Volume 28 • Number 4
Early Fall 2020

SimTALK

Linking SimGenetics to Commercial Cattle

In This Issue:

SIMTALK c/o the Register
One Genetics Way, Bozeman, MT 59718 USA

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DEMAND DRIVER

7X

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*Dr. Bob Hough, *Western Livestock Journal*, "Breed trends in feeder cattle," January 2020.
Kansas State University Superior Livestock Auction data analysis, 35,483 lots of beef calves marketed via 211 video auctions, 2010-2018.

Performance and Phenotype

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TRAIT	CE	BW	WW	YW	ADG	MCE	MILK	MWW	STAY	DOC	CW	YG	MARB	BF	REA	SHR	$API	$TI
EPD	+15.1	-1.8	+67.0	+104.9	+.24	+8.6	+21.4	+54.9	+15.3	+16.2	+20.0	-.45	+.68	-.076	+.96	-.45	$159	$86
ACC	.83	.93	.91	.90	.90	.65	.72	.74	.50	.83	.78	.59	.77	.71	.73	.16		
%	15	15			35	20				4		5	3	20	5	10	2	2

DNA tested DLF, Homozygous Black, Homozygous Polled

EPDs as of 7/21/2020 TOP 35%

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TRAIT	CE	BW	WW	YW	ADG	MCE	MILK	MWW	STAY	DOC	CW	YG	MARB	BF	REA	SHR	$API	$TI
EPD	+9.6	+1.3	+83.5	+131.8	+.30	+6.6	+20.3	+62.0	+8.5	+13.7	+43.3	-.05	+.69	-.015	+.48		$138	$90
ACC	.62	.85	.82	.81	.81	.36	.52	.53	.31	.59	.71	.53	.66	.58	.67			
%			3	3	4			15		20	10		3				20	1

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EPDs as of 7/21/2020 TOP 35%

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VOLUME 28 – NO. 4
SimTalk
Linking SimGenetics to Commercial Cattle

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Tracking feed intake has become increasingly important. Read more in the article "Selecting for Feed Efficiency in Beef Cattle" on page 32.
Photo by Paige Wallace Photography, Winterset, IA.

GET YOUR BLAZE ON!

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CE: 9.8 BW: 1.0 WW: 58.5 YW: 89.3 MARB: .03 REA: 1.14 API: 125.1 TI: 65.0

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7SM82 // HOOK'S BROADWAY 11B // 2854437
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CE: 3.2 BW: 3.8 WW: 78.3 YW: 120.9 MARB: .29 REA: .92 API: 133.0 TI: 78.6

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Linking SimGenetics to Commercial Cattle

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One Genetics Way Bozeman, Montana 59718 USA
406-587-2778 Fax: 406-587-9301
register@simmgene.com

CEO
Wade Shafer, Ph.D.

Managing Editors
Jackie Atkins, Ph.D.
Rachel Endecott Ph.D.

Editors
Lilly Platts
Emme Troendle

Editorial Consultant
Dan Rieder

Business Manager
Linda Kesler

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American **Simmental** Association

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From The Editor

By Rachel Endecott, Ph.D., Managing Editor

Rachel Endecott, Ph.D.

When I first hired-on with the American Simmental Association, it was 2018 — the 50th anniversary year. The rallying cry to celebrate that momentous occasion was "Embrace the Past, Imagine the Future." What a great summary statement of 50 years of continued improvement looking forward to the next 50 years! ASA continues to embody that rallying cry today — and I would argue that not only are we imagining the future of the beef cattle industry, we are shaping it.

This issue of *SimTalk* manifests this idea of not abandoning the things we've learned in the past while embracing cutting-edge genetic improvement. I penned an article about postpartum interval impacts on cow stayability. This may seem like baseline knowledge we've known since forever — but many of our forebears in the industry made researching these "always-known" phenomena their life's work. In applied animal science, there are three legendary individuals known as "The Three Bobs" — Bob Bellows, Bob Staigmiller, and Bob Short, who spent long and fruitful careers at the USDA-ARS Fort Keogh Livestock and Range Research Laboratory in Miles City, Montana. Many of the "knowns" in the beef cattle industry that we find in textbooks were discovered by this amazing team of individuals in a rural southeastern Montana cowtown.

Randie Culbertson, Ph.D., wrote a great overview about measuring feed efficiency and how that data can feed into (no pun intended) the genetic evaluation and assist in making more accurate selection decisions. She also touches upon the idea of residual feed intake, which was first described by Robert M. Koch in 1963 but made a resurgence in the early part of this century. Its utility is still debated in academic circles today.

We continue to blend the old and new in a Carcass Merit Program (CMP) update from Lane Geiss. This long-standing program at ASA is a perfect example of a combination of the traditional approach of progeny testing and a newer method of genomic testing to yield valuable information about young sires. Speaking of genomic testing, be sure to check out the new Calf Crop Genomics research project we're embarking upon. Don't hesitate to contact us if you think this might be a fit for your operation.

Finally, Jackie Atkins, Ph.D., summarized the exciting changes that will be implemented into the IGS genetic evaluation later this year. Much hard work has gone in to making these updates to improve the accuracy of our growth trait EPDs.

Recently, Jackie and I were interviewed for a Working Ranch Radio piece. Jeff "Tigger" Erhardt asked our thoughts regarding traditional selection compared to using genomically-enhanced EPDs. Boy, talk about another wonderful opportunity to blend the old and new! The opportunity to make a selection decision that balances phenotypic traits you desire with the comfort of having greater EPD accuracy as if that animal already has a dozen or more progeny? Sign me up.

In the age of big data, it can be easy to forget those who have come before us and paved the way to the exciting future that's unfolding. The beef cattle industry has been and continues to be built by people who did and do their best with the information they had and have at hand. Folks in the "old days" weren't wrong, they were simply doing the best they could with the information they had at hand. Don't we owe it to those who've come before us to continue that legacy?

ST

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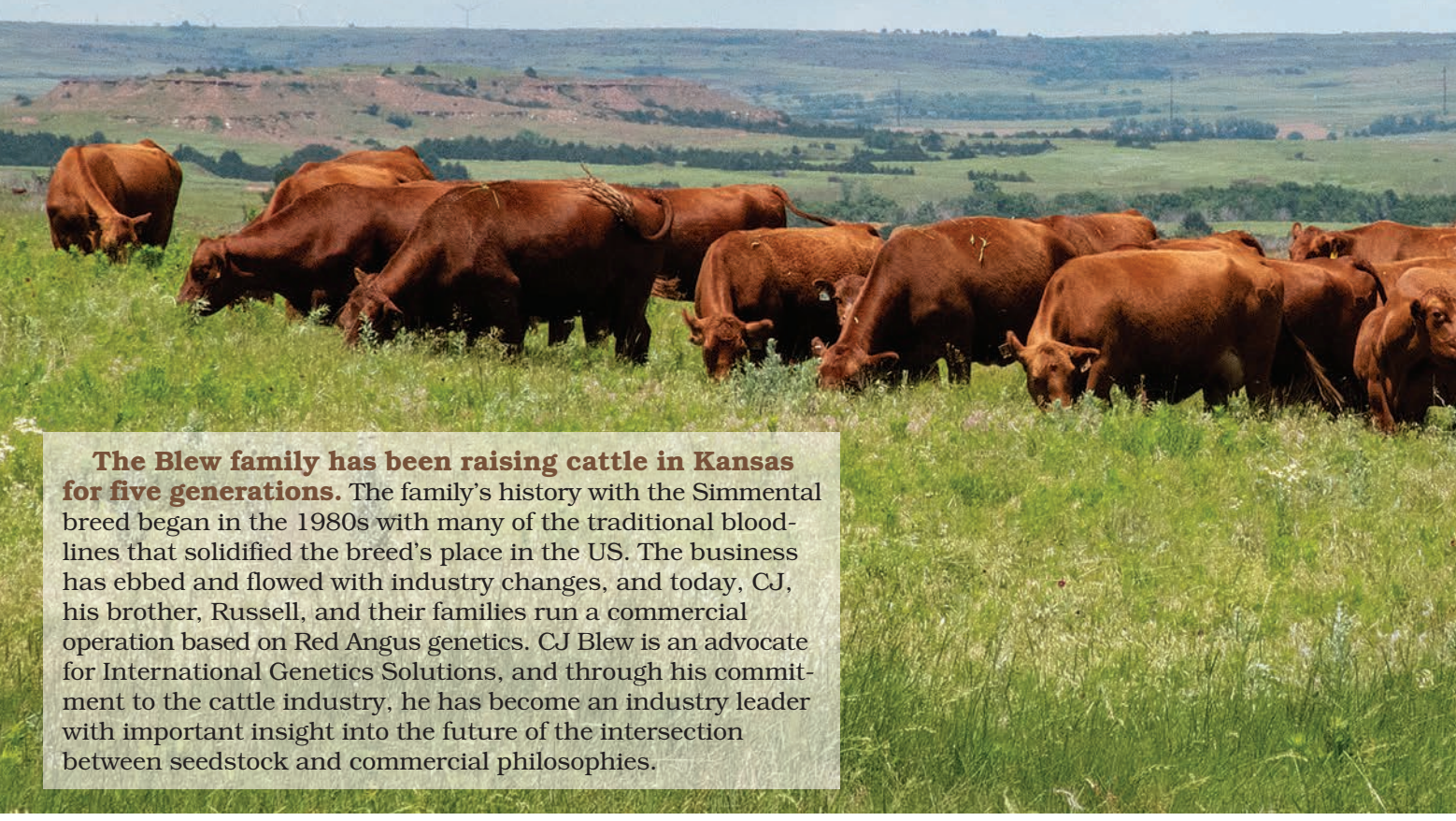
SEVEN P RANCH

Cultivating Cattle & Creativity in Kansas

by Lilly Platts



The Blew family has been raising cattle in Kansas for five generations. The family's history with the Simmental breed began in the 1980s with many of the traditional bloodlines that solidified the breed's place in the US. The business has ebbed and flowed with industry changes, and today, CJ, his brother, Russell, and their families run a commercial operation based on Red Angus genetics. CJ Blew is an advocate for International Genetics Solutions, and through his commitment to the cattle industry, he has become an industry leader with important insight into the future of the intersection between seedstock and commercial philosophies.

Living on Leased Land

The most notable element of the Blew operation is that just over 95% of the land they run cattle on is leased. This comes with many challenges, but has also allowed the family to expand so quickly that their cattle and genetics can barely keep up with the room they have to grow. "We're somewhat atypical, in that we don't have the home place that has been in the family forever that can be the base," Blew explains.

The Blew family decided to use this model based on the cost of land in their area. Castleton is the ranch's home base, and like many places in the US, rangeland has high market value for hunting, fishing, and farming. The cost of leasing allows them to run enough additional cattle that the profit and opportunity for expansion outweighs the benefit of owning more land. Blew does plan to move toward purchasing more land in the future, but currently is continuing to focus on sustaining the leased land.

Despite not owning the land, the Blew family has been recognized for environmental efforts, and is extremely committed to improving every piece of land they utilize. "We have to be able to differentiate ourselves in some way for the landowners. We couldn't do what we do without the land, and the relationships we have with our land owners," Blew says. "So, the approach we take with the leased land is that we do own it, and that it will be in our family forever. We utilize every tool we can to meet the environmental and stewardship objectives that we have to improve the land. Whenever there is an opportunity to work with a landowner who wants to improve their land long-term, then it's going to be a good relationship. It's one of the reasons we have been able to grow — we have demonstrated that we can come in and use good stewardship."

For young people wanting to get into the cattle business, or simply expand, the cost of land can be the number one barrier. The Blew family's business model is appealing for anyone dealing with the dilemma of wanting to grow, and according to Blew, being able to lease land simply takes seeking out opportunity. "The first thing is, don't be afraid to go where the opportunities are. We're spread out quite a bit because we're willing to do that. They won't all be close to home" Blew explains. "Have a plan and write it down if you need to, and then build a team. It's about building those people around you who will help you be better. It's the people you go to for advice, and

The Blew Family has forged a unique path through the cattle business, running their cattle almost entirely on leased land while still dedicating their time to environmental stewardship, and focusing on data collection in their cow herd.

the people you depend on. Sometimes you may actually pay for it with a consultant, but find people who can be your trusted advisors."

Relying on leased land to sustain the entire business does come with challenges. Blew says, "We try to get long-term agreements when we can, but they don't all come with that. We've gone through plenty of frustrating situations where you work your tail off, fixing a place up and cleaning it up, and then they sell it or you lose it." He continues, "It used to really bother us, to put that much work into something and then watch it go, and I think we finally just came to grips with the fact that this is what we do. We really are in the land rehabilitation business. We couldn't do what we do without leased land. I have to continuously give credit to our land owners because they give us the opportunity to do what we do."

Balancing Growth and Data

Data and EPDs are something Blew believes in wholeheartedly. Currently, due to the opportunity to expand the cow herd, he is having to take a more general approach to genetic selection, which comes with challenges and important lessons as a commercial producer. "Through IGS, we have EPDs on every one of our cows which is really cool, and I've been able to pull that information out in the past when we chose our replacement heifers to sort," Blew explains. "Right now, the fact is that we have been growing so fast that I haven't really been able to do that. But I also know that's our goal, and what we are going to get to. We want to have more information in our hip pocket to go make those decisions going forward."

In addition to the commercial operation, Blew has found a steady market for Red Angus replacements, which means they have had to incorporate some seedstock philosophy into their commercial operation. Whether a female is going to stay in his own herd, or go into someone else's, he balances maternal selection with the requirement that the genetics are conducive for a quality final product. Blew explains, "If we weren't expanding, we would have around 25% that we wouldn't keep based on our criteria. For us, we want to maintain the maternal traits, which will come first, but we also want to put pressure on carcass traits and end product merit. That's where we have been heading with bull selection, and I would take the same approach with our heifers."

