



### INSIDE WLJ

**PRF DEADLINE APPROACHING**  
— The deadline to sign up for 2023 Pasture Rangeland Forage insurance coverage is Dec. 1, so producers should evaluate their needs now. **Page 13**

**INCOME DECLINES EXPECTED**  
— Economists at the Agricultural Bankers Conference warned that farm income might decline next year due to higher input costs and less government aid. **Page 20**

#### A LOOK BACK IN HISTORY

Wildfires have taken center stage in policy this year, with the government allocating special funding to mitigate and fight these fires. Without this funding, we could see a repeat of prior years, as this November 2002 *WLJ* article reports: "This year's wildfire season was so severe both the U.S. Forest Service (USFS) and Bureau of Land Management had to borrow financial resources from other programs to fight fires this past spring and summer. The amount of spending for firefighting was so significant that there are concerns normal workings of both agencies may be sacrificed again next year. Over the 2022 fire season, USFS spent over \$1.275 billion to fight wildfires across the country. That price tag included about \$800 million 'borrowed' from other USFS programs."

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# USFS to stop weed control in Bighorn Forest

## — Enviros to drop opposition

The U.S. Forest Service (USFS) recently announced it plans to halt vegetation spraying in Wyoming's

Bighorn National Forest to control invasive weeds after environmental groups raised objections to the plan.

Following a hearing with multiple environmental groups that

raised objections to the plan, USFS Deputy Regional Forester Jacque Buchanan told them in an email, "The Responsible Official will drop from his decision in the final Record of Decision all sagebrush

treatments, as well as treatments of other native plants, to include duncecap larkspur," if the organizations would agree to drop their opposition to the proposed plan.

USFS proposed to treat up to 76,500 acres of mountain big sagebrush and duncecap larkspur over 15 years to control noxious weeds in the 1.1 million acre reserve. The plan called for treating approximately 5,310 acres of invasive plant species annually and 5,100 acres of mountain big sagebrush using a combination of prescribed burning, mowing, ground-based applications of herbicides and aerial applications of herbicides.

Bighorn Audubon Society and Audubon Rockies, Forest Service Employees for Environmental Ethics, Western Watersheds Project, Council for the Bighorn Range, and Bighorn Native Plant Society raised objections to the plan, stating it would harm native vegetation, especially as it relates to wildlife and water quality.

After Buchanan's announcement at the meeting on Oct. 19, JoAnne Puckett, president of the Bighorn Audubon Society, issued a statement: "This is great news for birds, other wildlife, native



USDA/Lance Cheung

Following backlash from environmentalists, the U.S. Forest Service is tentatively halting spraying in Wyoming's Bighorn National Forest to control invasive weeds. Pictured here, a crop-duster plane over Norwood Farms in Tennessee.

See BIGHORN on page 13

# Cattle grazing denied in eastern Sierra Nevada

## — Converting allotments

Livestock grazing has been denied on about 16,500 acres of land in the Humboldt-Toiyabe National Forest in the eastern Sierra Nevada. The U.S. Forest Service (USFS) denied grazing on account of the forest containing habitat for the bi-state greater sage-grouse, Sierra Nevada bighorn sheep and Lahontan cutthroat trout.

USFS was reviewing whether or not to convert four inactive sheep grazing allotments south of Bridgeport, CA, to two allotments for cattle grazing. Grazing for sheep was no longer authorized due to potential disease transmission to the endangered Sierra Nevada bighorn sheep. If approved for cattle grazing, the two converted allotments could hold up to about 1,300 pairs.

The land within the project

area has not been grazed by livestock since 2009.

In November, Bridgeport District Ranger Megan Mullowney selected a "no action" alternative for the proposed plan, which will not allow the conversion of the allotments.

"The analysis confirmed that while placement of the three water developments needed in the Dunderberg allotment could avoid being within 2 miles of an active lek and outside riparian conservation areas, none could be placed the minimum of 0.6 miles from a riparian area to meet the (Greater Sage-grouse Bi-state Distinct Population Segment Forest Plan Amendment)," Mullowney wrote.

She also said that while effects from authorizing cattle grazing would not rise to a significant level that would warrant further analysis in an environmental impact statement, effects would

See HUMBOLDT on page 14

# States move closer to a Rio Grande Compact settlement

## — U.S. government opposed

After months of negotiations and nearly nine years of litigation, the states of Texas, New Mexico and Colorado announced they reached a "settlement in principle" over the alleged breach of the Rio Grande Compact. However, attorneys for the U.S. object to the proposed settlement and are in favor of a trial.

The pending settlement stems from a 2013 lawsuit filed by Texas in the Supreme Court against New Mexico and Colorado, alleging that New Mexico violated the compact by pumping groundwater that is hydrologically connected to the Rio Grande downstream of the Elephant Butte Reservoir in New Mexico. The U.S. intervened in the suit, alleging the water users who had diverted water did not have contracts with the Interior Department or were using water

in excess of contractual amounts in violation of federal law.

In 2014, the Supreme Court appointed a special master to administer the case, and in April 2018, the court discharged the original special master and appointed Michael J. Melloy to the role.

Negotiations began in earnest in January this year when Melloy stayed a March 14 proposed trial and ordered the parties to file a status report by March 1 on the status of settlement discussions. In March, the states reported they had a settlement conference with the full team a month prior. The mediator created a technical team of engineers, hydrologists and water administrators from each party.

"The parties are encouraged by the progress of the discussions, but the case presents complex and longstanding issues," the joint mediation settlement said. "As a

result, the parties continue to conduct technical, legal, and policy analyses in order to determine whether a mutually agreeable settlement is possible."

At a status conference held on June 24, Melloy said a "settlement in principle" was made, but "significant drafting, approval, and legislative and regulatory steps need to be accomplished in order to consummate the settlement." Melloy ordered a status conference for Aug. 24, which gave the parties that filed an amicus brief, or friend of the court brief, an opportunity to review the draft of the settlement agreement. Melloy set another status conference in October, and he set a trial date for January 2023 in Cedar Rapids, IA.

Settlement details remain confidential, but the states on Oct. 24 said in court documents the decree

See RIO GRANDE on page 16

**PERIODICAL: Time Sensitive Priority Handling**

# Cattle trade higher on support, cash trade steady

A favorable World Agricultural Supply and Demand Estimates (WASDE) report, sharply lower corn futures and inflation rising slower than analysts expected helped to propel cattle futures higher. Cash trade was moderate, as packers were successful in keeping prices steady.

Live cattle traded mostly sideways until Thursday's rally, with the December contract up \$1.12 to \$153.07 and the February contract up 15 cents to \$155.02.

Cash trade through Thursday was estimated to be 77,000 head. Live steers traded between \$150-155, averaging \$152.77, and dressed steers averaged \$241. Cash trade was mostly steady, with trade in Kansas at \$150 for live steers and at \$238 for some dressed purchases. In Nebraska, live purchases traded steady at \$153, with a few up to \$155, and dressed purchases traded steady at \$242. In the western Corn Belt, live purchases traded steady at \$153, and dressed purchases traded steady to \$2 higher at \$242.

"There has been practically zero action in the cash cattle market this week," Cassie Fish, market analyst for The Beef, wrote on Tuesday. "Packers have done a masterful job so far and kept their margins black and their throughput humming at the best Monday through Friday pace

since Q2 2019."

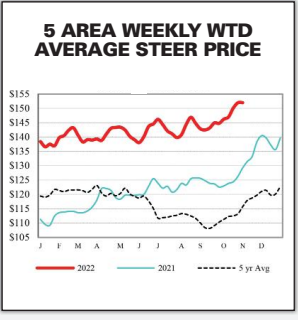
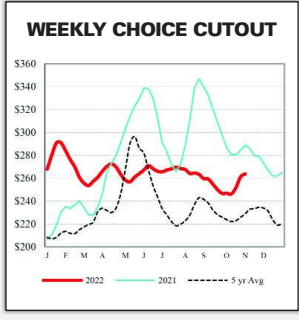
Cash trade for the first week of November totaled 88,348 head. Live steers averaged \$152.03, and dressed steers averaged \$241.95.

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

- Negotiated purchases: \$152.12.
- Formula net purchases: \$152.85.
- Forward contract net purchases: \$149.97.
- Negotiated grid net purchases: \$151.75.

On a dressed basis:  
• Negotiated purchases: \$241.75.

See MARKETS on page 19



**MARKETS**

LIVE STEERS \$151.86  
DRESSED STEERS \$241.12  
CME FEEDER \$175.51

WEEK ENDING: 11-10-22

# COMMENTS

## Elections have consequences

We're glad the political season is about over—we are sure there will be some contested races, as there always are. It appears that the Republicans didn't have as big of a red wave as they thought. They will gain the House, while the Senate looks like more of the same—dead, even.



**CROW**

The markets didn't appear to like the results, as nearly every market index was lower, from commodities to stocks. At worst, it looks like more of the same, which is essentially gridlock. This president can't do much unless he uses an executive order.

The Democrats pretty much lied to Sen. Joe Manchin (D-WV) that they would take up his energy infrastructure permitting legislation for his vote on the Inflation Reduction Act, which was a joke for inflation, but green energy fans will love it.

The markets shunned the oil companies and perhaps for good reason. President Joe Biden said in a campaign speech that his administration is going to close down the coal industry, and there will be no new drilling for oil. Biden had a lot of guts to say that, or something else.

We all know that the transition to green energy will be slow, but it will come. Oil and gas will always have a place in the energy plan. If the country wants to grow, we will need more energy, especially if everyone is expected to drive electric vehicles.

Some of the things this administration is doing are cause for concern. Cattlemen have made enough noise in the last few years that Congress felt they had to do something, and a lot of market proposals were put forth. I don't think we are going to see any antitrust cases toward the meatpacking industry. Those attacks have been the same and come around every 20 years or so. But if something were to come out of the Justice Department, it would have already happened.

I saw an item in the Cattle Report that bothered me; I will run it verbatim so there is no misunderstanding what USDA may be thinking: "The Oxford English Dictionary defines equity as 'a situation in which everyone is treated equally.' The intent is freedom from bias or prejudice. This is certainly a noble objective and a principle with which few would disagree as a standard for fairness. The problem is the term is being subverted and distorted to change its meaning and intent in both agriculture and other segments of our society.

"Equal opportunity to compete is vastly different from assurances of an equal outcome. The proposition that every beef producer has an equal opportunity to compete in the marketplace for best price is at the core of free enterprise. Assuring every beef producer, the same price for the same type animal, is an affront to any competitive marketplace.

"There are invidious movements originating in the Biden administration to mandate non-discriminatory pricing for all beef producers with a litmus test to verify all producers are paid the same price. Price points discovered through negotiation are all about discrimination. Buyers discriminate by selecting from the varying asking prices by sellers to select the optimum fit for their particular needs. Markets are made through tough negotiations that allow each seller the chance to achieve best price for that seller after considering all the buyers in the marketplace.

"Should the government regulatory apparatus mandate equal prices for all producers, no longer would it be necessary for producers to fight for better prices because superior prices would not be permitted. This would quickly evolve into a government-controlled marketplace eliminating the very core strength of American capitalism—competition. There already are enough myths created by the processors intended to convince each beef producer they are getting the best price. The variables for cattle transactions are never ending. Weigh-ups, genetics, business, history, integrity of the parties, flesh conditions of the cattle, and more including intangibles such as sellers spin, and they all go into a negotiation over price. Parsing those trades for equal treatment would be impossible. The entire industry should be supportive of allowing all persons interested in producing beef equal access to the marketplace, but the price point achieved for selling their cattle must be earned through competition."

This business will not survive without competition and integrated meat-producing systems. In the 1990s, the beef industry was suffering. Consumers just didn't like anything but hamburger. Today, with competition, we are selling more different cuts of beef for more money because of quality and competition. Average pricing will do nothing but harm the cattle industry. So let's be vigilant with this new Congress. And above all, pray for rain. — **PETE CROW**



# DITTMER'S TAKE

We recently tried some wagyu pre-made ground beef patties. They were priced right, and our taste test rated them very good. They came from Walmart.

Walmart's acceleration from only Select grade beef to Choice and some Prime has been pretty fast by retailer standards. Sam's Club carries Prime briskets and steaks.

In 2021, we visited a diversified beef outfit in Augusta, GA, FPL Food, that has a purebred cattle operation, a feedlot and a packing plant. And, in an unusual twist, it also manages a processing plant for Walmart. All of this was designed to take advantage of feed and cattle in Georgia for southeast retailers and food service operations.

Back in February in this column, we covered some of the hurdles smaller packing plants (1,500 head/day) face in competing with the large-scale majors. Those considerations came from Bill Rupp, a major packer veteran of Cargill and JBS. Rupp was a consultant on the Sustainable Beef project in North Platte, NE. He said at last year's National Western Red Meat Club that it was the one plant proposal he had reviewed that had realistic potential. The participation of local ranchers and feeders would be critical to its success.

The challenges of capital and key customers were solved for Sustainable Beef when Walmart announced it would take an equity position, specifically to source top-quality Angus beef. Walmart will have a minority stake, board representation and get the majority of plant output. The project broke ground in September and plans to be operational in late 2024, with cows being one-quarter of the harvest.

Walmart said it wanted the investment and partnership to support cattle ranchers and family farmers, and the plant "complements Walmart's regeneration commitment to improve grazing management." It has pledged to protect and restore 50 million acres.

By contrast, American Foods Group (not one of the Big Four but a strong player in processing), broke ground on a 2,400-head complete harvesting and processing facility in Wright City, MO. The \$800 million plant will be about 30 miles west of the greater St. Louis area and expects to open by 2024's end. The company already has four harvest and processing facilities plus two ground beef processing plants and two case-ready processing plants in Wisconsin, Minnesota, South Dakota and Nebraska.

American Foods President and Chief Operating Officer Steven Van Lannen said the company is responding to beef demand and the need for processing capacity. The company is a privately-owned unit of Minnesota's Rosen's Diversified.

# US ADDS PACKING CAPACITY

American Foods' headquarters are in Green Bay, WI, and the company supplies a full range of beef for food service and retail.

Tyson will begin construction this fall on a \$200 million expansion and upgrade of its plant in Amarillo, TX. The work will include improved water and energy conservation and efficiency and some automation. For workers, it will include improved safety, ergonomic processes and comfort. Staffing is to remain about the same.

True West's new plant in Jerome, ID, is slated to be operational in 2022. It will eventually handle 1,500 head/day and is a joint project of Agri Beef and regional ranchers and feeders.

USDA has also announced a nearly \$20 million grant to Greater Omaha Packing Co. The grant will help pay for a \$100 million expansion over four years to add 700 head/day of capacity to its current 2,400-head harvest.

The beef plant whose plans are newest is Producer Owned Beef, projecting a 3,000 head/day plant near Amarillo. Construction is to begin in 2023, with expectations for the plant to be operational in late 2025. The plant is literally to be producer owned; cattlemen will have to be part-owners to sell cattle to the plant, with estimates that 100 cattle operations could participate.

The plant is being designed to treat and use the plant's water to irrigate hay, silage and wheat through center pivots. Cattlemen from anywhere can invest and sell cattle to the plant, but cattle have to be fed in the Texas, New Mexico and Oklahoma Panhandle area.

Cassie Fish, executive vice president of Producer Owned Beef, said the goal is to capture the margin from the processing side to put back into the local production chain.

Probably the biggest question about the new capacity is how it will mesh into the cattle cycle and drought. After that will be the labor to run these plants.

For those questioning the operation of the beef production chain, the sometimes gradual, sometimes sudden response of boxed beef and cattle prices has again demonstrated that supply and demand still rules. And despite tough times for consumers and the economy in general, beef demand continues to show that people will pay for high-quality beef. — **Steve Dittmer, WLJ columnist**

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

## GUEST OPINION

The history of cooperatives is fascinating. The first recognized cooperative in the U.S. is credited to Benjamin Franklin. He set up a mutual fire insurance company, which is still in business today. Some of the first agricultural cooperatives were formed by dairy men and cheese manufacturers. Shortly thereafter, other commodities formed cooperatives.

Cooperatives really took hold in the last half of the 19th century. As farms expanded west, low prices, wide marketing margins, high interest rates and high transportation costs were affecting the ability to grow crops for profit.

Cooperatives were formed to counter these issues by pooling resources and cutting out the middleman.

However, many failed due to bad business practices. In the early 1900s, the American Farm Bureau Federation and National Farmers Union began to provide assistance to cooperatives and lobbied on their behalf. Many of the large cooperatives we have today grew from their assistance.

