- Negotiated purchases: \$142.80.
- Formula net purchases: \$146.22.
- Forward contract net purchases: \$144.56.

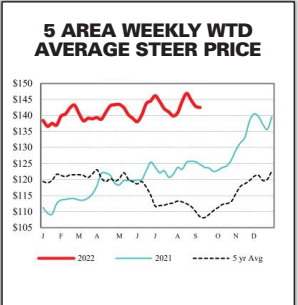
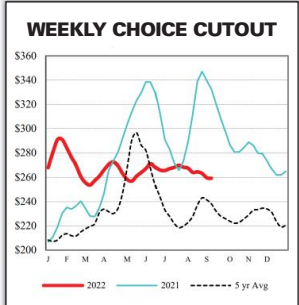
- Negotiated grid net purchases: \$145.51.
- On a dressed basis:
- Negotiated purchases: \$226.72.
- Formula net purchases: \$231.61.
- Forward contract net purchases: \$225.60.
- Negotiated grid net purchases: \$232.42.

Slaughter through Thursday was 504,000 head, up 33,000 head from a year ago due to the 2021 fire at the JBS Grand Island, NE, plant, which halted slaughter for the day. Estimated slaughter for the

week ending Sept. 8 is 604,000 head. Actual slaughter for the week ending Sept. 3 was 642,388

See MARKETS on page 17

PERIODICAL: Time Sensitive Priority Handling



**MARKETS**

Category	Price
LIVE STEERS	\$142.73
DRESSED STEERS	\$226.50
CME FEEDER	\$178.51

WEEK ENDING: 9-15-22

# COMMENTS

## Ideology in conflict

Last week, I wrote about the various ideologies of climate change and how the issue is driven by fear and money. We posted the article on our Facebook page, and an odd pop-up article showed up just underneath my column that says “Explore Climate Science Info.” In that article, there is a section called “Facts about climate change.” Ironically, the first point Facebook made in its article was that 97% of climate scientists believe climate change is man-made. Of course they do. If they don’t, they don’t get free money to sit in their labs or take wilderness field trips.



**CROW**

The thing I can’t figure out is why Facebook made an editorial addition to our page. It certainly forces me not to trust Facebook and its privacy claims. Are they now the communication force of the world? Facebook is major media and has influence on folks, just like any other media source. Remember, you can’t have freedom or a democracy without a free press, which appears we are losing around the world.

Now we have several conservation groups—which are the usual suspects, and there are too many to name, but you know who they are—that have been touting scientific research called “Rewilding the West.” Anna Miller wrote about it in the Sept. 5 issue of *WLJ*. But here we go again: A bunch of semi-credentialed university professors have determined that placing more wolves and beaver communities in the more desirable ranges of the Rocky Mountains, Cascades and the Sierra Nevada is the most suitable. It looks like they are going to leave Nevada to the wild horse activist groups.

These people wish to retire all grazing allotments in what they call the “reserve network for the American West.” Sounds like a bigger version of American Prairie in Montana. The WildEarth Guardians appear to be the most radical group, and it has more of a “lock up the land” approach with no grazing, mining, logging or oil extraction. In other words, leave it up to the wolves and beavers to control the ungulates and stop the mountain waters from flowing. And put western agriculture out of business.

Somewhere along the way, we changed the name of “federal lands” to “public lands,” giving citizens the feeling that they own a piece of the West. Signs that say “Welcome to your public lands” have given people the freedom to trash the landscape. Ironically, the federal government still controls what happens on federal land. You need a permit for any commercial venture on federal land, so the public really doesn’t own it. They can use it if they respect it.

Removing resource use has been a major goal of these so-called conservation groups. Essentially, they don’t like anyone to earn a buck off federal lands; they consider it exploitation. These folks don’t like the multiuse concept the government is obligated to operate under. The country needs those natural resources that the West provides. Eastern states seem to function with cattle, timber, mining and oil production, which is generally on private lands.

Some of these concepts may have worked 300 years ago when a couple million people lived in North America. But now we have 330 million folks in the U.S. alone. The need for natural resources has grown over the years to feed modern society.

I don’t think we can look back and wish things were the way they were 300 years ago; modern society won’t allow it. All these conservation groups want some other group to make the sacrifices. For instance, ranchers using federal lands will have to make the ultimate sacrifice and lose their multigenerational legacy to passive users. These conservation groups want the government to pick winners and losers.

These conservation groups have targeted western federal land ranchers because they are the easiest targets. The government has ultimate control over western federal land use. Cattle falsely take the brunt of climate change criticism: Only 2% of the beef is produced on federal lands, the 18% contribution of methane gas and the cost of the grazing program is too high.

This “Rewilding the West” is a dangerous concept. It will separate the country and create social unrest. It will be bad for the economy, especially when we are entering a period of history when energy production will need to be much greater.

We certainly don’t need the wild horse people or the wild bison folks or the free-range wolf wildlife crowd managing western lands. We can’t allow activists to run the government. The West is working well because everyone has a shared opportunity to use and respect it. It’s a multiuse resource, so I suggest getting along and respecting it and each other. And rain and snow will fix a lot of western issues. — **PETE CROW**

# GUEST OPINION

Who cares about the dollar? That was the question DTN contributing analyst Elaine Kub asked in a column last May, and it was a good one. At the time, the dollar was strong, but corn, soybeans and wheat futures were defiantly high. From a farmer’s standpoint, it looked like no harm, no foul. Who cares, then?

Kub quickly answered her own question, pointing out that “over a long enough time frame,” the dollar can indeed be a major driver of ag commodity prices. But there’s a shorter answer to the “Who cares?” question: speculators.

It’s the speculators, the “noncommercials,” who move futures prices. The “commercials”—farmers, grain elevators and others who use futures to hedge—tend not to have as much money in the futures market as the noncommercials. They tend to respond to the hedging opportunities the noncommercials offer.

It was the speculators who built up a huge collective net long position in ag and other commodities in the wake of COVID-19 these last couple of years. And it was the specs who began rushing to dump their long positions earlier this year, sparking a winding down that recently touched near bottom.

The dollar is one of the reasons for those sales. The specs care about the dollar.

Now, to be sure, there are many times when commercials care about it as well. When a strong dollar holds U.S. ag exports in check or a weak dollar promotes them—when, in short, the currency fundamentally affects demand for the physical commodity—everyone cares about the dollar.

So far this year, though, U.S. ag exports have been strong despite the greenback’s strength. In February, USDA forecast record exports for fiscal year 2022, and in May, USDA boosted its forecast.

The dollar, meanwhile, was at its high for the year. Because exports were strong, the commercials didn’t care about the dollar. The noncommercials did. As it rose, they sold.

Why did the specs care? One possible reason is they simply didn’t share USDA’s optimism about exports. Another potential reason is that concerns about the dollar’s impact on finan-

# WHAT MOVES SPECULATORS TO SELL AG FUTURES

cial flows, not exports, moved the specs to sell.

The financial explanation makes more sense. The specs know if the world is badly short of food, a strong dollar won’t stanch U.S. ag exports. But they also know the dollar is strong in part because the Federal Reserve is raising interest rates, a signal to investors to switch into “risk off” mode. They know, too, a strong dollar quells foreigners’ enthusiasm for investing in U.S. financial assets.

Futures contracts for ag, oil and other commodities are among the riskiest financial assets. During a “risk off” period, they would be among the first U.S. assets domestic and foreign investors might want to shed or at least avoid buying.

Anticipating this change in investor behavior, hedge funds and other speculators rushed to be the first to the exit. They stumbled all over each other in their eagerness to sell. By the end of July, the noncommercials’ long position was essentially unwound.

This explanation has the advantage of being consistent with what we know about a key difference between commercials and noncommercials. If you have corn to buy or sell, you worry a lot about supply and demand fundamentals for corn. If you’re just trying to profit by betting on the direction of corn futures, you worry a lot about what other bettors are going to do. And depending on the circumstances, the moves of other bettors can be driven more by interest rates and foreign investment flows than ending stocks: in other words, by the dollar.

This can produce results that look screwy and not just to farmers. In a Wall Street Journal article, Goldman Sachs analysts described the specs’ sell-off as “de-linked from physical fundamentals and driven by financial liquidation.” JPMorgan Chase analysts said it “is masking profound dislocations in global agricultural trade flows and in no way alleviates the risks of physical supply shortages through 2023.”

The good news for farmers is futures can’t stay delinked from fundamentals forever. As DTN lead analyst Todd Hultman put it recently, “Supplies of grain do matter and now that speculative positions have largely been deflated, there is room for prices to reflect a more bullish view.” — **Urban Lehner, DTN editor emeritus**

# GUEST OPINION

Did ranchers kill tens of thousands of fish by diverting water from the Shasta River last month? No. There seems to be confusion between two wholly separate events that took place in August. The first happened around Aug. 6, when the aftermath from the McKinney Fire killed tens of thousands of fish—primarily suckers—in the Klamath River.

Two weeks later, a wholly separate event took place on a different river. Ranchers belonging to the Shasta River Water Association turned on their diversion out of the Shasta River in order to provide water to 5,000 cattle and to fill ponds for emergency fire suppression. The association did this without permission from the State Water Resources Control Board. But here’s the kicker: Way back on Aug. 5, the association had asked the water board for permission to divert water in order to provide essential water for cattle. They had filed the request using an online form. They didn’t receive a response.

Meanwhile, cattle were bogging down in mudholes and dying. After almost two weeks of no response, the association decided to turn on the diversion and face the consequences. The diversion was on for eight days.

# RANCHERS DID NOT KILL FISH IN THE SHASTA RIVER

The water board is still deliberating over punitive measures against the association.

Contrary to some reports, the ranchers’ diversion couldn’t have harmed salmon in the Shasta. Water temperatures in that stretch of river were naturally lethal for salmon at the time, so none would have been present. And, while the diversion did cause a sharp drawdown in flow, the Shasta never dropped below its historic range for the past 60 years, according to U.S. Geological Survey data.

The food producers of Scott and Shasta valleys are facing severe drought and unprecedented regulation by the state water board. The last thing they need is to be falsely accused of harming fish. — **Theodora Johnson, Scott Valley Agriculture Water Alliance**

(This letter to the editor was originally published in the *Siskiyou Daily News* in response to their Aug. 31 reprint of an *Associated Press* article. The *Siskiyou Daily News* reprinted the article with the headline “Ranchers warned to stop diverting water” and subheadline “Low flow in the Shasta River resulted in tens of thousands of fish dying.”)

# GUEST OPINION

It’s no secret that we are in challenging times right now. Inflation is unsettling the economy, droughts and floods are causing havoc throughout the U.S., and supply chain issues and other lingering impacts from COVID-19 have no doubt caused many Americans—beef producers included—to have to reassess their business, financial and personal decisions. Organizations are not insulated from this, and in fact, many find it more necessary than ever to take a hard look at themselves.

Here at the Cattlemen’s Beef Board (CBB), we strive for constant evolution and change, especially when it leads to more effective and efficient programs. That “hard look” for continuous improvement happens frequently here, especially since Checkoff programs are reviewed and funded annually. Yet there are times that call for further introspection, and this year, we were able to create and begin execution of a five-year strategic plan for the CBB.

A strategic plan is vitally important, as it sets a clear direction and identifies priorities for the organization. I am particularly proud of the opening statement of the CBB’s

# WHAT WE ARE ALL WORKING TOWARD

plan, outlining a simple and encompassing belief for our organization:

“We believe that: The beef industry working together will make beef the most popular protein for everyday use in the U.S. and globally based on the taste, convenience, nutritional benefits, value, safety, and versatility of beef.”

At the end of the day, isn’t that what we are all working toward?

There have been several recent calls in the ag trade media for beef industry collaboration and support; several organizations have laid out common ground upon which to strengthen our industry relations with one another. Nowhere is that more important than in the producer- and importer-led CBB, and it is very present in the newly-outlined plan. As always, we continue to encourage your dialogue, questions and feedback on the Beef Checkoff and its programs, and we will continue to lead and support collaboration, communication and transparency within arguably one of the best industries in the world. — **Greg Hanes, CBB CEO**

**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](mailto:editorial@wlj.net) or mailing it to Western Livestock Journal Editorial, 7355 E. Orchard Road #300, Greenwood Village, CO 80111.

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# EZ ANGUS RANCH

## Angus Female Sale

Selling 100 Angus Females

*New Date* **SAT., OCTOBER 8**

Brunch at 10 a.m. ▶ Sale at 11 a.m.

EZ Angus Ranch Headquarters, Porterville, CA



### PAF RITA 7096

Sire: Connealy Confidence Plus ▶ Dam: Paf Rita 5091

Offering half-interest in this premium donor that offers great spread with top 15% CED and top 1% ranking for WW and YW EPD. She's also in the top 15% for Marbling and top 1% for Ribeye. When you search the entire database, no other proven female can match her combination of core traits.

7096 SELLS WITH BULL CALF AT SIDE BY EZAR STEP UP 9178.

CED	BW	WW	YW	MA	RE	\$M	\$B	\$C
10	0.5	94	164	0.90	1.39	91	202	353

### Fall Heifers



### EZAR RITA 1409

Sire: EZAR Step Up 9178 ▶ Dam: Smith Valley Rita 9140

Extremely complete female that checks every box on paper including top 20% HP, top 30% PAP and ranks inside the top 5% for both foot EPDs. High quality phenotype as well.

CED	BW	WW	YW	MA	RE	\$M	\$B	\$C
12	1.3	76	132	1.28	1.05	97	201	358



### EZAR EMMA 1426

Sire: EXAR Guru 8719B ▶ Dam: Green Garden Emma P120

Deep-bodied Guru daughter here that ranks in the elite 1% of the breed for WW, YW and Marbling. Also ranks in the top 1% for \$Beef and \$Combined.

CED	BW	WW	YW	MA	RE	\$M	\$B	\$C
9	2.8	91	160	1.92	0.87	49	233	351



### EZAR MISS 1474

Sire: G A R Home Town ▶ Dam: EXAR Miss 6903

High-performing daughter of Home Town out of the \$510,000-valued Miss 6903 daughter. Ranks in the top 2% for \$Combined.

CED	BW	WW	YW	MA	RE	\$M	\$B	\$C
15	-0.4	69	128	1.29	0.69	77	193	327

### Spring Heifers



### EZAR RITA 2156

Sire: G A R Home Town ▶ Dam: Paf Rita 7096

Direct daughter of the 7096 donor is also the No. 3 WW EPD daughter of Home Town in the breed. Huge Marbling and Ribeye plus Indexes as well.

CED	BW	WW	YW	MA	RE	\$M	\$B	\$C
9	2.1	103	177	1.18	1.31	89	220	374



### EZAR ISABEL 2075

Sire: Mill Brae Identified 4031 ▶ Dam: RRR Isabel R0218

Stylish, square made Isabel female here with huge spread, high carcass and top 1% breed ranking for \$Beef and \$Combined Values.

CED	BW	WW	YW	MA	RE	\$M	\$B	\$C
10	-0.6	79	148	1.07	1.09	77	204	342



### EZAR MISS 2189

Sire: SG Salvation ▶ Dam: EXAR Miss 6903

Direct daughter of the \$510,000 valued Miss 6903 female that topped the 2019 Express Sale. Sired by Salvation, this female has breed-leading Marbling.

CED	BW	WW	YW	MA	RE	\$M	\$B	\$C
12	0.8	67	123	1.50	0.93	72	217	353



### EZAR JOY 2158

Sire: Connealy Clarity ▶ Dam: Basin Joy 2006

Clarity daughter with extra bone and muscle that features top 5% Ribeye, top 2% \$Beef and top 1% \$Combined. She is a maternal sister to the dam of Rainmaker 4404.

CED	BW	WW	YW	MA	RE	\$M	\$B	\$C
0	3.6	77	143	0.96	1.05	72	201	333



### EZAR BLACKCAP 2134

Sire: SG Salvation ▶ Dam: V A R Blackcap 1059

Stout-made Salvation daughter that is a maternal sister to the \$90,000 EZAR Gold Rush 6001 and the \$110,000 Blackcap 6012, high-seller in the 2018 EZ Female Sale.

CED	BW	WW	YW	MA	RE	\$M	\$B	\$C
7	1.9	81	136	0.96	0.84	59	182	295



### EZAR FANNY 2231

Sire: PCC Horizon 025 ▶ Dam: HR Fanny 8653

This Horizon daughter has style, balance and doesn't disappoint on paper with big growth and top 1% for both \$Beef and \$Combined.

CED	BW	WW	YW	MA	RE	\$M	\$B	\$C
1	1.4	71	138	1.17	1.02	73	221	360

SALE CATALOG AND VIDEOS: [WWW.EZANGUSRANCH.COM](http://WWW.EZANGUSRANCH.COM)

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# GUEST OPINION

Ablog post published by the U.S. Chamber of Commerce on July 12 claimed that Congress is “rushing” to consider “aggressive legislation to

regulate beef markets.”