This dedication to data has laid a foundation that currently allows Blew to use a more general selection process for the purpose of expanding. Selecting heifers currently includes removing the bottom end, and then placing extreme emphasis on fertility. Blew says, "We will do a pelvic measure and get a reproductive tract score, and when we do that — including our freemartins and everything else — there are around 20% that fall out. Those cattle go, and then we literally just set the rest up for AI." He continues, "We pull heats, and time AI anything that doesn't come in, and we put cleanup bulls in for 60 days. We pull the bulls, and 30 days later we ultrasound. Any of the open females we find at the 90-day mark go to the feed yard along with the initial 20% we pulled off and didn't breed. Those cattle all go to the feed yard together. With ultrasound, we find out which females conceived in the first 30 days, which is all of the AI breds, plus we'll have a small percentage that were bred with the first heat of natural service."

If the ultrasound shows that a female was bred in the second half of the 60-day exposure, she will be sold as a bred heifer. While the current process doesn't rely as heavily on data as Blew would like, the emphasis on fertility is something he will continue forever. "We will get to the point where we will use EPDs and take the bottom end of that bell curve off. We will still continue to breed a lot of heifers moving forward. I'm a firm believer in exposing a lot of heifers, continuing to put more pressure on fertility, and selecting the most fertile females."

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Cultivating Cattle & Creativity in Kansas

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The Blew family operation has gained a reputation for raising and marketing high-quality bred heifers.

As a commercial producer, convenience traits are something Blew also puts a lot of pressure on. "Looking at the EPDs, we would look at calving ease, heifer pregnancy, and stayability, and then I would start to move into the carcass traits. We're going to continue to put pressure on our quality grades, so marbling will be important to us. Our cattle have to yield also. On the sire's side, I want a bull that's in the top 10% for marbling, and the top 25% for ribeye, when I think about end product merit."

Moving Forward Together

Simply gaining more data is something Blew believes can really accelerate progress for commercial producers, and he also believes this responsibility needs to go back to seedstock businesses. "The total herd reporting thing is huge, and I think some people don't understand how big of a deal that is. The fact that you get all of the data on every cow is a big thing, because it helps the accuracy of your EPDs," Blew explains. "I can give a vote of confidence to the IGS database. If we don't have a good process or evaluation, then it won't be something we can utilize or that we trust to utilize."

Blew continues, "I love the fact that the two breeds I would want to use are on the same database. I think that's beneficial. I also think there are benefits to IGS in just the sheer amount of data."

While data reporting from commercial producers is something Blew encourages, he also explains that seedstock businesses have all of the tools to do so at their fingertips, leaving very little excuse for not reporting all of their data. "I think we need to put pressure on breeders to be more data-centric," Blew says. "I think we need more data, the data needs to be good, and we need to make sure that we're evaluating and expressing that data in accurate terms."

Blew continues, "More data is obviously better, and I am surprised by the number of seedstock breeders who think weaning weights are a lot of data. I don't think we've exhausted our efforts to try and get our direct members and registered seedstock producers to turn in every bit of data they can, like mature cow weights and hip heights. I think we have a ways to go, and an opportunity to get more from the producers expected to do that."

CONTINUED ON PAGE 12

The Blew family retains ownership of the cattle that don't stay in the breeding program, and the subsequent performance and carcass data they obtain is an important piece of their operation.

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Cultivating Cattle & Creativity in Kansas

CONTINUED FROM PAGE 10

Blew also retains ownership on his calves as part of a sire test program, which in addition to submitting performance data, requires obtaining carcass data. "If we're making the kind of cattle that we think we're making or that we want to make, then we really need to be retaining ownership on them to maximize those premiums," Blew explains. "When we started, my intention was to have cattle that would grade 70% choice or better, and be yield grade 1 and 2. Today our goal is to be 50% Prime or better, and still be yield grade 1 or 2. We still have some work to do on the yield grades, but we are extremely close to achieving the 50% prime quality grades."

The Blew Family, left to right: Luke, Russell, CJ, Beckie, Claire, Caylee, and Cole.

Photo credit: Kansas Livestock Association

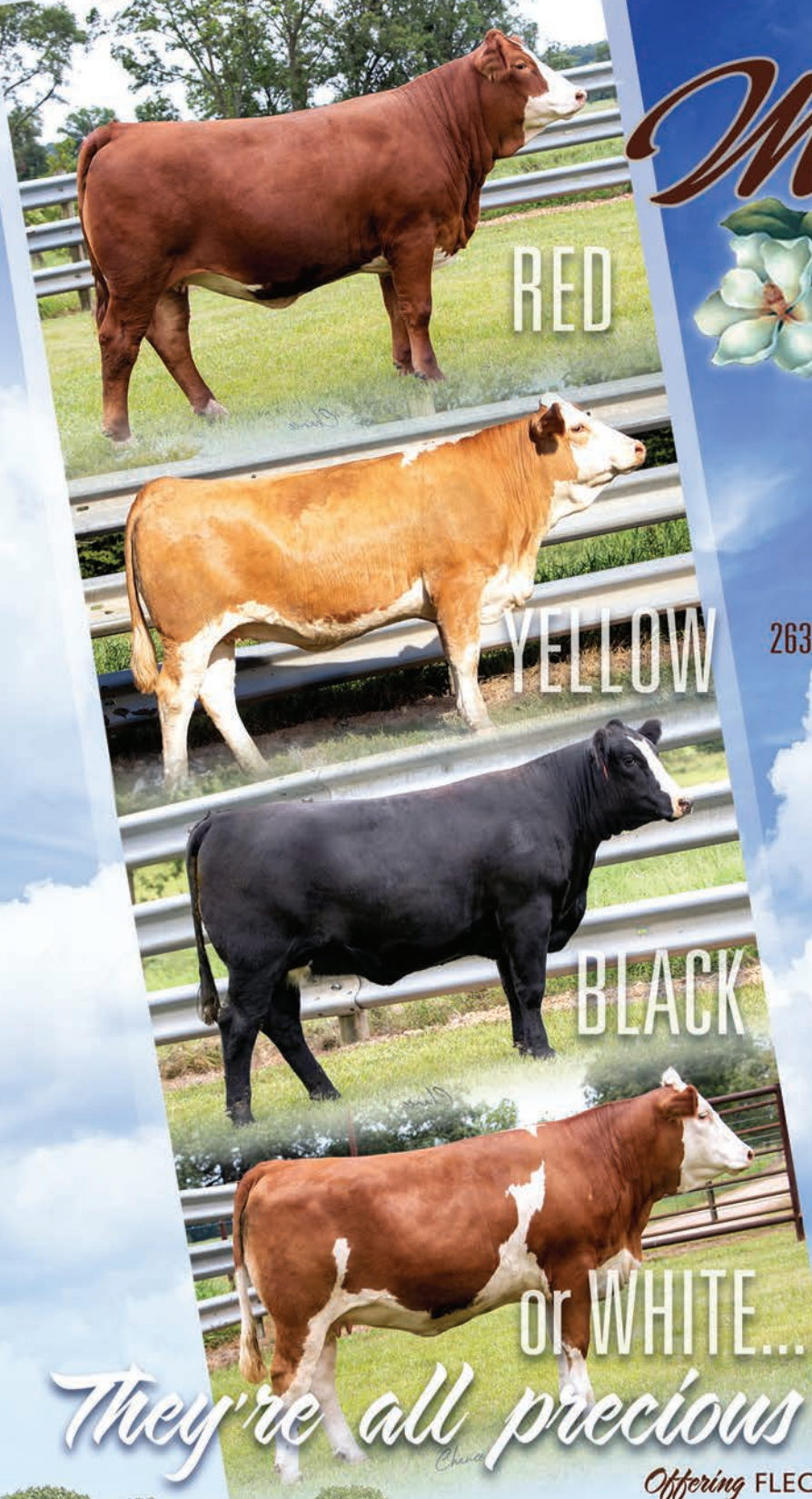
An Industry for the Future

Blew attended college at Hutchinson Community College, where he studied agriculture and was a part of the livestock judging program. He met his wife, Beckie, who works full time on the ranch, during this time. Blew had a handful of cows on leased land, and coming back to the family business and expanding with his brother simply made sense. Their three children, Cole, Caylee, and Claire, are all involved with the ranch, and Blew's parents still serve as supporters and mentors for the operation.

The benefits of being in the cattle business far outweigh the challenges for Blew. "If it wasn't rewarding we wouldn't do it," Blew says. "I go back to some of the stewardship stuff, and what we can do for the land. We know they're not making any more of it, so if we can put effort into that and watch that change, I think it's really rewarding. On the cow side, it's the same thing. I really like the genetic side — the art of breeding cattle. That part of it is fun. I also know that people have to eat, and we have the capability to take beef, the most nutrient-dense protein, and make it the most enjoyable eating experience too. Knowing that gives me comfort that we will always have something to sell and there will be a demand for it."

ST

Data collection is extremely important for the Blew operation.



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Timing is Everything

Management for a short postpartum interval can improve cow stayability.

By Dr. Rachel Endecott, Director of DNA Research Management

Four common management factors can improve a cow's breeding-back period and her stayability in the herd.

In a perfect world, first-calf heifers would calve in the first 21 days of the calving season, breed back in the first 21 days of the breeding season, and continue to have a calf at about the same time each year of her productive life. The world is definitely not perfect, and some cows will not maintain a yearly calving interval and end up leaving the herd due to inability to conceive in a timely manner. What has to happen after calving for a cow to be ready to re-breed?

After calving, cows go through a period of temporary infertility known as postpartum anestrus. Cows will not experience estrous cycles during this time. Another common term associated with this phenomenon is postpartum interval, which is the time from calving to the subsequent conception. Postpartum interval plays an important role in determining a cow's calving interval, or the number of days from calving date in one year to calving date the next year. To maintain a 365-day calving interval, a cow must have a postpartum interval of 80-85 days. If a shorter calving interval is desired to move the cow up in the calving cycle, she must have a postpartum interval of less than 80-85 days.

Several factors can influence the length of the postpartum anestrous period, including: uterine involution, short cycling, suckling effects, and nutritional status.

Uterine involution is the regression of the uterus in both structure and function to a status that is capable of carrying another pregnancy. This entails the uterus returning to a non pregnant size, shape, and position, shedding all fetal membranes, and the repair of uterine tissues. This process is completed in approximately 20-40 days post calving if no complications arise.

The first ovulation postpartum often occurs without visual signs of the cow being in heat and is often followed by abnormal function of the corpus luteum (CL). Normal CL lifespan takes up 14–18 days of the typical 21-day estrous cycle of a beef cow. The short estrous cycles experienced by cows overcoming postpartum anestrus are characterized by a CL lifespan of 10 days or less. This is thought to be due to high levels of prostaglandin production and metabolism by the uterus during uterine involution. Prostaglandin is responsible for regression and death of the CL in a normal estrous cycle, but at the elevated levels described, that regression and death of the CL is premature. If fertilization of the egg from this ovulation were to occur, maternal recognition of pregnancy would fail as CL regression would take place too soon, and the embryo would be lost.

A nursing calf can be a factor in the length of time a cow takes to return to cyclicity. One might assume that the energy demand of lactation is the major issue at play in this case, but it is actually the suckling effect and presence of a calf. Suckling triggers a complex system of brain and hormone responses that result in lack of ovulation. Frequency of suckling has shown to have a threshold influence on postpartum fertility. Suckling sessions of two or less per day promote return to cyclicity while sessions of greater than two per day tend to cause postpartum anestrus. It has been suggested that the maternal bond between the dam and calf plays an important role in this phenomenon as well. This may be due to the cow seeing, smelling, or hearing her calf or all of the above!

Plane of nutrition is an important part of cattle management throughout the production cycle. Pre-calving nutrition is probably more important than post-calving nutrition in impacting postpartum interval length. Cows with inadequate energy reserves typically have several follicular waves before a successful ovulation. Without ovulation, no CL forms and estrous cycles are not initiated. Due to the dramatic increases in nutrient requirements during late gestation and early lactation, intervention to improve cow condition during times of the year when nutrient requirements are lowest (post weaning, for example) will result in the most efficient use of nutrients by the cow at a lower cost.

Many different factors interact to impact the postpartum anestrous period in beef cows. This post-calving period of temporary infertility can't be avoided, but through an understanding of the systems at play, it can be managed to ensure reproductive success during the breeding season.

ST

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2020 Beef Improvement Federation Meeting

An unprecedented event, beef industry leaders and producers gathered virtually for the 52nd BIF meeting.

For the first time in Beef Improvement Federation (BIF) history, an engaged group of 1,200 attendees from all segments of the beef cattle industry gathered online for the 2020 BIF Annual Meeting and Research Symposium, June 8-12. The conference was hosted on the Zoom webinar platform, and following the educational sessions, the presentations and PDF slides were archived on YouTube for later viewing.

Each day covered varying sessions such as applications of technology and utilization of big data. The depth and breadth of the industry was apparent throughout the meeting, as topics ranged from learning about low-pass sequence data in genetic evaluation to cow milk production compared to calf size.

On June 8, BIF announced new directors and officers. Joe Mushrush, Strong City, Kansas, was introduced as the 2020-2021 BIF president, and Matt Perrier, Eureka, Kansas, is the new vice president. New directors elected to serve on the BIF board were producers John Irvine, Manhattan, Kansas, former ASA Board of Trustees member; Troy Marshall, Burlington, Colorado; and Joy Reznicek, West Point, Mississippi. New association representatives elected were Shane Bedwell, American Hereford Association; Kelly Retallick, American Angus Association; and Matt Woolfolk, American Shorthorn Association.