Although the federal government supported cooperatives, some read the Sherman Act to say co-ops violated antitrust laws. After much lobbying, Congress passed the Capper-Volstead Act, which authorized farmers to market and process their products collectively.

Here are a couple of interesting facts that are not widely known: Cooperatives have played a role in the civil rights movement. The Federation of Southern Cooperatives helped Black farmers gain access to markets and supplies in the segregated South. Today, large cooperatives have a role in influencing domestic and foreign ag policy.

I'm not going to go into cooperative tax because that would be a very long article. But I will go into a few tax issues that affect co-op patrons. Doing taxes for 22 years, I've seen many people report cooperative payments incorrectly. When people ask me for advice, I tell them, "When in doubt, call the cooperative." Most of the time, they will know the correct tax treatment or let you know the type of dividend they are passing out.

Cooperatives can pass out cash and noncash patronage to

the patron. "Qualified" distributions allow the cooperative to deduct both cash and noncash payments, thereby reducing the cooperative's taxable income. In turn, the patron must recognize both the cash and noncash portions as income. In turn, the patron is treated as having received cash and reinvesting in the cooperative. This increases equity/basis in the cooperative. When the cooperative redeems equity in the future, the amount the patron receives will be tax-free. Essentially, you pay the tax up front, and the redemption is tax-free.

"Nonqualified" distributions do not meet the requirements to be qualified, typically because less than 20% of the total distribution was paid in cash. The cooperative can't deduct the noncash patronage allocation, and the patron doesn't include it as taxable income. When the nonqualified equity is paid out in the future, the cooperative will receive a deduction, and the patron will recognize it as taxable income.

Which is better? It depends. Many people like that with nonqualified distributions, the amount of cash received is the amount of income you recognize. For example, you receive \$20 cash and \$80 in equity. With qualified distributions, you would recognize \$100 in taxable income while only receiving \$20 cash. In nonqualified, you would only recognize \$20 cash, and the remaining \$80 would be recognized when patronage equity is distributed at a later date. However, some patrons like that they have a tax-free distribution in the future. There is also the issue of the pass-through domestic production activities deduction (DPAD). Cooperatives issuing nonqualified distributions may have an advantage passing through more DPAD to patrons.

This is a very complex area of tax law. Talk to your tax professional or give your cooperative a call if you have questions about your patronage. — **Rod Mauszycki, DTN tax columnist**

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

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**Lot 3**

**SITZ Domain 12371** AAA 19974072  
S: SITZ Logo 8148 MGS: Poss Achievement  
CED 12 BW -0.6 WW 85 YW 158 SC 2.07 HP 19.4 Milk 29  
Claw 0.42 Angle .50 CW 65 Marb .99 REA .75  
\$M 92 \$C 312 Act. PAP 48



**Lot 23**

**SITZ Threshold 9901** AAA 20043616  
S: Musgrave 316 Exclusive MGS: SITZ Invasion 574D  
CED 8 BW 0.0 WW 90 YW 157 SC 1.83 HP 11.5 Milk 25  
Claw 0.39 Angle .50 CW 61 Marb 1.10 REA .63  
\$M 76 \$C 286 Act. PAP 40



**Lot 1**

**SITZ Insignia 12031** AAA 19974049  
S: SITZ Logo 8148 MGS: LD Capitalist 316  
CED 14 BW 0.0 WW 87 YW 145 SC .70 HP 16.2 Milk 19  
Claw .36 Angle .46 CW 54 Marb .90 REA .82  
\$M 97 \$C 287 Act. PAP 42



**Lot 126**

**SITZ Resilient 1299** AAA 20117643  
S: SITZ Resilient 10208 MGS: #SITZ Upward 307R  
CED 14 BW -1.6 WW 77 YW 127 SC 1.19 HP 11.0 Milk 37  
Claw .34 Angle .40 CW 48 Marb .31 REA .81  
\$M 90 \$C 246 Act. PAP 41



**Lot 163**

**SITZ Stellar 11151** AAA 19980019  
S: SITZ Stellar 726D MGS: Spring Cove Paygrade 5064  
CED 6 BW -1.2 WW 65 YW 115 SC 1.32 HP 14.6 Milk 34  
Claw .22 Angle .45 CW 55 Marb .98 REA .34  
\$M 87 \$C 283 Act. PAP 41

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# THE VIEWPOINT

with Rick Kieckhefer

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

Passion runs through Rick Kieckhefer's veins as he and his family strive to make all the different facets of their businesses—the horse sale, the livestock and farming operation, and the beef business—better.

Rick's family has been in Arizona since the 1860s on his mother's side. His father's side moved to Arizona in 1941

and bought the K4 Ranch north of Prescott. In 1954, Rick's maternal grandfather, ProRodeo Hall of Fame inductee Chuck Sheppard, went to work as the manager for Rick's paternal great-grandfather, J.W. Kieckhefer, at the K4 Ranch and remained the manager for the next 40 years.

Rick was born on the ranch, and his daughter, Kodi, will be the sixth generation. Rick said the family has a passion for the horse and livestock business despite it being a tough business to be in.

"There are a lot of other ways to be in business, and if you don't have the passion for it, it's certainly not the business for you," Rick told WLJ. "My family's been involved in a lot of things, and we've al-

ways had a passion for this business. As I got older, that

passion got stronger, and the things that we had done just continually grew."

The Kieckhefer family began raising Quarter Horses shortly after purchasing the



Courtesy Photo

Rick Kieckhefer riding Cee My Credit Maxed through the ring and tipping his hat to the Parsons family for their \$100,000 purchase as the auctioneer drops the gavel.

K4 Ranch and began registering the first horses in 1943, just three years after the formation of the American Quarter Horse Association. The family was passionate about horses. Within a decade of raising Quarter Horses, Robert (Bob) H. Kieckhefer and Sheppard were producing horses that were winning championships at racetracks and in show rings all over the West, in addition to raising good ranch horses.

As Rick grew older, he developed that passion, and he and his wife, Sarah, decided to expand the horse business with the Legacy Ranch Horse Sale.

The horses are raised and trained on the K4 Ranch and are under saddle at 2 years of age, where they learn to travel through rough terrain and wide-open spaces and work with the cattle on the ranch.

Rick and Sarah have built the business to become a "premier ranch horse sale of the Southwest," and as Rick said, it really showcases what the ranch is doing.

"In the cowboy world, the fastest way to one's heart is through the horse, and it's been great for us to showcase that and then see some of these horses go on to be very successful outside of our operation and into the professional ranks," Rick said. "It's just been great. It's been really rewarding to watch."

Rick said it is enjoyable to see the horses competing in circuit rodeos and have the people competing come back to the sale year after year to purchase the ranch's horses. One such person was Tuf Cooper, competing in his 14th career National Finals Rodeo (NFR), who purchased horses from the sale because of the foundation and the horses' smarts.

Rick said throughout his professional rodeo career, which also earned him a tie-down roping NFR qualification in 2002, he has built relationships and a reputation in the industry that have proven beneficial for the horse program, allowing their horses to remain on the professional rodeo stage for the past 25 years. Sarah has also been in barrel racing for the last 25 years with a long list of accomplishments, and her passion is having horses and the sale.

At their seventh annual sale, sales totaled \$725,250 on 36 head, with an average of \$20,145.83. Rick said at their sales, they try to have horses of all ages and one or two horses that he knows have what it takes to be very competitive in professional rodeo.

The 5-year-old gelding, Cee My Credit Maxed, sold at the sale for \$100,000 to Joseph Parsons of Marana, AZ, who is a fellow NFR tie-down roping qualifier.

"To watch that horse sell for \$100,000 really drove home what we're doing and the confidence people have in those horses," Rick said. "I mean, that horse had been to town twice in his life, and to say that we can take a horse from the ranch and because of his genetics and of his training, to put him on that stage that people are willing to step up and give that much money for him, it's just really special."

Rick said he breeds horses that work well in the performance arena and on the ranch. The best ones they see in competition are also the best to get the job done on the

ranch. "Sarah and I and the guys take a lot of pride in it because it's neat to watch one of those horses competing, and you remember halter breaking them," Rick said. "That's what drives me in business. If we do the right thing and we've done our job to this point, today's going to be taken care of. I'm looking at tomorrow, the next year, 10 years, 20 years—that's what drives me."

In addition to the Legacy Ranch Horse Sale, in 2018, Rick and Sarah bought a half interest in Cholla Livestock—one of the largest cow-calf operations in Arizona with ranching operations also in California, New Mexico, Oklahoma and Texas—with Harvey Dietrich, and they were partners until Harvey passed away from COVID-19 in 2020. Rick said Harvey was an icon and a great partner in the three years they worked together, and he admired his enthusiasm for the business.

"He was learning every day and embracing everything and gathering information to make the best decision you can," Rick said. "He was the epitome of passion and passionate about the industry. He loved every single minute of his life, and when you're working with somebody that's in their 80s and you see that enthusiasm and that passion, it really drives you and you learn from it."

Using Harvey's experience as co-owner and president of Sun Land Beef Company, the two started the beef business process. The idea came from the exposure in the cattle industry and dealing with meatpackers and the suppression they have in the marketplace.

The plan was to put some exposure into the boxed beef business and start two labels. After Harvey's passing, Rick continued with the concept of Gourmet Beef, a direct-to-consumer brand, and Copper State Reserve, which works with a wholesaler that distributes to restaurants and businesses in the Phoenix/Scottsdale area. The idea was to create beef for consumers who value non-hormone treated, locally-produced cattle and the hard work that went into the product, he said. Rick said they try to differentiate their product from others that are selling direct, and it has been a challenge that he enjoys, and the business has gained momentum.

Rick added it has been a learning curve, and he learned from Harvey and Eric Brandt, CEO of One World Beef in Brawley, CA, who processes meat for Rick. Rick said he doesn't know much about boxed beef, but he has hired the right people to help grow the business.

"The biggest thing for us, whether it's Gourmet Beef, Cholla Livestock, our horse operation or the farming operation, I tell everybody that I am in the people business," Rick said. "We just happen to handle cattle, but I'm in the people business. And so it's all about people, and it's all about relationships. Everybody has a lot of great ideas, but you only have so much time to get these ideas done. And if you want to do these ideas, you need to add team members, and it takes good ones. As we do any growth—whether it's horse sale, whether it's cattle, whether it's boxed beef—we grow with people." — Charles Wallace, WLJ editor

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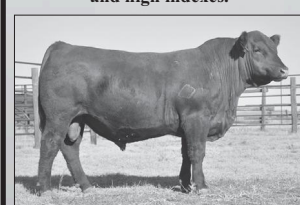
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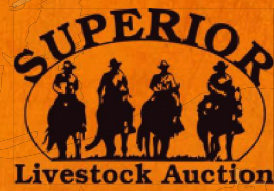
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# Cattle Feeders Hall of Fame announces 2023 inductees

Cattle Feeders Hall of Fame inductees and industry award winners will be honored on Jan. 31, 2023, during the 14th annual banquet, which precedes the 2023 Cattle Industry Convention and National Cattlemen's Beef Association (NCBA) Trade Show in New Orleans, LA, Feb. 1-3. The Cattle Feeders Hall of Fame was established in 2009 to honor the exceptional visionary men and women who have made lasting contributions to the cattle feeding industry.

Hall of Fame inductees for 2023 include Jerry Adams with Adams Land and

Cattle in Broken Bow, NE, and the late Ed Barrett of Barrett and Crofoot Feedyard in Hereford, TX. Thomas "Dee" Likes, former CEO of the Kansas Livestock Association, will receive the Industry Leadership Award, and Terry Wegner with Drinnin West Cattle Co. will receive the Arturo Armendariz Distinguished Service Award.

"Cattle feeders continue to play a key role in making the United States the world's most efficient producer of safe, quality beef," said Cliff Becker, Farm Journal executive vice president and Cattle Feed-

ers Hall of Fame board member. "The 2023 inductees exemplify the visionary leaders who have made lasting contributions to the cattle feeding industry."

Attendees of the Cattle Feeders Hall of Fame banquet will find it convenient to stay in the Big Easy for the Cattle Industry Convention and NCBA Trade Show, which starts the next day. The annual convention features important industry meetings, motivational speakers, valuable education, entertainment, a massive trade show, producer recognition and much more.

Cattle Feeders Hall of Fame banquet tickets are \$200 per person in addition to convention registration. All proceeds from banquet ticket sales and corporate sponsorships benefit future Hall of Fame initiatives.

For more information about the 2023 Cattle Industry Convention and NCBA Trade Show and to purchase tickets to the Cattle Feeders Hall of Fame banquet, visit [convention.ncba.org](http://convention.ncba.org). For more information about the Cattle Feeders Hall of Fame and 2023 inductees, visit [www.cattlefeeders.org](http://www.cattlefeeders.org). — NCBA

## LEGAL LEDGER

### Bill to increase market access

Rep. Jim Costa (D-CA-16) introduced the Supporting Market Access to Reinvigorate Trade (SMART) Act of 2022, which he said will expand programs to develop new opportunities for American agricultural goods. "Opening and growing new markets for American-made products is critical to building our agricultural economy," Costa said in a statement. "Food is a global security issue, and we must do all we can to reverse disruptions in trade and grow new partnerships that help deliver American products around the world." The SMART Act would increase the funding for the Market Access Program to at least \$400 million per fiscal year and the Foreign Market Development Program to at least \$69 million per fiscal year. The bill has six co-sponsors, including Reps. Jimmy Panetta (D-CA-20), Cindy Axne (D-IA-03), Dan Newhouse (R-WA-04), Kim Schrier (D-WA-08), Tracey Mann (R-KS-01) and Ashley Hinson (R-IA-01). The bill is supported by the National Milk Producers Federation, American Soybean Association, North American Meat Institute and the Coalition to Promote U.S. Agricultural Exports.

### SD voters reject slaughter ban

The city of Sioux Falls, SD, rejected a measure to ban new slaughter facilities within the city limits. The measure, which appeared on the midterm ballot, failed, with 52% of voters voting "no" on the measure. A total of 55,690 people voted. If the measure had passed, no new slaughterhouses would have been permitted to operate or be constructed within Sioux Falls' city limits. The measure did not pertain to any existing facilities, nor did it apply to the expansion or alteration of any facility constructed and operating before the effective date of the measure.

### Shipping act raises questions

Reps. Dusty Johnson (R-SD-At large) and John Garamendi (D-CA-03), House leaders of the Ocean Shipping Reform Act (OSRA) of 2022, urged the Federal Maritime Commission (FMC) to uphold congressional intent as implementation of the law continues. The two representatives oppose the commission's broad definition of "unreasonable" that is applied to vessel space accommodation, and they do not believe it will protect American shippers and exporters from foreign ocean carriers' unfair business practices. "The FMC's current definition of 'unreasonable' refusal is so feckless it has us wondering: What was the point of passing OSRA in the first place? We all witnessed the havoc foreign-flagged ocean carriers wreaked on our ports in 2021, price gouging shippers and leaving American exporters high and dry. If this definition stands, they could easily do it again," the representatives said in a statement. OSRA was signed into law on June 16 and prohibits ocean carriers from discriminating against American exporters and unreasonably refusing cargo space accommodations.

### CA water board will fine ranchers

The California State Water Resources Control Board plans to fine ranchers in Siskiyou County for violating orders to cut back their water use last year. The California Water Code calls for a fine of no more than \$500 per day for each day the violation occurs, resulting in a \$4,000 fine for the eight days of violation. The Shasta River Water Association turned on their pumps to divert water to about 80 producers in the area. The fine, split among the producers, amounts to about \$50 per producer. "They obviously don't have much enforcement power because they showed up and told us, 'Shut your pumps off right now.' And we said no," Rick Lemos, a fifth-generation rancher and board member of the Shasta River Water Association, told CalMatters. "You would think they'd get an injunction and shut the pumps off, wouldn't they?" Fines can grow to be more than \$500 per day only after the water board sends out a cease and desist order, which requires a 20-day waiting period or a hearing. Producers shut their pumps off about three weeks before the fine would have increased to \$10,000 a day. "We knew that was coming. That's why we pumped the water before it happened," Lemos said.