Boy, if only that were true. In February 2020, the U.S. Cattlemen’s Association (USCA) hosted its annual

Cattle Producer’s Forum at the Public Auction Yards in Billings, MT. It was there that a group of producers discussed the idea of reigniting

a concept previously advanced by Republican Sen. Chuck Grassley of Iowa to improve the cash cattle market.

That concept was introduced by Iowa’s senior senator in 2002 as the Transparency for Independent Livestock Producers Act. It would require 25% of a packer’s daily kill to come as a result of purchases made on the daily, open or spot market.

needed, independent producers will exit the business.

From an outsider’s view, it can certainly seem like all this talk of consolidation and anticompetitive practices in the U.S. beef and cattle industries suddenly sprung up. But USCA and other stakeholders have worked toward restoring leverage and true price discovery in the cattle marketplace for decades. Congressional passage of the Cattle

ting—whereby supply decisions, demand revelation and changing the product form are in distinctly different industries. Coordinating the system is difficult.”

“Difficult” is certainly understated, but the point remains: The U.S. cattle and beef industries’ marketing processes and dynamics are entirely unique. In our business, we need a referee to ensure a competitive playing field free from interference. We also need a healthy and viable cash market to keep our independent producers in business.

Not many have accused Congress of moving too quickly. Democracy is designed to be a slow, laborious process. Momentum for these two historic pieces of legislation grew over nearly two years from an idea conceived by a small group of concerned producers to an idea with widespread support from producers, consumers, grassroots organizations, members of Congress and the White House. Now it’s time to finish what Grassley began 20 years ago: Set aside the interests of multinational meatpackers and secure the future of our sovereign food system. — **Brett Crosby, USCA Region IV director**

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“Rushing” into legislation? While we continue to hem and haw over whether or not bold congressional action is

Price Discovery and Transparency Act and the Meat and Poultry Special Investigator Act represents a significant step toward achieving that goal.

In testimony to the U.S. Senate Committee on Agriculture, Nutrition and Forestry, Stephen Koontz of Colorado State University observed, “There are no other industries outside of cattle and beef... that work in their entirety in this type of set-

# GUEST OPINION

## MORE TRADE AGREEMENTS NEEDED FOR AGRICULTURE

Recently, I was standing on the edge of a river outside Minneapolis, MN. The water flowing past would travel another 1,854 miles to the Gulf of Mexico. Along the way, it helps move barges loaded with millions of tons of grains, oil, coal, fertilizers, chemicals and rocks essential to businesses across the country and beyond. Of course, I’m talking about the Mississippi River, which is navigable by barge

from Minneapolis to the river’s end at the Gulf of Mexico.

This river system, and many others like it, provide an efficient and cost-effective way to export and import commodities and goods. For example, 60% of all the grains U.S. farmers export travel on the Mississippi River. I’ve visited facilities all along the Mississippi, from Minneapolis to export facilities near Baton Rouge, LA. Along the way, I have spoken with farmers and ranchers who rely on international trade for their livelihoods.

When I was in Minnesota, I was joined by several state Farm Bureau presidents who belong to our trade advisory committee. We spoke with many stakeholders who, like farmers and ranchers, rely on trade. We discussed needed infrastructure improvements along our river and rail networks and ocean ports. We also discussed food security and the need for more trade agreements with countries around the world so farmers and ranchers have access to more markets and can compete on a level playing field.

The war in Ukraine has reminded us just how fragile and connected our food system is. While experts do not expect food shortages in the U.S., less fortunate countries have struggled since losing access to agricultural products from Ukraine. And we’re concerned about getting access to the supplies we need for the next growing season to make fertilizers that are crucial to helping U.S. farmers maintain, and potentially increase, the amount of food we can produce.

As we think about how to prevent crises and work to increase global food security,

trade agreements can go a long way to help. By establishing new relationships in many different countries, we can increase the options for consumers and help mitigate shortages if one supplier can’t deliver. And U.S. farmers and ranchers have shown they can compete and win in any market when we’re given a fair opportunity. We deliver a superior product, and consumers in other countries seek out the “Product of the USA” label.

A few months ago, the Biden administration announced a new Indo-Pacific Economic Framework to shift focus to Asia and combat China’s influence. While we welcome the attention to Asian markets, why isn’t the administration pursuing a full trade agreement to increase market access and reduce tariffs? And why are there no new trade agreements in the works elsewhere? Other countries are running laps around us with new agreements that will give them strategic advantages. The administration is simply moving too slowly to expand global opportunities for America’s farmers, ranchers and businesses.

Our mission as farmers and ranchers is to raise a safe and sustainable source of food, fiber and renewable fuel for families here at home and around the world. New trade agreements are essential to fulfilling our mission. And they aren’t just about moving goods. They help build intercountry relationships, which can be key to resolving disputes and building alliances. Bottom line: It’s time for our government to step up the pace and focus on trade negotiations. — **Zippy Duvall, American Farm Bureau Federation**

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# Bill would block EPA from regulating livestock emissions

The Environmental Protection Agency (EPA) would be banned from requiring livestock operations to seek permits or pay fees such as a “cow tax” for methane or other biological livestock emissions under a bill that received a hearing Sept. 7 in the U.S. Senate.

The Senate Environment and Public Works Committee held a hearing on multiple bills, including a bipartisan bill led by Sen. John Thune (R-SD), the Livestock Regulatory Protection Act. Allowing EPA to regulate livestock emissions would negatively affect the entire livestock sector and would also lead to higher food prices for consumers, Thune said.

“Passing this legislation would provide livestock producers long-term certainty that their livelihoods would not be compromised by regulatory overreach,” Thune said.

EPA has not proposed any regulations or permit fees on greenhouse gas emissions from livestock operations. Still, the concern that EPA would move in that direction has been a focus of agricultural groups for more than a decade.

Scott VanderWal, president of the South Dakota Farm Bureau and vice president of the American Farm Bureau Federation (AFBF), told senators the legislation was needed to permanently codify protection against EPA oversight of livestock emissions that Congress has included in EPA funding bills for more than a decade.

“We do not need to burden our hardworking farmers and ranchers with onerous regulations and costly permit fees,” VanderWal told senators.

VanderWal added, “Farmers continue to produce more food, fiber and energy more efficiently than ever before.” He said technology has driven up production while lowering agricultural emissions on a per-unit basis. Livestock producers can continue lowering emissions voluntarily through the use of methane digesters or improved feed efficiency, VanderWal said, “not command and control regulation.”

VanderWal added, “Every time Congress or an agency puts a regulation on agriculture, it makes it hard for a small family farm to survive.”

Contrary to the data from opponents of the beef industry, beef production is directly responsible for only a small fraction of U.S. emissions, VanderWal said. He noted livestock accounts for less than 4% of U.S. emissions, which falls in line with EPA’s data on agricultural emissions. Economywide, the U.S. is the world’s second-largest emitter of greenhouse gases—behind only China—and 4% of U.S. emissions rank higher than emissions in more than 150 countries globally, according to global emissions figures.

Thune’s bill has been introduced repeatedly since 2009. Originally, Sen. Chuck Schumer (D-NY), now the Senate majority leader, was a co-sponsor of the bill. Thune, Schumer and other senators pushed in 2009 to block EPA from regulating livestock emissions after agricultural groups complained about the possibility of a “cow

tax.” The “cow tax” came up at the end of the George W. Bush administration, when EPA asked federal agencies and stakeholders what would happen to the economy if EPA regulated greenhouse gas emissions under the Clean Air Act. USDA submitted comments to the Federal Register suggesting if EPA imposed an “emissions permit fee” on livestock, it could cost as much as \$175 per cow and \$20 per hog.

Months after USDA’s analysis in 2008, AFBF came out with a news release, “AFBF Opposes EPA-Proposed Tax on Livestock.” AFBF noted at the time, “Steep fees associated with this action would force many producers out of business. The net result would likely be higher consumer costs for milk, beef and pork.”

The National Cattlemen’s Beef Association (NCBA) also sent out a “Call to Action: Urge EPA to Not Regulate Greenhouse Gases.”

AFBF and NCBA both support the bill led by Thune, who has Democratic Sens. Mark Kelly and Kyrsten Sinema from Arizona as co-

sponsors, as well as Sen. John Boozman (R-AR), the ranking member of the Senate Agriculture Committee.

By the end of 2008, there were multiple cable news stories, newspaper articles and op-eds nationally reporting that EPA was looking to impose a tax on cows. Congress has blocked EPA from regulating livestock emissions through an appropriations rider ever since.

work on those things rather than worrying about what the government might do next year,” Capito said.

Sen. Sheldon Whitehouse (D-RI) held up a chart arguing that cattle emissions are higher than all emissions from wildlife. Still, Whitehouse said technology such as digesters could help, and the Growing Climate Solutions Act—now stuck in the House—would provide tech-

ing the livestock industry from emissions regulations. Sen. Alex Padilla (D-CA) pointed to California law, which will work to cut methane emissions from the country’s largest dairy state by 40%. Padilla also asked a witness from the Natural Resources Defense Council (NRDC) about permanently exempting livestock emissions.

“I was shocked to learn the livestock sector emits more methane in the United States than the oil and gas sector,” said John Walke, director of clean air, climate and clean energy for NRDC. “And the vast majority of that comes from the digestion processes of animals. It’s not a problem that we should be kind of permanently codifying into an exemption into law.”

Walke added, “If it becomes a permanent exemption from the Clean Air Act, my experience is it’s just never going to go away, and we’re never going to solve this problem.”

Sen. Edward Markey (D-MA) said, “Factory farms produce immense quantities and qualities of waste and fuel climate change and

pollute the surrounding soil, air and water.” Markey cited a 2021 study claiming that living near a “factory farm” can decrease life expectancy.

Markey also said EPA has shown agricultural emissions continue to rise and cited a study this past spring about the global emissions of Brazilian meatpacker JBS. Markey said giving agriculture a “large, industrywide exemption” would lead oil companies to seek similar exemptions.

“I think we should be heading in the opposite direction in terms of what the requirements are going to be on companies that have been allowed to use the air as a large sewer to be sending up these very dangerous emissions,” Markey said.

The hearing was held on a combination of separate bills dealing with wildfires, smoke emissions from those fires and potentially loosening regulations for companies that sell emission override kits for the auto racing industry. It’s unclear if the committee will advance any of the bills to the full Senate floor.

—Chris Clayton, DTN ag policy editor

**“We do not need to burden our hardworking farmers and ranchers with onerous regulations and costly permit fees.”**

Sen. Shelley Capito (R-WV) said the year-by-year appropriation provision was a “Band-Aid” and asked VanderWal about the yearly language versus a permanent fix.

“It would provide certainty for us going forward, and people would (be) able to concentrate on innovation and technology and be able to

technical assistance and incentives from USDA.

“Certainly, incentives are much better than a stick if it’s economically viable or if somebody can finance it to show that it will be economically viable at some point,” VanderWal said.

Other Democratic senators were more critical over the idea of permanently exempt-

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1

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11

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27

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27

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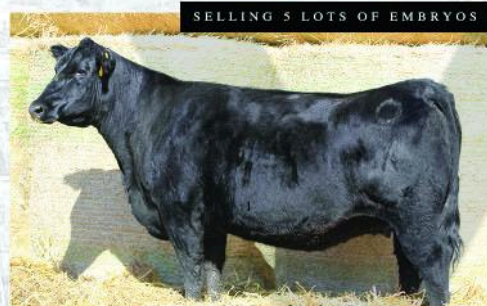
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# GAO: USDA was lax in making CFAP payments

USDA's Farm Service Agency's (FSA) efforts to get \$31 billion in Coronavirus Food Assistance Program (CFAP 1 and CFAP 2) payments out to producers leaned heavily on self-certified documents that could have generated a high percentage of "potentially improper" payments to farmers and ranchers, the Government Accountability Office (GAO) found.

In an audit released recently, the GAO audit of payments to 90 producers found more than half of them (48 out of 90) didn't provide full information to support their claims.

GAO investigators randomly reviewed 90 claims and found 48 of those producers' payments—about \$87 million—were "potentially improper" because they did not file the proper paperwork to support their income and production claims. The GAO found the producers didn't have paperwork to support claims of inventory or sales, or some other form of paperwork was missing.

"In our review of CFAP

claims of 90 producers, we found that over half of the producers did not provide support for their claims," the GAO stated. "Thus, payments that FSA made on these claims were potentially improper."

The GAO broke down payments under CFAP 1 and CFAP 2, topping \$31 billion in 2020 and 2021 to 965,651 producers.

About \$13.8 billion was paid out to commodity crops under CFAP. Another \$9.8 billion went to livestock producers. Another \$3 billion went to dairy, and \$4.4 billion went toward fruits, nursery crops, tree nuts, vegetables, aquaculture and wool.

In sending out the aid, FSA relied heavily on producers providing self-certified documents to support their production and inventory claims.

Out of 90 producers reviewed by the GAO, 70 of them relied in part on some form of a self-generated document to support their claims. At least eight producers relied entirely on self-

generated documents to support receiving more than \$12 million in payments.

Cattle producers, for instance, relied on self-generated spreadsheets in 33 out of the 34 cattle producers audited by GAO staff. At least one cattle producer received more than \$500,000 in payments based on five spreadsheets without any details indicating when the spreadsheets were created or by whom.

The GAO noted that in a majority of the cases investigators examined, they did not find indicators of potential fraud.

Of those audited by the GAO with possibly improper payments, 24 were livestock producers; 15 grew "other commodities" such as fruits, vegetables or nuts; and nine were dairy producers.

The GAO found FSA paid \$661.5 million (about 2% of the payments) to producers who had an average annual adjusted gross income above \$900,000 over a three-year period. These high-income producers—1,682 people and 1,518 entities—qualified for

CFAP payments because at least 75% of their income was from farming, ranching or forestry.

Those high-income producers largely fell into the category of other commodities, such as fruits, vegetables and nuts, accounting for \$443.6 million in payments.

Corporations accounted for 52,494 payments totaling \$5.4 billion, or an average payment of \$103,220.

Another 63,687 limited liability companies received \$4.89 billion in payments, an average of \$76,827 per entity.

Historically underserved producers—70,393 producers—received about \$1.5 billion of the CFAP aid, or about 5% of all payments. Those included beginning farmers, producers with limited resources, farmers reported as socially disadvantaged or veterans. Those producers' payments averaged \$21,055, or \$3,348 below the average payment to other farmers.

The GAO report was sent to multiple House and Senate committee leaders. — **Chris Clayton, DTN ag policy editor**

## LEGAL LEDGER

### Activists sue heart association

The animal rights group Animal Outlook has filed suit against the American Heart Association (AHA) for using its "Heart-Check" labels on certain meat products, according to a report by Plant Based News. The lawsuit alleges the association has been receiving payments from meat companies in exchange for its "heart healthy" certifications. "For nearly 100 years, the American Heart Association has made it its mission to educate consumers on healthy living. That's why it is so incongruous that they are now selling these pay-to-play heart healthy certifications for the very meat products they have publicly taken a position against," Executive Director of Animal Outlook Cheryl Leahy said in a statement. The group claims that past AHA research has recognized higher meat intake as being associated with cardiovascular disease. Animal Outlook also emphasized the "inhumane toll" that meat production takes on animals.

### DOJ increases antitrust hires

The Department of Justice's Antitrust Division is increasing its number of trial attorneys as the Biden administration puts a bigger emphasis on competition and scrutinizing mergers. According to Bloomberg Law, the Antitrust Division has hired at least five partners from large firms and at least a dozen lower-ranking attorneys. "It's unprecedented for the division to hire so many senior-level litigators from outside, and the hiring surge may corroborate the rumors that DOJ is ramping up to file major new cases," Andre Geverola, a partner at Arnold and Porter Kaye Scholer LLP and a former director of criminal litigation for the division, told Bloomberg in an email.

### Prescribed burns to resume

The U.S. Forest Service will be conditionally resuming its prescribed fire program after the conclusion of a 90-day national review. "Recognizing that wildfire, drought and other extreme conditions are affecting parts of the country, prescribed fires will not occur on National Forest System lands until all recommendations have been implemented at each location and only when local conditions have been certified as appropriate for a prescribed fire on the day of the proposed burn," USDA Forest Service Chief Randy Moore said in a statement. Prescribed burns were temporarily paused on May 20 after some fires became out of control. "The decision also reflected the growing recognition that extreme conditions of overgrown forests, climate change, a growing number of homes in the wildland-urban interface and more than a century of rigorous fire suppression are influencing fire behavior in ways we had never seen before," Moore added.