Bob Weaber, Kansas State University professor and a former Director of Performance for the American Simmental Association, was announced as the new BIF Executive Director. Weaber will be taking the reins from Jane Parish, Mississippi State University, who served as executive director from 2015-2020.

Rounding out the group of Simmental representation on the BIF Board are Dr. Jackie Atkins, ASA Director of Science and Education; former ASA Board Chairman Gordon Hodges, Hamptonville, North Carolina; and Simmental breeder, Gordon Jones, Bowling Green, Kentucky.

BIF Releases New Wiki-based Guidelines for Performance Evaluation

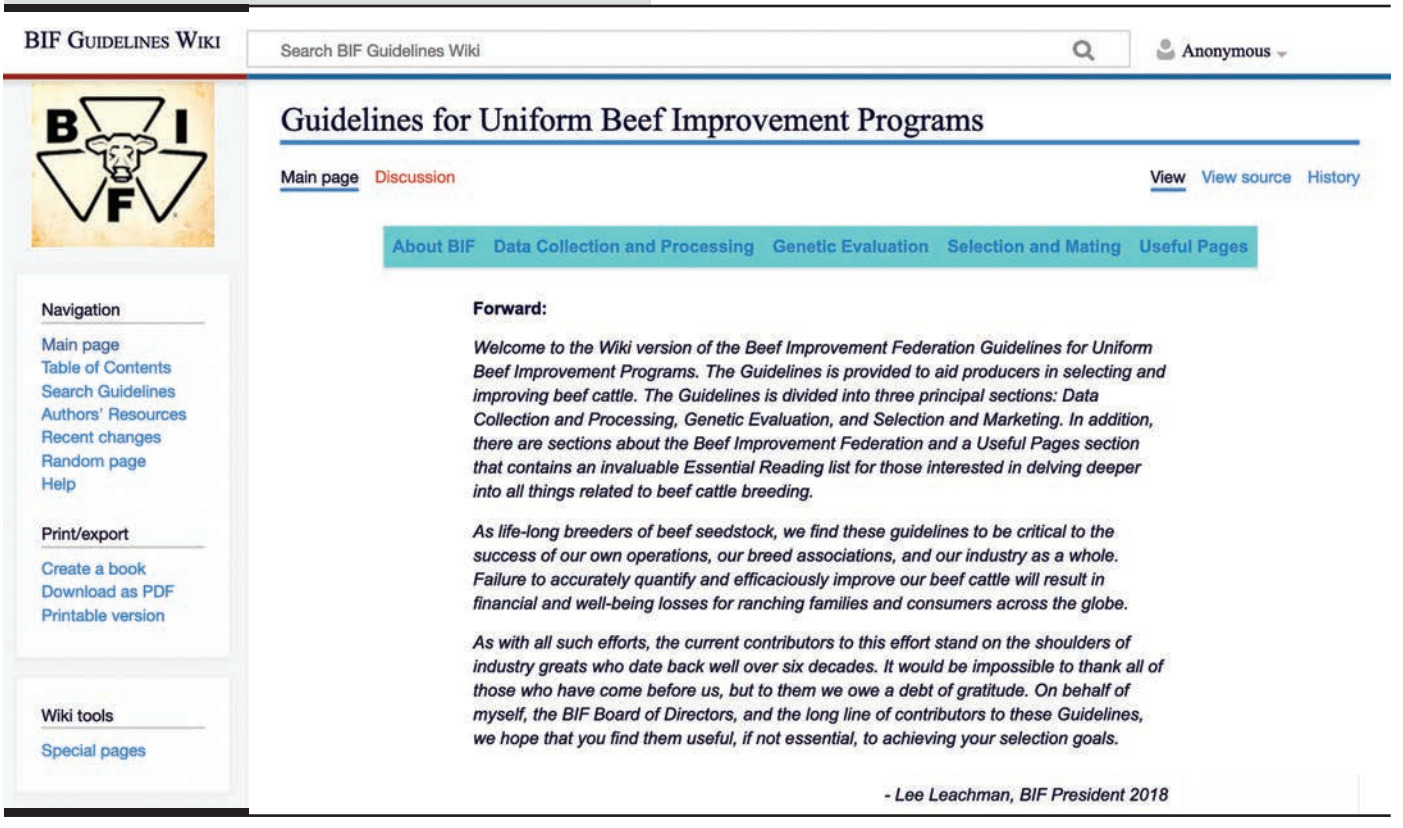
Since its establishment in 1968, the primary purpose of BIF has been to bring standardization to performance testing and evaluation. In keeping with this mission, BIF recently unveiled the latest version of its Guidelines for Uniform Beef Improvement Programs. After nine printed editions, the Guidelines have been reinvented in a web-based Wiki format, which can be found at http://guidelines.beefimprovement.org.

The new Wiki-based BIF Guidelines are divided into three principal sections: 1) Data Collection and Processing; 2) Genetic Evaluation; and 3) Selection and Marketing. In addition, there are sections about BIF and a "Useful Pages" section that contains an invaluable "Essential Reading" list for producers interested in delving deeper into all things related to the objective evaluation of beef cattle. There are also "hot links" in most sections of the Guidelines, which leads producers, industry personnel, and academics to explanations of related subjects.

The need for industry standardization is just as important as it was in 1968 when BIF was founded. The new online Wiki version of BIF Guidelines will allow for more rapid updates as the guidelines are improved.

CONTINUED ON PAGE 18

BIF Guidelines are now available in an online format that allows for more rapid updates.



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2020 Beef Improvement Federation Meeting

CONTINUED FROM PAGE 16

Donnell Brown Receives Continuing Service Award

Donnell Brown

The Beef Improvement Federation (BIF) presented Donnell Brown, Throckmorton, Texas, a BIF Continuing Service Award on June 10 during the group's annual meeting and symposium online. Continuing Service Award winners have made major contributions to the BIF organization. This includes serving on the board of directors, speaking at BIF conventions, working on BIF guidelines, and other behind-the-scenes activities. As BIF is a volunteer organization, it is this contribution of time and passion for the beef cattle industry that moves BIF forward.

Brown owns and manages the R.A. Brown Ranch seedstock division, along with Kelli, his wife. R.A. Brown Ranch consists of Angus, Red Angus, and SimAngus cattle and sells genetics across the country. Donnell and Kelli are fifth-generation ranchers, and work closely with their sons, Tucker and Lanham, to continue the tradition of raising and merchandising top quality seedstock.

Save The Date for BIF 2021

The 53rd Annual Beef Improvement Federation Meeting and Research Symposium will be held June 22-25, 2021, in Des Moines, Iowa.

Yon Family Farms named Seedstock Producer of the Year

The Beef Improvement Federation (BIF) recognized Yon Family Farms, Ridge Spring, South Carolina, as the BIF Seedstock Producer of the Year Award on June 10 during the group's annual meeting and symposium online. This national award is presented annually to a producer to recognize their dedication to improving the beef industry at the seedstock level.

Kevin and Lydia Yon are first-generation cattle producers who grew their business from 100-head operation to 1,500 cows and thousands of acres of crop, pasture, and timber land. They host two production sales a year, and each February, the family sells 200 registered bulls and 100 females, and market another 300 bulls and 100 females in an October sale. Listening to the needs of their customers, they have introduced Simmental and Brangus genetics to their Angus-based cow herd to provide a broader bull offering. ST

The Yon Family

2020 ILLINI Elite

SUNDAY, SEPTEMBER 20, 2020 • 2:00 PM CENTRAL SHELBYVILLE, IL

Lot 1 | ASA 3749400 | 1/3/2020
¾ Simmy by WLE Copacetic

Lot 2 | ASA 3750954 | 1/13/2020
½ Simmy by Bushs Unbelievable

Lot 3 | ASA 3749913 | 1/21/20
Purebred by HILB Oracle

Lot 4 | ASA 3721979 | 2/2/2020
¾ Simmy by THSF Lover Boy

Lot 10 | ASA 3726856 | 1/31/2020
½ Simmy by Colburn Primo

Lot 17 | ASA 3748645 | 2/6/2020
Purebred by SVF Steel Force

Lot 26 | ASA 3736467 | 3/3/2020
¾ Simmy by KSIG Steelin His Style

Lot 27 | ASA 3749603 | 3/4/2020
¾ Simmy by SVJ Built Right

Lot 43 | ASA 3437570 | 4/1/2018
¾ Simmy by Mr HOC Broker
Bred to 6/R Two Eyed Jack

Lot 44 | ASA 3570727 | 9/28/2018
½ Simmy by Colburn Primo
Bred to Quantum Leap

Lot 45 | ASA 3748758 | 12/20/2018
Purebred by RGRS SRG Two Step
Bred to RS/HILL Relinquish 162G

Lot 46 | ASA 3584904 | 1/1/2019
½ Simmy by PVF Insight
Bred to HILL Big Order 17G

Lot 54 | ASA 3627859 | 2/5/2019
5/8 Simmy by HPF Optimizer
Bred to WC Executive 187D

Lot 56 | ASA 3584949 | 2/7/2019
¾ Simmy by WC Executive Order
Bred to HILL Big Order

Lot 64 | ASA 3588316 | 4/19/2019
½ Simmy by RS Quantum Leap
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Lot 65 | ASA 3687081 | 4/20/2019
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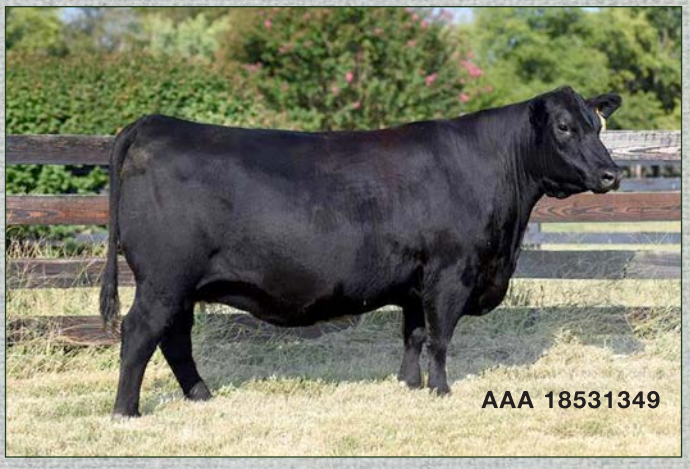

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Trait	CE	BW	WW	YW	ADG	MCE	Milk	MWW	Stay	Doc	CW	YG	Marb	Fat	REA	Shr	API	TI
EPD	16.6	0.9	93.4	144.3	0.32	11.0	28.1	74.8	15.5	19.7	61.6	-0.35	0.48	-0.083	1.11	-0.41	166.3	98.2
%	2	30	1	1	1	1	10	1		1	1		1		5	15	1	1

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New Research Program Offers Members Half-off Genomic Tests for Their Calf Crop

By Drs. Jackie Atkins and Rachel Endecott

Background

Calf Crop Genomics, a recent program launched by the American Simmental Association in collaboration with Neogen®, offers a 50% off GGP-LD genomic test including parentage ($25 compared to $50 equivalent test) to participating breeders who test their entire calf crop. Genotyping entire birth groups is important to 1.) use genomically-enhanced EPDs (GE-EPDs) for selection decisions 2.) reduce selection bias in genomic predictions, and 3.) increase the volume of genotyped animals for future improvements to genetic predictions. The latter two points make any singular genomic test in the future better for all members using genomics.

How can members benefit from participating in the Calf Crop Genomics?

1.) Half-off testing and much more complete information to make selection decisions. Genomic testing is most valuable in cattle with low-accuracy EPDs and when used to make selection decisions. By testing the entire candidate pool of males, females, or both, breeders can make more informed selection decisions earlier in an animal's life, saving valuable resources spent developing bulls and heifers.

2.) Additional money back with complete weight trait and carcass records. Complete calf-crop phenotypic records also improve EPD predictions. The Calf Crop Genomics project offers a $5 rebate if 90% of the birth group in a breeder's possession have birth, weaning, and yearling weights. Furthermore, if carcass records are submitted on the terminal calves, breeders can qualify for a $15 rebate.

3.) Parentage included. The current error in parentage is estimated at 7%. Large scale testing will reveal and help correct pedigree errors, resulting in more accurate EPD predictions.

4.) Easier future parentage testing. For calves that are developed into seedstock, their parentage markers will already be on file making future parentage calls on their calves easier.

5.) Additional trait testing optional. Trait testing is considerably less expensive when coupled with genomic tests. These add-ons are available at the current GGP-LD prices.

What are the results of the Calf Crop Genomics test?

Members will receive GE-EPDs and parentage on each calf they test plus any add-on tests they requested. The Beef Improvement Federation states that genomic testing is best used in conjunction with other predictors of genetic merit (phenotypic records, pedigree, etc.). The ASA does not return molecular breeding values alone (not incorporated into EPDs). In order to receive a GE-EPD, animals must first have an EPD. Total Herd Enrollment (THE) offers options that provide EPDs on the entire calf crop (Options A, C, and D [females only]). Members who are not in THE can receive EPDs by registering the calves.

Do members have to genotype all their calves to qualify for the reduced rate?

In order to qualify for Calf Crop Genomics pricing, members must submit DNA on a complete birth group. Since heifer and bull calves are evaluated separately, you can submit all your heifers OR all your males OR both, born in the same season. There is a 10% cushion to give a little room for deceased animals, but the goal is to capture genomic information on the entire calf crop before selection decisions are made. For example: if you have 20 male calves born in the spring, then you will need to submit at least 18 male DNA samples to qualify.