### Opposition to grocery merger

A group of Kroger's and Albertsons' biggest unions and antitrust experts have sent a letter to the Federal Trade Commission, opposing Kroger's proposed acquisition of Albertsons. The groups said the merger could exacerbate income inequality through job losses and eroding wages. "In many markets across the country, grocery competition would cease, likely resulting in employee layoffs and higher prices," the letter read. A total of 26 organizations signed onto the letter, including the American Economic Liberties Project, Center for Economic and Policy Research and seven United Food and Commercial Workers International Union local chapters representing more than 100,000 Kroger and Albertsons workers. Attorneys general of Washington, D.C., California and Illinois have made similar claims.

# TK

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-4	3.9	85	162	1.28	26	58	0.25	0.56	60



**T K Edella F720 19447751**

*Due 2/5/23 to Schiefelbein GOAT 271*

CED	BW	WW	YW	SC	MILK	CW	MARB	RE	SW
0	3.4	63	115	0.85	29	45	0.66	0.33	53



**T K Goalkeeper J246 20378702**

*Baldrige SR Goalkeeper x Musgrave 316 Stunner*

CED	BW	WW	YW	SC	MILK	MARB	RE	SW	SB
6	1.1	97	165	2.17	31	0.87	1.05	91	176



**T K Linebacker J480 20378476**

*T K Linebacker F672 x S A V Paramount 0115*

CED	BW	WW	YW	SC	MILK	MARB	RE	SW	SB
4	2.8	78	141	0.77	25	0.28	0.56	65	112



**T K Circuit Breaker J581 20378779**

*S A V Circuit Breaker 7136 x Baldrige Brick House A011*

CED	BW	WW	YW	SC	MILK	MARB	RE	SW	SB
7	1.5	72	132	1.37	16	0.30	0.47	54	102



**T K Stunner J357 20378749**

*Musgrave 316 Stunner x S A V Circuit Breaker 7136*

CED	BW	WW	YW	SC	MILK	MARB	RE	SW	SB
2	2.9	93	157	2.12	23	0.51	0.67	78	148

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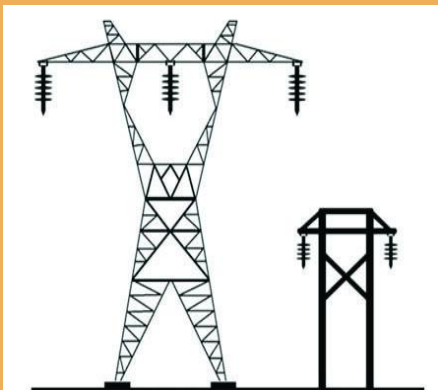
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# More than 90% of corn, cotton and soybeans are GE

Genetically engineered (GE) seeds were commercially introduced in the U.S. for major field crops in 1996, with adoption rates increasing rapidly in the years that followed. By 2008, more than 50% of corn, cotton and soybean acres were planted with GE seeds. The total planted acreage with GE seeds has only increased since then, and now more than 90% of U.S. corn, upland cotton and soybeans are produced using GE varieties.

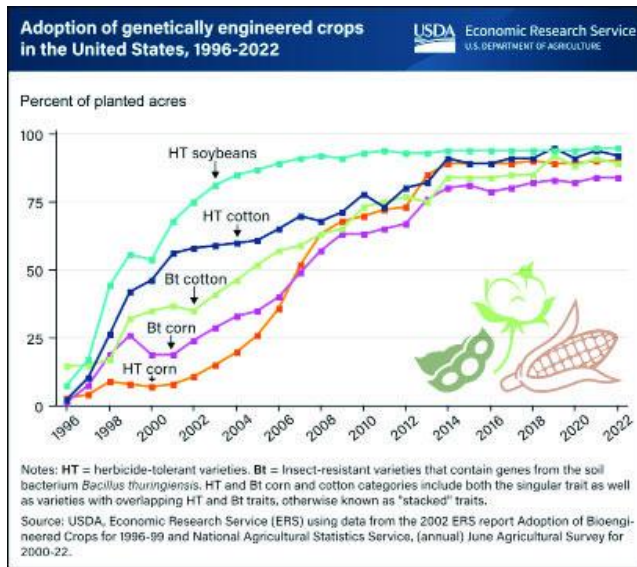
GE crops are broadly classified as herbicide-tolerant (HT) only, insect-resistant (Bt) only or as stacked varieties that combine both HT and

Bt traits in a single seed. In the chart, both HT and Bt lines include stacked varieties, which are a combination of both types of traits.

Although other GE traits have been developed, such as virus and fungus resistance, drought resistance, and enhanced protein, oil or vitamin content, HT and Bt traits are the most commonly used traits in U.S. crop production.

While HT seeds are also widely used in alfalfa, canola and sugar beet production, most GE acres are planted with three major field crops: corn, cotton and soybeans.

— **USDA Economic Research Service**



## STORY SHORTS

### AFBF concerned with diesel shortage

American Farm Bureau Federation (AFBF) President Zippy Duvall recently penned a letter to the Biden administration, expressing concerns with high energy costs—especially diesel prices—across the country. “Our nation’s food supply is driven by diesel,” Duvall wrote. “Every input that arrives on our farms and ranches is transported by a diesel engine whether that is by boat or barge, rail or truck. Our crops are planted by diesel engines and harvested by diesel engines. High diesel prices are severely impacting our farmers and ranchers, causing increased costs to consumers, and adding to food insecurity.” He noted that although geopolitical challenges, worldwide demand for distillate fuel and seasonality all play a role in energy supplies and prices, so does public policy. AFBF supports increased domestic energy production, which includes more drilling, extraction and refining of domestic energy resources. Increased domestic production will enhance U.S. security and bring more supply online, reducing costs to all Americans, Duvall said. The organization urged the Biden administration to explore all options, including removing regulatory barriers that limit the supply, production and distribution of diesel fuel. “Farm Bureau is committed to working with partners in the private and public sectors, your administration and Congress to address the current energy crisis,” Duvall concluded.

### USDA invests in expanding outreach

USDA announced it invested \$3.3 million in two partnerships to expand outreach on crop insurance programs for underserved communities. “Crop insurance strengthens American agriculture, and we want to make sure all farmers, especially those traditionally left behind, are aware of the tools available to manage risk,” said Marcia Bunker, USDA’s Risk Management Agency administrator. “We have a lot of work to do to engage underserved producers in our risk management tools. These two partnerships will let us engage with communities that have historically lacked access to resources and education. Both partnerships aim to cultivate creativity and innovation as they work to empower, educate and provide outreach to underserved producers.” The Intertribal Agriculture Council and the Southern Risk Management Education Center at the University of Arkansas System Division of Agriculture will receive the grants to train and equip crop insurance agents, adjusters and outreach educators to provide technical assistance to underserved farmers and ranchers about crop insurance options.

### Tyson CFO arrested for trespassing

John R. Tyson, the chief financial officer (CFO) of Tyson Foods Inc. and great-grandson of the company’s founder, was arrested on Nov. 6 after allegedly becoming intoxicated and falling asleep in the wrong home. Fayetteville, AR, police arrested Tyson after a woman allegedly arrived at her house and found him in the bedroom. According to the police report, police attempted to wake Tyson, but he laid back down in an attempt to continue sleeping. In the police report, officers noted there was an odor of intoxicants on his breath and body. Tyson was charged with public intoxication and criminal trespassing charges. Tyson said in a memo to the company, first reported by The Associated Press, that the conduct was “inconsistent with my personal values, the company’s values and the high expectations we hold for each other.” Tyson was named as CFO in late September and was set to address investors on Nov. 14 for an earnings report. Joseph Grundfest, a senior faculty member in the corporate governance center at Stanford University, told the Wall Street Journal, “Serious institutional investors will hold the family’s feet to the fire and will be asking difficult questions.”

### Study: Catholics can reduce CO2

A study from the University of Cambridge suggests that Catholics can significantly reduce carbon dioxide (CO2) emissions if they practice meat-free Fridays. The study found that after bishops in Wales and England called on parishioners to forgo meat in 2011, one-quarter of them adopted the practice and saved over 55,000 tons of CO2 a year. Researchers say that in terms of CO2 emissions, this is equivalent to 82,000 fewer people taking a return trip from London to New York over the course of a year. “The Catholic Church is very well placed to help mitigate climate change, with more than one billion followers around the world,” said lead author Shaun Larcom, a professor in Cambridge’s Department of Land Economy. “Pope Francis has already highlighted the moral imperative for action on the climate emergency, and the important role of civil society in achieving sustainability through lifestyle change.” The practice of meat-free Fridays dates back to Pope Nicholas I’s declaration in the ninth century. The practice by Catholics in the U.S. led to the invention of McDonald’s Filet-O-Fish sandwich by Cincinnati, OH, franchise owner Lou Groen. The study noted if U.S. Catholics adopted the practice, the environmental benefits would likely be 10 times those of the United Kingdom.

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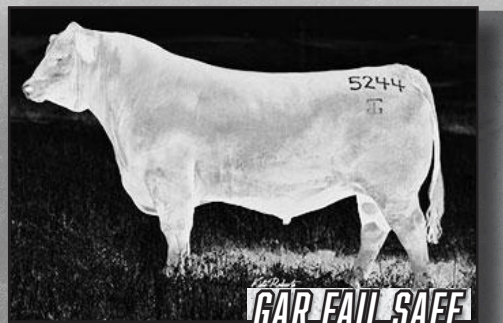
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# Fetal programming tips for each trimester of gestation

A cow is never just eating for herself. At any given time of the year, a cow is either pregnant, nursing a growing calf or is pregnant and nursing a calf. What you feed that cow will impact not only her ability to perform, but also her calf's development and lifetime performance through fetal programming.

By providing adequate nutrition during each stage of development, you can maintain optimal body condition and support the calf's birth and weaning weight, immune function, finishing growth and value to the herd if the calf is kept back.

Here's a look into the nutritional needs during each trimester and how you can develop a nutrition program to support both the cow and the developing fetus.

## First trimester

The first trimester sets the foundation for fetal programming and successful gestation. Important milestones are occurring that can have a long-term impact on calf performance.

The biggest milestone is placenta development. A healthy placenta is critical to supporting a viable, healthy pregnancy and the passage of nutrients from cow to calf. The second milestone is internal organ growth—lungs, kidneys, liver, heart, brain, digestive system and reproductive organs.

During the first 30 days of gestation, the fetus is still under half an inch, meaning the nutrition requirements of the cow are low. But that doesn't mean you can lose focus on nutrition during this time.

Fall-calving herds especially will need extra nutrition during the first trimester, when grass is dormant and forage availability is low. Depending on forage quality, consider a balanced protein and energy supplement to extend grazing and help support fall-calving cows during early gestation.

## Second trimester

The focus for fetal development in the second trimester is on muscle tissue development, adipogenesis (or fat deposition), limb growth and organ development.

With adequate maternal nutrition, there's a window of opportunity during the second trimester to set the calf up for optimal muscle fiber growth after birth. In turn, this leads to better weaning weights, growth and muscle potential, impacting the calf's ability to have a good carcass weight and higher quality grades. Studies have shown that supporting the developing fetus during this stage of gestation resulted in improved marbling and tenderness and more gain at finishing.

However, if nutrition is restricted during the second trimester, the developing fetus will direct nutrients toward limb and organ

growth first, with muscle and fat development taking a hit.

It is important to have supplements available for the cow herd in the second trimester, particularly with spring-calving herds.

## Third trimester

Nutrient demands are the highest in the third trimester because 75% of

fetal growth happens during this time. Plus, calves are going through final lung development, which is key to respiratory health and corresponding disease challenges once the calf is born.

Providing adequate cattle nutrition during this time is critical to give the calf a good start and prepare the cow for a healthy birth. No matter the calving season, cows will need

additional protein, energy and minerals to support the final growth stages.

For late-spring-calving herds, don't get caught in the trap of seeing green grass and thinking it will cover all the cow's and developing calf's nutritional needs. Keep a close eye on nutrient availability to determine what additional minerals, vitamins, protein and energy are needed during the

third trimester.

## Year-round nutrition

Each trimester has unique nutritional needs to meet the cow's and calf's growth, development and maintenance requirements. Minerals are important throughout the year, no matter the stage of gestation. Use a mineral bal-

anced for macro- and micro-minerals to meet your herd's nutritional needs for health, growth and reproduction.

The goal of any maternal feeding program is to meet the cow's nutritional needs in each stage to avoid playing catch-up later. If you can maintain condition year-round, it not only impacts gestation, but it also supports reproductive success. — Purina Mills

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# USMEF examines export outlook, production constraints

The U.S. Meat Export Federation (USMEF) Strategic Planning Conference got underway Nov. 9 in Oklahoma City, OK, attracting farmers, ranchers, processors and exporters from throughout the nation. While U.S. red meat exports will likely set a value record approaching \$20 billion this year, the industry faces an array of obstacles related to the sluggish global economy, weakening currencies of key trading partners and lingering effects of the COVID pandemic. Challenges are also mounting on the production side, especially for livestock producers impacted by drought.

Keynote speaker Randy Blach, CEO of CattleFax, detailed the larger-than-expected contraction of the cattle herd, which helped drive U.S. beef production and exports to record highs in 2022, but it will be a significant constraint for U.S. exporters next year. The drought has also heightened production

costs for cattle feeders.

"If you're putting an animal in a feedyard anywhere in the central Plains—let's say Kansas or Oklahoma—your cost to put on a pound of gain is between \$1.30 and \$1.40," Blach explained. "We have not seen that historically, not even back in 2008 when we had the ethanol mandate and for a period of time corn was at \$8 per bushel. This is an interesting time, when the market needs more corn, and where it's needed most, the corn just isn't there."

But Blach also highlighted the remarkable efficiency and sustainability of the U.S. beef industry, which he maintains is well-positioned for success even in this challenging environment.

"Whenever I ask an audience, 'Who's the biggest beef producer in the world?' everyone says Brazil because it has 300 million cattle," Blach said. "But we're producing more beef than Brazil with only one-third the number of cattle.

Why? Because of our high-quality, grain-fed beef. The U.S. has the best carbon footprint of anybody on the list of top beef producers because of the way our production systems work and the amount of production that we get on a per-head basis."

*"Our competitors realize the value of trade, and they're not standing still."*

— Dan Halstrom

Blach added that the U.S. achieved record beef production in 2022 with 30 million fewer cattle than in the 1970s.

"That's what sustainability is—doing more with less

and doing it better with great animal husbandry," he said. "And I commend each and every one of you who get up every morning to go feed those cows and calves or feed those fed cattle. You're doing a hell of a job—keep it up."

Blach also extolled the efficiency of America's corn and soybean producers, noting that they are a critical factor in the global success of the U.S. meat industry.

"The U.S. is the largest high-quality meat producer on the planet," he said. "We produce the most beef, the most broiler meat and the third-largest amount of pork in the world. Sometimes it's easy to forget that we cannot achieve this success without the soybean meal and grain products that those of you in the corn and soybean industries produce. It's important that we recognize what a critical ingredient you provide for all of these proteins."

USMEF President and CEO Dan Halstrom gave members an update on

year-to-date export results and his outlook for the coming months. While challenging times lie ahead, Halstrom highlighted the importance of market diversification in keeping beef exports on a record pace through the first three quarters of 2022. Pork exports are also regaining momentum, surpassing year-ago levels the past two months.

"Global demand is strong, even record-breaking, despite rising prices," Halstrom said. "But at what point do international consumers scale back?"

He listed several mounting obstacles for U.S. exports, including global inflation, ongoing supply chain challenges and the strengthening U.S. dollar. As an example, Halstrom noted that the devaluation of the Japanese yen has pushed prices for U.S. meat products 30% higher than a year ago in an extremely competitive market.

Market diversification has long been a top priority for USMEF, and Halstrom praised the U.S. industry's commitment to developing new and emerging markets for red meat exports. He noted that the often-tense U.S.-China relationship underscores the importance of this strategy. Halstrom explained that while China is a major U.S. red meat customer, on pace to purchase \$4 billion in U.S. beef and pork this year, the U.S. is not nearly as dependent on China as most other suppliers.

"Uruguay exports 58% of its beef production to China, New Zealand 44%, Brazil 18% and Australia 14%," Halstrom said. "But even with our recent growth, just 3% of U.S. beef production is exported to China."

Trade barriers often make market diversification more difficult, and Halstrom asked USMEF members to remain vigilant and make their voices heard in Washington, D.C.

"Our competitors realize the value of trade, and they're not standing still," Halstrom said. "Hopefully we can encourage more aggressive action, including getting a (U.S. Trade Representative) chief negotiator and USDA undersecretary for trade confirmed soon."