### Using Longhorns as wolf deterrents

Don Gittleston, a rancher from Walden, CO, has tried numerous nonlethal wolf deterrents over the past year, and his latest method involves Longhorn cattle. Gittleston spoke with *WLJ* earlier in June and emphasized not only the difficulty of finding certain deterrents, but also the deterrents' limited efficacy against wolves. Gittleston has employed the use of fladry, cracker shells, fox lights, a human presence and even burros, but he continues to have cattle killed by wolves. Now, he is employing the use of Longhorns to deter wolves. "I don't know that they will work 100% of the time, but most cattle with horns know how to use them," he told *The Coloradoan*. "They are pretty calm around people, but I can tell you they don't even like my little dog, so they probably don't like any canids like wolves and coyotes."

### Animal activists run onto football field

Members of the animal activist group Direct Action Everywhere disrupted the NFL's Buffalo Bills/Los Angeles Rams season-opener game on Sept. 8 by running onto the field with red smoke flares. The two women were wearing shirts that read "righttorescue.com," which is a website dedicated to "Help the whistleblowers facing prison time for exposing factory farm abuses and rescuing suffering animals." The website and protest are allegedly to shine a light on an upcoming trial of two group members who stole two piglets from Circle Four Farms in Utah. The women who ran onto the field during the fourth quarter of the game were released from custody on misdemeanor trespass charges and a graffiti citation for one of the members.

### OR approves lethal wolf removal

After two depredation incidents from the Horseshoe Pack in Oregon, the Oregon Department of Fish and Wildlife has approved lethal removal methods of wolves from the pack. The pack, which runs in Umatilla County, killed two calves on Aug. 16 and Sept. 2. The depredations met the definition of chronic livestock depredation under wolf plan rules (a minimum of two confirmed depredations in nine months), and the affected producer is permitted to take up to two wolves until Oct. 7. While the producer's permit is for two wolves, the department has authorized the take of up to four wolves from the pack to end depredations. For the 2021 minimum count, the pack is estimated to consist of three adults and five yearlings.

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# Vaccine handling tips, recommendations

Studies from the University of Arkansas, the University of Nevada and the University of Idaho have indicated that veterinary vaccine product efficacy is at risk due to improper handling and storage. Most animal vaccines require maintenance at refrigeration temperatures of 35-45 F. Yet these studies showed that anywhere from 25% to 76% of refrigerators used for vaccine storage in the livestock industry failed to maintain these temperatures.

In addition, other improper handling and storage procedures, including exposing vaccines to ultraviolet light from the sun or to temperature extremes and using improper injection techniques, can render vaccines less effective or even useless. Livestock do not gain immunity from vaccines that are damaged, destroyed or altered through improper handling and storage practices.

Two common types of vaccine are killed and modified live virus (MLV) vaccines. Killed vaccines are made by

growing an organism that is inactivated or killed by utilizing chemicals or heat. MLV vaccines are made with a virus or bacterium that is attenuated, or weakened, so the organism will not cause disease in most healthy animals but will still stimulate immunity. Killed vaccines are considered safer but are typically not designed for long-term immunity.

MLV vaccines need to be reconstituted, as they are not stable in solution. Therefore, when mixing MLV vaccines, you should use the product within two hours and keep it cool—thus the need for a cooler and good management practices when storing syringe guns. The advantage of MLV products is they generally promote a longer active immune response.

Refrigeration temperature monitors can be a good investment. Monitor and record temperatures at least weekly. Consider the age of the appliance and the location (barn, porch or other storage areas) of the refrigerator. Refrigerator location can have a sub-

stantial impact on how efficiently the refrigerator operates. For example, a refrigerator kept in a noninsulated barn may be adversely affected by high and low ambient temperature extremes. These temperature extremes can damage products stored

inside the refrigerator.

Some important tips to remember:

- Do not use vaccines that are or have been frozen.
- Never enter the vaccine bottle with a used needle.
- Practice good sanitation of equipment and the work-

ing environment.

• Triple rinse repeating syringes with boiling water, and don't use a disinfectant, as this may inactivate vaccines following cleaning.

• Record product lot numbers, administration dates and withdrawal times.

• Read and follow label instructions.

• Maintain vaccination records for a minimum of three years. — **Brian Freking, Oklahoma State University Extension Southeast District livestock specialist**

## CCA: Ranchers will put in the work for strategy

### GRAZE (from page 1)

that flow through the Gila Box and noted “widespread livestock damage,” including damaged designated critical habitat for yellow-billed cuckoos. The group alleges that 32 river miles were surveyed, and most of them had damage from cattle, which the group noted are not supposed to be in the area because of its federal protection.

For any branded livestock found in the excluded riparian area, BLM will contact the owner within two days and provide instructions for removal. If the owner cannot be identified, BLM will have to

conduct their own efforts to remove the animals.

“In the desert Southwest, livestock grazing harms threatened and endangered wildlife and is the primary driver of riparian ecosystem degradation,” the Center for Biological Diversity said in a statement. “Removal of livestock from riparian areas is a critical component of adapting to climate change.”

### California regulation

On Sept. 8, after hours of debate, the California Coastal Commission agreed to a strategy that regulates ranchers

at the Point Reyes National Seashore in an attempt to reduce water pollution.

The seashore currently stocks 2,400 animal unit months (AUMs) of beef cattle and 2,425 AUMs of dairy cattle. The National Park Service (NPS) leases out about one-third of its land for cattle grazing.

In April 2021, the commission gave conditional approval to the NPS' plan to extend 24 leases, but the commission rejected its new water quality strategy. Conservation groups submitted a letter and asked the commission to reconsider their conditional approval, claiming that ranchers have violated their leases by dump-

ing, harming endangered species, and pumping sewage and having sewage leaks.

At the Sept. 8 meeting, the commission determined a new draft strategy that met water quality monitoring requirements by requiring ranchers to install compliant infrastructure and consent to regular inspections and annual reports.

“While the NPS is not currently pursuing issuance of long-term leases under the general management plan amendment due to ongoing litigation, the NPS has already taken a number of actions under the ranchers' current permits specific to immediate and short-term requirements associated with the ranch operations in the park,” the strategy read.

Conservationists claim the new strategy does not offer enough transparency to penalize ranchers. The California Cattlemen's Association said the strategy will create significant costs for ranchers to develop and manage new infrastructure, but Vice President of Government Affairs Kirk Wilbur said ranchers would be “more than willing” to put the work in.

The commission voted 6-5 to approve the strategy, and annual meetings will be held to discuss data, progress and any violations.

### Grazing lawsuit

In related news, a coalition of conservation groups has filed suit against the U.S. Forest Service's 2021 decision to authorize expanded livestock grazing on six allotments just north of Yellowstone National Park in Montana. The groups claim the allotments are within designated grizzly recovery zones, and expanded grazing puts the bears at risk for being killed in response to livestock conflicts.

“Expanded grazing in these allotments is irresponsible and will stymie connectivity between the grizzlies of the Greater Yellowstone Ecosystem and those of the Northern Continental Divide Ecosystem. A better choice would be to keep livestock out of public lands grizzly habitat entirely,” said Jocelyn Leroux, Washington and Montana director with Western Watersheds Project.

The lawsuit asserts that by allowing expanded grazing, the Forest Service failed to take certain factors into account. In 2021, the U.S. Fish and Wildlife Service issued an assessment that grizzly bear mortalities were largely a result of livestock conflicts and lack of connectivity. The suit claims the Forest Service decision disregards the latest information and instead uses a 1998 baseline that allows livestock grazing in grizzly bear recovery zones. — **Anna Miller, WLJ managing editor**

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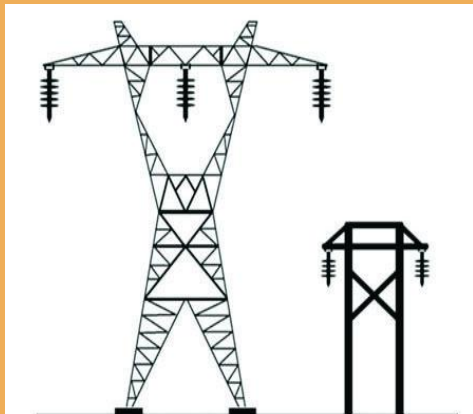
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# AUCTION MARKET FOCUS

## Dedication led Epperly to a championship on the block

### — 2022 WLAC winner

Will Epperly's first time on the block was when he was 7 years old, selling a baby calf with his grandfather at a barn Epperly's grandfather and father built in Virginia. He had watched a sale by Ralph Wade, a previous world champion auctioneer, and that is what spurred on his desire to pursue a world champion title of his own. In June of this year, that childhood dream came true when he was named the 2022 World Livestock Auctioneer champion.

The World Livestock Auctioneer Championship (WLAC) is hosted each year during the Livestock Marketing Association's (LMA) Annual Convention. This year was the 58th annual conven-

tion, held at the Shippshewana Auction and Trading Place in Shippshewana, IN. It was also the 12th time Epperly competed in this national event.

"I went into this contest this year knowing that it's not in my control. I always thought that it was because of me that I lost, that I didn't do this or that," Epperly commented. "I understand that there are 15 different people from the qualifiers to the finals that I have to impress. If I learn to be myself and show them Will Epperly, then I found that I succeeded more in this contest as both an auctioneer and as a person."

Each year, individuals from across the country go through different rounds, interviews and auction chants in an effort to receive the champion title. The different qualifiers are hosted across



Courtesy photo  
Will Epperly competing at the 2022 World Livestock Auctioneer Championship in Shippshewana, IN.

*"It was one of the greatest moments of my life aside from marrying my wife and seeing my boy be born."*



Courtesy photo  
Will Epperly with his wife, Ally, and son, Zeke, after winning the 2022 WLAC

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YW	93
MK	27
M&G	58
MB	0.07
FAT	0.007
RE	0.47
SCHB	112

SIRE: CRR LR RINGLEADER 7145 ET  
MGS: NJW 73S 3304 GUNSLINGER 83D ET  
AHA 44320492

### LAMBERT RIBSTONE 121J

CED	3.8
BW	2.3
WW	62
YW	90
MK	22
M&G	52
MB	-0.08
FAT	0.007
RE	0.46
SCHB	93

SIRE: XAMR RIBSTONE DOMINO 613  
MGS: JS LR ROWDY RED 33027A  
AHA 44324805

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CED	0.6
BW	3.7
WW	78
YW	147
MK	24
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MB	0.36
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the country in the spring, and anyone who is competing must be currently employed at an auction yard. According to Epperly, judging consists of bid-catching ability, clarity of chant, conduct of the sale, knowledge of the product and whether the auctioneer would be hired within the industry. This judging occurs during the qualifier rounds, and then the top 10 from each of the three qualifiers attend the WLAC in the summer.

The semifinal contains the interview round and hosts the top 10 candidates from each qualifier round. A champion will "have to speak with many different papers, radio stations, news stations, where you have to put yourself out there and represent not only yourself, but also the LMA, the cow-calf operator, the independent feeder and backgrounders," Epperly said, which makes the interview critical.

This interview is 25% of the final score and is added to the final auction round. The auction round narrows down the final top 10 auctioneers who come in and sell 10 drives of cattle.

This historic contest also includes a champion banquet, a tradition special to the champions. After the announcement of the third and second runners-up, the moment comes that every finalist is waiting for. The static of the loudspeaker is heard, and the growing sound of the champion's auction chant comes over the speaker for everyone present to hear.

"When I heard my chant come across the loudspeaker, I broke down in tears," Epperly said. "It was one of the greatest moments of my life aside from marrying my wife and seeing my boy be born. It was such a magical thing."

Epperly said, "My favorite part was always the friendships and connections I've made from this contest, and I would have to thank the contest for where I'm at today." This contest is special for all auctioneers across the country in the livestock industry. The agriculture industry is built on the connections and networks made, and this contest is no differ-

ent, providing an avenue for those involved to build their personal network of friends, potential coworkers and mentors.

The list of individuals that Epperly looks up to is a mile long. His grandfather was a great influence, who Epperly tries to model his life after. "The list goes on and on of mentors and men that I've looked up to," Epperly said.

Now that the champion title has been bestowed on Epperly, he realizes that he is someone whom the younger generation is looking up to. "I tell a lot of those young people that you might want to be like me, but I challenge you to be better than me."

The auctioneer is an important individual for every producer across the country, with the auctioneer's words on the block affecting the producer's paycheck. Epperly will spend the next year taking advantage of his title as an advocate for the industry. His next trip brings him to Washington, D.C., where he will speak with legislators, members of Congress and other political figures who make decisions affecting the industry.

"I'll be on Capitol Hill hoping to influence them to help the agriculture sector and that we're here to put a safe product on the table of the consumer at the end of it and the sacrifice that goes into it," he said. He also said he hopes that he can bring about support from Congress for the industry.

Epperly said he is excited for the next year and is honored by this award. His dedication to the contest and his career paid off, and he intends to give back to the industry that built him into the auctioneer he is today.

"What drives me every day is that I get to work with people who sacrifice their lives because they have a love for what they do and they have a pride in it, and that is what drives me every day to do my absolute best on that block for them," Epperly said. This 2022 WLAC champion is prepared to continue doing his very best for livestock producers for years to come. — Chloé Fowler, WLJ correspondent

# AUCTION MARKET FOCUS

## Good: Auction markets should be able to invest in new plants

### — LMA-backed measures

It's been an interesting couple of years for the cattle markets, particularly in relation to the amount of related legislation that has been proposed.

Chelsea Good, Livestock Marketing Association (LMA) vice president of government and industry affairs, told *WLJ* there are a few key pieces of legislation they have been working on that are of interest to not just producers,

but the industry as a whole. In particular, LMA has focused its efforts on supporting the House's Amplifying Processing of Livestock in the U.S. (A-PLUS) Act and its companion legislation in the Senate.

"Because of some dated Packers and Stockyards (P&S) Act regulations, it is actually illegal for a livestock auction owner or manager to own or operate a packing plant," Good said. "We want to see more processing capacity, and yet our markets are

being told they can't be part of the solution, and that's really frustrating."

Good said the A-PLUS Act and its companion legislation would get rid of that regulation and allow livestock auctions to own or invest as a packer as long as they are below a certain size.

Regarding the recent news that Walmart has invested in Sustainable Beef's proposed packing plant in Nebraska, Good said it is unfair and frustrating that a large retailer can invest in a packing plant, but livestock auctions cannot.

"It feels like we're being held to a very different standard," she said. "I think for most people, a livestock auction owner and individual who's in the business is going to be a better option."

She added that these individuals have a more vested interest in competition compared to an entity that is trying to vertically integrate the supply chain and stray further away from competition.

The bills have been introduced in Congress but have not made much movement yet. LMA will be having a Washington, D.C., fly-in later this month and plans to talk with those on Capitol Hill to encourage the bills' progression.

"It is difficult to get things to move in the fall of an election year, but I think that there's still some possible routes forward, ideally this Congress, but if not, we are persistent and we'll keep working on it next Congress," she said.

Good also mentioned they are keeping tabs on a bill that is not yet introduced and doesn't directly relate to the cattle markets but will have an impact on producers nonetheless. LMA is interested in some early legislation that might incentivize people to choose to pay electronically through something like an automated clearing house or a wire transfer.

"Mail services have really slowed down, and that's been

a problem for livestock auctions because probably about 90% of our money is checks in the mail that get mailed either to the auction or producer," Good said. "It's gotten so much slower that we are actually trying to find ways to incentivize electronic payment instead of checks in the mail."

### Trust, P&S Act

Good also spoke of the progress of the dealer statutory trust signed into law in December 2020. The trust was created with the intent to provide livestock sellers with payment protection during dealer payment defaults, and it was widely supported by LMA.

Good said USDA has yet to publish any data about the trust, but she has heard anecdotes of people who have filed dealer trust claims and have had a better payout than if the trust had not existed.

USDA has also only re-

leased the first of its three new rules for the P&S Act, with the first rule relating to the poultry tournament system. The other two rules will relate more to the cattle sector and cover deception and unfair practices. Good said the second rule is at the Office of Management and Budget, out of USDA's hands, but it may be slow to move through the office. She noted the poultry system rule spent about four months in the agency's hands.

Good concluded that through all of the issues that have plagued the industry over the past few years, "It's been really eye opening for a lot of people to realize how important the livestock options are, how we really do need to have that competitive method of selling to get true price discovery. And it's great that we continue to have that in the auction setting."

— Anna Miller, *WLJ* managing editor

## 'Triple-dip' La Niña expected for this winter

Federal meteorologists have predicted a "triple-dip" La Niña is expected to occur this winter.

The National Weather Service's (NWS) Climate Prediction Center expects a 91% chance of La Niña through September-November and an 80% chance through January. NWS predicts a 54% chance for La Niña to continue in January-March 2023.

La Niña refers to the large-scale cooling of the ocean's surface temperature in the central and eastern equatorial Pacific Ocean, coupled with changes in the tropical atmospheric circulation—namely winds, pressure and rainfall. It usually has the opposite impact on weather and climate as El Niño, which is the warm phase of the El Niño-Southern Oscillation (ENSO).