Can members order other tests (like coat color and horned/polled) in addition to the genomic and parentage tests?

Yes, the same add-on DNA test options available with GGP-LD will be available with the Calf Crop Genomics project. Members need to indicate additional traits to test on the order form submitted to the ASA.

What do members need to participate in Calf Crop Genomics?

- Tissue Sampling Units (TSUs) collected for all calves
- An ASA number for each calf
- An electronically-submitted DNA order form
- A signed project agreement form
- Since the results of the test are genomically enhanced EPDs, calves will need to have EPDs in order to receive a GE-EPD. See page XX to see if EPDs are available on your calf crop.

When will I have results for my herd?

If all goes smoothly, there will be a 6 to 8 week turnaround time from the time the samples are sent to receiving GE-EPDs. If samples are mislabelled or incomplete information is sent, this will increase the turnaround time.

What types of DNA samples are accepted by the lab?

The only type of sample accepted for this research project is Tissue Sampling Units (TSUs). The TSUs are $2 each for the sampling units and an applicator is $40.00. The member is responsible for all shipping costs associated with sending kits.

Is parentage included?

Yes, this test includes parentage markers. As long as the parents have SNP parentage markers on file with the ASA and the progeny has parents listed on their pedigree in Herdbook, the parents can be verified.

How does the rebate work?

$5 Weight Trait Rebate

There is a weight trait rebate where members receive a $5 rebate after they submit 90% of the birth group weights at birth, weaning, and yearling age on animals **in their possession** at those times. This will require a current inventory is maintained with the ASA (either updating disposal codes if members are in THE or sending a list of culled cattle to the ASA if members are not in THE) *If terminal calves are later harvested and carcass records are in Herdbook, they will count towards the 90% threshold for yearling phenotypes.

$15 Carcass Rebate

Calves that are later harvested can qualify for a $15 rebate once the carcass record is entered into Herdbook. The potential number of terminal calves within the birth group must be pre-approved prior to testing or the member may not be guaranteed the $15 rebate.

**Animals will only qualify for one phenotypic rebate.*

Where can I find out more information?

www.simmental.org/ccg

Who should I contact with more questions?

Email researchdna@simmgene.com or call 406-587-4531.

ST

BEST PRACTICES FOR SEEDSTOCK PRODUCERS

Jackie Atkins, Ph.D.

Matt Spangler, Ph.D.

Bob Weaber, Ph.D.

Wade Shafer, Ph.D.

Best Practices to Receive the Most Accurate Genetic Predictions.

1 Clearly defined breeding objectives

With the ability to increase the rate of genetic change comes the possibility to make mistakes at a faster pace. Breeding goals need to be clearly identified to ensure selection at the nucleus level matches the profit-oriented needs of the commercial industry.

2 Whole herd reporting

Inventory-based reporting captures more complete phenotypes on reproduction and longevity traits, and thus creates more accurate genetic selection tools.

3 Proper contemporary groups

It is important for the precision of the genetic evaluation to group animals treated uniformly. Proper reporting of contemporary groups reduces bias in EPDs.

4 Take data collection and reporting seriously

Phenotypes are the fuel that drives the genetic evaluation. Take pride in collecting accurate data. If possible, collect additional phenotypes like mature cow weight, cow body condition score, udder scores, feed intake, and carcass data.

5 Phenotypic data collection for economically relevant traits needs to improve in both quantity and quality.

The quantity and quality of fertility traits needs to dramatically improve. Providing disposal codes to identify why females leave the herd is vital. Commercial data resources, where the true economically relevant traits exist, are going to become more critical to capture. Breeders can help prove the genetics of their own seedstock by encouraging their commercial customers to join ASA's Commercial Total Herd Enrollment (THE) option and add valuable data to the evaluation.

6 Use index-based selection

As the list of published EPDs continues to grow, using economic selection indices will become even more helpful to reduce the complexity of multiple trait selection.

If the number of EPDs increase, tools to reduce the complexity of sire selection for commercial producers must continue to develop. Breed associations and seedstock producers have the obligation to aid commercial clientele in making profitable bull selection decisions.

7 Use genomics

Genomic selection offers an opportunity to increase the rate of genetic change and break the antagonistic relationship between generation interval (the average age of the parents when the next generation is born) and the accuracy of selection (e.g., accuracy of EPD) — two components that determine the rate of genetic change. However, as with any tool, genomic information must be used correctly and to its fullest extent. What is proposed herein is a list of 'best practices' for producers and breed organizations relative to genomic testing.

IGS Multi-breed Genetic Evaluation
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Best Practices for Genomic Testing

1 All animals within a contemporary group should be genotyped.

If genomic data are meant to truly enable selection decisions, this information must be collected on animals before selection decisions are made. The return on investment of this technology is substantially reduced if it is used after the decision is made.

2 Both male and female animals should be genotyped.

The promise of genomic selection has always suggested the largest impact is for lowly heritable and/or sex limited (e.g., fertility) traits or those that are not routinely collected (e.g.,disease). This is indeed true, but it necessitates that genotyped animals have phenotypes. For sex-limited traits, this becomes a critical choke point given the vast majority of genotyped cattle are males. If producers wish to have genomic-enhanced EPDs for traits such as calving ease maternal and heifer pregnancy, they must begin or continue to genotype females. The ASA has a unique program called the Cow Herd DNA Roundup (CHR) to help herds collect female genotypes (see pop-out box below for more information). Through the CHR, members of the ASA more than tripled the number of female genotypes in the evaluation in less than one year.

3 Genotypes can provide useful information in addition to predictions of additive genetic merit.

Do not forget the value in correcting parentage errors, tracking inbreeding levels, identifying unfavorable haplotypes, estimating breed composition, and estimating retained heterozygosity. All of these can be garnered from populations that have a well-defined set of genotyping protocols.

The beef industry should be congratulated for the rapid adoption of genomic technology, but there is a lot of work to do. Of critical importance is the fact that genomic technology will continue to change and does not replace the need for phenotypes nor the fundamental understanding of traditional selection principles including EPD and accuracy.

Adding a DNA test to your decision is like knowing . . .

- 25+ calving ease scores
- 22 birth weights
- 25+ weaning weights
- 25+ yearling weights
- Stayability/productivity records on 15 daughters
- 5 carcass weights
- 8 marbling scores
- 6 ribeye area measurements

All this from a test you can complete before you wean the calf.

Total Herd Enrollment (THE)

A cow inventory reporting program, THE requires participants to provide annual reproductive and inventory status on their cow herd. THE is designed to improve quality of data submitted for the genetic evaluation, and in turn improve and develop reproductive EPDs. By submitting data on the entire calf crop or contemporary group, breeders will receive more accurate predictions of their cattle. The ASA has four THE options to fit most seedstock and commercial operations.

Cow Herd DNA Roundup (CHR)

The Cow Herd DNA Roundup (CHR) is designed to increase the number of female genotypes to better predict maternal traits (such as maternal calving ease). Genotyping entire herds reduces bias created when only the best cattle are genotyped. Gathering massive amounts of genotypes on entire cow herds will significantly improve the genomic predictions and rate of genetic progress. As parentage testing is included, CHR herds will have pedigrees validated through DNA. Participating breeders benefit from having genomically enhanced EPDs on the entire cow herd — equivalent to a lifetime number of calf records in several traits for an exceptional cost.

Carcass Expansion Project (CXP)

Despite the importance of carcass traits to our industry, few producers devote resources to collecting and recording actual carcass data. While the Carcass Merit Program (CMP) is a valuable progeny test, it is limited in the number of records produced. We cannot depend on the CMP alone to bring in carcass data. In the age of genomics, it is clear we need genotypes on animals with actual carcass phenotypes.

Adding another layer of commitment to predicting carcass traits, the ASA initiated a new program, dubbed the Carcass Expansion Project, in the fall of 2018 to increase the number of carcass records on genotyped animals. The ASA Board of Trustees and staff are ramping up both phenotypic and genotypic data collection on terminal calves — a vital part of our vision.

Bull Class of 2017 Results

Progeny on the young sires nominated in 2017 contribute over 3,000 animals and 500 carcass records to the genetic evaluation.

By Lane Giess, Director of Commercial & Nontraditional Data Programs

Of all the performance programs offered to the American Simmental Association (ASA) membership, the Carcass Merit Program (CMP) is the hallmark program for unbiased, commercial data collection. Certainly, its primary mission is to gather rare carcass data on the progeny of young bulls, but the CMP also brings in mature cow records and replacement female data as well as novel trait data such as feed intake. The test has seen notable improvements over the years such as new commercial herds signing on, partnering with feedlots to get feed intake data on some of the calves, and adding genotyping tests to all of the terminal progeny. These improvements provide enhanced value back to the owners of the CMP bulls and any breeder who uses those genetics in their breeding program.

At its core, the CMP is designed to work with and incentivize commercial herds to use Simmental genetics and provide a basis for data collection and research. Understandably, the cooperating herds direct their program and are given the driver's seat for breeding decisions. A list of nominated sires are compiled for each participant and they select the bulls they would like to use in their breeding program. Multiple bulls are placed to ensure proper statistical design.

The class of 2017 had 38 bulls sampled in 9 herds. A total of 3,342 calf records were reported and of those, 565 carcass records were reported.

This year, a couple of promising enhancements were made. All of the sires represented in this class of bulls will have a research Low-Pass Sequence panel performed. This test is the most robust research panel as it imputes to the full genome rather than relying on selected markers. Since the CMP bulls are high-use animals, this test is incredibly important for advancements in marker discovery.

The CMP continues to be a driving force for quality data collection and analysis of the industry's top young Simmental sires. Anyone interested in participating can learn more at www.simmental.org .

2017 CMP Bulls

Following is a list of 2017 Carcass Merit Program (CMP) bulls, with 2018 born calves.

ASA Number	Name	Breeds	# of Progeny	# of Carcass Records	CE	Stay	CW	YG	Mrb	BF	REA	$API	$TI
2914314	3C BEAU NS 4332B BZ	PB SM	30	7	15.3	20.3	38.7	-0.52	0.23	-0.112	1.12	151.8	74.6
					0.69	*0.35*	*0.63*	*0.47*	*0.58*	*0.49*	*0.57*		
3164799	ASR WESTERN JUSTICE D616	PB SM	31	14	14.5	19.1	24.1	-0.47	0.05	-0.109	0.8	138.7	73.1
					0.56	*0.26*	*0.61*	*0.47*	*0.54*	*0.51*	*0.56*		
2912227	BAR CK NO EQUAL 4118B	1/2 SM 1/2 AN	9	6	20.8	16.4	3.9	-0.07	0.97	-0.013	0.06	183.5	89.8
					0.69	*0.34*	*0.71*	*0.54*	*0.67*	*0.6*	*0.68*		
3043241	BAR CK/TBEF BALANCE 5186C	1/2 SM 1/2 AN	33	17	15.8	17	49.6	-0.08	0.61	0.038	1.08	154.8	79.4
					0.62	*0.31*	*0.73*	*0.56*	*0.72*	*0.66*	*0.71*		
3112013	CCR PAY DIRT 2340C	1/2 SM 1/2 AN	44	22	10.1	9.6	47.0	-0.03	0.67	-0.017	0.46	140.1	89.2
					0.62	*0.29*	*0.71*	*0.54*	*0.67*	*0.61*	*0.67*		
3111909	CCR PAYDAY 0320C	1/2 SM 1/2 AN	39	13	10.4	14.0	55.2	0.07	0.39	0.005	0.42	128.5	78.2
					0.67	*0.33*	*0.65*	*0.48*	*0.55*	*0.49*	*0.6*		
3111910	CCR PAYWEIGHT 0327C	1/2 SM 1/2 AN	46	14	10.9	10.6	56.4	0.03	0.38	-0.017	0.37	123.4	79.0
					0.69	*0.33*	*0.68*	*0.5*	*0.61*	*0.54*	*0.63*		
3152346	CDI MAINLINE 265D	3/4 SM 1/4 AN	16	12	8.3	23.7	39.7	-0.41	0.13	-0.095	0.95	136.2	76.8
					0.63	*0.28*	*0.65*	*0.48*	*0.62*	*0.47*	*0.62*		
3178338	CDI PRIME EXAMPLE 310D	3/4 SM 1/8 AN 1/8 AR	25	6	12.1	19.4	34.8	-0.49	0.06	-0.103	1.05	140.6	75.4
					0.59	*0.31*	*0.61*	*0.45*	*0.56*	*0.48*	*0.56*		