USMEF members also heard from Mark Slupek, deputy administrator of global programs for USDA's Foreign Agricultural Service (FAS). Slupek provided a brief history of USDA's investment in export market development, explaining that it dates back to the Eisenhower administration. He praised USMEF as one of FAS' most successful cooperators, noting that USDA and USMEF have had an excellent working relationship for more than 40 years. He added that strong industry support for USMEF from a diverse range of agricultural sectors helps ensure consistent funding from USDA — USMEF

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## 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).)

**Nov. 22** – Purina Mills and the New Mexico Cattle Growers' Association's (NMCGA) Young Cattlemen's Leadership Committee (YCLC) will award two Purina Mills \$1,000 scholarships and two YCLC \$500 scholarships. Purina Mills scholarships will be awarded to a New Mexico student who is a member of NMCGA or the New Mexico Junior Cattle Growers' Association or is the child of an NMCGA member. YCLC scholarships will be awarded to a high school senior and to a continuing college student. To apply, visit [www.nmagriculture.org](http://www.nmagriculture.org), call the NMCGA

office at 505-247-0584 or email [taylor@nmagriculture.org](mailto:taylor@nmagriculture.org).

**Dec. 1** – Applications for the Angus/Talon Youth Educational Learning Program Internship are now open. College sophomores, juniors, seniors and graduate students under the age of 25 and majoring in an agricultural-related field of study are eligible to apply. Angus breeders and students interested in participating in the program can learn more and apply at [bit.ly/AngusFoundationTalonProgram](http://bit.ly/AngusFoundationTalonProgram), or contact Jaclyn Upperman, Angus Foundation executive director, at [JUpperman@Angus.org](mailto:JUpperman@Angus.org).

**Dec. 2** – The Public Lands Council, in conjunction with the National Cattlemen's Beef Association, is now taking applications for public policy interns to join the D.C. office during the summer of 2023. This in-person internship will run from May 15-Aug. 11, 2023. Application: [jobs.keldair.com/ncba](http://jobs.keldair.com/ncba). Contact Justyn Tedder at [jt Tedder@beef.org](mailto:jt Tedder@beef.org) with any inquiries.

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# Buyer beware: Scams, drought and other factors affecting hay sales

Livestock owners who plan to purchase hay over the next few months need to make careful and informed decisions to protect their animals, especially when purchasing hay from out of state.

Buyers should be aware that the drought has significantly impacted forage quality this year. Low hay yields resulted in many producers baling up failed crops and other grass varieties not typically harvested as forage. As a result, overall hay quality is lower. "During the last drought, there was a lot of hay baled very mature along road-

sides and abandoned fields with the lowest density setting the baler could handle to produce light, low-density bales, then transported across two states. Hay should be tested before purchase and priced per ton instead of by the bale," said Paul Beck, Oklahoma State University (OSU) Extension beef nutrition specialist.

Mark Johnson, OSU Extension livestock evaluation specialist, advises answering these questions when buying hay:

- Where is it located? Hay cannot be moved from fire ant endemic areas

without taking steps to ensure there are no fire ants being transported to areas designated as free of fire ants.

- When was it baled? 2021? 2022? Older hay may have more spoilage.

- How has it been stored? In a barn or outside? On the ground or on pallets?

- How is it wrapped? Net wrapped bales keep better than those wrapped in twine.

- What is the size of the bales?

Request pricing based on tonnage or weight, not per bale.

A laboratory test is a

critical step in determining the nutritive value of any lot of hay offered for sale. The National Forage Testing Association provides contact information for commercial laboratories that are certified, indicating they have met testing accuracy standards. David Lalman, OSU Extension beef cattle specialist, recommends evaluating the following in a hay test report:

- Moisture content: The moisture content is an important factor in determining hay value because water is expensive to transport, and excessive mois-

ture promotes mold and spoilage.

- Protein concentration: A dry, gestating cow requires about 8% of her diet to be dry matter in protein. If the hay contains only 4% protein, half of the cow's protein requirement will need to come from another source.

- Energy or digestibility: Mature, low-quality hay is low in digestibility or energy. When digestibility is low, cattle can't consume enough forage to meet their energy requirements. A dry, gestating cow requires a minimum of 52% total digestible nutrients (TDN).

If the TDN is lower, additional energy will need to come from another source to keep the cows from losing weight and condition.

The relative feed value (RFV) is a long-standing index based on hay chemical composition that can be used to determine the feeding value of hay. RFV is one number used to decide if the hay is worth its asking price in the current market.

- Vitamins and minerals: Hay baled later in the growing season contains little beta-carotene, which is the precursor to vitamin A. Therefore, vitamin A supplementation is critical when feeding low-quality forage. Macro- and micro-minerals also decline as maturity progresses.

"Remember, some of the alternative or low-quality forages a cow might do OK on may not work for horses."

— Kris Hiney

Evaluate livestock hay needs and hay prices by comparing animal requirements to the nutritive value of the hay. Watch a hay analysis example on "SUNUP," OSU Extension's television show. Local Extension educators can also assist in interpreting hay test reports and developing a well-balanced winter nutrition program.

For horse owners buying hay, Kris Hiney, OSU Extension equine specialist, suggests considering these factors:

- Most maintenance horses are relatively easy to feed and can be fed lower quality diets (or lower quantities) than are typically fed.

- Horses will consume less of lower quality hay. If the relative feed value drops due to higher acid detergent fiber, horses will reduce their intake.

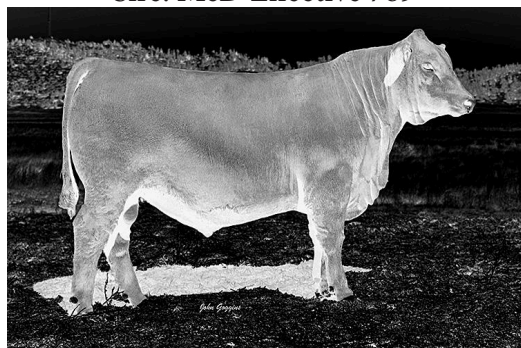
- Acknowledge there is no way to avoid a higher feed bill this fall and winter. Livestock and horse owners must decide if they want to spend more money on hay or alternative forage sources.

"Remember, some of the alternative or low-quality forages a cow might do OK on may not work for horses," Hiney said. "You have to remember that as a monogastric hindgut fermenter, horses will need higher quality forages than cows can get away with."

Finally, hay buyers should watch out for scams. Hay posted for sale online is not a guarantee. Always purchase hay from a trusted or verified source, and never pay for bales without first viewing them in person. — OSU Extension

## Lot 58

Sire: McD Effective 789



CED +11 // BW -.07 // WW +69 // YW +121  
Milk +25 // MRB +.80 // REA +.48

## Lot 84

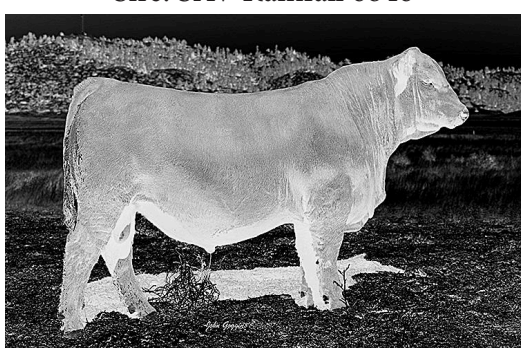
Sire: Sitz Resilient 10208



CED +8 // BW +0.2 // WW +76 // YW +134  
Milk +34 // MRB +.60 // REA +.49

## Lot 68

Sire: SAV Rainfall 6846



CED +3 // BW +3.6 // WW +73 // YW +132  
Milk +19 // MRB +.47 // REA +.42

## Lot 112

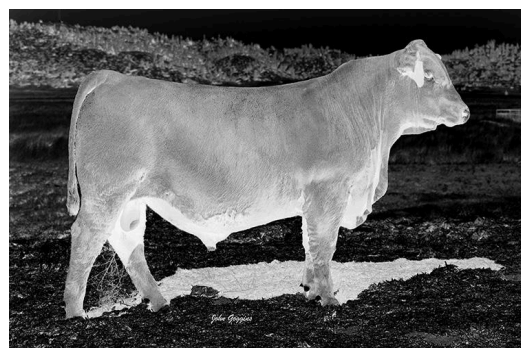
Sire: T/D Tiger8106



CED +8 // BW +0.4 // WW +74 // YW +129  
Milk +27 // MRB +.35 // REA +.71

## Lot 110

Sire: DB Iconic



CED +12 // BW +1.0 // WW +81 // YW +141  
Milk +25 // MRB +.71 // REA +.72

## Lot 155

Sire: Vermilion Bomber G093



CED +7 // BW +1.69 // WW +87 // YW +148  
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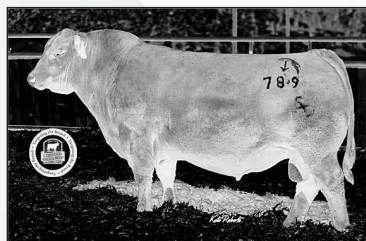
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# PRF insurance sign-up deadline is Dec. 1

Pasture Rangeland Forage (PRF) insurance coverage is available on a calendar year basis, with a sign-up deadline of Dec. 1. For coverage in calendar year 2023, producers must sign up for PRF by this date. At this point, many producers across the state are thinking about the impact of drought. Some may already be implementing PRF, and others may be thinking about adding it as part of their drought risk management strategy. PRF insurance is administered by USDA's Risk Management Agency (RMA) and is available for purchase through local crop insurance agents.

PRF insurance is a single peril, index-based insurance. It uses precipitation data from the National Oceanic and Atmospheric Administration's (NOAA) Climate Prediction Center to provide insurance based on grids 0.25 degrees longitude by 0.25 degrees latitude, or approximately 16

miles by 12 miles, in Nebraska.

If the precipitation index for the grid falls below the insured coverage level, the producer receives an insurance indemnity payment for the productive value of the difference. PRF insurance provides coverage across two-month intervals dispersed throughout the calendar year as selected by the producer at the time the coverage is put in place.

Insurance premiums and indemnities are based on the level of rainfall insured (70-90%) and the dollar value of coverage. A productive value per acre for perennial grazing and haying acres is assigned for each county. Producers can adjust this value up or down through a range from 60% to 150%, which is selected at the time of purchase.

The RMA website ([rma.usda.gov](http://rma.usda.gov)) provides more information and a decision support tool ([prodwebnlb.rma.usda.gov/apps/prf](http://prodwebnlb.rma.usda.gov/apps/prf)) to

help producers explore different PRF insurance options. Many crop insurance agencies have also developed their own decision support tools to guide producers toward the coverage that best meets their objectives.

Three important points to consider in evaluating the use of PRF insurance are:

- You must sign up for PRF insurance by Dec. 1 to lock in coverage for the next calendar year. Drought risk management planning requires a strategic approach, and PRF insurance is no exception. It is difficult to predict pasture production beforehand for any given year, and once poor conditions materialize, many of the best options to mitigate the problem become too expensive or impossible to implement. It may seem elementary, but using insurance to manage risk requires a proactive approach and a consistent strategy.

- PRF insurance premiums are subsidized from 51% to 59% depending on the level of rainfall coverage. Precipitation data is based on NOAA's weather stations, and premiums are based on past data. Therefore, PRF insurance should pay out positive results to producers over the long haul but may vary considerably from one year to the next. Work with an insurance agent and/or a decision support tool to find the coverage that works best for you.

- Strategies for which specific months to insure vary by producer. Some prefer to focus coverage on a few specific two-month intervals. Producers can put up to 60% of the dollar value of coverage in a single two-month interval. Other producers prefer to spread the coverage evenly throughout the year, increasing the chance that at least some indemnity is paid. Again, producers are encouraged to work with their insurance agents and/or decision support tools to

design the coverage that best meets their objectives.

PRF insurance use continues to grow in Nebraska. The last three years, it has provided significant financial compensation to producers to alleviate some of the negative impacts of drought. Although indemnities may not fully compensate for drought losses, PRF coverage has provided many producers with much-needed cash during times of need. — **University of Nebraska-Lincoln Extension**

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## Bighorn Audubon not opposed to grazing

**BIGHORN**  
(from page 1)

plants, and the Bighorn National Forest. After over two years of participating in this process by submitting comments, attending many meetings, surveying, engaging with other stakeholders and presenting sound resolutions, we are thankful the Forest Service will be removing treatment of sagebrush, larkspur and other native plants from this plan."

sity, duration, and frequency of the grazing treatment are critical to achieve invasive plant species control without long-lasting adverse effects on native vegetation," the FEIS said. The FEIS also said grazing would not eradicate mature infestations of invasive species alone.

Jonathan Ratner, director for Wyoming and Utah at Western Watersheds Project, had a different take and told *WLJ* the spraying was proposed for the benefit of cattle.

"The killing of sagebrush is something both the (Bureau of Land Management) and Forest Service did widely following WWII (with the advent of toxic herbicides)," Ratner said. "It (has) long since been discarded as extremely damaging to the ecosystem, but the Bighorn National Forest clung to the discredited practice, to prop up its unsustainable stocking rates which are the highest in the entire Forest Service system. We are glad to see the (USFS) Regional Office has pushed back against this Neanderthal practice."

Ratner initially raised objections to the stocking rate in the forest and pointed to poor rangeland conditions as being indicative of high stocking rates. Ratner also raised objections to the use of pesticides, stating the FEIS provided no authority for using pesticides to kill sagebrush.

The Wyoming Department of Agriculture supported the use of herbicides with livestock grazing. It noted that USFS should be allowed to change grazing permits to address specific invasive weed infestations.

USFS has not indicated the next step for invasive weed control and whether it will pursue other methods in the project documents. — **Charles Wallace, *WLJ* editor**

"This is great news for birds, other wildlife, native plants, and the Bighorn National Forest."

— JoAnne Puckett

Puckett told *WLJ* the organization supports multiple uses on public lands.

"We are not opposed to grazing in the Bighorn National Forest," Puckett said. "In fact, livestock management—when applied strategically and based on science—can be a valuable vegetation management tool used in lieu of herbicides and/or other mechanical treatments."

The final environmental impact statement (FEIS) called for a stocking level of 113,800 animal unit months but allowed for adjustments through the implementation of allotment management plans. "Proper timing, inten-

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# How you feed hay this winter is more important than ever

With a shortage of standing forage for cattle and the low availability of hay, it is more important than ever this winter to reduce waste when feeding hay. Hay waste is normal, but it can be controlled and minimized, said University of Missouri (MU) Extension agronomy specialist Tim Schnakenberg.

There can be considerable losses when livestock producers feed large round or square hay bales, Schnakenberg said. Research shows that losses from improper feeding of hay bales can be as high as 40%, depending on how the hay is presented to the cows, he said. Feeding losses may be more typically around 10-20%. A 20% loss can make a \$60 bale of hay cost \$72 by the time it is fed.

"There are several methods producers can use to minimize losses when feeding round bales," Schnakenberg said. At the very least, use a bale ring to restrict full

access to the hay and minimize cattle stomping on hay and making bedding out of it. In one MU study, using rings kept losses to about 5%, whether feeding a one-day supply or a seven-day supply of hay. Rings or racks are crucial for producers who do not choose to feed cattle on a daily basis, he said.

The type of feeder can make a big difference in the degree of hay loss. Studies on types of ring feeders by MU, Oklahoma State University and Michigan State University found very similar results when feeding grass hay. In the MU study, an open-bottom ring feeder resulted in a 20% loss of hay. A sheeted-bottom ring feeder had a 13% loss, and a cone feeder resulted in only a 5% loss. The studies found that having a sheeted ring around the base made a huge difference in all cases.

While cone feeders are much more expensive, they

can be worth it in the long run, Schnakenberg said. "If you can drop hay losses 8%-15%, that extra cost starts to be made up in hay remaining for cow consumption. These feeders also have a longer life, support heavier bales and have been found to keep cattle from pulling hay off the top and dragging it into the mud. Since they have a longer life, you can spread the investment of that feeder out over more animals."

One of the best ways to reduce losses is to feed hay in small amounts. This gives cattle less opportunity to trample hay and make it unappealing for consumption. This requires some calculations of how much hay per animal is needed, factoring in potential losses associated with your feeding method. There are some who will unroll hay every day or even twice a day, making cows finish all the hay before they get more. This is the most

efficient way to feed hay, but it takes more labor.