At this time, the consensus is uncertain over how long La Niña will last and when it will transition to ENSO-neutral. Statistical models show a 56% chance of a transition to ENSO-neutral during February-April 2023.

The World Meteorological Organization concurred with the NWS and said there is a 70% chance a La Niña event will last until at least the end of the year, becoming this century's first "triple-dip" La Niña, spanning three consecutive Northern Hemisphere winters starting in 2020.

Of the 24 La Niña winters dating back to 1950, only one (2016-17) changed to neutral in December-February, four transitioned to neutral in January-March, one (2000-01) transitioned by February-April, two transitioned by March-May and 16 transitioned in April-June or later.

According to NWS, if La Niña prevails, there is a 46% chance it will be moderate or strong in early winter.

La Niña conditions will mean less rain and drier conditions this fall for most of the U.S. NWS is predicting warmer-than-average temperatures through the fall—except along the Canadian border—and below-average rainfall in the Plains.

Previous La Niña years resulted in early rainfall in California and the Southwest, followed by drier con-

ditions and the worsening of drought. Hotter, drier summers in the southern Plains and Texas followed a La Niña winter. The Northwest experienced wetter conditions. — Charles Wallace, *WLJ* editor

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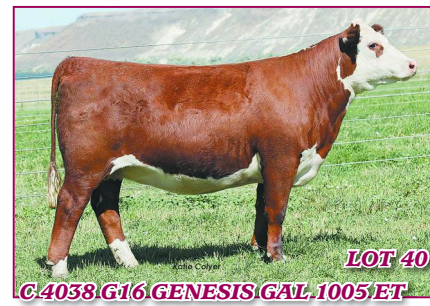
LOEWEN GENESIS G16 ET

43987463 • 11/17/19 — Genesis has proven to be one of the most popular yearling bulls in the history of the breed. He is ideal in his phenotype combined with a tremendous EPD profile. His striking color pattern and being homozygous polled will add to the value of his offspring. Owned with Express Ranches, Barber Ranch, King Herefords and Dry Creek Farms.



CJC VALERIE BELLE 1101 ET

44258291 • 01/09/2021 — Bred to ECR 628 IVYS ADVANCE 8923 ET due 01/07/2023. You want carcass without giving up growth and look? Take a look at this future donor. Rare that you get one that is in the top 1% IMF, Ribeye and SCHB and the bonus of being in the top 3% for WEPD top 10% YEPD top 5% for Milk and Teat. IMF ratio of 179 and REA ratio of 119! Dam is a full sister to Guardian's mother and Belle Heir that sports an IMF ratio of 154 and REA ratio of 124! Don't know where you find another young female with such carcass superiority.



C4038 G16 GENESIS GAL 1005 ET

44257539 • 12/28/2020 — An own daughter of 4038 who commanded \$97,500 in a previous sale going to Bowling Ranch, OK. Her progeny never disappoints and produces top shelf bulls and females. She has produced over \$510,000 in progeny sales thus far. Her balanced set of numbers gives you lots of flexibility for future matings. Heifer calf by Key West is an extra bonus. We have had super reports on his calves from across the country.

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C 5355C GENESIS 1297 ET

44293652 • 08/30/2021 — These flush sisters are as good as they come in terms of combining phenotype with superior genetic. Lot 23 is the cowy powerful built one that has tons of rib and volume. Lot 24 is a sleek fronted great profiling female and both have the color and pigment we are all after. 5355C is always a visitor favorite because of her extra presence and eye appeal.



C D83 MILES 1266 ET

44293626 • 08/25/2021 — These two sisters should gather a lot of attention on sale day. If you are looking for some serious show heifer prospects on the horned side these will fit. Both sire and dam have won at the highest level and this pedigree is full of National Champions. These females have elite phenotype and look and will be fun to exhibit this fall. One is a little prettier one is a little more power but they are both cut from the same cloth.



C 8037 GENESIS GAL 2029 ET

44359732 • 01/04/2022 — What a great start to the heifer calf crop with a full sister to Guardian, the record selling bull from last year's national sale. This one is special with that dark color and performance of her brother in a feminine package. Possibilities are endless with this one as she has as much earning potential and value as anything you will find.



C D83 REAL DEAL 2064 ET

44359763 • 01/08/2022 — These sisters are truly a center piece of this year's offering. Lot 4 is simply one of the very best you will find with power, style and balance. These will be fun to watch for later on down the road as show heifers and cows. Whatever you choose, the genetic package is a sure bet.



C 1311 GENESIS GAL 2138 ET

44359830 • 01/16/2022 — Without question this is a sale feature and one that has the potential to replace her mother 1311. After this calf crop is sold she will surpass 1 million dollars in progeny sales. This is the only female in this flush so she truly is one of a kind. Her brothers are as good as it gets. So much could be said about this female but the reality is she speaks for herself, and she has the pedigree to back it up.



C D715 MELANIA 2142 ET

44363397 • 01/17/2022 — This may be the big time show heifer of the group. Powerful build and shape with great look from the side and quality. Her mother was purchased with the Allen family in Texas and had a great show career. Numerous division champions at National shows. She has been a little light in terms of embryo production so this female is unique and hard to come by.

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# AUCTION MARKET FOCUS

## Lamb market is moving back to pre-pandemic levels

### LAMB (from page 1)

Reid Redden, Ph.D., associate professor and sheep and goat specialist at Texas A&M AgriLife Extension, told *WLJ* prices were very high in winter and early spring, and the market has experienced a slowdown in summer.

"The reports I get suggest that supply was higher this spring due to drought," Redden said. "Ranchers were out of grass and decided to sell lambs early at lighter weights and conditions. It is also suggested the nontraditional demand was lower this past summer compared to the last two years. Maybe this was due to economic concerns, a reduction in demand due to high prices earlier in the year or this

summer was the first opportunity for the nontraditional consumer to travel internationally since the pandemic began."

### Cutout values, slaughter

Cozzens noted the cutout value of lamb moved lower, but it is still well above levels seen over the past five years. The rack and the loin have been supporting cutout values, and Cozzens sees demand for those cuts holding strong since consumers grew familiar with preparing them during the pandemic.

According to USDA, the national lamb carcass cutout value for Sept. 9 was \$503.14. Cozzens said that in 2021, the cutout value averaged \$625, but values are still well above the period of 2016-20,

when the average was \$350. Cozzens said the value of the loin is about \$8/pound, when it is typically \$5.50-6/lb. this time of year, and the rack is about \$12/lb. compared to \$8/lb. Cozzens attributes the fall in cutout value to leg prices, which have fallen to \$4/lb. in the last few weeks.

Cozzens noted cold storage levels are well below previous levels despite increasing last month, and from a supply standpoint, the lack of buildup in cold storage is a good indicator that demand is still there. In July, lamb and mutton stocks increased 4.7 million lbs. from last year to 25.8 million lbs., but they were still below the five-year average of about 40 million lbs.

This year, slaughter numbers have declined. ALB noted while August

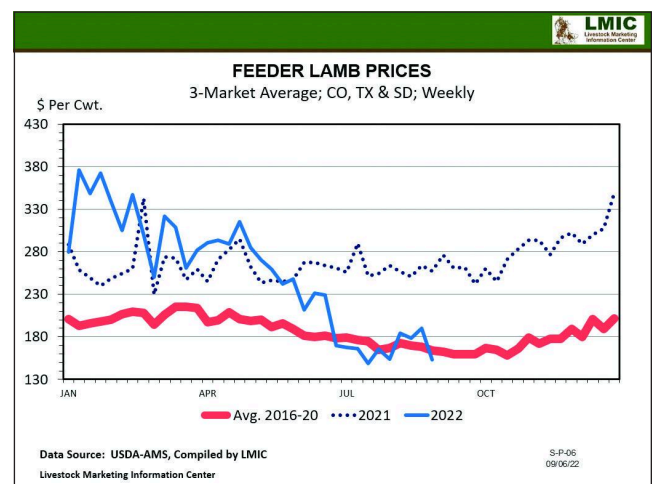
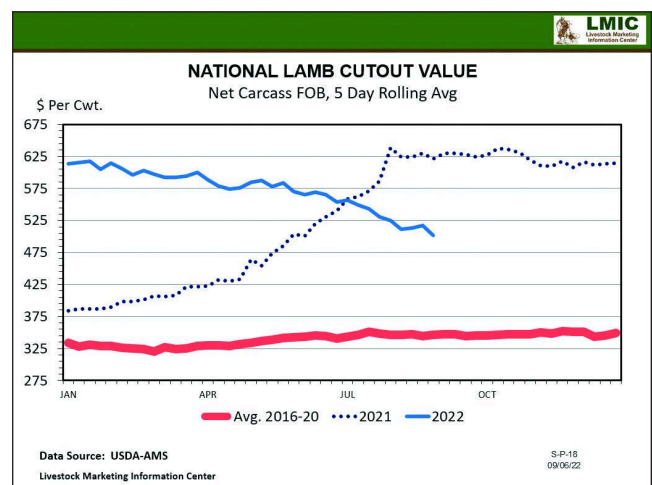
slaughter numbers are expected to be higher, year-to-date lamb and yearling slaughter is down 9%.

"Now we're starting to see that start to slow down, and that push-pull between supply and demand is starting to play out now," Cozzens said. "So, the market is now starting to try and work through and balance supply and demand factors. That's why we're starting to see a little bit of a backlog of lambs in the supply chain. Prices start to move a little bit lower. The market is trying to work through a lot of these changes that are happening, and it's going to take some time to sort of work through these changes."

ALB noted the record numbers on feed in Colorado have resulted in heavier dressed weights and a backlog of slaughter-ready lambs—which is slowly declining—but seasonally, placements increase in the fall. ALB said the longer it takes for the industry to become current, the greater the impact.

### Marketing

Cozzens stated producers could change their marketing plan based on resource availability and whether they want to background



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their lambs longer, put on some weight and then put them into the feedlot so they are not on feed as long. This, perhaps, would allow producers to get into a window where they would get better prices for their lambs.

"I think from a production standpoint, you have to step back and evaluate specifically your costs of production," Cozzens said. "That's the thing as a producer you can manage—prices you can't necessarily manage. I think it is very wise to take a step back and reevaluate those things and evaluate where you stand from a cost standpoint and just a resource standpoint."

### Looking ahead

ALB said the large supply of lambs on feed in Colorado, high feeding costs and reduced forage production will continue to impact live lamb prices.

Redden projected the non-traditional market will improve in the first quarter of 2023 due to the low supply of light lambs, and it's diffi-

cult to determine when the nontraditional market will rebound.

As the economy moves through the current macro-economic factors and into a possible recessionary phase, Cozzens forecasts that through the last quarter of 2022, slaughter volume will be down by 3%, and dressed weights will be higher. Prices will continue to move lower by 30% in the last quarter of 2022 compared to the record prices of 2021.

For 2023, Cozzens predicts the available supply of lambs will push production down another 1-2% and lamb prices down about 10-15%.

"A lot of this is still comparing to some very strong prices that we saw at the beginning of 2022," Cozzens said. "So in general, I think the market is moving back towards pre-pandemic levels. And I would argue that these prices will be slightly better than what we were seeing in 2019. But I think we're moving back towards more of a pre-pandemic level." — **Charles Wallace, WLJ editor**

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"I never fancied muhself a cat person,... not until last winter after I lost all of my hair."

# AUCTION MARKET FOCUS

## THE VIEWPOINT

with Ty Thompson

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

Ty Thompson grew up in the cattle industry, as his father was a livestock auctioneer and owned Riverton Livestock Auction in Wyoming. He would travel with him during the summers of his childhood. Ty wasn't involved in the industry in high school and had aspirations of playing basketball in college, but in his words, "It didn't really work out," and he went back to working at a sale barn after his first year in college.

In 1992, Ty quit college and went to the Western College of Auctioneering. He had an opportunity to hone his skills by selling five days a week for 10-12 years. He also participated in the Livestock Marketing Association's (LMA) World Livestock Auctioneer Championship beginning when he was 20 years old, winning reserve champion twice and also runner-up champion. Finally, in 2009, Ty won the championship.

Since his time in the competition, Ty said the general chant (also known as "bid calling") has improved, and it is impressive how good auctioneers are, and the championship gives them a chance to showcase their talents.

Ty's advice for those looking to get into the auction business is to align yourself with a local auctioneer, stockyard or auction company because they are always looking for someone who wants to help them, and in turn, they will help someone willing to help themselves.

"I think if you can get in with a reputable auction company in your area, that is the best way to do it," Ty told WLJ. "Don't be afraid to do jobs outside of auctioneering. Don't be afraid to do anything that has to do with the auction yard and show the people that you're willing to do the work that you need to put in to be successful. Then you'll move into the auctioneering part of it, and by then, you'll know the business from the ground up."

Ty said the competition highlights the role of the auctioneer in what LMA does, helping their member markets and "fighting not just for the auction markets, but the customers of those auction markets."

Ty said while he enjoys the industry's auctioneering aspect, he also enjoys the cattle part of the business. He is the auctioneer at Northern Livestock Video Auction, and he said the Early Fall Preview auction in August was \$2-3 higher across the board, and replacement heifers were selling \$20-25/cwt higher. Ty said at all three auctions held during the summer,

***"Both the brick-and-mortar and the video auction have their different pluses."***

the demand was strong, and there is optimism in the market going into the fall.

While there may be optimism going forward, Ty noted several factors will influence the market, including the price of corn, the economy and beef demand.

"I contend we're short enough in fed cattle that even if our demand would drop a little bit, we're still going to be fine," Ty said. "But if our demand would really drop both in exports and domestically, that would be a real problem."

Ty spoke about the competitive livestock marketing method of buyers that are actively competing against each other, and he said having the auctioneer as "the dealer in the card game" creates enthusiasm, "and when you get a good group of buyers together competitively bidding on cattle, you really can create a better, more transparent market."

Ty believes you can have price discovery and competition with video auctions and the brick-and-mortar auction yards. He said the video markets offer a type of forward contracting, as the commodity markets for feeders are generally higher in the summer than in the fall.

"Both the brick-and-mortar and the video auction have their different pluses," Ty said. "But the video auctions have—especially in our part of the world—done a lot of good in my mind for the rancher."

While the market for cattle has been good in

Montana, Ty also stated the horse auction market has been phenomenal. He attributed the rise in prices to a shortage of people breeding and raising horses and the "Yellowstone" effect of non-ranchers paying a premium for horses. Ty noted while there are more boutique sales of 40-50 horses at a time, Billings remains the largest auction market in the country, selling 500-700 horses a month. Ty noted while it sounds like a large amount, 10 years ago they would sell 900-1,300 horses a month. He attributed the decrease to fewer horses nationwide.