ASA Number	Name	Breeds	# of Progeny	# of Carcass Records	CE	Stay	CW	YG	Mrb	BF	REA	$API	$TI
2735675	CLRS AUSTIN 878 A	3/4 SM 1/4 AN	32	10	15.4	26.7	19.4	-0.38	0.4	-0.076	0.73	163.8	76.1
					0.56	*0.36*	*0.59*	*0.45*	*0.56*	*0.47*	*0.55*		
3097854	CLRS DIVIDEND 405D	PB SM	46	25	10.9	18.5	36.9	-0.26	0.13	-0.066	0.66	140.0	78.6
					0.72	*0.32*	*0.69*	*0.52*	*0.63*	*0.56*	*0.66*		
3080731	EAGLE PASS CONVERSION	3/8 SM 5/8 AN	33	15	18.7	17.2	45.0	-0.05	0.75	0.003	0.64	167.8	90.9
					0.67	*0.33*	*0.65*	*0.5*	*0.62*	*0.56*	*0.62*		
3025430	ES LOADOUT CA11-2 **	PB SM	12	7	8.6	15.3	64.7	-0.67	-0.19	-0.144	1.67	110.5	68.0
					0.56	*0.33*	*0.56*	*0.44*	*0.53*	*0.45*	*0.55*		
2912279	GAMBLER 5-3	5/8 SM 3/8 AN	33	12	20.7	18	9.2	-0.11	1.1	0.003	0.38	193.7	91.6
					0.64	*0.3*	*0.68*	*0.52*	*0.66*	*0.59*	*0.64*		
2676362	GIBBS 1084Y TUX & TAILS **	PB SM	23	5	6.5	15.5	24.5	-0.47	-0.11	-0.078	1.06	107.3	62.4
					0.58	*0.31*	*0.57*	*0.43*	*0.51*	*0.44*	*0.54*		
2722999	GIBBS 2698Z BIG JOHN *	PB SM	9	8	8.2	16.9	46.7	-0.46	0.13	-0.101	1.11	128.9	74.3
					0.57	*0.35*	*0.62*	*0.46*	*0.55*	*0.45*	*0.59*		
2722668	GIBBS 2905Z MR CLEAN	1/2 SM 1/2 AN	38	17	10.0	18.8	28.0	-0.12	0.64	-0.003	0.59	150.9	80.1
					0.57	*0.26*	*0.65*	*0.49*	*0.62*	*0.54*	*0.59*		
2968336	GIBBS 4340B NIGHTHAWK	5/8 SM 3/8 AN	44	25	9.3	15	47.5	-0.08	0.67	0.005	0.79	145.4	84.5
					0.6	*0.24*	*0.68*	*0.52*	*0.64*	*0.56*	*0.64*		
2968383	GIBBS 4478B RELEVANT **	PB SM	27	7	11.3	18.7	31.5	-0.48	0.12	-0.109	0.93	135.1	71.1
					0.56	*0.29*	*0.58*	*0.44*	*0.54*	*0.46*	*0.55*		
3104722	GIBBS 5063C HOME RUN	5/8 SM 3/8 AN	40	27	18.4	17.8	40.2	-0.15	0.11	-0.03	0.64	136.4	69.8
					0.62	*0.33*	*0.66*	*0.51*	*0.66*	*0.57*	*0.62*		
3104991	GIBBS 5121C MOUNTAIN MAN	1/2 SM 1/2 AN	22	14	7.7	15.2	26.2	-0.29	0.24	-0.074	0.54	121.3	74.1
					0.52	*0.28*	*0.6*	*0.47*	*0.6*	*0.51*	*0.58*		
3104364	GIBBS 5381C AJAX	5/8 SM 3/8 AN	22	9	5.5	16.6	33.5	-0.25	0.72	-0.059	0.64	142.9	81.2
					0.56	*0.25*	*0.6*	*0.46*	*0.54*	*0.46*	*0.58*		
2854180	HOOK`S BEACON 56B	PB SM	41	18	17.2	20.3	38.7	-0.54	0.7	-0.047	1.7	188.9	97.6
					0.86	*0.55*	*0.77*	*0.58*	*0.78*	*0.68*	*0.74*		
3132748	HOOK`S DROVER 13D	1/2 SM 1/2 AN	31	17	16.1	12.8	51.9	0.05	0.18	0.023	0.58	128.4	76.4
					0.54	*0.32*	*0.66*	*0.51*	*0.62*	*0.58*	*0.62*		
2942929	IR FULLY LOADED B16	1/2 SM 1/2 AN	31	20	17.3	13.4	16.9	-0.05	0.54	0.024	0.44	145.6	73.6
					0.65	*0.32*	*0.66*	*0.5*	*0.62*	*0.54*	*0.63*		
3169708	KBHR/TBEF DELUXE D001	1/2 SM 1/2 AN	37	14	8.6	13.4	58.0	-0.06	0.94	-0.022	0.66	162.4	101.0
					0.59	*0.31*	*0.69*	*0.53*	*0.65*	*0.61*	*0.65*		
3133113	KOCH BIG TIMBER 685D	PB SM	27	12	16.9	17.7	34.7	-0.19	0.34	-0.042	0.6	158.8	83.8
					0.8	*0.36*	*0.69*	*0.52*	*0.64*	*0.57*	*0.66*		
3036869	MCDF DUAL PREMIUM 571C	1/2 SM 1/2 AN	27	17	7.0	17.9	38.3	-0.05	0.85	-0.008	0.47	151.6	79.2
					0.56	*0.29*	*0.6*	*0.46*	*0.58*	*0.5*	*0.56*		
3191784	NIGHTVISION ADV D4371	5/8 SM 3/8 AN	48	33	16.3	17.9	18.9	-0.36	0.75	-0.043	0.93	168.9	88.0
					0.61	*0.32*	*0.69*	*0.52*	*0.63*	*0.56*	*0.65*		
2749844	OVAL F ALL TIME A322	PB SM	29	13	11.0	17.2	43.9	-0.43	0.14	-0.113	0.92	135.7	79.0
					0.66	*0.36*	*0.67*	*0.5*	*0.62*	*0.55*	*0.62*		
3163401	RC XCEED 063D	1/2 SM 1/2 AN	49	25	12.8	15.8	47.3	0.1	1.33	0.004	0.2	194.1	104.6
					0.65	*0.32*	*0.68*	*0.51*	*0.63*	*0.55*	*0.63*		
3164369	SCHIEFELBEIN GRIZZLY 7596 **	1/2 SM 1/2 AN	5	2	11.4	16.1	37.2	-0.22	0.08	-0.026	0.85	123.0	73.2
					0.48	*0.32*	*0.53*	*0.42*	*0.5*	*0.44*	*0.52*		
3191680	SPECIAL EVENT ADV D3022	3/4 SM 1/4 AN	32	24	13.1	15.1	36.9	-0.41	-0.06	-0.111	0.78	115.8	72.5
					0.54	*0.29*	*0.63*	*0.49*	*0.61*	*0.55*	*0.6*		
3022434	TJ DARKHORSE 452C *	1/2 SM 1/2 AN	17	3	17.1	19.6	31.8	-0.03	0.41	0.022	0.55	153.8	75.2
					0.68	*0.34*	*0.62*	*0.46*	*0.6*	*0.44*	*0.59*		
3148116	TJ DIPLOMAT 294D	1/2 SM 1/2 AN	73	30	12.0	19.2	42.7	-0.1	0.6	-0.006	0.69	156.2	84.8
					0.74	*0.28*	*0.7*	*0.53*	*0.68*	*0.58*	*0.66*		
2891336	TJ MAIN EVENT 503B	1/2 SM 1/2 AN	40	14	12.8	16.9	43.1	-0.38	0.18	-0.087	0.95	134.8	82.3
					0.76	*0.46*	*0.76*	*0.56*	*0.7*	*0.63*	*0.72*		
3041151	W/C RAPID FIRE 2101C	1/2 SM 1/2 AN	46	18	9.4	15.0	56.7	-0.08	0.66	0.001	0.86	143.6	77.5
					0.65	*0.28*	*0.66*	*0.48*	*0.6*	*0.52*	*0.59*		
3115609	WS RED MOON D76	PB SM	33	13	17.2	10.6	29.5	-0.45	0.21	-0.106	0.85	136.8	78.7
					0.67	*0.14*	*0.63*	*0.47*	*0.52*	*0.48*	*0.6*		

* Used in previous CMP year
** Used in following CMP year

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Building Blocks of Commercial Genetic Awareness

by Lane Geiss, Director of Commercial and Nontraditional Data Programs

The commercial programs offered by the American Simmental Association (ASA) are an effort to provide genetic tools to the largest sector of the beef industry— the cattle operations. These efforts are supported through multiple ASA programs and the world's most comprehensive beef genetic database. The three pillars to ASA Commercial Programs are the: **Total Herd Enrollment — Commercial option (THE-CM), Cow Herd DNA Roundup (CHR), and the IGS Feeder Profit Calculator™ (FPC).** These programs allow commercial producers to maximize the genetic awareness surrounding their program and to make better management and selection decisions.

Each of these programs are designed to offer assistance at three key management moments in commercial operations; **Breeding, Heifer Selection, and Weaning**. This article will briefly dive into how each program functions.

Total Herd Enrollment — Commercial

The THE-CM is the foundation to these programs and allows participants to fully capitalize on the true genetic awareness of their cow herd. This is a whole-herd reporting program that helps isolate the known genetic potential of every female owned. The industry's best metric for understanding genetic merit on individual animals is through an expected progeny difference (EPD). Simply put, an EPD describes the difference in production value for a given trait compared to other cattle. These are all calculated through pedigree relationships and performance records — and genomics if desired. Selection indexes take that one step further by combining multiple economically relevant EPDs along with industry costs and thresholds into a prediction model. Seedstock breeders undoubtedly use EPDs and selection indexes to make mating decisions. Why shouldn't commercial producers have the same technology?

Follow this link to learn more about THE-CM: **www.simmental.org/commercial**

Cow Herd DNA Roundup

The CHR is an opportunity to push the accelerator on female genetic awareness. Every cattleman knows which cow is his best producer, but do they know right away which replacement heifer will fill that role? The field of genomics allows us to gain a better understanding of a young heifer's genetic potential even before she starts producing. This technology uses known regions on the bovine genome that impact specific economically relevant traits. For example, longevity in cattle is known once they've been in production for almost a generation, but producers would hope to know that information before they invested time and money in replacements. Through genomics, we can use known genetic markers to give an indication of whether a female may last in the herd longer (or shorter) than others. The CHR will provide years of information before you have to invest years of time.

Follow this link to learn more about CHR:
www.simmental.org/chr

IGS Feeder Profit Calculator™

While the other two programs are focused around the cow herd, the FPC is centered around where commercial producers make ends meet. They've invested a lot of time and money into not only their cow herd, but also their bull battery because they know the role genetics play in the end product. They've also invested in their management protocols to ensure the feeder calves they raise will stay healthy and perform in the feedlot. These investments help producers stay profitable and build a more valuable feeder calf, but are their buyers aware of their commitment? The FPC is a third-party view of the profit potential on a calf crop through the understanding of genetics, health, and management. Buyers want low-risk, high-potential calves with earning potential. Producers want to highlight that their calves fit potential buyer's needs. As opposed to traditional marketing slogans and empty statements let's provide true awareness. **We can Know or Guess. Choose Know.**

Follow this link to learn more about the FPC:
www.internationalgeneticsolutions.com

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Selecting For Feed Efficiency in Beef Cattle

By Randie Culbertson, Ph.D.
IGS Lead Geneticist

Cattle producers have become increasingly aware of the need to improve feed utilization in beef cattle. It is reported that feed costs are the largest expense to cattle producers accounting for 50 to 70% of total production costs. When corn prices approached $7 per bushel, the price of feed accounted for 80% of production costs for many feedlot operations. Decreasing feed costs without sacrificing animal performance would have a large economic impact on beef operations. The question then remains, how?

In the context of selecting cattle who are more feed efficient there is a large debate over what is the best phenotype, how to incorporate it into a breeding program or genetic evaluation, and what impacts selection would have on other performance traits. The two phenotypes at the center of this debate are feed intake (FI) and residual feed intake (RFI).

Residual Feed Intake:

Residual feed intake is defined as the difference between what the animal's actual measured feed intake was compared to his expected intake given his level of performance. A negative RFI represents an animal who ate less than what he was expected to eat, and a result would be considered to be a more feed efficient animal.

Some of the advantages to RFI are that it is a measure of feed efficiency since it accounts for the animal's level of performance and has no phenotypic correlation to traits included in its calculation (i.e. average daily gain). Therefore, selecting for lower RFI would select for an animal with lower feed intake for a certain level of performance. Although RFI is not phenotypically correlated to performance traits, there is genetic correlation. Selection for lower RFI would impact other performance traits such as weaning and yearling weight.

There are also significant disadvantages to RFI. First, RFI has a tendency to favor slower growing animals which may not be the most profitable animal. RFI is the result from a multiple regression model (requiring statistical software to compute) where the variables included in the model can vary depending on the testing facility and could affect the ranking of animals within a contemporary group. In addition, the actual RFI value can only be compared to other animals included in its calculation and cannot be directly compared to RFI values from different tests or locations.

Feed Intake:

Feed intake is defined as the measure of actual feed consumed by an animal and as a result, can be compared across different tests. Conceptually, FI is easy to understand and doesn't require any additional calculations. An increase in FI simply means that the animal consumed more feed and vice versa. However, FI is not a measure of efficiency since it gives no indication of an animal's performance but is significant in the calculation of feed efficiency traits such as RFI. FI intake is influenced by many physiological factors and is correlated to performance traits such as average daily gain. As a result, as an animal's body size increases, so does FI.

So why the debate?

The question of incorporating FI or RFI into a breeding objective is an ongoing debate. The reduction of FI should not be the sole objective of a breeding program, instead, selection for improved feed efficiency could be achieved by simultaneous selection for all traits that influence production profitability rather than individual trait selection. This can be accomplished through selection based on an economic index with appropriate weighting for performance traits as positive and feed intake as negative. As a result, feed efficiency would not have to be explicitly calculated and genetic selection for improved production efficiency could be achieved through simultaneous selection for all traits that influence profitability rather than individual trait selection.

To advance your genetic prowess in the commercial industry and to maximize profit, use feed intake in an index with other economically relevant production traits.

Example of Residual Feed Intake (RFI) for two steers from the same feeding trial.

	Steer A	Steer B
RFI	-4.90	-3.09
Average Daily Gain	2.48 lbs/day	4.35 lbs/ day
Average Feed Intake*	22.33 lbs/day	29.20 lbs/day
Final Test Weight	915 lbs	1300 lbs

Steer A is considered the more feed efficient animal based on his RFI (lower number is better) but he is also much smaller than steer B with an average daily gain that is about half. Although steer A might save you money with lower feed costs, he might not be as profitable given his small size. RFI doesn't take into account other production traits that may affect profitability.