Bale unrollers are quite popular, and some producers use bale choppers that leave windrows of hay on the ground. These approaches work very well for distributing manure around the farm by moving the hay to different locations each day. The practice also allows both aggressive and timid cows to eat together more efficiently. The losses can vary greatly

from farm to farm depending on how this practice is done.

"If producers use these methods, it is imperative to not feed more hay than your cows can consume in a day," Schnakenberg said. Otherwise, hay losses may be more than 40%, according to one MU study. In this case, a seven-day supply of hay was unrolled. In comparison, daily amounts fed at one time resulted in about a 12% loss in that study.

Finally, it's very important to feed in a well-drained area. A pad or an elevated surface for feeding is best. Keeping the area dry helps with body condition. "It has been determined that cow body condition can begin to drop in 8 inches or more of mud," Schnakenberg said. "The most recommended way is to move the feeding area around the farm to better distribute manure and minimize excess mud." — **MU Extension**

## Conservation groups praise grazing decision

### HUMBOLDT (from page 1)

still occur. This includes effects on the endangered Sierra Nevada bighorn sheep, endangered Sierra Nevada yellow-legged frog and the threatened Yosemite toad. In addition, roughly 18,000 acres of bi-state sage-grouse habitat are included within the project area.

Furthermore, "I cannot dismiss the potential for cattle grazing that can contribute additional levels of fecal coliform to the watershed to further affect impaired resources downstream," she wrote.

In addition, she expressed concern with the federally-listed whitebark pine being trampled by cattle.

She continued that steep slopes, lack of water and lack of forage production at high elevations limit the area that is capable of supporting cattle

grazing. "If the three proposed water developments in the Dunderberg allotment, which require a Forest Plan amendment, are not authorized, the allotment cannot support livestock grazing," Muldowney wrote. "Eliminating the Dunderberg Allotment altogether in response to this concern would further reduce the available capable grazing acres of the project area."

In finalizing her decision to choose a "no action" alternative, she concluded, "I have decided the protection of threatened and endangered species populations and habitats as well as water resources provided by (National Forest System) lands in the project area is of far greater relative value to the American public than the potential benefits realized from livestock production."

The Center for Biological Diversity praised USFS' deci-

sion. "We're thrilled the Forest Service rejected this ill-conceived proposal to allow cattle grazing on these public lands," said Lisa Belenky, senior counsel at the Center for Biological Diversity. "It would've put rare animals at risk, polluted clean mountain streams and harmed riparian areas and recreation."

Western Watersheds Project also celebrated the decision. "The Forest Service made the correct decision to conserve these popular public lands and the wilderness area free from commercial livestock grazing," said Laura Cunningham, California director at Western Watersheds Project. "These Eastern Sierra landscapes are very biodiverse, and we are pleased the Lahontan cutthroat trout will have clean streams, and whitebark pine and other native species will be able to thrive here." — **Anna Miller, WLJ managing editor**

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### SCHEDULE

#### 11/30 WEDNESDAY

Cattle Check in  
Showmanship - 12:00 PM

#### 12/1 THURSDAY

Jr Show - 9:00 AM  
American Hereford Association  
Commercial Cattlemen Seminar - 6:30 PM

#### 12/2 FRIDAY

Pen Bull Show, Open Bull Show - 9:00 AM  
Sale Preview and Social 3:00 PM  
Hereford Reno Sale and Social - 4:00 PM

#### 12/3 SATURDAY

Open Heifer Show - 9:00 AM

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# Feeding ionophores in mineral supplements

Ionophores have been safely utilized in the beef industry for a long time. If fed according to the recommended rates, ionophores are considered safe and effective. Ionophores are feed additives used in cattle diets to increase feed efficiency and body weight gain. In addition, ionophores can decrease the incidence of bloat and coccidiosis.

Ionophores can be fed to cattle in several different supplemental packages, including liquid feeds, cakes, pellets and loose minerals. The classification of the animal (i.e., lactating cow versus stocker) can dictate how ionophores get delivered according to the label. Ionophores approved for use in cattle include monensin (Rumensin), lasalocid (Bovatec) and laidlomycin propionate (Cattlyst).

They are compounds that alter rumen fermentation and fermentation end products. Ionophores function by negatively altering the metabolism of Gram-positive bacteria in the rumen. These affected Gram-positive bacteria are those that decrease efficient rumen digestive physiology and the energy supplied from the ruminal digestion of

feedstuffs. By controlling certain microbes in the rumen, less waste products and methane are generated, and ruminal protein breakdown is decreased.

The shift in the ruminal bacteria population allows beneficial bacteria to be more efficient through an increase in the amount of propionate and a decrease in the production of acetate. Overall, ionophores can increase energy status and use feed resources more efficiently.

From a performance standpoint, grazing trials using steers and heifers have shown that formulated intakes of 155 milligrams/day of monensin result in an improvement in average daily gain of 0.18 pounds/day, or a 13.5% increase compared to cattle receiving no monensin. Increasing monensin intake up to 200 milligrams/day resulted in cattle gaining an additional 0.20 lbs./day, or a 16% improvement compared to cattle without monensin.

Although all ionophores can be toxic, this article will focus on monensin due to the amount of information available and its use in the cattle industry since the

mid-1970s. Proper management, avoidance of overdosing and reading label recommendations will help prevent the occurrence of adverse effects associated with ionophores. Always follow the label instructions when feeding medicated minerals or feeds, as overfeeding or incorrectly feeding ionophores can lead to toxicities.

One consistent mistake made by many producers is offering a medicated mineral to their cattle free choice and not properly managing intakes. For managing mineral costs, the mineral consumption of the herd needs to be monitored. Rumensin, for instance, reduces palatability of the mineral supplement, which can result in decreased overall mineral intake. Salt is a key driver of mineral intake. If overconsumption is an issue, adding more salt to the mineral can help regulate intake.

The normal safe range of monensin used in stocker

calves for increased body weight gain and prevention of coccidiosis is 50 to 200 milligrams/head/day. The lethal dose of monensin that would cause death in 1% of animals (LD1) is estimated to be 2.5 milligrams/lb. of body weight. Acute oral LD50, or the median lethal dose for monensin, is 12 milligrams/lb. of body weight. For a 700 lb. stocker calf, daily intakes of 1,700 to 8,400 milligrams/day would result in 1-50% of exposed animals dying. Although it may seem difficult to achieve intakes that are 8.5 to 42 times greater than the safe range, it can be an easy mistake at the time of mixing due to the small amount of monensin used in a ton of feed. Drug interactions, such as macrolide antibiotics and sulfonamides, create the potential for toxicosis.

The clinical signs of monensin toxicity can be difficult to assess and will vary based on exposure. The first symptoms affect the diges-

tive system, with anorexia occurring approximately 12 hours after ingestion, followed by diarrhea. Death loss begins three days after exposure, with some animals having no clinical symptoms prior to death. Peak death loss occurs between five to 10 days after exposure. Heart and skeletal muscle damage may also occur, which presents as weakness, lack of coordination, difficulty breathing and nasal discharge.

Diagnosing monensin toxicity requires a review of the entire system—feeding and mixing history, feed intake, clinical signs of sick and healthy calves and necropsy samples. Diagnosis is challenging due to when symptoms occur and the similarities to different disease processes. Because death isn't observed until day three after ingestion, sampling rations for ionophore levels is unrewarding. The current ration may not be diagnostic if exposure occurred following a

one-time mistake in mixing. Rumen contents are unreliable because the animal is often anorexic, and monensin may not be detected. Samples of cardiac and skeletal muscle may also be evaluated for damage during a necropsy.

There is no treatment for monensin toxicity other than supportive care. The long-term prognosis for affected animals is guarded due to heart muscle damage, weakness and poor feed efficiency.

Overall, incorporating ionophores into supplement strategies has a positive effect on increasing growing cattle's performance. Livestock producers should consider using ionophores to increase calf gain and gain efficiency in a cost-effective manner. Feeding ionophores in beef cattle diets is a safe, cost-effective strategy; however, properly feeding these compounds is crucial. — **University of Nebraska-Lincoln Extension**

## Unexpected cow death questions answered

No matter whether it is a pet or livestock, an animal dying unexpectedly is sad and concerning. It often leaves owners with questions about what happened and whether other animals will be impacted.

To get to the bottom of what is going on, Kansas State (K-State) University beef cattle veterinarians emphasize the importance of a producer working with their local veterinarian to determine the cause of death.

On a recent "Cattle Chat" podcast, the veterinarians discussed a listener question in which two cows recently died unexpectedly in the herd and anaplasmosis was determined to be the cause of death.

"Anaplasmosis is a disease of the blood in which a parasite causes the red blood cells to be destroyed, and the animal can die due to a lack of oxygen," veterinarian Bob Larson said.

Veterinarian Brian Lubbers added that this disease impacts cows older than age 2 more significantly than it does younger cows in the herd.

"With this infection, the immune system takes the damaged red blood cells out of circulation, and younger animals do a better job of regenerating them more quickly," Lubbers said.

Both veterinarians agree that the cattle's death comes with little warning.

"Two days before they die, the cattle can appear normal, but then they fail quickly. It isn't uncommon to have cattle death be the first sign of anaplasmosis in the herd," Larson said.

The only visual sign of the disease prior to death is pale or yellow mucous mem-

branes, Lubbers said.

Because the infection is spread primarily by ticks, the likelihood of disease is often greatest in the fall, a few weeks after tick populations peak. And, Larson said, the amount of anaplasmosis in the area will vary among geographic regions.

"If you live in an area that has anaplasmosis, then I would only buy replacement animals from areas that also expose replacements to the disease," Larson said.

Once animals have recovered from this illness, they can be carriers of the disease, Lubbers explained.

Because this bloodborne disease is carried by ticks, it easily spreads through the herd. Syringe needles and palpation sleeves that are used with multiple animals in the herd can also spread the disease.

The K-State veterinarians also said cattle that do recover from this acute sickness may require a few months to build back healthy red blood cells.

Prevention is difficult, the veterinarians said, but prescribed feed additives can be used to mitigate the spread.

"This parasite is susceptible to some antimicrobials, and one Food and Drug Administration-approved drug used to treat it is tetracycline," Lubbers said.

At this point in time, there is not a good vaccine option to prevent this disease, Larson said.

"There is a lot of anaplasmosis vaccine research being done at K-State; this disease is difficult to build a safe and effective vaccine for, but I am hopeful that this research will lead to a better option in the future," Larson said. — **K-State Research and Extension**



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# INDUSTRY NEWS

## Farm Credit associations partner to launch Terrain

Terrain, a new source of agricultural industry analysis for U.S. farmers and ranchers, launched Nov. 7. Three leading Farm Credit associations—American AgCredit, Farm Credit Services of America and Frontier Farm Credit—partnered to establish and offer Terrain to their customers.

“Serving farmers and ranchers—from everything between Iowa’s hog and corn farmers to California’s dairy

and vineyard owners—is our shared mission,” said Curt Hudnutt, CEO of American AgCredit. “To continue to grow our customers’ success, we combined the scale of Farm Credit Services of America, American AgCredit and Frontier Farm Credit to create Terrain’s industry-leading team.”

Don Close, an internationally recognized leader in cattle marketing and policy, leads the Terrain team. Close, who serves as Terrain’s chief research and analytics officer, and the rest of the team bring extensive experience, providing insight and analysis across the food and agri-

cultural value chain. The team includes:

- David Weaber, senior animal protein analyst, whose career analyzing live animal and meat businesses has spanned the entire meat supply chain for beef, pork and poultry.

- Ben Laine, senior dairy analyst, an economist who has dedicated his career to helping dairy producers manage price, trading and other external risks.

- Matt Roberts, Ph.D., senior grain and oilseed analyst, a recognized public speaker, economist and former 15-year Extension grain marketing specialist.

- Cody Barilla, grain and oilseed analyst, who has a wealth of on-the-ground experience in appraising, crop farming and Extension Service.

- Matthew Clark, senior rural economy analyst, known for his ability to distill how macroeconomic trends impact everyday agriculture by drawing on his experience as an economist at the Federal Reserve Bank of Kansas City, MO.

- Heather Stettner, engagement director, a public relations, communications and marketing specialist whose career has spanned most of agriculture’s industries.

Terrain’s experts share insights on trends and market-moving events through reports, videos, presentations and more. Visit [terrainag.com](http://terrainag.com) for Terrain’s current perspective on the impact of interest rates on agricultural loans, a discussion on how grain storage costs change with interest rates, and insights on the near-term risks for the hog farming sector.

Mark Jensen, CEO of Farm Credit Services of America and Frontier Farm Credit, said, “We recognize that our customers’ needs are evolving. Many of our customers are looking for more insight to help them navigate the constant changes and complex factors affecting their markets. Terrain provides unique expertise to support the future of agriculture and rural communities.” — **Terrain**

## North American

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ISSUE DATE

JAN. 9, 2023

AD RESERVATION  
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NOV. 28, 2022

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- They will use an average of 18.5 bulls and replace an average of 5.7 bulls.
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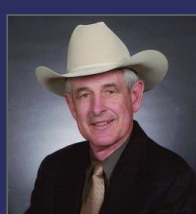
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## AGs disappointed with US objection

### RIO GRANDE (from page 1)

attempts to solve interstate issues, but an agreement on interstate matters has not been reached.

“The exact nature of the motion that will be filed is still being discussed among the Compacting States, but it will be constituted to fully resolve the Compact dispute among the Compacting States,” court documents read.

New Mexico Attorney General Hector Balderas said in a statement the case had reached an “important legal milestone.” Still, he said he is disappointed the U.S. is objecting to the proposed settlement.

“Extreme drought and erratic climate events necessitate that states must work together to protect the Rio Grande which is the lifeblood of our New Mexico farmers and communities, and I’m very disappointed that the U.S. is exerting federal overreach and standing in the way of the States’ historic water agreement,” Balderas said.

Texas Attorney General Ken Paxton echoed Balderas’ sentiment over the government’s objections and said the proposed agreement will resolve any disputes the states have.

“I’ve continued to fight to ensure our state has the legal access to the Rio Grande River that we’re owed, and that we can responsibly use the river’s resources to limit the damage of droughts and help Texas farmers,” Paxton said in a statement. “This agreement helps protect the resources of all the states involved, and I encourage the federal government to reconsider its objection to this important agreement.”

According to the Albuquerque Journal, Melloy, at a hearing on Oct. 25, accused the government of backtracking on an agreement and stated the dispute could “go on forever” if it is brought to the Supreme Court for a resolution.

“So don’t start down that, ‘Oh, poor United States of America; we’re too busy to talk about settlement, and we don’t have the resources, and we’re stretched too thin.’ I’m not buying that argument,” Melloy said.

Lawyers for the Elephant Butte Irrigation District (EBID), El Paso County Water Improvement District (EPCWID) No. 1 and the cities of Las Cruces and El Paso were in attendance at the hearing and raised objections to the proposed settlement.

“This is a settlement over the objection of three major participating entities, who all run the project, and who all will be responsible for implementing this settlement,” said attorney Samantha Barncastle, representing EBID.

According to the El Paso Times, Maria O’Brien, attorney for EPCWID, told Melloy the states in their proposed decree are “trying to pull the proverbial wool over your eyes” and said it “is not workable substantively or procedurally. So we oppose moving forward.”

After listening to the states, Melloy postponed the trial scheduled for January 2023. New Mexico, Texas and Colorado must file a motion to adopt their proposed settlement decree by or on Nov. 14. The U.S. must file a response to the motion and any briefing by or on Jan. 6, 2023.

A status conference will be held with Melloy on Jan. 24, 2023. — **Charles Wallace, WLJ editor**

# UNL breaks ground on Feedlot Innovation Center

More than 150 leaders from across Nebraska's beef industry gathered at the University of Nebraska-Lincoln's (UNL) Eastern Nebraska Research, Extension and Education Center near Mead, NE, on Nov. 4 to celebrate the groundbreaking of the Feedlot Innovation Center.

The \$7.2 million facility will pave the way for world-class research projects and teaching and Extension opportunities in a state-of-the-art, commercial scale feedlot. In addition, the facility will serve as a one-of-a-kind test bed where industry partners can see how new and emerging technologies work.

It will officially be named the Klosterman Feedlot Innovation Center, pending approval of the University of Nebraska Board of Regents. The name honors John and Beth Klosterman of David City, NE, who are longtime supporters of both the university and its Institute of Agriculture and Natural Resources (IANR).

The new center will be "a very unique facility in terms of the types of research we can do," said Doug Zalesky, director of the Extension center.