"I feel the horse market could be a little toppy right

now; there are people starting to breed more now. They're starting to build the numbers a little," Ty said. "But I think the fact of having a horse just to have a horse

might wear off just a little bit, and you can only sell so many \$50,000-plus pleasure riding geldings until you run out of customer base. And so I could see the horse market may be

backing off a little bit on non-performance horses, but it would still be high because it's unbelievably good right now." — Charles Wallace, WLJ editor

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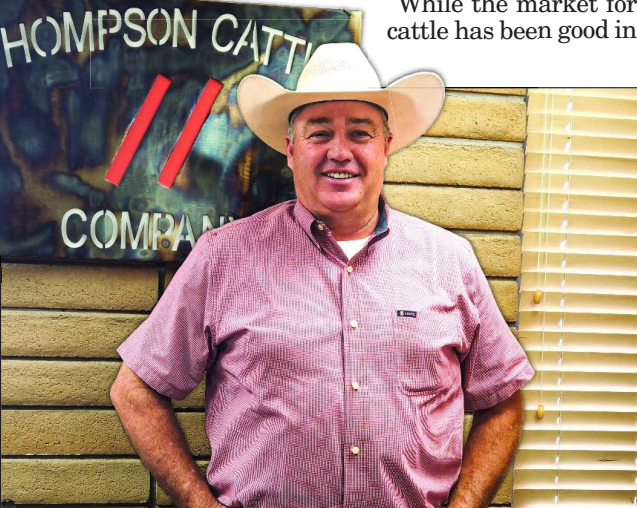
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Courtesy photo

# MARKET NEWS

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

## MARKET SITUATION REPORT

MARKET AT A GLANCE	This Week: 9/15/2022	Week Ago	Year Ago
Choice Fed Steers	142.73 ▲	141.42	123.89
CME Feeder Index	178.51 ▼	180.31	154.02
Boxed Beef Average	252.34 ▼	258.01	318.00
Average Dressed Steers	226.50 ▼	226.80	198.65
Live Slaughter Weight*	1,369 ▲	1,361	1,476
Weekly Slaughter**	604,000 ▼	638,000	577,000
Weekly Beef Production***	494.1 ▼	520.1	479.9
Hide/Offal Value	14.76 ▲	13.95	15.27
Corn Price	6.78 ▲	6.75	5.29

EEF 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	
September 9	6,450	260.06	148	340.48	1,176	265.75	1,985	258.40	838	237.43	2,302	224.66
September 2	6,561	259.97	178	336.84	1,094	267.44	1,844	259.69	841	238.27	2,603	227.79
August 26	6,797	263.78	227	333.43	1,248	268.26	2,036	261.07	751	238.25	2,535	227.97
August 19	6,767	263.09	191	331.99	1,167	268.47	2,072	261.56	813	238.90	2,524	225.16

CATTLE FUTURES: CME Live Cattle							
	9/9	9/12	9/13	9/14	9/15	High*	Low*
Oct.	14568	14575	14480	14435	14563	14568	12525
Dec.	15098	15135	15045	15005	15133	15135	13055
Feb.	15535	15555	15473	15448	15538	15555	14003
Apr.	15903	15903	15818	15818	15868	15903	15728

### Selected Auction Week Ending September 15, 2022

Selected Auction Week Ending September 15, 2022										Feeder prices for steers & heifers reflect medium and large 1 cattle, unless otherwise noted; * Indicates medium and large 1-2	
DATE	MARKET	STEERS / HEIFERS								SLAUGHTER COWS	PAIRS REPLACEMENTS
		200-300 lb.	300-400 lb.	400-500 lb.	500-600 lb.	600-700 lb.	700-800 lb.	800 lb. -up	SLAUGHTER BULLS		
September 9	Blackfoot, ID	N/A	204-215.50	179	191.50-193.168-189	168-172	185.50	158.50	84-97.50	96-114	
September 8	Burley, ID	224	201	222.50-223.206	199-203			118	77-94		
September 13	Emmett, ID	731		195-214.172-183	178.50-194.156-169	167-195.158.50-170	157-165	174.50-179.75.145-159.50	92.50-107.110-124.50		
September 10	Eugene, OR	N/A		140-172*.135-150*	140-170*.130-157*	138-161.50*.128-147*	130-167.50*.122-145*	140-152*.120-139*	89-102.112-135	525-1,280.600-1,300	
September 12	Madras, OR	307		180-200.155-175	195-210.160-175	175-195.155-165	170-185.165-175	150-172	85-96.95-108		
September 7	Vale, OR	409		210-222.190-206	190-217.150-191.50	160-182.50.145-161	160-176	144	90-103.50.105-124		
September 13	Davenport, WA	450	110	100.60-139	134-185.95-159	119-185.84-182	140-181.100-188	90-173.123-162	88-171.93-156	40-119.101-120	1,250
September 8	Toppenish, WA	2,600		215*.180*	210-212.50*.180-195.50*	183-201*.180.50-191*			88-101.50.110-120.50		

CATTLE FUTURES: CME Feeder Cattle							
	9/9	9/12	9/13	9/14	9/15	High*	Low*
Sep.	18300	18153	17945	17998	17935	18418	15425
Oct.	18558	18313	18053	18143	18093	18610	16373
Nov.	18683	18480	18235	18298	18278	18703	16958
Jan.	18740	18590	18378	18423	18423	18748	18378

FED CATTLE TRADE			
	Head Count	Avg. Weight	Avg. Price
<b>WEEKLY WEIGHTED AVERAGES</b>			
Live FOB Steer	8,908	1,455	142.73
Live FOB Heifer	5,167	1,290	142.31
Dressed Del Steer	3,632	978	226.50
Dressed Del Heifer	2,625	865	226.26
<b>SAME PERIOD LAST WEEK</b>			
Live FOB Steer	2,656	1,457	141.42
Live FOB Heifer	922	1,337	141.30
Dressed Del Steer	3,191	971	226.80
Dressed Del Heifer	287	839	226.23
<b>SAME PERIOD LAST YEAR</b>			
Live FOB Steer	13,639	1,476	123.89
Live FOB Heifer	7,342	1,325	124.19
Dressed Del Steer	11,876	961	198.65
Dressed Del Heifer	4,080	840	199.04

NATIONAL WEEKLY FED BEEF SLAUGHTER VOLUME: SEPTEMBER 11		
	Domestic	Imported
Forward Contract	35,552	4,326
Formula	259,894	0
Negotiated Cash	74,064	154
Negotiated Grid	47,787	0
Packer Owned	9,099	0
<b>Total</b>	<b>426,396</b>	<b>4,480</b>

SLAUGHTER FORWARD CONTRACTS				FORWARD BEEF SALES	
Delivery Month		Neg. Sales 0-21 days	1,689	Neg. Sales 21+ days	1,164
Sep. '22	162,294				
Oct. '22	134,812	Formula sales	3,449		
Nov. '22	138,405	Forward contract sales	148		
Dec. '22	95,874	Domestic sales	5,627		
Jan. '23	91,600	NAFTA Exports	142		

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		137.05	-1.83	
Slaughter Heifers, mostly Choice & Select 1-3, 1200-1400 lbs		135.81	-1.94	
Ontario Auctions				
Slaughter Steers, mostly Choice & Select 1-3, 1300-1500 lbs		138.77	-2.48	
Slaughter Heifers, mostly Choice & Select 1-3, 1200-1400 lbs		137.62	-3.18	
Slaughter Cows, Cutter and Utility 1-3, 1100-1400 lbs		84.27	-0.58	

USDA MEXICO TO U.S. WEEKLY LIVESTOCK IMPORTS				
Feeder cattle imports weekly and yearly volume.				
Species	Current Week	Previous Week	Current Year-to-date	Previous Year-to-date
Feeders	9,938	10,850	552,135	754,625

USDA WEEKLY IMPORTED FEEDER CATTLE			
Friday, September 9, 2022			
Mexico to TX, & NM. Weekly Feeder Cattle Import Summary			
Receipts EST:	6,000	Week Ago Act: 10,108	Year Ago Act: 8,044
Compared to last week, steer calves and yearlings sold 1.00-2.00 higher. Heifers 1.00-2.00 higher. Trade active to very active, demand good to very 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 202.00-212.00, few 213.00; 400-500 lbs 187.00-197.00, few 198.00; 500-600 lbs 172.00-182.00, few 183.00; 600-700 lbs 157.00-167.00, few 168.00. Medium and large 2&3, 300-400 lbs 187.00-197.00; 400-500 lbs 172.00-182.00; 500-600 lbs 157.00-167.00.			
Feeder heifers: Medium and large 1&2, 300-400 lbs 176.00-186.00; 400-500 lbs 166.00-176.00; 500-600 lbs 156.00-166.00; 600-700 lbs 146.00-156.00.			
(slide 10 cents on steers and heifers basis 300 lbs. All sales FOB port of entry.)			

NORTHWEST											
September 9	Blackfoot, ID	N/A	204-215.50	179	191.50-193.168-189	168-172	185.50	158.50	84-97.50	96-114	
September 8	Burley, ID	224	201	222.50-223.206	199-203			118	77-94		
September 13	Emmett, ID	731		195-214.172-183	178.50-194.156-169	167-195.158.50-170	157-165	174.50-179.75.145-159.50	92.50-107.110-124.50		
September 10	Eugene, OR	N/A		140-172*.135-150*	140-170*.130-157*	138-161.50*.128-147*	130-167.50*.122-145*	140-152*.120-139*	89-102.112-135	525-1,280.600-1,300	
September 12	Madras, OR	307		180-200.155-175	195-210.160-175	175-195.155-165	170-185.165-175	150-172	85-96.95-108		
September 7	Vale, OR	409		210-222.190-206	190-217.150-191.50	160-182.50.145-161	160-176	144	90-103.50.105-124		
September 13	Davenport, WA	450	110	100.60-139	134-185.95-159	119-185.84-182	140-181.100-188	90-173.123-162	88-171.93-156	40-119.101-120	1,250
September 8	Toppenish, WA	2,600		215*.180*	210-212.50*.180-195.50*	183-201*.180.50-191*			88-101.50.110-120.50		

EASTWEST											
September 8	Oriand, CA	722		160-200.190	150-200.174	140-185.154	130-160.155	120-160	90-107.100-139		
September 14	Escalon, CA	N/A							83-93.90-130		
September 12	Famoso, CA	359		150-224.150-155	160-204.150-166	170-193.50.150-175	155-169.140-159	140-155	120-150.130-150	85-120.95-127	
September 14	Galt, CA	1,556		170-215.150-190	165-210.140-185	145-206.140-180	140-185.125-170	140-170.120-165	70-110.90-135		
September 13	Turlock, CA	3,109		185-241.175-190	180-220.50.170-181	178-206.50.165-180	172-207.160-196	170-194.50.154-182	155-164.140-151	85-108.100-137	
September 6	Salina, UT	548	182.50-237.50.167.50-192.50	175-231.165-187.50	178-205.152-182.50	170-192.147.50-171.25	147.50-175.135-156	146.50-171.140-165	125-163.75.97.25-139.50	81.50-93.104-128	

NORTH CENTRAL											
September 12	Iowa	12,687	235-250.199-202.50	200-265.175-250	201-253.171-216	185-239.166-216	169-222.155-196	160-205.148-180.50	152-192.144-178.50	75-99.88-121	
September 13	Miles City, MT	896				198		197-198.50.179-184.50	172.149-170	81-90.50.82-107.50	
No report available Bassett, NE											
No report available Ericson, NE											
September 13	Imperial, NE	2,900		246-271.204-231	211-245.185-216	210-239.176-193	202.174.50-179.50	193.50.165.50-180	181.146-157		
September 7	Kearney, NE	N/A		257	232-244.207-210	201.50-216.177-191	188-198.178.50-186.50	195.75-215.175.50-183	156.75-189.171-178	80-91.90-114	
No report available Lexington, NE											
September 12	Ogallala, NE	6,500	298	248-291.213-265	215.50-248.192.50-223	191-223.50.177-197	190-193.50.175.50-187	177-197.50.171-197.50	159-187.145-197.50		
September 8	Valentine, NE	3,620				216.195-200	207-214.193-196.50	202.25-216.50.182-192.50	180.50-202.25.162-181.50		
September 9	Herreid, SD	2,129					177.50	197-199.75.184.25-184.50	180-196.164-181.75		
September 7	Torrington, WY	6,595	283-289.248	259-269.193-236	220-248.187-202	199-232.177-193	208-217.187-196	184-210.179-188.50	162-187.50.153-182		

SOUTH CENTRAL											
September 8	Willcox, AZ	N/A	194-211.170-197	179-218.171-181	177-201.149-161.50	168-181.132-147	156-169.121-132			70-101.100-115	1,075-1,335.935-1,175
September 12	Colorado	3,204		235-252.50.209-220	202-239.182-207	181-220.172-187	181-196.169-180.50	163-189.50.161-168	166.50-182.153-166	39-99.70-111	1,185-1,375
September 7	La Junta, CO	958		211-251.173-211	205-239.177-207	181-205.168-180	175-183.50.165-175	168-178	159-170	80-94.50.95-111	1,000-1,375
September 12	Loma, CO	274					180		171	82-99.103.50-114	1,425
September 14	Dodge City, KS	3,499	167-210	183-242.50.167-220	171-197.50.155-195	171-199.156-176.50	167-183.75.156-186.25	167.50-1			

# AUCTION MARKET FOCUS

## Cattle imports and exports in North America

The integration of beef and cattle markets in North America includes the trade of live cattle between Canada, Mexico and the U.S. The most recent monthly trade data adds to the picture of cattle flows for the period of January-July this year. For the year to date, U.S. cattle imports total 951,910 head,

down 6.3% year over year. Total cattle exports thus far in 2022 are 192,415 head, down 36.7% from the record cattle export total last year. Net cattle imports for the January-July period are 759,495 head, up 6.7% year over year.

Cattle imports from Mexico for the year to date are down

30.2% year over year. The seven-month year-to-date total of 488,449 head is the smallest for the period since 2009. Over 99% of cattle imports from Mexico consist of feeder cattle, including 84.6% steers and 15.4% heifers thus far in 2022.

Cattle exports to Mexico for the year to date include

64,226 head, up 73.7% year over year, of which 79.9% are feeder cattle, with the remainder being purebred beef and dairy animals. Net cattle imports from Mexico are down 36% from last year.

Cattle imports from Canada include both slaughter and feeder cattle. For the January-July period, total cattle imports from Canada are 463,461 head, up 46.7% year over year. This total includes 307,302 head of slaughter cattle, consisting of 40.1% slaughter cows/bulls and 59.9% fed steers and heifers. Imports of slaughter cows/bulls are up 13.8% year over year, and imports of fed cattle are up 28.4% over last year. A

total of 146,845 head of feeder cattle have been imported from Canada in the first seven months of the year, with heifers making up 78.9% of total feeder imports. Feeder cattle imports are up 152.6% year over year for the January-July period.

U.S. exports of feeder cattle to Canada account for 96.2% of the total 120,594 head of cattle exported to Canada in the January-July period this year. This is down 52.7% from the record level of cattle exports to Canada in 2021. Combined net feeder cattle imports from Mexico and Canada are down 2.7% year over year for the first seven months of 2022.

Although cattle imports and export totals sound large in absolute numbers, the role of imported cattle is rather modest in domestic markets. Imports of slaughter cows/bulls for the first seven months of 2022 accounted for 2.8% of total cow and bull slaughter in the U.S. during that period. Imported fed cattle accounted for 1.2% of total steer and heifer slaughter during the same period.

Net imports of feeder cattle from Mexico and Canada from January-July represented 1.3% of the estimated feeder supply on July 1. — **Derrell S. Peel, Oklahoma State University Extension livestock marketing specialist**

## Feeders see slight declines

### MARKETS (from page 1)

head. Steer dressed weights were 904 lbs.

Boxed beef prices were several dollars lower over the week. The Choice cutout lost over \$5 to close at \$253.47, and the Select cutout lost over \$6 to close at \$230.11. The Choice/Select spread was \$23.36.

“Bottomline: big slaughter pace is very constructive as the market heads into much tighter numbers from mid-October all through 2023 and beyond,” Cassie Fish, market analyst, wrote in The Beef. “But September is known for a soft beef and cattle futures market, so September is playing out, as expected thus far.”

### Feeder cattle

“The corn complex is trending just slightly below steady, which could be part of the reason why the feeder cattle market is leery as any higher run in corn prices will be seen as pressuring to the feeder cattle market,” ShayLe Stewart, DTN livestock analyst, wrote in her Thursday midday comments.

Feeder cattle futures were lower over the week. The September contract lost nearly \$3 to close at \$179.35, and the October contract lost nearly \$3.50 to close at \$180.92.

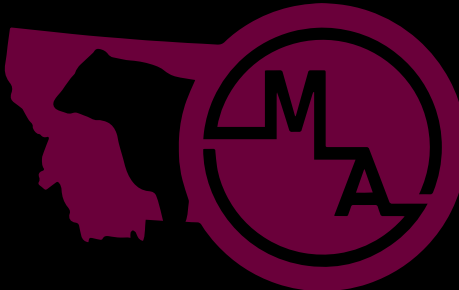
The CME Feeder Cattle Index saw some losses, down \$1.80 to close at \$178.51.

Corn futures crossed over the \$7 threshold but ultimately closed under. The September contract gained 3 cents to close at \$6.77, and the December contract gained 14 cents

to close at \$6.82.

**Missouri:** Joplin Regional Stockyards in Carthage sold 7,500 head on Monday. Compared to two weeks earlier, feeder steers and heifers sold \$5-9 lower at the mid-session. Benchmark steers averaging 763 lbs. sold from \$182-184, averaging \$182.85.