Using an index that includes FI, average daily gain, and carcass traits is the best way to select for profitable genetics.

** Feed intake reported on a dry matter basis.*

Conclusion: To maximize profit, use FI in an index with other economically relevant production traits (i.e. average daily gain and carcass traits) to advance your genetic prowess in the commercial industry. At the end of the day, your breeding objective shouldn't be just the reduction of feed but the increased profitability of your customers' cattle.

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Come one, come all!

All Breeds Welcome!

"Thank you to the AJSA for putting on this high-quality and educational event. I've enjoyed every minute and look forward to watching this program grow. I will totally do this again!"
– Audrey Redalen, program participant, MN

"Many thanks to the entire staff at the American Junior Simmental Association who put forth so much effort to make this opportunity possible for me and all the other young people who have been involved in this opportunity. Thank you!"
– Madeline Smith, program participant, KY

"I just wanted to start my last monthly summary by saying thank you. Thank you for having this awesome program for me to participate in my senior year of high school. I have enjoyed every minute of it, and I am excited to watch this program grow and have hundreds of participants in the upcoming year."
– Carlye Rodenbeck, program participant, TX

"Thanks to you all at AJSA! It's been a great experience! Mitchell said to me last night, "now that my last write up is done, I'm gonna miss it!" Kudos to you all!"
– Jen Vaad, program parent, CO

"Thank you for all your hard work making this happen and working through all the kinks for us!
– Brady Wulf, program participant, MN

"I have enjoyed the competition and learned so much over the past months."
– Ella Fischer, program participant, MO

STEER PROFITABILITY COMPETITION

american junior simmental association
ajsa

SimGenetics
PROFIT THROUGH SCIENCE
American Simmental Association

2021 AJSA STEER PROFITABILITY COMPETITION

The AJSA Steer Profitability Competition (SPC) is designed to provide junior members meaningful exposure to the opportunities and challenges associated with cattle feeding. The SPC will not only allow participants to measure and compare the profitability of their own animal(s), but of greater importance, it will introduce young beef enthusiasts to peers, mentors, industry advocates, and experiences that are exceedingly difficult to acquire for any beef producer. Participants in the SPC program will be powerful voices as they transition from junior membership to adult participation within the beef industry.

ANIMAL REQUIREMENTS

1. Steers only
2. Entrant must by an AJSA member
3. Animals must be entered in the ASA database
4. One parent on file in the ASA database
5. Birth date range: 1/15/20 to 4/15/20
6. Weaning date range: 8/15/20 to 10/15/20
7. Castration must occur prior to weaning
8. Steers must weigh 500 - 750 lbs at delivery
9. Steers must be polled or dehorned
10. Any breed composition welcome provided they meet rules 1-9

CONTEST GUIDELINES

1. Entry fee of $65/ head
2. Feedlot placement approximately November 1
3. All decisions at the discretion of feedyard
4. Harvest will occur approximately May 2021
5. Participation in monthly e-meetings
6. Entrant will receive reports on:
   a. Monthly feed and health bill
   b. Final feedyard data
   c. Final carcass performance data

Winners will be announced at the 2021 National Classic Awards Banquet. Awards will be granted for the top three animals overall, top three pen of 3 overall, and top monthly write-up participant.

CONTEST DETAILS:

1) All steers on GrowSafe feed intake system throughout the entire project.
2) Individual intake and gain information on all steers.
3) Monthly weights on all steers.
4) Steers will be fed at University of Missouri Beef Research & Teaching Farm in Columbia, MO.
5) A monthly newsletter highlighting SPC details, industry news and steer performance.
6) Monthly bill detailing specific expenses on each steer.

CONTINUED THIS YEAR

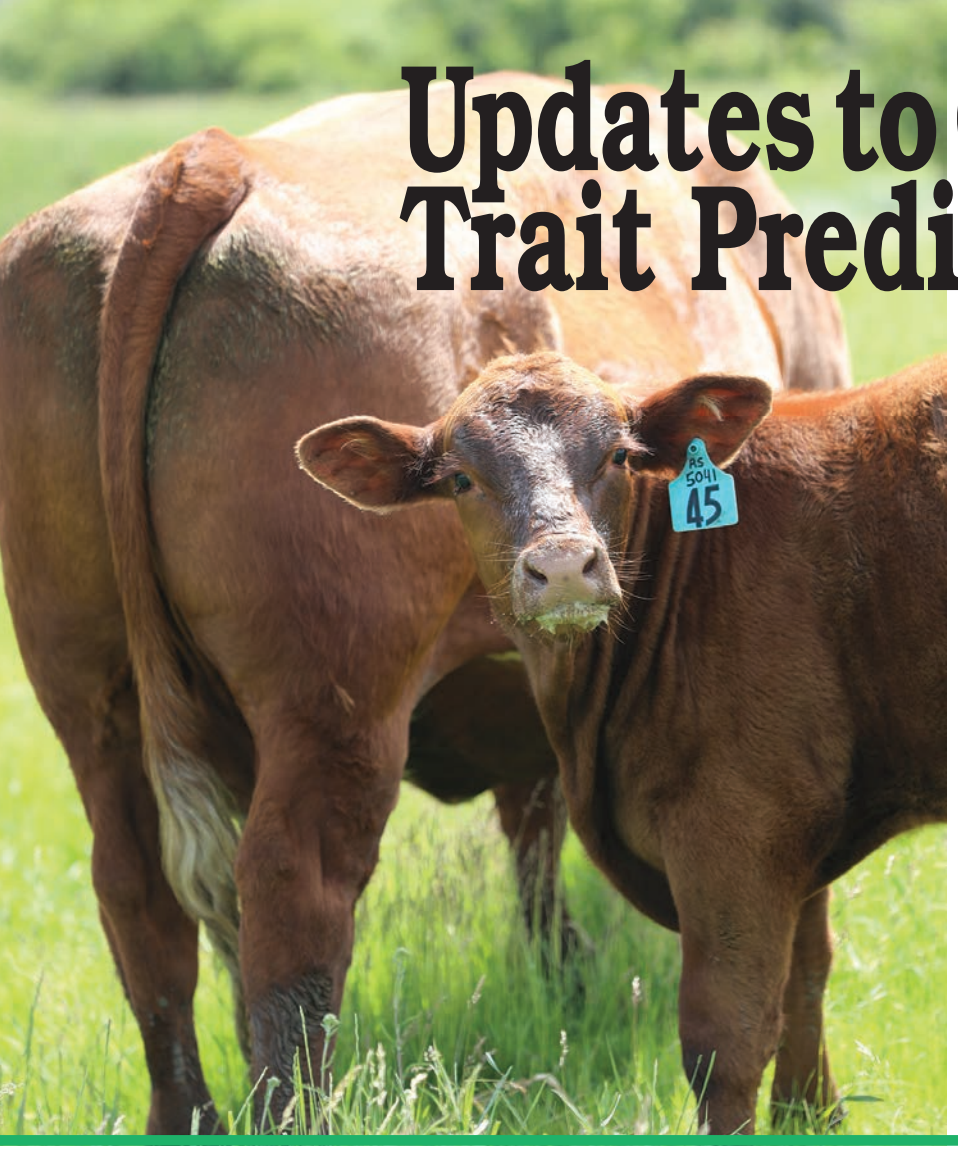
Different feedback formats each month

- Short essay questions with prompts
- Infographic or social media post
- 1/2 to 1 page summary
- Short online quiz tailored to participant age

Animals must be entered by 10/2/2020.

Go to: *juniorsimmental.org* to register or find more information.

Updates to Growth Trait Predictions



By the International Genetic Solutions Science Team

The genetic evaluation is constantly evolving with updates to models as new science is discovered and new technologies are available. One area under recent scrutiny is the prediction of growth traits (birth, weaning, and yearling weights, and milk). The International Genetic Solutions (IGS) Genetic Evaluation Science Team is implementing the following five areas of improvement for the prediction of growth traits.

1. A new definition of contemporary groups based on the age of the dam.

Regardless of how users designate contemporary groups (CG), all calves born from first-calf dams will be placed into a separate CG from calves out of mature cows. Given the vast majority of producers actually manage this age group separately, it is reasonable to define their calves as their own CG. Handling these as separate CG will reduce the environmental noise caused by different management strategies and biological constraints for this age group.

2. Milk modeling updates.

The magnitude, and even direction, of the correlation between weaning weight direct and milk, has been long debated in scientific circles. In fact, there is a wide range of estimates that exist in the scientific literature. Given that, the science team developed a model that assumes milk and weaning weight direct are independent (i.e., genetic correlation of 0). In addition, with some of the other proposed updates, it was discovered that the evaluation solved more effectively when genomics were removed for Milk EPDs. In light of this discovery, the IGS Milk EPD will not use genomic information for the time being.

3. Different variances for different sexes.

Males usually have a higher growth potential than females simply due to gender. As a consequence, the variation associated with their weights also tends to be greater. This difference in the amount of variation between the sexes are set to a male scale in the up-dated growth trait predictions.

4. New DNA Marker subset.

As the number of genotyped animals has increased, so has our ability to estimate marker effects and identify subsets that are more predictive. Relative to growth traits, a new (and larger) subset of markers has been identified to add more accuracy to EPD.

5. Accounting for different birth weight collection methods.

When we began looking into growth trait data, we discovered that not all birth weights followed expected amounts of variation. Some of the examples of reduced variation included weights rounded to the nearest 5 pounds, reduced variation when hoof tapes were used, and likely-fabricated data with little to no variation. Some of these data are useful, but they are clearly on a different scale and need to be treated appropriately. Dr. Bruce Golden developed a way to use machine learning to recognize unique features of each class of birth weight observation and predict how it was obtained. By accounting for the various categories, the genetic evaluation is still able to use submitted records that fall out of biological expectations for most scenarios, while more accurately accounting for different practices of collecting the weights.

Results of Updates to Growth Model

With these proposed changes, a considerable amount of work went into testing if the new models improved growth trait predictions. One of the most common procedures for evaluating updates to EPD systems is to exclude a certain portion of the phenotypes available, run the evaluation, and compare the correlation of the EPD from two systems to the phenotypes that were removed from the evaluation (higher correlation is better). For these updates, this procedure was used where all animals born after 2018 were excluded from the evaluation system and then comparisons between the current growth trait EPDs and the updated EPDs were made to this phenotypic information. The results for each of the analyses are presented in the following table.

Pearson correlation between parental average EPDs and excluded phenotypes from animals in the IGS genetic evaluation that were born in 2018 or later.

Trait	Updated Evaluation	Previous Evaluation
Birth Weight	0.52	0.50
Weaning Weight	0.38	0.34
Yearling Weight	0.45	0.37

The results in the table above show the evaluation updates had higher correlations to phenotypes than the previous growth trait models. This equates to more precise EPDs for Birth, Weaning, and Yearling Weight.

An additional trait that is evaluated with the growth analysis is the Milk EPD. A Milk EPD represents the genetic difference in calf weaning weight based on the maternal environment provided by the dam. Due to the nature of this trait being the maternal component of weaning weight, a different validation strategy must be used to evaluate the updated predictions. To evaluate the updated Milk predictions an expected weaning weight for the excluded animals was formed using the following equation:

Predicted Weaning Weight = Calf WW EBV + Dam's Milk EBV

This predicted weaning weight was then correlated with the excluded weaning weight phenotypes. Again, the updated predictions of Milk had higher correlations compared to the previous Milk EPDs (0.42 vs. 0.39, respectively). These results show that the updated predictions more precisely predict the weaning weight of an animal than the currently published evaluation.

Breeders may notice reranking of animals with the release of the growth trait updates. While the change may be unsettling, the end results by every measure have shown an improvement in the precision of the growth trait predictions. ST

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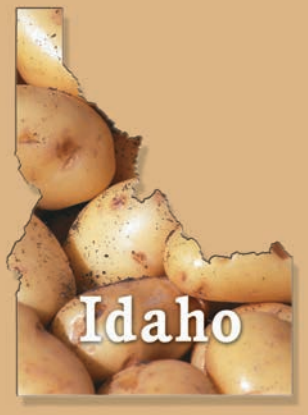

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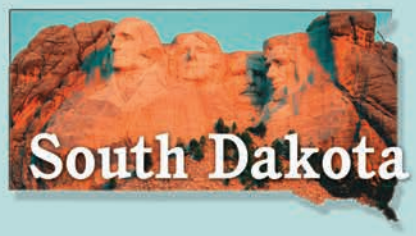

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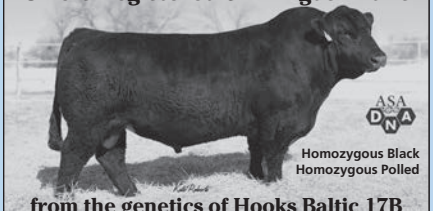

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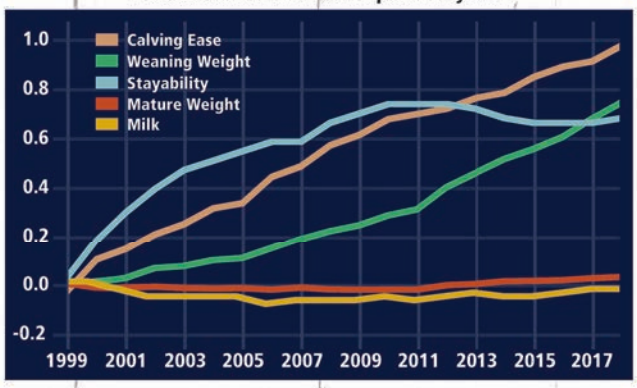
Maternal Trait Genetic Trends

Purebred Simmental in past 20 years



Simmental genetics bring calving ease, early growth, and cow longevity while keeping feed costs at a minimum.