The construction of the facility marks the next step in a long history of beef innovation at UNL, Zalesky said. The Extension center, which is celebrating its 60th anniversary this year, built its first feedlot pens in 1964. The next year, the university hired Terry Klopfenstein, who went on to become the longtime leader of the university's ruminant nutrition program and was a pioneer in using byproducts from the ethanol and sweetener industries to supplement cattle feeding. Beef research remains central to the Extension center's programming.

The Feedlot Innovation Center will include commercial scale open air and covered pens, allowing researchers to improve the performance and environmental impact of cattle in varied settings. It will also include a 240-head feeding facility that will allow researchers to use precision techniques to study the outcomes of various feeding protocols, measure emissions and study the various uses for precision feeding technologies already on the market.

The center will allow for expanded research on the impact of low-stress animal handling and an increased emphasis on animal welfare. A new cattle handling facility and enclosed classroom will give students hands-on experience and allow for training opportunities for Nebraska's beef industry workforce.

"This is being built with all the right things in mind," UNL Chancellor Ronnie Green said.

The facility will also serve as an innovation laboratory, which industry partners, ag tech

startups, producers and others can use as a proving ground for new products, said Mike Boehm, Harlan Vice Chancellor for IANR and University of Nebraska vice president.

Researchers across IANR are committed to ensuring that important discoveries can move quickly from lab to field, or in this case, feedlot, Boehm said. This is important in Nebraska, which has about 720 cattle feeders with 1,000 head or more.

"This innovation center is the next step in that," he said. "It allows us to bring together public and private partnerships in ways that push the envelope."

The new center will also be a key component of the university's Beef Innovation Hub, which aims to advance, support and communicate continuous improvements in beef production, economic vitality and natural resources stewardship through innovative research, education and extension.

Fundraising for the project is ongoing. Major donors include John and Beth Klosterman, JBS USA, Greater Omaha

Packing, Farm Credit Services of America, Dennis and Glenda Boesiger and the Klopfenstein Fund, which includes gifts from

a number of alumni, colleagues and industry partners who knew and worked with Klopfenstein. In addition, Daniels Man-

ufacturing, FBI Buildings Rock Solid Concrete and others have made significant in-kind contributions. — UNL Extension



Oct. 30, 2006, Vol. 86, No. 3

## Idaho farmers unsure of future after water ruling

Officials and farmers in eastern Idaho say that if they are banned from pumping underground water, thousands of acres of farmland would go dry, cities would struggle to find drinking water, and the area's economy would blow away.

"This is something that is very convoluted," Craig Evans, an eastern Idaho farmer who pumps groundwater to irrigate his 670-acre farm, told the *Post Register*. "And the state has got a big part of solving this problem."

At odds are surface water users with older, senior water rights, and groundwater users with more recent water rights who pump water from a decreasing supply in the Eastern Snake River Plain Aquifer. By state law, water users with senior rights must be allocated their water before people with younger water rights.

Surface water users contend that pumping from the aquifer causes a decrease in flow from the hundreds of springs that feed area rivers, thus leading to reduced water for surface users.

They formed the Surface Water Coalition and sued the Idaho Department of Water Resources in August 2005, and in June 2006, 5th District Judge Barry Wood agreed with them.

In August, Wood refused to halt his earlier ruling, and the Idaho Supreme Court refused to stay Wood's ruling, but is holding an expedited hearing on Dec. 8. In asking for the stay, the water resources department estimated 55,000 acres of

farmland could go dry if groundwater users were forced to stop pumping, and some towns could face water shortages.

The Eastern Snake River Plain Aquifer is 60 miles wide and 170 miles long, covers about 10,800 square miles and holds about 250 million acre-feet of water. An acre-foot is enough water to cover an acre a foot deep.

Michael Keckler, public information officer for the water resources department, said about 7,500 of Idaho's 10,000 irrigation wells pump from the aquifer, as do about 47,000 of Idaho's 70,000 domestic wells.

"So you can see this is a vital source to a lot of people," Keckler said. "In southern Idaho, the entire economy is based on water in one way or another. The fact is, the eastern Snake River Plain is a high desert, and that makes water extremely precious."

Keckler said that senior water right holders have requested delivery of water.

By law, the department is obligated to respond to these requests. That could lead to shutting off some groundwater users.

Keckler said Karl Dreher, the department's director, is working on the requests.

"The director is basically preparing a series of orders in response to this," Keckler said. "Until he completes those orders, we just don't have any comment at this point." — **Associated Press**

## Vermilion Ranch

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89	Angus Heifers	AI	Bull Calves	Feb. 9-13	King Air
89	Angus Heifers	AI	Heifer Calves	Feb. 9-13	King Air
81	Angus Heifers	AI	Bull Calves	Feb. 20-23	Vermilion Leo
68	Angus Heifers	AI	Heifer Calves	Feb. 20-23	Vermilion Leo
67	Angus Heifers	AI	Bull Calves	Feb. 24-26	King Air
59	Angus Heifers	AI	Heifer Calves	Feb. 24-26	King Air
135	Angus Heifers	AI	Bull Calves	March 9-12	King Air
154	Angus Heifers	AI	Heifer Calves	March 9-12	King Air
65	Angus Heifers	Pasture Bred	Mixed Sex	March 1-31	LBW Vermilion Bulls
212	Angus Heifers	Pasture Bred	Mixed Sex	March 1-31	King Air & Bomber Sons
90	Angus Heifers	Pasture Bred	Mixed Sex	March 17-31	King Air Sons
24	Angus Heifers	Pasture Bred	Mixed Sex	March 21-31	Bomber Sons
38	Angus Heifers	Pasture Bred	Mixed Sex	April 1-30	LBW Vermilion Bulls
109	Angus Heifers	Pasture Bred	Mixed Sex	April 1-30	Bomber Sons
68	Angus Heifers	Pasture Bred	Mixed Sex	April 1-30	King Air Sons
86	Angus Heifers	Pasture Bred	Mixed Sex	April 1-30	King Air & Bomber Sons



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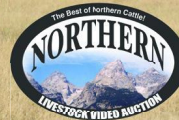
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# MARKET NEWS

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

## MARKET SITUATION REPORT

MARKET AT A GLANCE	This Week: 11/10/2022	Week Ago	Year Ago
Choice Fed Steers	151.86 ▲	151.79	131.25
CME Feeder Index	175.51 ▼	177.63	155.47
Boxed Beef Average	263.27 ▼	265.18	285.14
Average Dressed Steers	241.12 ▼	242.47	206.63
Live Slaughter Weight*	1,376 ▼	1,380	1,521
Weekly Slaughter**	667,000 ▼	668,000	650,000
Weekly Beef Production***	553.9 ▼	554.0	540.7
Hide/Offal Value	14.82 ▼	14.88	16.46
Corn Price	6.54 ▼	6.80	5.69

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

BEEF REPORT: Weekly Composite Boxed Beef												
WEEK ENDING	COMPREHENSIVE Loads/Price		PRIME Loads/Price		BRANDED Loads/Price		CHOICE Loads/Price		SELECT Loads/Price		UNGRADED Loads/Price	
November 5	6,493	257.01	182	343.23	1,102	267.65	2,097	258.72	901	230.42	2,210	215.83
October 28	6,818	255.28	187	339.98	1,172	263.48	2,139	253.54	806	224.71	2,515	214.95
October 21	7,214	249.24	225	336.59	1,359	257.01	2,239	247.85	932	219.40	2,461	207.15
October 14	7,298	244.51	199	337.32	1,347	253.86	2,190	245.11	946	217.95	2,616	204.96

Cutouts					
FED BOXED BEEF					
DATE	CHOICE	SELECT	COW BEEF CUTOFF	50% LEAN	90% LEAN
Nov 10	263.27	236.83	194.48	76.77	242.18
Nov 9	264.67	235.22	195.88	77.63	246.37
Nov 8	264.94	236.05	195.49	79.71	245.72
Nov 7	264.55	235.92	196.45	76.45	245.04
Nov 4	263.75	231.90	196.73	71.79	243.85

CATTLE FUTURES: CME Live Cattle							
	11/4	11/7	11/8	11/9	11/10	High*	Low*
Dec.	15165	15305	15305	15158	15308	15308	13055
Feb.	15438	15503	15478	15415	15503	15703	14003
Apr.	15800	15855	15825	15778	15850	15958	15388
Jun.	15385	15440	15420	15390	15850	15850	15385

CATTLE FUTURES: CME Feeder Cattle							
	11/4	11/7	11/8	11/9	11/10	High*	Low*
Nov.	17783	17823	17828	17773	17863	18610	16373
Jan.	17963	17993	17990	17965	18170	18703	16958
Mar.	18163	18225	18215	18180	18380	18748	17595
Apr.	18453	18523	18528	18515	18695	18695	18430

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

FED CATTLE TRADE				
	Head Count	Avg. Weight	Avg. Price	
<b>WEEKLY WEIGHTED AVERAGES</b>				
Live FOB Steer	20,687	1,487	151.86	
Live FOB Heifer	8,435	1,315	151.53	
Dressed Del Steer	8,549	968	241.12	
Dressed Del Heifer	3,488	876	242.00	
<b>SAME PERIOD LAST WEEK</b>				
Live FOB Steer	9,351	1,480	151.79	
Live FOB Heifer	1,883	1,333	150.87	
Dressed Del Steer	2,051	957	242.47	
Dressed Del Heifer	833	862	242.35	
<b>SAME PERIOD LAST YEAR</b>				
Live FOB Steer	35,914	1,521	131.25	
Live FOB Heifer	11,131	1,342	131.32	
Dressed Del Steer	8,686	961	206.63	
Dressed Del Heifer	3,073	847	207.02	

NATIONAL WEEKLY FED BEEF SLAUGHTER VOLUME: NOVEMBER 6		
	Domestic	Imported
Forward Contract	33,538	3,002
Formula	284,270	784
Negotiated Cash	93,000	316
Negotiated Grid	42,755	1,030
Packer Owned	10,720	0
<b>Total</b>	<b>464,283</b>	<b>5,132</b>

SLAUGHTER FORWARD CONTRACTS		FORWARD BEEF SALES	
Delivery Month		Neg. Sales 0-21 days	1,679
Nov. '22	158,544	Neg. Sales 21+ days	969
Dec. '22	113,860	Formula sales	3,667
Jan. '22	119,274	Forward contract sales	179
Feb. '23	88,932	Domestic sales	5,791
Mar. '23	104,195	NAFTA Exports	118

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		134.17	+2.86
Slaughter Heifers, mostly Choice & Select 1-3, 1200-1400 lbs		132.72	N/A
Ontario Auctions			
Slaughter Steers, mostly Choice & Select 1-3, 1300-1500 lbs		134.21	+2.6
Slaughter Heifers, mostly Choice & Select 1-3, 1200-1400 lbs		N/A	N/A
Slaughter Cows, Cutter and Utility 1-3, 1100-1400 lbs		69.85	-6.56

\*Price comparison from one week ago.

Average feeder cattle prices (CND) for week ending Friday, October 28, 2022				
Steers:	Alberta	Saskatchewan	Ontario	
501-600 lbs	197.73	196.69	205.72	
601-700 lbs	188.15	186.94	192.30	
701-800 lbs	183.44	181.59	184.06	
801-900 lbs	175.83	171.40	175.88	
Heifers:				
401-500 lbs	177.02	174.57	185.05	
501-600 lbs	168.72	165.75	180.68	
601-700 lbs	162.64	160.09	168.05	
701-800 lbs	158.41	154.52	156.62	

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
Feeder Steers	17,850	16,700	655,162	894,333

USDA WEEKLY IMPORTED FEEDER CATTLE			
Friday, November 4, 2022			
Mexico to TX. & NM. Weekly Feeder Cattle Import Summary			
Receipts EST: 14,000	Week Ago Act: 13,343	Year Ago Act: 16,599	
Compared to last week, steer calves and yearlings sold steady. Heifers steady. Trade moderate to active, demand moderate to good. The bulk of the supply consisted of steers and spayed heifers weighing 300-700 lbs.			
Feeder steers: Medium and large 1&2, 300-400 lbs 205.00-215; 400-500 lbs 184.00-194.00, few 195.00; 500-600 lbs 170.00-180.00; 600-700lbs 155.00-165.00. Medium and large 2&3, 300-400 lbs 190.00-200.00; 400-500 lbs 169.00-179.00; 500-600 lbs 155.00-165.00.			
Feeder heifers: Medium and large 1&2, 300-400 lbs 175.00-185.00; 400-500 lbs 165.00-175.00; 500-600 lbs 155.00-165.00; 600-700 lbs 145.00-155.00.			
(slide 10 cents on steers and heifers basis 300 lbs. All sales FOB port of entry.)			

Selected Auction											
Week Ending November 10, 2022											
Feeder prices for steers & heifers reflect medium and large 1 cattle, unless otherwise noted; * Indicates medium and large 1-2											
DATE MARKET		STEERS / HEIFERS						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	PAIRS	
November 4	Blackfoot, ID	N/A	180-215 155-178	170-214 150-183	160-208 145-173	150-184 140-168	150-173 140-165	142-168 135-165	58-80		
November 3	Burley, ID	753	229-230	199-219 191.50	182-203 167-177	177.50-181 166-158.50	172-175 167	137	65-78 86		
November 8	Emmett, ID	1,683		200-240 191.50-227.50	173-193.50 158.50-173	170-180.50 152.50-165	160-172 144-155	130-163 125-152	73-82		
November 5	Eugene, OR	1,039	130-146 120-140	128-140 115-135	130-150.50 115-132	135-160 120-134	130-146		65-80 75-85	610-1,200 400-1,050	
November 7	Madras, OR	1,124	215-238 190-200	220-249 180-207	195-222.50 160-180	168-185 155-167	160-170 150-158	145-160 135-150	65-80 80-90		
November 9	Vale, OR	965	190-220 185-202	181-210 157-196	161-190.25 153-168	167-174 143-158	148-168 134-141	124-138	65-73 83-94		
No report available											
November 4	Toppenish, WA	2,230	610* 375*	660* 425*	150* 150*	165* 139-145*	160-165* 138-143*		55-90 87.60-101	900-1,810	
November 3	Orland, CA	2,022		170-212 180	150-190 173	135-175 153	125-160 149	160	65-76 80-111		
November 7	Escalon, CA	N/A	145-174 125-156		125-161 120-153		120-146 100-135	100-125 95-115	79-95 90-115	800-1,300	
October 31	Famoso, CA	558	150-200 125-199	160-200 150-187	165-180 150-184	150-175 140-160	140-160 130-141		80-91 100-103		
No report available											
No report available											
November 1	Salina, UT	2,714	185-240 150-220	175-215 145-215	160-231 143-203	156-204 132-180.50	147-187 130-174	140-173 127-157	125-170 112.50-0	50.50-76 82-89	
November 7	Iowa	11,006	200-233 160-200	183-238.50 150-200	167-218.50 135-189	160-195.50 145-185	157-190 136-182.25	155-192.75 130-169.75	66-99 60-106		
November 8	Miles City, MT	2,325	263-296 212.50-225	213-277 186-214	190-211.50 172-205.50	167-195 169-180	164	165	53-75.50 70-100.50		
November 9	Bassett, NE	3,220	239-246 215-215.50	237-242.50 199-217.25	195-228.50 185.50-211	188.50-205.50 171-175.50	174.50-191 151-171	162.50-190.25 158-176.50			
No report available											
November 8	Imperial, NE	1,135	222-253 200-210	210-228 190-201	190-210 171-184.50	170-198 168.25	179	178-178.50 139-170			
November 9	Kearney, NE	2,210	253	218-239 204-224	194-208.50 175.50-197	182-196.50 169-183.50	176.50-185.25 169-179	169-176.50 171-176	75-90 77.50-102		
November 4	Lexington, NE	3,316	209-215	210-235 187-211.50	204-230.50 170-195	173.50-209.50 171.50-184.25	185-192		157-158	1,075-1,310	
November 3	Ogallala, NE	5,950	248-261 205.50-236	210-257 185.50-217.50	187-240 175-205.50	183.50-205 167-191.75	165.50-181.50 158-176	175-187 152-171			
November 3	Valentine, NE	4,065	251-267 195-208	226-269 190.50-207.50	191-232.25 179.50-192	186-212 175.50-186					
November 4	Herreid, SD	4,691	222-255.25 182.50-214	212-245 195-212	212-234 181-234	192-202.75 164-180	178 169.25-186.25	172.50-190 163.50-177			
November 9	Torrington, WY	4,213	254-265	212-245 195-212	199-215 170-198	156-193 161-177	175-185 179-188	158.50-179 165-182			
November 3	Willcox, AZ	1,360	178.50-208 176-188	192.50-222 172-190	177-194 150.50-177	165.50-190 138-158	152-165 132-143.50		75-104.50 81-94	1,100-1,550 1,100-1,225	
October 7	Colorado	14,156	210-245 175-212.50	197.50-235 161-203	180.50-212 159-196	167-196 151-180.50	161-190.75 140-169	120-172 112.50-166	56-92 108	735-1,460	
November 5	La Junta, CO	694								1,510 1,200-1,500	
November 7	Loma, CO	954	210-225 203-210	201-225 178-199	180-198 166-187	169-182 161-167	157-166 151-156	135-162 145-164	74.50-77.50 88-91		
November 9	Dodge City, KS	3,597	204 195	176-219 172-197.50	188-216 164-193	182-227 164-184	169.50-193.25 142-173	165-180 159.50-166	161-179.75 126-155.50	60-79 69-101	
November 10	Pratt, KS	2,500	183-198.50 170-183	170-207 162-171	157-199.50 163-168	175-183 162	174-183.50 154-168	158-179.75 150-166			
November 3	Salina, KS	2,716	201-216 170-190	18							

# Shedding light on tree encroachment in sagebrush ecosystems

Extensive research shows that native conifer trees, such as juniper and pinyon pine, have been increasing their footprint on the landscape at an unprecedented rate for the past 150 years, especially in places such as the Great Basin, where 1.1 million acres have transitioned from shrublands or rangelands to woodlands since 2000. This accelerated conversion of shrubland and grassland ecosystems to woodlands is having undesirable impacts, including the loss of unique wildlife and wildlife habitat, reduced water availability, increased runoff and erosion, less land available for livestock grazing and greater fuel loads for wildfires.