**Oklahoma:** Oklahoma National Stockyards in Oklahoma City sold 10,200 head on Monday. Compared to the sale two weeks prior, at the mid-session, feeder steers were lightly tested and very uneven but mostly steady. Steer calves sold \$4-8 lower. Feeder heifers sold steady to \$2 higher in a light test, and heifer calves sold unevenly steady. Benchmark steers averaging 780 lbs. sold from \$174-183, averaging \$181.41. — **Anna Miller, WLJ managing editor**



## MONTANA LIVESTOCK AUCTION

### SPECIAL SALES FALL 2022

CREAM OF THE CROP II .....	September 23
SPECIAL FEEDER SALE .....	October 7
SPECIAL FEEDER SALE .....	October 14
SPECIAL FEEDER SALE .....	October 21
SPECIAL FEEDER SALE .....	October 28
SPECIAL FEEDER SALE .....	November 4
SPECIAL FEEDER SALE .....	November 11
SPECIAL FEEDER SALE .....	November 18
HOLLOW TOP ANGUS BULL SALE .....	November 19
SPECIAL FEEDER SALE .....	December 2
SPECIAL FEEDER SALE .....	December 16
SPECIAL FEEDER SALE .....	January 6, 2023

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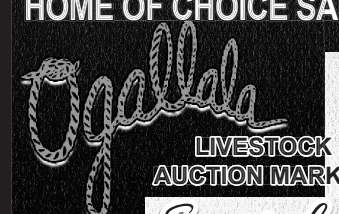
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**ABAR C- CHRIS GENTRY (960)** - BWF, Ang, RWF & Herf str, 800-1,000#, A&S, NHTC, NE3 & All Nat thru Ang Link

**FRENCHMAN VALLEY RANCH (322)** - Ang & few Xbred str, 775-850#

**TWO IRON LLC & WENZEL FAMILY PARTNERSHIP (260)** - Ang hfrs, 650-800#

### Weaned Calves & Calves Coming Off Cows

**TREY PIERCE, CORY FAESSLER & CONOR DWYER (295)** - Ang, BWF, Red & Char X str & hfrs, 450-550#

**FIGURE 2 RANCH (240)** - Ang str & hfrs, 275-450#

**DARRIN KRAJEWSKI (180)** - Ang str & hfrs, 400-550#

**POWLES PARTNERSHIP (130)** - Ang X str & hfrs, 400-500#

**BRADLEY J MICHAEL ESTATE (130)** - Ang, Ang X & Rd Ang str & hfrs, 400-500#

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# AUCTION MARKET FOCUS



## VIDEO AUCTION

### Superior Livestock Auction Labor Day Sale

**Sept. 7-8, Hudson Oaks, TX**  
 Superior Livestock Auction hosted their annual Labor Day Sale video auction live on Sept. 7 and 8 from the Superior Livestock Auction studio in Hudson Oaks, TX. Cattle producers offered over 63,000 head of calves, yearlings and bred stock from 27 states for this auction. Cattle were sold on contract to deliver immediately through March 2023.

A shortened trade week due to the Monday holiday led to lower numbers and late-week trading. Outside market pressures kept prices and the market report reflecting a fully steady offering.

Regions 3/4/5/6 feeder steers were steady to \$8 lower, and feeder heifers were steady to \$10 lower on heavier weights and immediate delivery. Regions 1 and 2 were in light test but were well received by northern feedyards, at fully steady prices compared to the last auction. Beef-dairy crosses and bred stock were fully steady. Regions 3/4/5/6 weaned calves and calves on cows witnessed a fully steady

market and saw a strong buyer base competing for all classes and weights.

**TOPS—Feeder steers:** Circle M 8 Land & Cattle, Salado, TX, sold 87 feeder steers @ 575 lbs. VAC PRECON. Approx. 70% black, 20% Charolais cross & 10% red. \$201, Oct. 1-15 delivery. Turner Ranch, Unionville, MO, sold 80 feeder steers @ 625 lbs. Superior Progressive Genetics. Out of Hereford (HomeBuilder based) cows by Canadian genetics Hereford (Ribstone & Duke Ladd bloodlines) & few CO Red Angus bulls. \$195, Oct. 25-Nov. 3 delivery. Alex Ventures, Bartlesville, OK, sold 135 feeder steers @ 725 lbs. VAC PRECON, Superior Verified, NHTC, Verified Natural Beef, Veg. Fed Approved. Out of pred. Black Angus & some Angus Hereford cross cows by Black Angus bulls. Hoover Dam, Final Answer, Connealy Capitalist & Gardiner bloodlines. 100% black hid. \$211, Oct. 1-5 delivery. Dusty Lynch, Waco, TX, sold 189 feeder steers @ 825 lbs. Angus & Angus cross. Carrying approx. 1/8 or less Brahman influence. 100% black hid. \$180.25, Oct. 4-18 delivery. Diamond T

Ranch, Fontanelle, IA, sold 116 feeder steers @ 850 lbs. BQA Certified. Angus & Angus cross. 100% black hid. \$189, Oct. 3-17 delivery. **Feeder heifers:** Beam Farms, Rutherfordton, NC, sold 74 feeder heifers @ 650 lbs. VAC PRECON. English Exotic cross. Approx. 60% black & 40% smokey. \$160, Sept. 19-23 delivery. Rocking W Cattle Co., Hollywood, AL, sold 69 feeder heifers @ 700 lbs. VAC 60, Superior Progressive Genetics, BQA Certified. Out of Angus, Angus cross & SimAngus base cows Al'd to Select Sires & natural service to Fred Smith Company Ranch SimAngus bulls. New Design, Tuition, GridMaster, Ambush, Predominate & Nightride bloodlines. Bulls top 1% Marb, 15% Terminal Index & 35% YW. Great quality SimAngus cattle. \$170, Oct. 10-12 delivery. Matthew Huff, Concordia, KS, sold 67 feeder heifers @ 800 lbs. VAC 60. Out of Angus, SimAngus & Red Angus cows by black Simmental & SimAngus bulls. \$173, Dec. 20-Jan. 5 delivery. **Weaned calves:** Agricultural Production Enterprises Inc., Mt. Pleasant, TX, sold 135 weaned steer calves @ 370 lbs. VAC 60,

Superior Progressive Genetics. Red Angus, Red Angus cross, some Angus & Angus cross. Some show ear. Strong to red hid. \$267.50, Nov. 10-30 delivery. Priest Cattle Co. Ltd., Lorena, TX, sold 220 weaned steer calves @ 450 lbs. Angus cross with approx. 1/8 or less Brahman influence. 100% black hid. \$248.50, Oct. 1-15 delivery. X One Ranch Inc., Valentine, AZ, sold 109 weaned heifer calves @ 450 lbs. VAC 45, Superior Verified, Black Angus Verified Beef, NHTC, Verified Natural Beef, Veg. Fed Approved, Superior Progressive Genetics, BQA Certified, Beef CARE Certified, Verified Grassfed. Out of Angus cows by reg. Angus (Stevensons Diamond Dot) bulls. 100% black & BWF. \$194.50, Nov. 15-21 delivery. Roubidoux Ranch, Plato, MO, sold 94 weaned steer calves @ 575 lbs. VAC 45. Angus, Angus cross, Red Angus, Red Angus cross & Angus Charolais cross. Few with a touch of ear. \$207, Sept. 11-19 delivery. S/S Cattle/Jaime Snider, Rising Star, TX, sold 75 weaned steer calves @ 600 lbs. VAC 60, Superior Verified, Black Angus Verified Beef, NHTC, Veri-

fied Natural Beef, Veg. Fed Approved, Owner Certified Natural Plus, Superior Progressive Genetics, BQA Certified, Beef CARE Certified. Out of Angus, Angus cross & a few crossbred cows by Gardiner Angus bulls. 90% black hid. \$209, Nov. 7-12 delivery. **Calves:** G Bar M Ranch Inc., Austin, TX, sold 47 steer calves @ 400 lbs./42 heifer calves \$15/cwt back @ 390 lbs. VAC 34+, Owner Certified Natural Plus, Superior Progressive Genetics. Out of Angus, Angus Plus & BWF cows (few w/a touch of ear) by Express Ranches, L Bar, Cox & Clark Angus bulls. \$216, Sept. 14 delivery. Western Land & Cattle Co. Inc., Copeland, KS, sold 110 steer calves @ 475 lbs. VAC 34+, Superior Progressive Genetics, BQA Certified. Out of Angus & Angus cross cows by Sandhill Hereford, Larson Ranch & Power Genetics bulls. 100% black hid. \$231, Sept. 12-16 delivery. CMA Land, Indiantown, FL, sold 192 steer calves @ 500 lbs. VAC 34+, Legacy Verified, NHTC, Verified Natural Beef, Veg. Fed Approved, Owner Certified Natural Plus. Out of Santa Gertrudis Angus cross & a few Santa Gertrudis cross cows by Connealy & Wye Black Angus bulls. 100% black hid. 1/8-1/4 or less Brahman blood. \$201, Oct. 15-31 delivery. Burgess & Pearson, Spearman, TX, sold 86 steer calves @ 600 lbs. VAC 34, Superior Verified, Black Angus Verified Beef, NHTC, Verified Natural Beef, Veg. Fed Approved, Owner Certified Natural Plus, Superior Progressive Genetics, Beef CARE Certified. Angus & Angus cross. Out of fancy Northern Angus & Gardiner sired cows by high-indexing Gardiner Angus bulls. \$211, Oct. 15-31 delivery. **Beef-dairy crosses:** S-D Feeders, Syracuse, KS, sold 120 beef-dairy cross steers @ 400 lbs. VAC PRECON, Superior Verified, NHTC, Superior Progressive Genetics, BQA Certified. Out of Holstein cows Al'd to reg. Angus (44 Second Act X811, Quaker Hill Royal Flush, Quaker Hill Disciple, Quaker Hill Big Stuff, 2 Bar Mile High & Quaker Hill Chieftain) & Cowboy SimAngus bulls. Bred for muscling. Some w/white underbelly, head, socks & tip on tail. \$211, Jan. 1-Feb. 1 delivery. Lakin Dairy, Lakin, KS, sold 154 beef-dairy cross heifers @ 650 lbs. VAC 60, Superior Progressive Genetics, BQA Certified. Out of Holstein cows Al'd to approx. 90% ST Genetics, 5% Alta Genetics & 5% Genex Black Angus bulls. Top 25% in breed for growth & marbling. Sired by GAR Storm, Cowboy Up & Rhinestone Cowboy. \$158, Sept. 21-23 delivery. **Bred**

**stock:** Edwin Ford, Clovis, NM, sold 47 bred heifers @ 1,000 lbs. Out of black & BWF cows (Mytty In Focus, Future Direction & Embazon bloodlines) sired by reg. Black Angus (Patriarch, Cowboy Up & Outright) bulls, Al'd 4/27/22 to GAR Dual Threat & cleaned up with sons of GAR Phoenix (low birth weight). Start calving approx. 2/3/23 for approx. 50 days. Solid black. Buyer's option on 1 black motley face. \$1,650, Oct. 5-20 delivery. Helmer Ranch/Gary Helmer, Arthur, NE, sold 55 bred heifers @ 1,025 lbs. VAC 60, Superior Progressive Genetics. Out of SimAngus cows sired by Simmental & SimAngus bulls. Heifers sired by pred. GAR Hometown, TJ Flat Iron, Hooks Encore & KBHR Cimarron. AI genetics used since the 1970s. Bred to service sires CCR Waco, Tehama Tahoe & WSC Iron Horse. Al'd 5/16/22-5/23/22 & the clean-up bull was pulled 6/17/22. Start calving approx. 2/22/23 for approx 30-35 days. Steer mates: 95% Choice or better, 45% CAB or Prime. 100% black hid. \$2,000, Sept. 15-Oct. 1 delivery.

**Sheep**  
 Superior Livestock Auction hosted their Sept. 8 Sheep Auction live from the Superior Livestock studio in Hudson Oaks. Sheep producers offered 6,320 head of lambs from four states for this auction. Sheep were sold on contract to delivery immediately through October 2022.

**TOPS:** W&M Thoman Ranches, Farson, WY, sold 700 feeder lambs @ 73 lbs. Out of Rambouillet ewes by Rambouillet rams. \$160, Sept. 28-Oct. 5 delivery. Richins Bros. Livestock, Kama, UT, sold 550 feeder lambs @ 80 lbs. Out of Rambouillet ewes by Suffolk, Hampshire & Rambouillet rams. Approx. 50% smut face & 50% white face. \$121, Sept. 20-Oct. 5 delivery. Little Valley Livestock, Heber, UT, sold 950 feeder lambs @ 94 lbs. Out of Targhee cross ewes by approx. 65% Suffolk & 35% white face rams. \$107, Sept. 15-Oct. 1 delivery. Roche Ranches, Wayan, ID, sold 500 feeder lambs @ 95 lbs. Out of Rambouillet & Samm cross ewes by Suffolk cross & Samm cross rams. Approx. 70% smut face & 30% white face, few straight black. \$108, Sept. 15-24 delivery. Travis Kruckenberger, Colbran, CO, sold 450 feeder lambs @ 108 lbs. Out of Merino Targhee cross ewes by approx. 60% Suffolk & Hampshire & 40% white face rams. \$105.50, Sept. 19-20 delivery. Chacon Sheep Company LLC, Fruita, CO, sold 270 ewes @ 180 lbs. Out of Rambouillet Columbia cross ewes. \$65, Sept. 20-Oct. 1 delivery.



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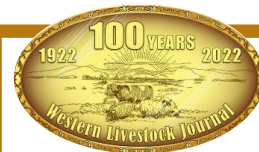
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Jan. 25, 1923, Vol. 1, No. 8

### Heavy Inyo county lambs sell at \$13.50

In a practical demonstration of the theory that livestock of improved breeding and scientifically fed will bring more dollars to the producer, through the central market, J. M. Connor, big stockman of Inyo county, California, sold a shipment of 92-lb. grain-fed lambs at the Los Angeles Union Stockyards, Saturday, at \$13.50 per cwt., the highest price paid at the yards since its opening for lambs of such heavy weight.

"I have certainly been converted to the central marketing plan for selling livestock," said Mr. Connor. "The recent high sales of heavy lambs, including my own, at the Los Angeles Union Stockyards have done more towards creating a warm feeling towards the new yards in Inyo county."

Mr. Connor said that the lambs were dropped in the mountains in March and April. He then brought them to his ranch near Zurich and sixty days ago placed them on a full feed ration of shelled corn and alfalfa hay. The corn was raised on the ranch. In addition to making a good profit, Mr. Connor pointed to the high value of the lambs in fertilizing the soil, a lesson which California ranchers may profit by. — **WLJ**

# AUCTION MARKET FOCUS



## SALE REPORTS

**GENOA LIVESTOCK BULL & FEMALE SALE**  
 Sept. 5, Minden, NV  
 50 Registered Hereford bulls ..... \$5,642  
 13 Registered Hereford females ..... 2,815  
**Auctioneer: Rick Machado**  
**TOPS:** GENOA 173D Endure 21108, 3/9/21 by NJW 79Z Z311 Endure 173D; to Brian Smith, NV, \$10,000. GENOA 19C Bannack 21082, 3/3/21 by Snowshoe X51 Bannack Y27 19C; to Wyatt Bourdet, CA, \$8,750. GENOA 18047 Hometown 21097, 3/4/21 by GENOA 27A Hometown 18047; to Richard Vargas, CA, \$8,500. GENOA 6153 Blueprint 21098, 3/4/21 by BOYD 31Z Blueprint 6153; to Jan Smith, CA, \$8,250.  
**— JARED PATTERSON**

**O'NEAL RANCH BULL SALE**  
 Sept. 6, O'Neals, CA  
 70 Registered Angus bulls ..... \$5,279  
**Auctioneer: Jake Parnell**  
**TOPS:** O'Neals Exemplify 0386, 12/28/20 by Linz Exemplify 71124; to Costa Land and Cattle, Los Banos, CA, \$10,500. O'Neals Confidence 1284, 1/26/21 by Algoma Final Confidence B139; to Newton Ranch, Tollhouse, CA, \$9,500. O'Neals Exemplify 0389, 12/28/21 by Linz Exemplify 71124; to Costa Land and Cattle, Los Banos, CA, \$9,000. O'Neals Solution 0380, 12/26/21 by KG Solution 5041; to Mike Blasinger, Clovis, CA, \$9,000. O'Neals Power Play 1205, 1/6/21 by V A R Power Play 7018; to Duane Martin Live-

stock, Lone, CA, \$7,750. — **JARED PATTERSON**

**TEIXEIRA CATTLE CO. SALE BY THE SEA**  
 Sept. 7, Pismo Beach, CA  
 51 Registered Angus bulls ..... \$4,567  
 18 Fall commercial bred heifers ..... 2,475  
**Auctioneer: Rick Machado**  
**TOPS:** TEX Deposit 1188, 2/13/21 by Basin Deposit 6249; to Hearst Ranch, San Simeon, CA, \$9,000. TEX Deposit 1195, 2/17/21 by Basin Deposit 6249; to Fiscallini, CA, \$8,800. TEX Tahoe 1189, 2/14/21 by Tehama Tahoe B767; to Campbell Ranches Inc., Lompoc, CA, \$8,750. TEX Scout 1034, 1/14/21 by TEX Scout 9001; to Buchman Livestock, CA, \$7,500. — **JARED PATTERSON**

**GOLDEN OPPORTUNITY BULL SALE**  
 Sept. 8, Oroville, CA  
 132 Registered Angus bulls ..... \$6,614  
**Auctioneer: Rick Machado**  
**TOPS:** D R Tahoe 1185, 7/18/21 by Tehama Tahoe B767; to Genex, Shawano, WI, \$15,000. D R Clarity 1169, 7/17/21 by Connealy Clarity; to Doug and Judy Parker, Williams, CA, \$13,500. D R Clarity 1148, 7/14/21 by Connealy Clarity; to San Benito Cattle Co., Hollister, CA, \$12,500. D R Tahoe 1310, 7/29/21 by Tehama Tahoe B767; to San Benito Cattle Co., Hollister, CA, \$11,000. O'Connell Growth Fund 7201, 7/24/21 by Deer Valley Growth Fund;

to Doug and Judy Parker, Williams, CA, \$11,000. D R Clarity 1234, 7/22/21 by Connealy Clarity; to Bradley & Son, Durham, CA, \$9,500. D R Emerald 1173, 7/17/21 by Connealy Emerald; to Paul Banke, Linden, CA, \$9,250. D R Emerald 1236, 7/22/21 by Connealy Emerald; to IZ Ranch, Izee, OR, \$9,000. O'Connell Sunbeam 1061, 8/27/21 by G R Sunbeam; to IZ Ranch, Izee, OR, \$9,000. — **JARED PATTERSON**