Breed	Mature Cow Wt.
Hereford	1,419
Angus	1,410
Red Angus	1,409
Simmental	1,404

Source: USDA MARC

$All Purpose Index ($API)

predicts cow herd profitability using valuable traits like cow longevity (STAY) and calving ease while keeping pressure on terminal traits.

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1. Bull A's $API = $120 and Bull B's $API = $180
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Bull	1 $API		2 # Females per year		3 # years using the bull		Profit Potential
A	$120	X	25	X	5	=	$15,000
B	$180	X	25	X	5	=	$22,500
					Difference	=	$7,500

Just like an EPD, compare two bulls to see the expected difference in profit. Bull B is likely to result in direct revenue and expense savings of an additional $7,500 over the course of five years. Plug in your numbers for 1, 2, and 3 to compare your potential earnings.

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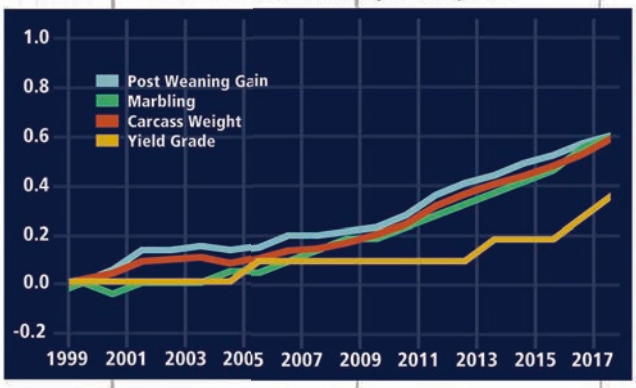
Terminal Trait Genetic Trends

Purebred Simmental in past 20 years



$Terminal Index ($TI)

predicts profitability when all calves are harvested.

Trait	Simmental rank compared to other Continental breeds
Marbling	First
Carcass Weight	Second
Back Fat	Second
Post Weaning Gain	First

Source: USDA MARC

Simmental cattle bring marbling and growth without too much fat. Simmental genetics perfectly complement British strengths and weaknesses for an ideal carcass.

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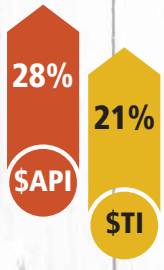

According to the National Association of Animal Breeders, Simmental ranks second for semen sales compared to all other beef breeds and in recent years, the percentage of semen sold in the US from Simmental bulls has grown by 33%.

$API increased 28% and $TI increased 21% in the last 20 years. This translates to an average **increased profit of $3,440 per bull** when used to sire replacement heifers and harvesting remaining calves or **$1,498** when all calves are harvested.

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Water Into Swine: US Using Less Water For Livestock Than in 1960

by Scott Schrage, University of Nebraska, Lincoln

Six decades after pouring water into its livestock production, the United States is investing relative drops in the bucket to produce its meat, milk, and eggs, says a recent analysis from Nebraska's Daugherty Water for Food Global Institute.

Relying on data from the US Department of Agriculture and other sources, the team analyzed the annual US outputs of beef, pork, poultry, and milk from 1960 to 2016. The researchers also estimated the yearly amounts of water invested in each class of livestock: the rainfall and irrigation needed to grow grains and other livestock feed; the drinking water those livestock consumed; the water used to clean the animals and their living quarters.

By dividing the annual weight of each livestock product by the volume of water needed to produce it, the researchers then calculated water productivity, a per-animal measure of how efficiently US producers converted water into food.

They found that US water productivity for all six livestock products — beef, pork, chicken, turkey, milk, and eggs — improved incrementally but substantially across the 56-year span. The United States produced milk about five times more water-efficiently in 2016 than in 1960; pork nearly four times more efficiently; chicken, turkey, and eggs, collectively, about three times more efficiently; and beef about twice as efficiently. Annual water investments in that US livestock dropped 36% from 1960 to 2016, the study reported.

Nebraska's Mesfin Mekonnen, the study's lead author, said the projected rise in global population — from an estimated 7.7 billion to nearly 10 billion people by 2050 — will continue to demand improvements in water efficiency.

"Globally, we see that the population is growing, income is improving, and with that, the demand for livestock products is increasing," said Mekonnen, research assistant professor with the Water for Food Institute. "When comparing a livestock product to a nutrient-equivalent crop product, livestock demands more water. So with the increase in demand for animal products, there will be more water demand, creating more pressure on the limited available water."

CONTINUED ON PAGE 52

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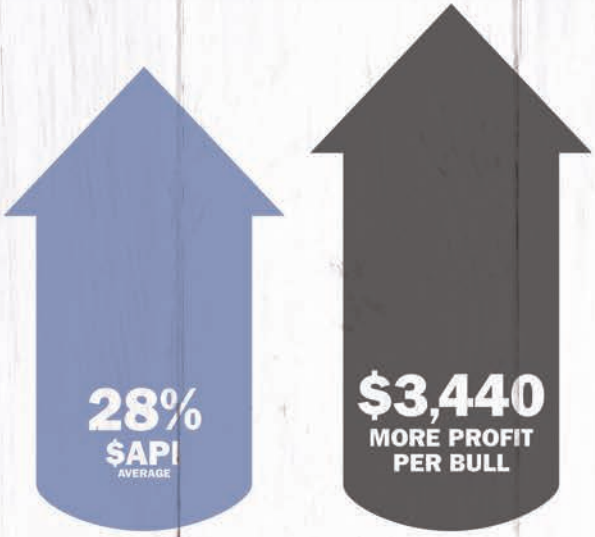

The **American Simmental Association's $All Purpose Index ($API)** predicts cow herd profitability while keeping pressure on terminal traits.

And data from the last two decades show it's working.

Better genetics translate to increased profits for bulls used to sire replacement heifers and harvest remaining calves.

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Industry Update

CONTINUED

The recent improvements in water productivity, Mekonnen said, likely stem from a few factors. A combination of selective breeding, genetic engineering, and supplements have increased the sheer size of the average livestock, he said, generally resulting in more food from each animal.

But similar efforts have also improved the efficiency with which livestock convert their own feed — usually grains, grasses, or their byproducts — into meat, milk, and eggs. While the total weight of US livestock products increased 48% over the 56-year period, the weight of their feed rose by just 8%, the study found. And many of the grains that constitute livestock feed have themselves been bred or modified to require less water than they did a few decades ago, directly reducing the industry's water footprint.

Though the water efficiency of beef improved the least among the livestock products — beef cattle account for nearly half of the US livestock industry's water footprint — Mekonnen emphasized the importance of context when evaluating consequences for the environment and food security. Many cattle, particularly those in the Nebraska Sandhills, forage on grasses that are inedible by humans and grown on rangelands ill-suited for other crops.

Mekonnen did cite the diets of grain-fed cattle and other livestock as targets for further improving water productivity. The team reported that swapping out some corn and soybean for so-called distiller grains — byproducts of the grains distilled for biofuels and other purposes — could improve the water productivity of milk by roughly 20%, pork by more than 10%, and beef and poultry by about 5%.

CONTINUED ON PAGE 54

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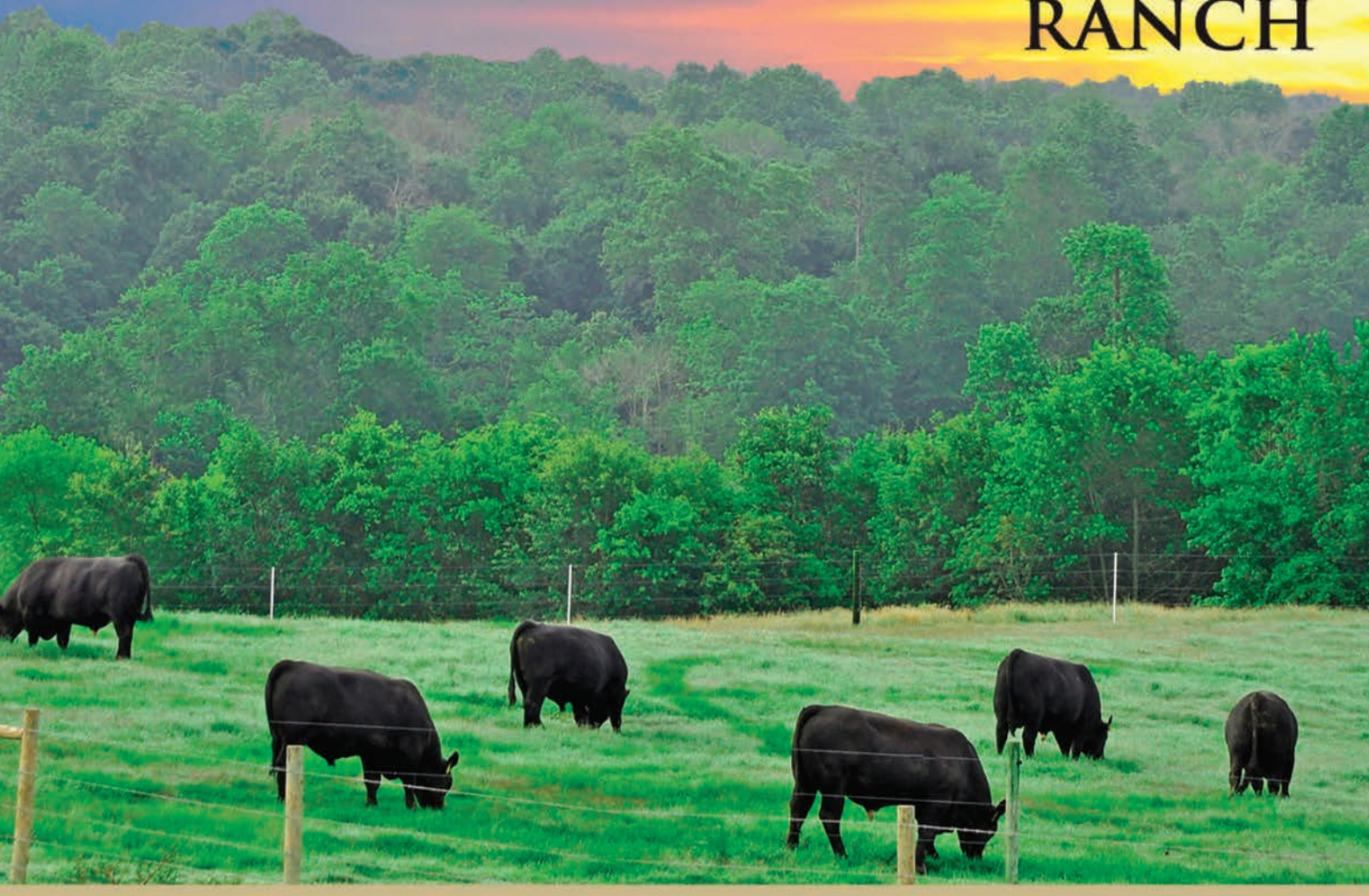

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Industry Update

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Because distiller grains can contain more protein and provide more energy than corn and soybean meal, they might also indirectly improve water productivity via livestock growth, Mekonnen said.

"It creates the awareness that we need to look at the full supply chain when we talk about livestock or other products — from feed production to the final output," he said. "We cannot say, 'This is enough.' There is a need to keep on improving."

The team detailed its findings in the journal Environmental International. Mekonnen authored the study with the late Arjen Hoekstra, formerly of the University of Twente, along with Nebraska's Christopher Neale, professor of biological systems engineering and director of research at the Water for Food Global Institute; Chittaranjan Ray, professor of civil and environmental engineering and director of the Nebraska Water Center; and Galen Erickson, Nebraska Cattle Industry Professor of Animal Science.

Meat Perspectives: Here Today, Gone Tomorrow

By Kerri Gehring and Jeff Savell

Originally published by MEAT-POULTRY/www.meatpoultry.com

For those in the beef industry, the fact that beef is larger and heavier than it was in the past is not breaking news. Cattle are heavier, making carcasses weigh more. Subprimals are larger and heavier, making retail cuts larger. This trend began about 40 years ago, and we do not know where it will end. However, we do know that developing effective merchandising strategies to help retail and foodservice

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Industry Update

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channels deal with how best to market beef is imperative to all of the stakeholders in the supply chain.

Although the exact starting point for when the move to heavier cattle and carcasses began is unknown, it is clear that by the mid-1970s, there was a slow and gradual increase. It is interesting that this is the same point where the greatest amount of beef, at least on a per-capita basis, was being produced. Whether these two items are related is not fully understood. A slow decline in cattle inventory began, and the sheer amount of beef produced would be much lower today if it had not been for the fact that heavier weights helped offset fewer cattle.

In the days before the advent of boxed beef, carcasses, forequarters, and hindquarters were shipped first by refrigerated rail cars and then by refrigerated trucks to markets where beef was cut into wholesale and retail cuts. There were preferences for certain weights, grades and types of beef depending on what customers wanted. All beef found a home regardless of its shape and size, but market prices were impacted if too many or too little of certain types were produced. From a weight standpoint, major purchasers of beef had a range in carcass weights they would accept.

Few innovations in the beef industry have impacted where and what form beef is processed than what boxed beef did. The early adopters of boxed beef became today's major beef companies, and what began in earnest in the 1960s definitely changed how beef is marketed today.

The pioneers of boxed beef simply cut carcasses into wholesale cuts. IBPs 7-box style

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Industry Update

CONTINUED

CattlePak had boxes for each round, loin, and chuck with one box for both ribs. This began the shift from distribution in the carcass form to vacuum-packaged boxed beef. While this style of marketing began with boxing beef, the next versions of cutting beef based on weight became more evident.