A new website by the collaborative PJ (pinyon-juniper) Encroachment Education Project ([unr2.wpengine.com](http://unr2.wpengine.com)) sheds light on the issue. The site is also a resource for those trying to manage this threat, particularly in the Great Basin, where encroaching pinyon pine and juniper trees are taking over sagebrush ecosystems and contributing to the decrease of imperiled species such as the sage grouse.

"The whole thrust of this project is to provide science-based information on the ecology and impacts of the problem, as well as the collaborative work being done to address it," said Christina Restaino, natural resources specialist with University of Nevada, Reno (UNR) Extension, the organization leading the project. "The website is intended to help people understand the issue and serve as a clearinghouse of information to help land managers, professionals and agencies throughout the West in their collabor-

ative efforts."

Restaino, who is also an assistant professor in the university's College of Agriculture, Biotechnology and Natural Resources, said a new report by the U.S. Geological Survey and Western Association of Fish and Wildlife Agencies identifies tree encroachment as one of the top three threats to sagebrush ecosystems—the other two being invasive species and land development.

The website includes sections explaining the ecology of how and where the conversion is happening, and it outlines the impacts of sagebrush range converting to woodlands. The "Resilience in Action" section shows projects being done around the West to manage the issue. Finally, there is an impressive "See the Science" section, where online viewers can search a database with over 400 peer-reviewed articles on an interactive map for information on the issue by location, topic, keyword or year.

The partners in the project worked for two years to build the website, diving into research; holding multiple stakeholder working sessions; working with web designers to create an organized, easy-to-navigate site; and working with a technical illustrator to provide clear, accessible graphics for the site. Partners in the project include the Natural Resources Conservation Service's (NRCS) Working Lands for Wildlife partnership, the Bureau of Land Management and the Intermountain West Joint Venture's Partnering to Conserve Sagebrush Rangelands initiative.

"Communicating why more trees everywhere isn't always a good thing is a real challenge for land managers charged with conserving nonforest lands," said Jeremy Maestas, a member of the working group and a sagebrush ecosystem specialist with USDA-NRCS. "With Extension, we were able to build a website that helps broad audiences understand the science behind the problem."

Besides the devastating effects on sagebrush-dependent wildlife, Maestas points out there are also economic impacts of the encroachment.

"In the intermountain West, 90% of tree encroachment has occurred in sagebrush shrublands, a habitat type that has already been reduced by half due to a wide variety of threats. Species like sage grouse, found nowhere else in the world, will abandon breeding habitats when there are just a few trees per acre. Encroaching trees also suck up precious soil moisture needed on arid lands to grow other native grasses and wildflowers, which means less food and cover not only for wildlife, but also for livestock that sustain rural agricultural economies in the West," Maestas said.

Mandi Hirsch, sagebrush collaborative conservation specialist for the Intermountain West Joint Venture and leader of the Partnering to Conserve Sagebrush Rangelands initiative, is also part of the project's working group. She knows firsthand the impacts that the encroachment of trees on rangelands can have on ranchers. Hirsch is a rancher at heart and by trade who now also

works toward the conservation and sustainability of rangelands in the West.

"The conservation of a unique species like sage grouse is very important, but it's only part of the entire picture when managing natural

resources at a landscape scale. What many people don't realize is there are many other potentially devastating impacts of encroachment—including jeopardizing the livelihoods of our ranchers and their ability to produce food.

I really think this website can help people to understand that and all the other impacts of this encroachment. And, I think it will be a tremendous ongoing resource for those trying to do something about it." — UNR Extension

## WASDE: Beef production in 2022 up 211 million lbs.

### MARKETS (from page 1)

- Formula net purchases: \$242.55.
- Forward contract net purchases: \$231.69.
- Negotiated grid net purchases: \$236.90.

Slaughter through Thursday is expected to be 510,000 head, 3,000 head below the previous week. Slaughter volumes for the previous week were 667,000 head. Actual slaughter for the week ending Oct. 29 was 667,202 head. Dressed steer weights were 928 lbs., up 3 lbs. from the prior week.

"The slaughter pace continues to be aggressive, fed slaughter at 98K on Monday and estimated at 100K head yesterday," Fish wrote on Wednesday. "Estimate for the week is 660K to 665K head, with talk of one fed plant being dark Friday and Saturday."

Boxed beef prices were mixed, with the Choice cutout down \$1.91 to \$263.27 and the Select cutout up \$3.77 to \$236.83.

The Daily Livestock Report wrote the Choice cutout has risen \$21 (8.7%) compared to the cutout value at the end of September. During the last six weeks, the biggest price increase in percentage terms has come from the chuck primal, up \$37/cwt, or 19%. The second largest contributor is the rib primal, which has gained \$52/cwt, or 13%, in the last six weeks.

"Wednesday's WASDE report favors the cattle and beef markets in a mostly supportive fashion," ShayLe Stewart, DTN livestock analyst, wrote in Wednesday's midday comments. "Beef production for 2022 was raised by 211 million pounds as aggressive throughput on fed cattle, combined with heavier carcass weights, contributes more beef to the market. Quarterly steer prices for 2022's fourth quarter jumped by \$4 from last month to an average of \$152."

### Feeder cattle

Feeder cattle followed suit, with live cattle trading sideways despite lower corn contracts. The January contract was up 62 cents to \$178.62, and the January contract was up \$2.28 to \$181.70. The CME Feeder Cattle Index was down \$2.12 to \$175.51.

Corn briefly climbed to almost \$7 but met resistance

and fell throughout the week. The December contract lost 26 cents to close at \$6.53, and the March contract was down 25 cents to \$6.59.

**Kansas:** Winter Livestock in Dodge City sold 3,597 head Wednesday. Compared to the previous auction, feeder steers 600-950 lbs. sold steady to \$2 lower. Steer calves 400-600 lbs. sold \$4-6 higher. Feeder heifers 650-950 lbs. sold steady to \$3 lower. Heifer calves 400-650 lbs. sold \$5-8 higher. Benchmark steers averaging 790 lbs. sold between \$173-180, averaging \$178.71.

**Texas:** Lonestar Stockyards in Wildorado sold 1,570 head Tuesday. Compared to the previous auction, feeder steers traded mostly steady. Feeder heifers sold mostly \$1-2 higher. A group of steers averaging 625 lbs. sold for \$180. — Charles Wallace, WLJ editor

## COMING EVENTS

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

**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. 7-9** – The Montana Stockgrowers Association's 138th Annual Convention

& Trade Show will be held at the Double Tree by Hilton and the Northern Hotel in Billings, MT. Room reservations must be made by Nov. 22 to receive the block rate. To register and for more information, visit [mtbeef.org](http://mtbeef.org).

**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.

Ramsay, MT

# Feature Cattle Sales

Check the website for details!

**Friday, November 11  
Special Feeder Sale**

**Tuesday, November 15  
Skinner Angus Annual Female Sale**

**Friday, November 18  
Special Feeder Sale**


**Saturday, November 19  
Hollow Top Angus Production Sale**

**Tuesday, November 22  
Regular + Special Stock Cow Sale**

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**FRIDAY  
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**November 16**

**November 30**

**December 7**

**December 21: Last sale of '22**

# 5 messages for farmers and bankers going into next year

Spoiler alert: Higher commodity prices are doing a lot of good right now. But how well those strong commodity prices will carry farm incomes into 2023 and beyond remains a question for bankers gathered in Omaha, NE, for the American Bankers Association's Agricultural Bankers Conference.

Economists from the Center for Farm Financial Management at the University of Minnesota helped lead an analysis of whether high prices equal high profits. The center tracks farm profitability using a database of nearly 3,500 farms, dubbed FINPACK.

Talking about higher prices helping farm income, Dale Nordquist, an economist from the center, said, "Spoiler alert: It doesn't hurt. Good prices are doing a lot of good right now."

Using FINPACK data to model some risks to producers, the center found lower commodity prices, higher input costs and 2% higher interest rates in 2023 can shift many producers into negative income territory. A

few areas, such as hog production, still look profitable. Other commodities, such as dairy, are more at risk. A \$2/cwt shift in milk prices can make a dramatic difference in the income potential for dairy producers.

"It's very sensitive for these operations running into high feed costs," Nordquist said.

Some key points from Sunday's opening seminar included:

1. Is an income cliff coming? After two years of strong farm profitability, will farm income in 2023 go off a cliff?

"We're going to see a decline at some point," said Pauline Van Nurden, an economist with the Center for Farm Financial Management.

The comparison now is whether 2022 compares to 2012. In 2013, farm income and commodity prices went off a cliff, leading to a stretch of low-income years that carried on through 2019.

Economists state that in this kind of environment, more loans historically start becoming delinquent in 20-

36 months. Looking ahead to the 2024-25 crop year, that could put a squeeze on profitability.

2. Input costs and interest rates: Higher fertilizer and fuel costs have been the driving factors for higher farm expenses the past two years, but higher interest rates will come into play. The pace of interest rate increases is the highest it has been in the past 30 years.

3. Lower government revenue: Federal aid was a major buoy for farmers in 2020 and 2021, but those government payments are winding down this year.

David Kohl, professor emeritus at Virginia Tech, is a renowned economics lecturer. He said farmers and agricultural bankers have become complacent that federal aid will come to their relief. "That kind of mindset is not sustainable," Kohl said.

could inhibit exports.

The concern is whether those higher costs will start to cross with lower revenue as well.

"It's not just rising expense levels; it's a descending revenue level that will create that dual threat," Takach said.

Kohl said there are already some farmers relying heavily on credit card debt. Other nontraditional lenders are picking up more younger, leveraged agricultural borrowers.

While some producers will struggle staring at tighter credit conditions, Kohl reminded bankers that other

customers will adjust.

"You are going to have a certain group of producers who are going to do very well," Kohl said.

4. How to prepare for a cliff: The economists at the Center for Financial Management recommend:

- Fine-tune risk management; know your costs of production.

- Stick with your marketing plans.

- Use Revenue Protection crop insurance to help with your marketing strategy.

- Input purchases and marketing plans should work together. — **Chris Clayton, DTN ag policy**

*"It's not just rising expense levels; it's a descending revenue level that will create that dual threat."*

— Jackson Takach

"So, this is a very different environment than we are all used to working in," said Jackson Takach, chief economist at Farmer Mac.

Basis points for real estate loans are 400 points higher (4% higher interest on a loan). For agricultural loans, basis points are up 350 points (3.5% higher interest on a loan).

He's not certain the high levels of government aid from 2018-20 will be there again.

"Can you hit the black (profitability) without government?" Kohl asked.

Kohl said he expects interest rates to continue to rise "for an extended period." He also is concerned about how a strong dollar

## September exports cool down for beef

September beef exports were below last year for the first time in 2022, but exports remain on a record pace through the first three quarters of the year.

September beef exports totaled 115,487 metric tons

(mt), valued at \$890.3 million, down 7% from a year ago in both volume and value. For the first nine months of 2022, beef exports were still 4% above last year, at 1.12 million mt. Export value reached \$9.12 billion, up 20%, already achieving the second highest total for any calendar year, trailing only the 2021 record (\$10.58 billion).

Despite China's zero-COVID policies that result in travel restrictions and periodic lockdowns in metropolitan areas, September beef exports to China/Hong Kong were still above last year. Shipments also increased year over year to the Association of Southeast Asian Nations region and the Caribbean, but they declined to Korea, Japan and Taiwan.

While beef exports remain well-positioned to reach new heights in 2022, the September results reflected significant headwinds that have been building for some time.

"Demand for U.S. beef has been extremely resilient, but inflationary pressure on consumers and weakened currencies in key markets have definitely created a more challenging environment," said U.S. Meat Export Federation (USMEF) President and CEO Dan Halstrom. "Exports also continue to face logistical challenges: lockdowns in China and mounting inventories in some destinations. Still, it's hard to view September sales of nearly \$900 million as a disappointment, when this would have been an all-time record just 18 months ago. That really drives home what a remarkable year this has been for U.S. beef exports."

### Lamb muscle cut exports rebound

Following a down month, September exports of U.S. lamb muscle cuts rebounded to 269 mt, up 175% from last year's low volume. Export value totaled \$1.31 million, up 67%. Through September, lamb muscle cut exports increased 76% to 1,676 mt, valued at \$9.9 million (up 68%), led by a near doubling of exports to the Caribbean. — **USMEF**

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# Consider noncash benefits when determining family farm compensation

Compensation is a sensitive subject in any industry, but it's especially touchy in a family business like farming and ranching. Agricultural operations tend to be land rich and cash poor. But there are several ways of looking at compensation besides a cash salary that can help the younger generation feel valued and rewarded for their input, including noncash benefits and equity gifts.

The best way to look at this, said Dick Wittman, a farm business and succession consultant since 1980 and retired manager of his family's dryland crop, range cattle and timber operation in northern Idaho, is to review each person's "rewards," which he defines through the three dynamic roles in the family farm business:

1. The "family" role, which he calls "the Circle of Love," is characterized by caring and support and rewarded by love and gifts.

2. The "business" role, "the Circle of Competence," is when performance is tied to objective standards and rewarded by salaries, wages and benefits.

3. The "ownership" role, "the Circle of Control," is characterized by wise and prudent control of equity and rewarded through returns on investment and dividends.

Sometimes, farm families don't separate these roles, and it can divide a family if the argument becomes, "You don't pay me enough because you don't love me" (not actually said but implied). Or, "You won't let me have more equity because I don't come to work before 9 a.m."

Having a well laid out compensation structure,

Wittman said, with written job descriptions, market-based compensation and regularly scheduled job performance reviews keeps the salary/wage/benefits discussion clearly in the "business" role and helps keep some of the emotion out of the discussion.

## Noncash benefits

Also, consider under the business role the multiple noncash benefits a family-farm business should factor into the compensation package, he advised. "You need to add in the cost of housing, medical insurance, vehicles, horse boarding, farm produce and anything you don't include in a W-2 wage statement." In his example, these intangible benefits can tally over \$53,000 pretax. If you had to pay for those items after tax on your salary, that would add another 38% to the total.

In Wittman's example of a farm manager being paid \$48,000 per year, adding in the noncash benefits provided by the farm business would equate to about a \$135,000 off-farm salary. He emphasized the compensation should be commensurate with the duties and performance of the employee.

Another option for non-cash compensation is gifting equity in the farm business. Often, farm owners will form a limited family partnership or a limited liability company and gift ownership interests to their children as a way to reduce their estate subject to estate taxes. However, this strategy can also be used to compensate an on-farm heir for his or her "sweat equity."