**TEHAMA ANGUS RANCH BULL SALE**  
 Sept. 9, Gerber, CA  
 124 Registered Angus bulls ..... \$8,016  
 20 Commercial open heifers ..... 2,200  
**Auctioneer: Rick Machado**  
**TOPS:** Tehama Resilient K746, 8/10/21 by Sitz Resilient 10208; to O'Neal Angus Ranch, Madera, CA, \$21,000. Tehama Exclusive K907, 9/11/21 by Musgrave 316 Exclusive; to Daigger/Orr Angus, North Platte, NE, \$20,000. Tehama Patriarch K600, 2/12/22 by Tehama Patriarch F028; to Sitz Angus Ranch, Dillon, MT, and Shaw Cattle, Caldwell, ID, \$17,000. Tehama Patriarch K621, 2/17/21 by Tehama Patriarch F028; to Curtis Cattle, Visalia, CA, \$13,500. Tehama Resilient K881, 9/2/21 by Sitz Resilient 10208; to Hamilton Bros., Rio Vista, CA, \$11,250. Tehama Patriarch K758, 8/11/21 by Tehama Patriarch F028; to Kevin and Kristi Tomera, Spring Creek, NV, \$11,000. Tehama Niagara K801, 8/15/21 by S S Niaga-

ra Z29; to Borges Angus Ranch, Byron, CA, \$11,000. Tehama Stellar K539, 2/5/21 by Sitz Stellar 726D; to Daigger/Orr Angus, North Platte, NE, \$11,000. — **JARED PATTERSON**

**ARELLANO BRAVO/DIABLO VALLEY BULL SALE**  
 Sept. 10, Galt, CA  
 71 Registered Angus bulls ..... \$4,578  
**Auctioneer: Rick Machado**  
**TOPS:** Diablo Confidence Plus 5572, 8/6/21 by Connealy Confidence Plus; to Ron Spence, Altaville, CA, \$8,750. Bravo Plus One, 1/10/21 by E&B Plus One; to DTK Land & Livestock, Malad City, ID, \$8,500. Bravo No Doubt 1053, 6/3/21 by Hoover No Doubt; to John Oneto, Jackson, CA, \$8,000. Bravo No Doubt 1406, 5/16/21 by Hoover No Doubt; to Rancho San Mateo, Gold River, CA, \$7,750. — **JARED PATTERSON**

**VISALIA LIVESTOCK MARKET CATTLEMAN'S SELECT SALE**  
 Sept. 11, Visalia, CA  
 106 Registered bulls ..... \$5,985  
**Auctioneer: Randy Baxley**  
**TOPS—Angus:** Rhoades Rawhide 123, 8/15/21 by Poss Rawhide; to G&A Dairy, Fresno, CA, \$18,750. Rhoades Volcano 061, 9/15/21 by VAR Volcano; to Yokohl Valley Livestock, Exeter, CA, \$8,800. SF Blackstone 1013, 1/15/21 by Byergo/Double GG Blackstone; to SJR Cattle Co., Loleta, CA,

\$8,500. **Red Angus:** LSF SRR Merlin 1047J, 1/8/21 by WFL Merlin 018A; to Dooley Ranch, CA, \$8,000. **SimAngus:** N7S 802F P1 117J, 2/12/21 by E&B Plus One; to Double Rafter, CA, \$7,000. **Hereford:** SMH 215Z Domino 1029, 2/3/21 by CL 1 Domino 215Z; to Weldon Cattle Co., CA, \$6,000. — **JARED PATTERSON**

**FULL HOUSE HORSE SALE BIG HORN EDITION**  
 Sept. 9, Buffalo, WY  
**Top 5** ..... \$20,200  
**Top 10** ..... 17,773  
**Top 20** ..... 14,400  
**Overall sale** ..... 11,836  
**Auctioneer: Lynn Weishaar**  
**TOP:** T3, a 2015 sorrel gelding by Harlan Kent x Why Not Friday, consigned by Tom Bruce. — **DEVIN MURNIN**

### 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](mailto:editorial@wlj.net).)

**Sept. 30** – Lallemand Animal Nutrition will offer five Lallemand Forward Scholarships for students pursuing degrees in agriculture. The 2022 program offers two \$2,500 undergraduate scholarships, one \$3,000 doctor of veterinary medicine scholarship, one \$3,000 master's program scholarship and one \$3,000 doctoral scholarship. Complete guidelines can be found at [lallemandanimalnutrition.com](http://lallemandanimalnutrition.com).

**Sept. 30** – The National Cattlemen's Foundation is accepting applications for the annual W.D. Farr Scholarship program. Two \$15,000 grants are awarded to graduate students who demonstrate superior achievement in academics and leadership and are committed to the advancement of the beef industry. For more information, visit [www.nationalcattlemensfoundation.org](http://www.nationalcattlemensfoundation.org).

**Oct. 1** – Applications for the 2022 California Cattlemen's Association (CCA) scholarships are now being accepted. Current CCA members that are currently enrolled at a university or college are eligible to apply. For a complete list of awards and to download the application, visit [calcattlemen.org/scholarship](http://calcattlemen.org/scholarship). Contact Maureen in the CCA office at [maureen@calcattlemen.org](mailto:maureen@calcattlemen.org) with any questions.

**Oct. 10** – Internship applications are open for the 2022 California Cattlemen's Association (CCA)/California CattleWomen Convention happening Nov. 30-Dec. 1 at the Nugget Casino Resort in Sparks, NV. Applicants must be a young, regular or feeder member of CCA. High school students are not eligible. Learn more at [calcattlemen.org/convention2022](http://calcattlemen.org/convention2022).

**Oct. 21** – The National Cattlemen's Beef Association (NCBA) is offering college students a unique behind-the-scenes experience through its annual convention internship program. Interested students must complete an online student internship application and submit college transcripts, two letters of recommendation and a resume at [convention.ncba.org/ncba-internship](http://convention.ncba.org/ncba-internship). For more information, contact Grace Webb at [gwebb@beef.org](mailto:gwebb@beef.org).

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# Simmental awards highest honor to three recipients

Dr. Wade Shafer, Bozeman, MT, is a recipient of the 2022 World Simmental-Fleckvieh Federation Golden Book Award, which is the American Simmental Association's (ASA) highest honor. Selected by the ASA Board of Trustees, recipients of this award are lifelong promoters of the Simmental breed. Shafer was recognized during ASA's Fall Focus event on Aug. 27 in Roanoke, VA.

In 2013, Shafer became the sixth executive vice president of ASA, joining Dale Lynch, Don Vaniman, Earl Peterson, Brian Kitchen and Jerry Lipsey. He has maintained a legacy of management that has enabled the organization to continue its leadership within the beef cattle industry.

Shafer grew up on his parents' Shoestring Ranch located near Detroit Lakes, MN, as the oldest child and only boy in a family that included his four sisters. Shoestring Ranch began a half-century affiliation with the Simmental breed in 1972.

He matriculated at nearby North Dakota State University, receiving a bachelor's degree in animal science, and he then enrolled at Colorado State University, where he earned a master's degree and doctorate in animal breeding and genetics, while concentrating on quantitative genetics and bio-economics simulation modeling. Returning home to manage the ranch, he expanded what had been a hobby farm to 500

head and added cooperators, representing around 500 head. During that period, up to 200 bulls were marketed annually. The herd was dispersed in 2001.

A lifelong fascination and understanding of science led him to accept a position with the ASA under Lipsey. When Lipsey retired in 2013, Shafer was the obvious choice to move into the executive vice president position.

Now in his ninth year at the helm, he has reinforced and enhanced a continued emphasis on beef cattle science, which has been the lifeblood of the association since its inception. He has assembled a staff of industrious, dedicated professionals who worked tirelessly to support members and keep the organization on an even keel during the difficult COVID pandemic.

Under his watch, International Genetic Solutions has grown beyond expectations to include over 20 beef cattle organizations from four countries, and it is now the largest genetic evaluator of beef cattle in the world. Significantly, Shafer also directed the creation and integration of ASA's economic indexes and oversaw the changing of the field staff model.

In addition, Shafer engineered the sale of the original ASA headquarters, resulting in enough capital to build a new, modern building, while providing an infusion of funds for the ASA treasury. Shafer and his wife, Kathy,

have four children and four grandchildren.

## Scott Riddle

Scott Riddle, Hubbard, TX, is also a recipient of the 2022 World Simmental-Fleckvieh Federation Golden Book Award.

## Award winners were recognized during ASA's Fall Focus event on Aug. 27 in Roanoke, VA.

With deep roots in the cattle industry dating back to 1841, Scott Riddle was among the earliest members of ASA, holding number 16, the oldest active membership in the organization. An astute manager with a focus on the bottom line, Riddle immediately became interested when he heard about the big red and white cattle being imported to North America from Europe in the late 1960s. Believing that there would be a great demand for Simmental seedstock, he joined the ASA as a charter member and named his operation Simmentals of Texas (SoT).

Shortly thereafter, Riddle and a number of other early Simmental breeders gathered to form the Texas Simmental Association (TSA), later to become the Texas Simmental and Simbrah Association. Riddle served as an officer, on

the board of directors and on various committees during those early years. Along with several other Texas pioneers, he provided time, input and financial support to the TSA, which was the first state Simmental association in the nation. Over the years, he traveled to Germany, Austria,

brought the entire spectrum of SimGenetics—full Fleckvieh, black and red purebred Simmentals, SimAngus and Simbrah—to the SoT operation. It also included BHR Lady SIEG C235E, the only Fleckvieh Simmental female in the world with a complete DNA profile.

The Riddle operation continues as a family ranching institution to this day and includes Riddle's wife, Pat; their two daughters, Donna and Pam; and their granddaughters, Jennifer Cooper and Kathryn Batish.

## Gib Yardley

Gilbert "Gib" Yardley, Beaver, UT, is also a recipient of the 2022 World Simmental-Fleckvieh Federation Golden Book Award.

Yardley traces his ranching operation back to 1856, when his great-grandfather and 13 other men settled in the Beaver River Valley of south-central Utah and focused on making a living with cattle of mixed breeds. Over the years, various breeds have been used. In 1920 and again in the late 1930s and '40s, Herefords were brought to the area from Kansas and Colorado. A few years later, Angus bulls were introduced in a crossbreeding scenario.

Then, in the late 1960s, when Simmentals and other European breeds were first brought to North America, Yardley took a trip across the Canadian border to check them out and liked what he

saw. In fact, he liked them so much that he promptly introduced Simmental and Maine Anjou bulls, providing beneficial heterosis.

Older cows are required to winter on open range without hay, calve on their own and bring in a profitable calf. Cows that cannot hold their own under those conditions are rigidly culled. This past spring, Yardley held his 49th annual sale. As usual, cattle sold to repeat buyers from several states throughout the West and beyond.

He is a strong believer in promotion through attendance at major livestock events, and he maintained a presence at such events as the National Western in Denver, CO; the Cow Palace in San Francisco, CA; the Royal in Kansas City, MO; the North American in Louisville, KY; and the Pacific International in Portland, OR. In 2006, he was singled out for honors during the National Western's 100th anniversary celebration.

He has built a reputation as a keeper of his faith, his family, his cattle and his land. Though a confirmed bachelor for many years, shortly after being trampled by a rank cow while ear tagging her calf, Gib asked Denise Evans to marry him, even while he was being patched up in the emergency room. Gib and Denise are parents to seven girls and one boy. Not surprisingly, his kids can brand a calf and know how to read a pedigree. — ASA

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# Farmer sentiment improves; concerns remain about rising costs, inflation

The Purdue University/CME Group Ag Economy Barometer's farmer sentiment index rose 14 points in August to a reading of 117. The rise in the overall measure of agricultural producer sentiment was driven by increases in both the Index of Current Conditions, which rose 9 points to 118, and the Index of Future Expectations, which climbed 16 points to 116.

The Ag Economy Barometer is calculated each month from 400 U.S. agricultural producers' responses to a telephone survey. August's survey was conducted Aug. 15-19, after USDA released both the August Crop Production and World Agricultural Supply and Demand Estimates reports.

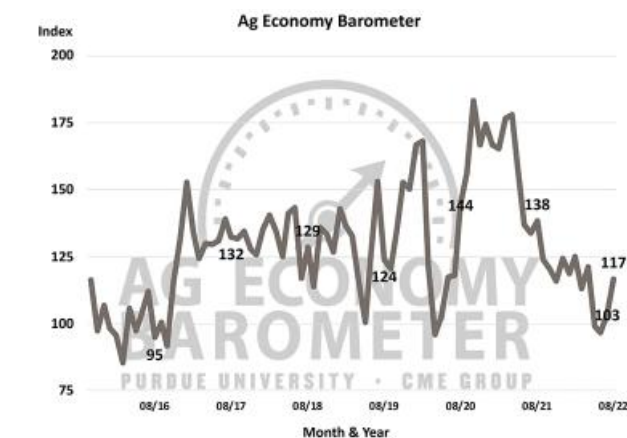
"Producers in the August survey were less worried about their farm's financial situation than in July, although they remain concerned about a possible cost/price squeeze," said James Mintert, the barometer's principal investigator and director of Purdue Uni-

versity's Center for Commercial Agriculture.

This month, more producers indicated they're expecting better financial performance for their farms in 2022 and the upcoming year, as the Farm Financial Performance Index improved 11 points to a reading of 99. Both corn and soybean prices rallied from their July lows into mid-August, which, along with expectations for good yields, helped explain some of the improvement in financial performance expectations.

At the same time, there continues to be a tremendous amount of uncertainty among producers regarding the future cost of items they purchase both for their farms and for family usage. When asked about their biggest concerns for the next year, over half (53%) of respondents chose higher input costs, followed by rising interest rates (14%), input availability (12%) and lower output prices (11%).

On the farm level, there is a big disparity in opinions among farmers regarding



Source: Purdue University Center for Commercial Agriculture, Producer Survey, August 2022

whether input prices will retreat or escalate in 2023. Approximately 4 out of 10 producers expect crop input prices in 2023 to be either unchanged or possibly decline by as much as 10% compared to 2022. On the other hand, just over half of all producers expect input prices to rise from 1% to 20%.

At the consumer level, nearly half (48%) of respondents said they expect the rate of inflation for consumer items during the

next 12 months to be in the 0% to 6% range. Compared to previous barometer surveys, more producers this month said they expect inflation to be in the upper end of that range than earlier this year.

Producers continue to view now as a bad time to make large farm machinery and building investments. In a follow-up question, nearly half (49%) of those who said it is a bad time for investing cited increasing prices as the primary rea-

son. The Farm Capital Investment Index remains near its record low, but it was up 3 points to a reading of 39 in August.

Upward pressure on cash rental rates for Corn Belt farmland in 2023 seems likely. Four out of 10 corn and soybean producers expect farmland cash rental rates to rise in 2023 compared to 2022. This month, 27% of respondents said they expect rates to rise up to 5%, compared to 39% of respondents who expect rates to rise between 5% and 10% in 2023.

Expectations for both short- and long-term farmland values were nearly unchanged over the previous month. Among survey respondents who said they expect farmland values to rise over the next five years, well over half (57%) chose nonfarm investor demand as the main reason they expect values to rise.

To understand producers' exposure to and experiences with companies offering payments for capturing carbon, this month's survey

asked respondents if they've engaged in these types of discussions and about the payments being offered.

In August, 9% of respondents said they have engaged in discussions with companies offering payments for carbon capture, the highest percentage of respondents since the question was first included in the survey. Of those who engaged in discussions, 75% said the payment rate per metric ton of carbon offered was less than \$20, and just 1% said they have signed a carbon contract.

Respondents who engaged in discussions and chose not to sign a contract were asked the minimum payment per acre they would accept to enroll their farm in a carbon capture program. Two-thirds of those respondents said the payment rate needed to be at least \$30 per acre, suggesting that payment rates need to rise to encourage more participation in carbon capture programs. — **Purdue University Extension**

## Beef campaign returns to Florida NASCAR race

For the third year in a row, Daytona International Speedway announced its partnership with Beef. It's What's For Dinner. to sponsor the 42nd season-opening race for the NASCAR Xfinity Series, The Beef. It's What's For Dinner. 300. The race is scheduled to kick off the season on Feb. 18, 2023, at Daytona International Speedway, the day before the 65th annual Daytona 500.