In 2022, the annual gift

tax exclusion amount is \$16,000. So, Mom and Dad could gift up to \$32,000 in ownership interests per heir to compensate for "sweat equity." The amount could actually be even more since the IRS allows a valuation discount because of lack of control and limited marketability in family partnership interests. Expert tax counsel is strongly advised when using this strategy.

Jeff and Roxi Thompson, who farm in Harmony, MN, wanted to keep expanding their business and bring the next generation into their operation. "Our son, Tom, was farming with us on the side while he went to school to be a John Deere tech. After a couple years, he said, 'If I don't come home to farm full-time, we'll never expand to where we want,'" Roxi Thompson recalled. "He was right. I give him credit for speaking up.

"When he came back, we paid him a manager's salary. That was a big pill to swallow," she admitted. "But it was the right thing to do." With Tom Thompson's agronomic input, the Thompson farm increased yields, and the family was able to expand its acreage 50%, and within a couple

of years, they doubled their farm acreage.

If you have more than one heir coming back to the farm, Wittman said not all family members warrant equal pay. "You need to look at their skill sets, job responsibilities and tenure. That's what other businesses do."

For Dave Lubben, who farms with his daughter, son-in-law and son in Monticello, IA, the dispute about who was putting in more hours was settled by paying by the hour and keeping track of hours worked via a cell-phone app. "We clock in when we show up and clock out when we leave. So, if you're not working, you're not getting paid. We found out I put in more hours on the farm than the younger generation because I rarely take weekends off, and they occasionally like their weekends off," said Lubben, who often gets the cattle feeding weekend chores.

Payment isn't the only measuring stick in valuing the next generation. Giving them management opportunities is also important for ensuring a successful transition in a farm operation.

It's important to train

the next generation to be a manager, advised Ethan Smith, family business consultant with KCoe Isom. "There is a big difference between a laborer and a manager."

"I view myself as a coach and a mentor to my children," Lubben noted. "If my son says, 'I've got this new idea,' we'll try it out on a test plot and see how it works. I'm willing to try new ideas on a small scale first."

You need to give your child the opportunity to make small mistakes, noted Patrick Hatting, Iowa State University Extension farm management specialist in central Iowa. "You may be quicker at fixing things, but stop and ask your adult child, 'What do you think?' Give them the opportunity to take a leadership role. Your attitude should be, 'Let's give it a try.' Let them learn by making small mistakes," he advised.

Depending on the interests and skill sets of your adult children, some decisions are easier to relinquish control on than others.

"With agronomy in row crops changing so fast, it was easy for us to put our son, Tom, in charge of agronomy. And he's been

making tremendous progress on yields by fine-tuning nutrients and changing row widths," Roxi Thompson explained. "He's also taken on the lion's share of responsibility for marketing our grain.

"However, if I got hit by a bus, the business would be in trouble. None of the other managers know how to pay a bill," she admitted. "I need to do a better job in pulling Tom into the process of putting together the budget, communicating with the lender and running our financial software."

Running a successful business demands lifelong learning. In agriculture, there are plenty of opportunities to learn new techniques, skills and ways to operate a business through workshops, seminars and conferences sponsored by state Extension services, lenders, commodity groups, farm input companies, brokerage firms, agricultural consulting companies and agricultural media companies.

Allowing your farming son or daughter to attend educational seminars is another way to value their contribution to your farm. — **Elizabeth Williams, DTN special correspondent**

## Anderson to fill role as SDBIC executive director

The South Dakota Beef Industry Council (SDBIC) is pleased to announce Jodie Anderson as the new SDBIC executive director. Anderson assumed her new role on Nov. 1.

Anderson hails from a ranch in Haakon County and considers Pierre, SD, her hometown. She earned her bachelor's degree in agricultural business from Colorado State University, then lived and worked in several western states before returning to South Dakota.

SDBIC President Veabea Thomas said they are excited to welcome Anderson to the team. "We are so excited to have Jodie Anderson. She has been working part time at the SDBIC office and has a good working knowledge of the Beef Checkoff. Jodie and Suzy Geppert, executive director of Beef Logic, along with directors of SDBIC, are excited to start collaborating together on projects."

Anderson is the owner and president of Strategic Association Services, where she has served multiple non-profit organizations. This includes serving over 16 years as the executive direc-

tor for the South Dakota Cattlemen's Association. In this role, Anderson worked closely with South Dakota's agricultural community, as well as state and industry leaders, and she brings many years of beef industry experience to the SDBIC team.

"I look forward to continuing my years of service to South Dakota's beef producers through the Beef Checkoff," Anderson said. "The South Dakota Beef Industry Council has developed some exciting activities and programs, and I relish the opportunity to work with our state's farmers and ranchers to build on past successes and create new ones. I'm confident our team will continue to generate fantastic opportunities to build beef demand."

Anderson's resume also includes previous experience at the National Cattlemen's Beef Association, and she was instrumental in the launch of the South Dakota Agricultural Land Trust. Anderson and her sister co-own their family ranch in western South Dakota and Texas, and she resides in Pierre with her daughter, Quinn. — **SDBIC**

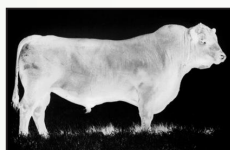


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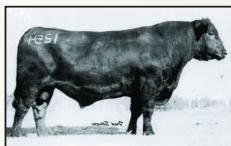
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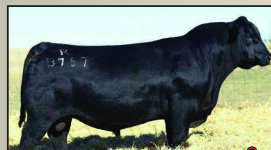
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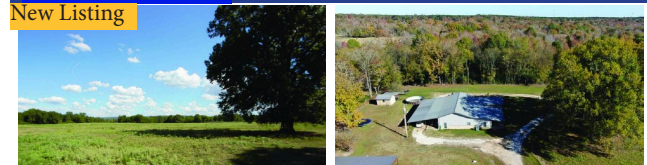
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## ALL BREEDS

**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

**Nov. 14** — GDAR, Female Sale, Sidney, MT  
**Nov. 14** — Hoffman Ranch, Bull Sale, Thedford, NE  
**Nov. 16** — TC Angus, Female Sale, Franklin, NE  
**Nov. 17** — JR Ranch/Sackmann Cattle, Bull Sale, Othello, WA  
**Nov. 18** — Green Mountain Angus Ranch, Bull & Female Sale, Ryegate, MT  
**Nov. 18** — Rollin' Rock Partners, Production Sale, Pilot Rock, OR  
**Nov. 19** — Diamond Peak Cattle Co., Female Sale, Loma, CO  
**Nov. 19** — Hollow Top Angus, Bull Sale, Ramsay, MT  
**Nov. 19** — Redland Angus, Bull & Female Sale, Buffalo, WY  
**Nov. 19** — Sydenstricker Genetics, Bull & Female Sale, Mexico, MO  
**Nov. 19** — Yardley Cattle Co., Female Sale, Beaver, UT  
**Nov. 20** — Bear Mtn. Angus, Female Sale, Palisades, NE  
**Nov. 21** — Connealy Angus, Bull Sale, Whitman, NE  
**Nov. 22** — Paint Rock Angus, Bull Sale, Hyattville, WY

**Nov. 26** — Vermilion Ranch, Bull & Female Sale, Billings, MT  
**Nov. 28** — Stevenson Diamond Dot, Bull & Female Sale, Hobson, MT  
**Nov. 29** — Stevenson Angus Ranch, Bull & Female Sale, Hobson, 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** — Schurtop Ranch, Bull Sale, McCook, NE  
**Dec. 3** — Curren 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. 8** — ZumBrunnen Angus, Bull & Female Sale, Lusk, WY  
**Dec. 9** — WMR Livestock, Bull Sale, Three Forks, MT  
**Dec. 14** — Mitchell Angus, Dispersion Sale, Burwell, NE  
**Dec. 14** — Shipwheel Cattle Co., Bull Sale, Chinook, MT  
**Dec. 16** — Bobcat Angus, Production Sale, Great Falls, MT  
**Jan. 12, 2023** — National Western Foundation, Female Sale, Denver, CO  
**Jan. 19** — Thomas Angus Ranch, Bull Sale, Cheyenne, WY  
**Jan. 24** — Huwa Cattle, Bull Sale, Roggen, CO  
**Jan. 25** — Bear Mountain Angus, Bull Sale, Palisades, NE  
**Jan. 26** — Marcy Cattle Co., Bull Sale, Gordon, NE  
**Jan. 27** — McConnell Angus, Production Sale, Dix, NE  
**Jan. 27** — Ruggles Angus, Production Sale, McCook, NE

**Jan. 28** — Baldrige Performance Angus, Bull Sale, North Platte, NE  
**Jan. 30** — APEX Cattle, Bull & Female Sale, Dannebrog, NE  
**Feb. 3** — Poss Angus, Bull Sale, Scotia, NE  
**Feb. 3** — Spring Valley Angus Ranch, Bull Sale, Burwell, NE  
**Feb. 6** — Parry Angus and Simmental Ranch, Production Sale, Sterling, CO  
**Feb. 8** — Jindra Angus, Production Sale, Clarkson, NE  
**Feb. 8** — Meadow Acres Angus Ranch, Production Sale, Echo, OR  
**Feb. 9** — Booth Cherry Creek, Bull Sale, Veteran, WY  
**Feb. 11** — Schaff Angus Valley, Production Sale, St. Anthony, ND  
**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

## CHAROLAIS

**Dec. 2** — Schurtop Ranch, Bull Sale, McCook, NE  
**Mar. 14, 2023** — Romans Ranches, Production Sale, Westfall, OR  
**Apr. 8** — Fink Beef Genetics, Bull Sale, Randolph, KS

## HEREFORD

**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  
**Jan. 16, 2023** — Van Newkirk Herefords, Production Sale, Oshkosh, NE  
**Feb. 2** — Ridder Herefords, Production Sale, Callaway, NE  
**Feb. 4** — Upstream Herefords, Production Sale, Taylor, NE  
**Feb. 15** — 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  
**Jan. 14, 2023** — Western Elite, Female Sale, Denver, CO

## RED ANGUS

**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

**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

**Jan. 14, 2023** — Western Elite, Female Sale, Denver, CO  
**Jan. 30** — APEX Cattle, Bull & Female Sale, Dannebrog, NE  
**Feb. 6** — Parry Angus and Simmental Ranch, Production Sale, Sterling, CO

## SOUTH DEVON

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

## STABILIZER

**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

**Nov. 18** — Rollin' Rock, Commercial Bred Heifer Sale, Pilot Rock, OR  
**Nov. 21** — Central Oregon Livestock Auction, 21st Century Female Sale, Madras, OR  
**Dec. 3** — T-Heart Ranch, Female Sale, La Garita, CO  
**Dec. 7-9** — Montana Stockgrowers Convention, Billings, MT

## HORSE

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

## DOG

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

**HOOVES & HORNS BY A.W. ERWIN**

"I agree, 100% ! We shouldn't ever leave the ranch!  
**An'never-ever** come back to town!"

## Central Oregon Livestock Auction

centraloregonlivestockauction.com  
541-475-3851

**Nov. 21 @ Noon**  
21<sup>st</sup> Century Female Sale

**Nov. 28**  
Preconditioned Feeder Sale  
Lunch provided @ 11:30 A.M.  
**zoetis**

**Dec. 5**  
Feeder Sale

**Trent Stewart, Owner & Auctioneer**  
541-325-3662

Field Reps:

Jay Burrell .....	541-620-1559
Eric Duarte .....	541-891-7863
Sam Igrenzen .....	541-215-2687
Chuck Simmelink .....	541-325-3178
Dale Iandrus .....	541-419-8762
Tim Messner .....	541-410-8691

# Connealy Angus

## Fall Bull Sale

# 350 Older Bulls

Free Wintering  
 Free Delivery Nationwide  
 Full Breeding Season Guarantee  
 Genomic Enhanced EPDs

**Bulls out of these sires:**

SG Salvation Connealy Reformed Deer Valley Growth Fund Connealy Big Valley Sitz Resilient 10208 Connealy Lone Star Myers Silverado M109 BJ Surpass Connealy Kilroy G A R Ashland Connealy Niobara Connealy Stronghold Connealy Upscale	Connealy Clarity KCF Bennett Exponential Connealy Conqueror Myers Fair-N-Square M39 Connealy Payraise Square B Atlantis 8060 Connealy Ferdinand Connealy Gary G A R Home Town Connealy Copyright Mead Magnitude Connealy Emerald
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**Monday, November 21<sup>st</sup>, 2022**  
 (The Monday before Thanksgiving)  
 12:00 MST

**www.connealyangus.com**  
 Remote bidding will be available.

**Connealy Angus**  
 PO Box 96  
 Whitman, NE 69366

Jerry Connealy: 308-544-6552  
 Gabriel Connealy: 308-660-6543  
 Jed Connealy: 308-650-9022 (Commercial Cattle Services)

A History of Excellence with a Vision for the Future

# STEVENSON'S DIAMOND DOT



Monday, Nov. 28<sup>TH</sup>  
at the Ranch  
Hobson, MT  
12:00 NOON MST

Lot 302



**Diamond Cavalry 101**

CED	BW	WW	YW	HP	MILK	MARB	RE	\$W	\$B	\$C
+6	+2.7	+94	+160	+16.3	+23	+5.7	+8.3	+76	+182	+296
55%	85%	1%	2%	15%	75%	55%	20%	10%	5%	10%



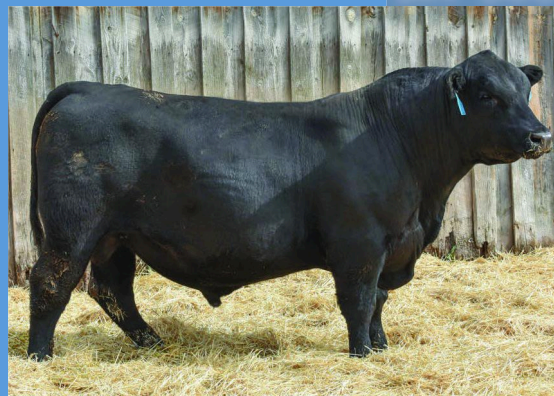
Lot 301



**Diamond Cavalry 104**

CED	+8	35%
BW	+6	35%
WW	+98	1%
YW	+171	1%
HP	+16.3	15%
MILK	+24	65%
MARB	+9.4	20%
RE	+5.8	55%
\$W	+85	2%
\$B	+186	4%
\$C	+310	3%

Lot 303



**Diamond Reno 7281**

CED	BW	WW	YW	HP	MILK	MARB	RE	\$W	\$B	\$C
+10	+9	+89	+154	+16.5	+27	+9.3	+8.5	+86	+191	+338
20%	45%	2%	3%	10%	45%	20%	20%	1%	3%	1%

Lot 1



**Diamond Versatile 62K8**

CED	BW	WW	YW	HP	MILK	MARB	RE	\$W	\$B	\$C
+11	-1.2	+77	+131	+16.3	+21	+1.54	+2.5	+70	+171	+296
15%	10%	15%	15%	10%	85%	1%	95%	15%	15%	10%

Lot 2



**Diamond Versatile K400**

CED	BW	WW	YW	HP	MILK	MARB	RE	\$W	\$B	\$C
+7	+2.2	+89	+151	+15.3	+22	+1.14	+8.8	+76	+197	+332
45%	75%	2%	3%	20%	80%	10%	15%	10%	2%	1%

Lot 341



**Diamond GoalKeeper J160**

CED	BW	WW	YW	HP	MILK	MARB	RE	\$W	\$B	\$C
+7	+1.7	+81	+151	+11.9	+36	+8.6	+8.8	+80	+175	+300
45%	65%	10%	3%	55%	4%	25%	15%	4%	10%	5%

Lot 5



**Diamond Logo K879**

5.738	BW	WW	YW	HP	MILK	MARB	RE	\$W	\$B	\$C
+6	+1.6	+97	+151	+14.1	+21	+2.6	+5.9	+91	+137	+255
45%	50%	1%	10%	30%	85%	85%	55%	1%	50%	35%

Lot 6



**Diamond Logo K886**

CED	BW	WW	YW	HP	MILK	MARB	RE	\$W	\$B	\$C
+7	+3	+89	+143	+13.8	+28	+4.6	+6.6	+92	+135	+250
45%	30%	2%	10%	35%	35%	70%	45%	1%	55%	40%

FREE  
NATIONWIDE  
BULL DELIVERY!

**240** Yearling Bulls  
**145** Coming 2-Yr Old Bulls  
**100** Registered Females  
**1300+** Commercial Females

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