Beef. It's What's For Dinner. is an iconic brand funded through national and state support of beef farmers and ranchers as part of the Beef Checkoff program and is managed by the National Cattlemen's Beef Association (NCBA).

*"The race has given beef farmers and ranchers the perfect platform to reach consumers and tell the tasty story of beef."*

"The partnership we have with the Beef Checkoff and NCBA is unique to our sport, and our fans love it," said Daytona International Speedway President Frank Kelleher of the Beef. It's What's For Dinner. 300. "The race has given beef farmers and ranchers the perfect platform to reach consumers and tell the tasty story of beef. We have had two incredible Beef. It's What's For Dinner. 300 events

and again can't wait to smell beef on the grills of our campers in February."


The fan-favorite Daytona Speedweeks, presented by AdventHealth, kicks off with the Bluegreen Vacations Duel, followed by the Beef. It's What's For Dinner. 300 and the iconic Daytona 500. Fans of all ages from across the country will gather to tailgate and fire up their grills as the drivers start their engines. From the love for race day tailgating to a shared sense of legacy, NASCAR and beef have always gone hand in hand.

"We're honored to be back for a third year and once again sponsor the Beef. It's What's For Dinner. 300 on behalf of beef farmers and ranchers," said Clark Price, NCBA Federation Division vice chair. "What better way to celebrate beef as a race day food favorite than at one of the most famous racetracks in the country?"

In addition to the race name, the Beef. It's What's For Dinner. brand and logo will appear throughout Daytona International Speedway, as well as on the winner's trophy and in victory lane. For race fans and beef fans not attending the race, beef will be promoted on national radio ads and through additional promotional support provided through NCBA's Beef Checkoff-funded work.

During the 2022 Beef. It's What's For Dinner. 300, Austin Hill took the checkered flag. Join us in February to see who takes home the trophy and the beef in 2023.

Fans can get all of the race day-related news and tailgating recipes at Beef. It's What's For Dinner. or by following Daytona International Speedway. — **Beef. It's What's For Dinner.**

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**Oct. 2** — CAL POLY PT, Bull Sale, San Luis Obispo, CA  
**Oct. 2** — Traynham Ranches, Bull & Female Sale, Fort Klamath, OR  
**Oct. 15** — Western Stockmen's Market, Bull Sale, Famoso, CA  
**Oct. 15** — Western Stockmen's Market, Bull & Female Sale, McFarland, CA  
**Nov. 5** — Cattlemen's Livestock Market, Bull Sale, Galt, CA  
**Nov. 12** — Leachman Cattle of Colorado, Bull Sale, Fort Collins, CO  
**Nov. 30** — Utah Cattlemen's Association, Bull Sale, Salt Lake City, UT  
**Dec. 6-7** — PAYS Blue Ribbon, Female Sale, Billings, MT  
**Dec. 12** — Northland, Female Sale, Billings, MT  
**Jan. 24-28, 2023** — Red Bluff, Bull Sale, Red Bluff, CA

## ANGUS

**Sep. 19** — Ken Haas Angus, Female Sale, LaGrange, WY  
**Sep. 20** — Thomas Angus Ranch, Bull Sale, Galt, CA  
**Sep. 20** — Montana Angus Tour, Sidney, MT  
**Sep. 22** — Beef Solutions, Bull Sale, Lone, CA  
**Sep. 24** — Nextgen Cattle Co., Bull Sale, Paxico, KS  
**Oct. 1** — Colyer Herefords, Female Sale, Bruneau, ID  
**Oct. 1** — Leachman Cattle of Colorado, Bull Sale, Aromas, CA  
**Oct. 6** — VDAR, Female Sale, Manhattan, MT  
**Oct. 8** — EZ Ranch, Female Sale, Porterville, CA  
**Oct. 8** — Silveira Bros., Female Sale, Firebaugh, CA  
**Oct. 8** — Trinity Farms, Female Sale, Ellensburg, WA  
**Oct. 9** — Vintage Angus Ranch, Female Sale, Modesto, CA  
**Oct. 10** — Ox Bow Angus, Female Sale, Wolf Creek, MT  
**Oct. 11** — 9 Peaks Ranch, Bull Sale, Fort Rock, OR  
**Oct. 11** — Coleman Angus, Female Sale, Charlo, MT  
**Oct. 11-12** — R.A. Brown Ranch, Bull & Female Sale, Throckmorton, TX  
**Oct. 12** — Montana Ranch, Female Sale, Big Fork, MT  
**Oct. 14** — Wooden Shoe Farms, Female Sale, Blackfoot, ID  
**Oct. 15** — Fink Beef Genetics, Bull Sale, Randolph, KS  
**Oct. 20** — Thomas Angus Ranch, Production Sale, Baker City, OR  
**Oct. 22** — 44 Farms, Bull Sale, Cameron, TX  
**Oct. 22** — NILE, Female Sale, Billings, MT  
**Oct. 24** — Montana Angus, Female Sale, Billings, MT  
**Oct. 30** — Nansel's Flying N Angus Ranch, Dispersion Sale, Miles City, MT

**Nov. 30** — Beef Country Breeders, Bull Sale, Columbus, MT  
**Dec. 1** — Sitz Angus, Bull Sale, Harrison, MT  
**Dec. 2** — KG Ranch, Bull & Female Sale, Three Forks, MT  
**Dec. 2** — Schurrtop Ranch, Bull Sale, McCook, NE  
**Dec. 3** — Currant Creek Angus, Bull Sale, Roundup, MT  
**Dec. 3** — Reverse Rocking R, Bull & Female Sale, Maxwell, NM  
**Dec. 5** — Jacobsen Ranch, Bull Sale, Great Falls, MT  
**Dec. 5** — TK Angus, Bull & Female Sale, Valentine, NE  
**Dec. 5** — Zumbunnen Angus, Bull & Female Sale, Lusk, WY  
**Dec. 9** — WMR Livestock, Bull Sale, Three Forks, MT  
**Dec. 14** — Shipwheel Cattle Co., Bull Sale, Chinook, MT  
**Dec. 16** — Bobcat Angus, Production Sale, Great Falls, MT  
**Jan. 30, 2023** — APEX Cattle, Bull & Female Sale, Dannebrog, NE  
**Feb. 8** — Meadow Acres Angus Ranch, Production Sale, Echo, OR  
**Feb. 15** — Shaw Cattle Company, Bull Sale, Caldwell, ID  
**Feb. 20** — Weaver Ranch, Production Sale, Fort Collins, CO  
**Feb. 26** — Colyer Herefords, Production Sale, Bruneau, ID  
**Mar. 9** — Sunny Okanogan Angus Ranch, Production Sale, Okanogan, WA  
**Mar. 25** — Connealy Angus, Bull Sale, Whitman, NE  
**Mar. 30** — Silver Bit Angus Ranch, Bull Sale, May, ID  
**Apr. 8** — Fink Beef Genetics, Bull Sale, Randolph, KS

## BEEFMASTER

**Sep. 24** — Nextgen Cattle Co., Bull Sale, Paxico, KS  
**Oct. 1** — ISA Beefmasters, Bull Sale, San Angelo, TX

## BRANGUS

**Nov. 4-5** — GENEPLUS Brangus at Chimney Rock Cattle Co., Bull & Female Sale, Concord, AR

## CHAROLAIS

**Sep. 24** — Nextgen Cattle Co., Bull Sale, Paxico, KS  
**Oct. 15** — Fink Beef Genetics, Bull Sale, Randolph, KS  
**Nov. 1** — Cobb Charolais, Bull Sale, Great Falls, MT  
**Dec. 2** — Schurrtop Ranch, Bull Sale, McCook, NE  
**Mar. 14, 2023** — Romans Ranches, Production Sale, Westfall, OR  
**Apr. 8** — Fink Beef Genetics, Bull Sale, Randolph, KS

## HEREFORD

**Oct. 1** — Colyer Herefords, Female Sale, Bruneau, ID  
**Oct. 14** — Wooden Shoe Farms, Female Sale, Blackfoot, ID  
**Oct. 15** — Lambert Ranch, Bull Sale, Oroville, CA  
**Nov. 14** — Hoffman Ranch, Bull Sale, Thedford, NE  
**Nov. 14** — Mohican West, Bull Sale, Laurel, MT  
**Nov. 30** — Beef Country Breeders, Bull Sale, Columbus, MT  
**Dec. 8** — Berry Herefords, Bull Sale, Cheyenne, WY  
**Feb. 15, 2023** — Shaw Cattle Company, Bull Sale, Caldwell, ID  
**Feb. 26** — Colyer Herefords, Production Sale, Bruneau, ID  
**Mar. 13** — Holden Herefords, Production Sale, Valier, MT

## MAINE ANJOU

**Nov. 19** — Yardley Cattle Co., Female Sale, Beaver, UT

## RED ANGUS

**Sep. 24** — McPhee Red Angus, Production Sale, Lodi, CA  
**Oct. 4** — Pieper Red Angus, Bull & Female Sale, Buffalo, TX  
**Oct. 11-12** — R.A. Brown Ranch, Bull & Female Sale, Throckmorton, TX  
**Oct. 21** — NILE, Female Sale, Billings, MT  
**Oct. 22** — Pieper Red Angus, Bull & Female Sale, Hay Springs, NE  
**Oct. 29** — Ludvigson Stock Farms, Bull Sale, Shepherd, MT  
**Nov. 21** — Lautenschlager and Sons, Bull & Female Sale, Othello, WA  
**Dec. 7** — Big Sky Elite, Female Sale, Logan, MT  
**Dec. 12** — Cross Diamond Cattle Co., Bull & Female Sale, Bertrand, NE  
**Dec. 16** — 5L Red Angus, Bull Sale, Sheridan, MT  
**Dec. 20** — Calvo Red Angus, Bull Sale, Bassett, NE  
**Feb. 15, 2023** — Shaw Cattle Company, Bull Sale, Caldwell, ID

## SALERS

**Dec. 5** — Jacobsen Ranch, Bull Sale, Great Falls, MT

## SIMANGUS

**Sep. 22** — Beef Solutions, Bull Sale, Lone, CA  
**Oct. 7** — Red River Farms, Production Sale, Grand Saline, TX  
**Oct. 8** — Trinity Farms, Female Sale, Ellensburg, WA  
**Oct. 11-12** — R.A. Brown Ranch, Bull & Female Sale, Throckmorton, TX  
**Nov. 14** — Hoffman Ranch, Bull Sale, Thedford, NE  
**Nov. 19** — Diamond Peak Cattle Co., Female Sale, Loma, CO

**Nov. 19** — Yardley Cattle Co., Female Sale, Beaver, UT  
**Dec. 3** — Leachman Cattle of Colorado, Bull Sale, Loma, CO  
**Dec. 3** — T-Heart Ranch, Female Sale, La Garita, CO  
**Jan. 30, 2023** — APEX Cattle, Bull & Female Sale, Dannebrog, NE

## SIMMENTAL

**Oct. 7** — Red River Farms, Production Sale, Grand Saline, TX  
**Jan. 30, 2023** — APEX Cattle, Bull & Female Sale, Dannebrog, NE

## SOUTH DEVON

**Nov. 30** — Beef Country Breeders, Bull Sale, Columbus, MT

## STABILIZER

**Oct. 8** — Leachman Cattle of Colorado, Bull Sale, Ozark, AR  
**Oct. 29** — Leachman Cattle of Colorado, Bull Sale, Dinuba, CA  
**Nov. 19** — Leachman Cattle of Colorado, Bull Sale, Wytheville, VA  
**Dec. 3** — Leachman Cattle of Colorado, Bull Sale, Loma, CO  
**Dec. 15** — Leachman Cattle of Colorado, Bull Sale, San Saba, TX  
**Jan. 12, 2023** — Leachman Cattle of Colorado, Bull Sale, Fort Collins, CO

## COMMERCIAL

**Sep. 19** — Northern Video Sale, Fall Premier Video Auction, Billings, MT  
**Sep. 23** — Montana Livestock Auction, Cream of the Crop II Sale, Ramsay, MT  
**Oct. 22** — Pieper Red Angus, Bull & Female Sale, Hay Springs, NE  
**Nov. 4-5** — GENEPLUS Brangus at Chimney Rock Cattle Co., Bull & Female Sale, Concord, AR

**Nov. 5** — Cattlemen's Livestock Market, Female Sale, Galt, CA  
**Nov. 18** — Rollin' Rock, Commercial Bred Heifer Sale, Pilot Rock, OR  
**Nov. 21** — Central Oregon Livestock Auction, 21st Century Female Sale, Madras, OR  
**Dec. 7-9** — Montana Stockgrowers Convention, Billings, MT

## HORSE

**Oct. 6** — Jamison Quarter Horses, Performance Horse Sale, Quinter, KS  
**Oct. 14** — Western Stockman's Market, Showcase Horse Sale, McFarland, CA  
**Jan. 24-28, 2023** — Red Bluff, Gelding Sale, Red Bluff, CA

## DOG

**Jan. 24-28, 2023** — Red Bluff, Stock Dog Sale, Red Bluff, CA



# COMING EVENTS

(Send calendar of events information to [editorial@wlj.net](mailto:editorial@wlj.net).)

**Sep. 22-24** — The 93rd Annual North Dakota Stockmen's Association Convention and Trade Show will be held in Bismarck, ND, at the Bismarck Hotel and Conference Center. To register for the convention, visit [www.ndstockmen.org](http://www.ndstockmen.org). To make hotel reservations, call 701-258-7700.

**Nov. 30-Dec. 1** — The 2022 California Cattlemen's Association/California CattleWomen Convention is headed back to the Nugget Casino Resort in Sparks, NV, and will be held in conjunction with the Nevada

Cattlemen's Association's Annual Convention. Attendee and exhibitor registration for the event are now open! Register and get more information at [calcattlemen.org/convention2022](http://calcattlemen.org/convention2022).

**Dec. 8-10** — The U.S. Cattlemen's Association's 15th Annual Meeting and Cattle Producer's Forum will be held at the DoubleTree Nashville Downtown in Nashville, TN. Registration and room reservations are now live at [cattlemensmeeting.square.site](http://cattlemensmeeting.square.site). Contact [usca@uscattlemen.org](mailto:usca@uscattlemen.org) for sponsorship opportunities.

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# MONTANA RANCH

## Maternal REVIVAL Sale

1 pm MDT • Wednesday, October 12, 2022  
at the ranch near Bigfork, Montana



Joanie 3063

The Pathfinder Dam of Benchmark, Joanie 1037 and Judgement 1038, this powerful and proven female sells in her entirety along with her Revival bull calf.

*Maternal is productive and long-lasting.  
Maternal is profitable and sustainable.  
Join us as we gather for a Maternal Revival.*



Atlantis 8060

The first daughters from this powerful young sire sell as special features.



Joanie 1037

This daughter of Atlantis is a daughter of Joanie 3063. She is a full sister to Judgement 1038 and ranks among the very best we've produced in 30+ years.



Revival 0074

Featuring the service of Revival, one of the hottest young sires in America.

- Foundation Females
- Embryo Donors
- Spring Bred Heifers
- Summer Yearling Heifers
- Cow/Calf Pairs
- Elite Frozen Genetics



Blackcap May 8552

Deep from forerib to flank, 8552 is a unanimous favorite of visitors to the ranch. Direct from the donor herd, 8552 sells with a Renown heifer calf at her side.

*100% Satisfaction Guaranteed  
Nationwide Delivery Options  
Parentage Verified and Genomic Enhanced  
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Judgement 1038

The first service sells from this powerful Atlantis son of Joanie 3063.



Blackcap May 1097

From the first crop sired by Benchmark, 1097 is not only impressive from every angle on the hoof, she walks with the best of the breed for growth.



Dixie Erica 0047

With a classic maternal design and ideal in her type, 0047 is a tremendous daughter of Renown bred to calve next spring to Atlantis.



Rita 7068

Leading off the cow/calf pairs is this prolific producer with a progeny record of 2 WR 111. She sells with a Patriarch heifer calf at her side.



Erica 9074

The freshest maternal genetics in the country, 9074 is an outstanding daughter of Density. Selling a flush from her sired by Hummell Argentine.



Donna 1220

Perhaps the most attractive and dynamic daughter of the foundation Donna 505, this daughter of Atlantis is sure to be a crowd favorite.



Donna 1090

Blending many of the breed's most prepotent dams for maternal performance, Donna 1090 is by Atlantis and sells due next spring to Can Am.



Blackcap 7053

Blackcap 7053 has a calving interval of 4@368 and a progeny record of 3 WR 109 and 3 YR 107. She sells with stout bull calf by Glacier.



Sale broadcast on  
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**Sale Books Mailed Upon Request - Videos available at website**

David Brown - Bulls@MontanaRanchAngus.com - 406.210.5605

**www.MontanaRanchAngus.com**