With boxed beef, the opportunity to purchase subprimals rather than primals allowed retail and foodservice segments to specialize in the type of beef they utilized rather than having to find a home for a wider variety of beef cuts. Additionally, beef packers began expanding the array of products offered to their customers. Fabrication rooms became larger and more complex, and the types of beef being fabricated changed.

During the 1980s, packers often sorted carcasses by weights. The lighter carcasses, usually 600 to 750 pounds, would be used to produce bone-in products, and the heavy carcasses, usually 750 to 900 pounds, would be used to produce boneless products. Moving to more boneless beef was one way to battle heavier weights of cuts while ensuring that box weights remained reasonable, at least initially.

The retail sector likely played an important role in the next evolutionary steps of boxed beef. Traditional cuts of arm, blade, and 7-bone steaks and roasts no longer appealed to consumers because of their sizes and price points. Changes in fabrication paved the way for innovation and increased demands for shoulder clods, chuck rolls, inside rounds, bottom rounds, and eye of rounds. The old-school cuts can still be found in some ethnic markets and custom locker orders, but the retail beef case of today looks so much different than it did decades ago. The move to even more subprimal products has allowed for or maybe even encouraged the increase in beef carcass sizes and weights. A visit to any of the major beef plants today reveals complex layouts of boning, trimming, and packaging lines where carcasses are broken into more products than ever.

The National Cattlemen's Beef Association created new cutting styles focused on the ribeye, strip loin, and top sirloin butt. These Beef Alternative Merchandising styles feature combinations of marketing individual muscles with some of them actually split in half for the loin end of the ribeye or for the entire strip loin or cut into many more pieces for the top sirloin butt. Some of the challenges associated with merchandising beef this way are the increased labor required to transform these subprimals into retail cuts and the potential for additional yield loss. Ultimately, retail prices must

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cover these issues, therefore, demand will have to remain high enough for new and innovative cuts to become commonplace.

While individuals in our generation may mourn the loss of the cuts we grew up with such as the 7-bone steak, round steak, and arm roasts, the next potential cut on the endangered list is the T-bone/Porterhouse steak. This iconic beef cut may suffer the same fate as traditional chuck and round cuts because of its massive size, weight, and cost. Today's beef is merchandised much differently than yesterday's beef, and innovation in cuts and consumer demand will continue to influence the types of cuts found in retail markets.

So You Want to Build a Slaughter Plant?

By Lacey Newlin, High Plains Journal

In light of the recent increase in retail beef prices and decrease in cattle prices, many cattle producers have expressed interest in starting up small beef processing facilities that do not undercut the rancher and provide consistent prices for consumers. Davey Griffin, Texas A&M professor and Extension meat scientist, said he has been amazed at the number of producers looking into this option. "It is just astronomical the number of inquiries we're getting about starting a plant, getting these cattle through the system, and just serving customers as well," he said.

However, starting a meat processing facility is not without hoops to jump through, including multiple layers of government oversight and health regulations. "One of the things that makes the US system the safest system in the world in terms of food safety is our inspection service that started back in 1906 with the Federal Meat Inspection Act," Griffin said. "The 1967 Wholesome Meat Act amended the 1906 act and included state inspections."

Griffin said plants can fall under four inspection regulations. For a federally inspected plant, the facility must have functioning Sanitation Standard Operating Procedures to make sure the plant is clean and able to produce healthy and safe products before an animal ever enters the facility. He said it also must have a functioning Hazard Analysis and Critical Control Point plan. Federally inspected plants inspect livestock antemortem, during slaughter, and postmortem.

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Industry Update

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State inspected plants operate under a cooperative agreement with the US Department of Agriculture Food Safety and Inspection Service. States' programs must enforce requirements "at least equal to" those imposed under the Federal Meat and Poultry Products Inspection Acts and the Humane Methods of Slaughter Act of 1978. Griffin described state-inspected plants as at more of a localized level than federally inspected plants. Additionally, products produced under state inspection are limited to intrastate commerce, unless a state opts into an additional cooperative program, like the Cooperative Interstate Shipment Program.

Griffin pointed out that not every state has a state inspection program. A little more than half do, some of those states include: Iowa, Kansas, Missouri, Montana, South Dakota, North Dakota, Texas, and Oklahoma. Some plants process meat and poultry and some just process meat. In the event your state does not have a state program, the plant has to be federally inspected.

Another type of plant is called custom exempt. Griffin said a custom exempt operator slaughters livestock belonging to someone else and processes the carcasses and parts for exclusive use of the owner, members of the owner's household, non-paying guests, and household employees. It cannot be sold or donated to a charity or a food bank. Griffin said custom exempt operators often process game meat, so they are usually busy during hunting season.

"It's a way that you can be in the business and harvest animals for someone else," Griffin explained. Two major guidelines for custom exempt harvesting include: no livestock may be slaughtered that result in food unfit for human consumption and products must be marked "not for sale". Griffin said there can be more than one owner of a live animal and, in fact, many producers sell quarters or halves to customers, however the plant must have names of those individuals prior to harvest. USDA or the state inspection program still has authority over these types of plants and they make sure the plant is clean and sanitary as well as audit records. However, for custom exempt, inspectors are not always present during every phase of harvesting.

Finally, there is retail exempt, which really has more to do with stores than it does slaughtering of animals. "Meat inspection regulations provide a retail store exemption for businesses that further prepare meat and meat food products for sale to consumers," Griffin said.

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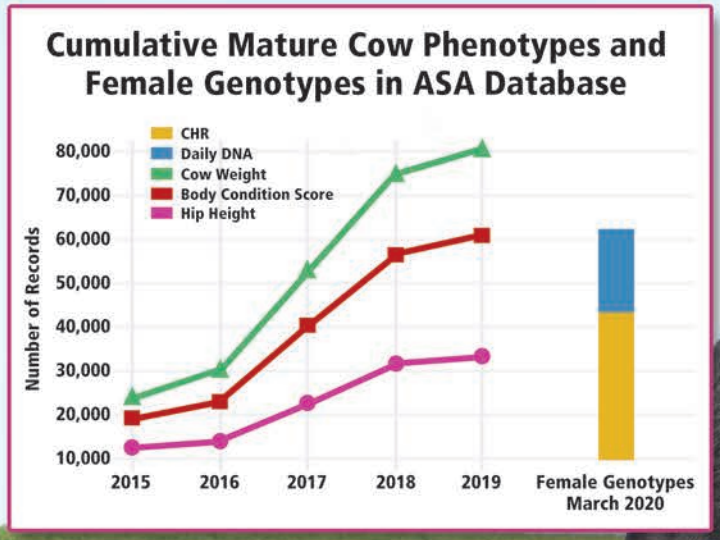

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These stores may include brick and mortar or online commerce, but must have sales to consumers through the location. These customers must include household consumers and other-than-household consumers such as hotels, restaurants, and similar institutions. Sales to other than household consumers cannot exceed 25% of the total consumer sales or currently be greater than $75,700 annually. Only federally or state inspected materials can be sold to consumers if destined for interstate commerce/state inspected for intrastate, and accurate records must be maintained.

Show me the money!

After hearing the types of plants to choose from, the next natural question is how much money will it take to open one of these plants? "Just as heads up, you need a lot of money to start a small plant," said Rob Maddock, North Dakota State University animal science professor. Although he warned of the high costs associated with processing plants, Maddock also acknowledges the need for them. "We lost a lot of our small processing or locker plants and it's really something I think we need," Maddock said. "It helps move some of the beef along. When you get down to it, the small plants don't move that much beef, but it's a good option for a lot of producers."

Maddock said when people think of small plants, they are expecting to process around 20 beef, 40 pigs and 60 lambs a week. He said a medium-sized operation can process 100 to 1,000 beef per week. Then we get into the big plants that handle anywhere from 1,000 to 5,000 beef a day.

"Depending on what you want to accomplish, your feasibility and business plan is going to be very different," Maddock said. "It's a good idea to do a lot of thinking about what you want to accomplish and maybe even hire some people to consult on getting into this business."

Maddock said on average, it will cost about $400 per square foot for greenfield construction. That price includes permits, site prep, utilities, property, building, refrigeration, and other costs for a small 20 head per week plant. Building includes kill floor, coolers, freezers, processing area, office space, inspector office, break rooms, retail sale area, dock, and pens. However, estimates will depend a lot on where the plant is built. Depending on the needs of the plant, it would need to be between 3,000 to 4,000 square feet. According to Maddock, the cost to build a 3,000 square foot plant at $400 a square foot, would cost $1.2 million.

To repurpose an existing commercial building, Maddock estimates it will cost $150 per square foot. However, it could be up to $450 per square foot in higher-cost areas. Maddock recommends using a contractor that has built food facilities before as there are specific requirements plants must meet to be inspected.

The next cost is for equipment for slaughter and processing, which includes rails, hand tools, cookers, smokers, and grinders. Maddock estimates this equipment to cost $300,000 to $400,000 for a small plant. He said sometimes used equipment is available, but it is higher maintenance in the long run. Cost of labor is another aspect that cannot be neglected when it comes to cost and experience of employees.

"As far as labor, when you get started you are going to want someone who knows what they are doing," Maddock said. Maddock estimates a small plant will need one plant manager with experience in processing and business, hourly clerical personnel that could be outsourced, two to three production employees initially, but if the plant is successful it could require seven to eight people — especially for value-added processing.

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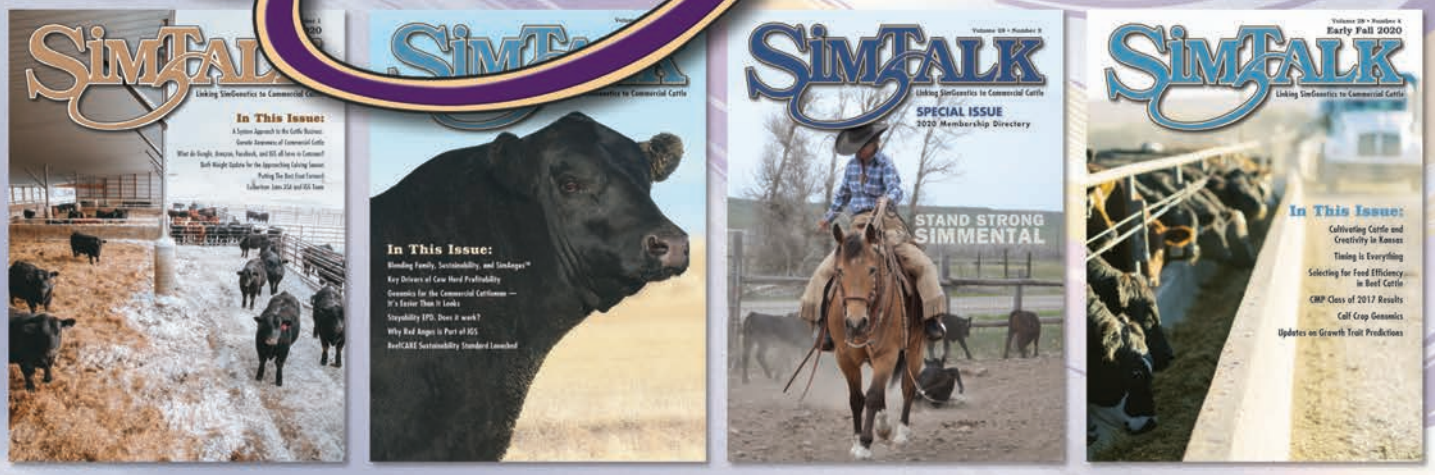

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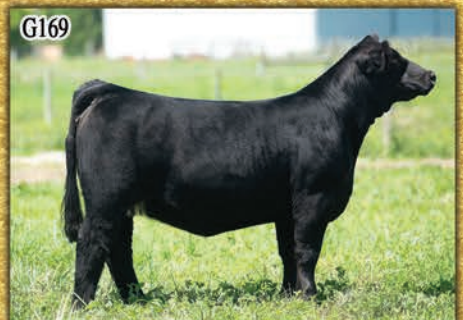

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An additional cost is pre-occupational capital expenses, which includes design of the facility, blueprints, consulting, utility prepayments, soil tests, and environmental impact. This will equal about 20% of the overall plant, property and equipment, or PPE fees, so for a small plant it would require $300,000 in pre-occupational capital.

Any meat left on the bone?

After considering capital investment and related expenses, the next reasonable question is if starting a small plant can actually make any money. Maddock broke it down as to what it could cost to process an animal and how much to sell it for. He said the all-in cost for slaughtering and processing a beef will be around $500 per head, $150 per pig, $120 per lamb. Maddock noted this price is two to three times what it costs Tyson to slaughter each species. This cost is without taxes, interest, depreciation, or profit. Maddock recommended adding 35% to the cost to provide for potential profit and account for taxes, interest, and depreciation. After adding in the taxes, interest, depreciation, or profit, it would cost $675 per head of beef to maintain a viable business model.

"For a 1,300-pound steer at $1.12 per pound, that steer is going to cost $1,456," Maddock explained. "Then throw in $675 for slaughter costs, total cost per animal will be about $2,131, assuming no credit for the drop of hides, offal, bone, or fat, unless you can find some special marketing such as smoking meats or making pet treats."

A 1,300-pound steer, after a 62% dress, will have a hot carcass weight of about 806 pounds. That 806-pound carcass will have about a 60% cut yield, so you will end up with about 484 pounds of meat to sell off that steer. Maddock said $2,131 to slaughter the animal with 484 pounds in meat, would mean you need to charge $4.40 per pound for all cuts of meat on average. He said not to use current beef prices since they are so unrealistic for projections; he recommended using historic beef prices.

At this point, future processing plant owners need to consider which business model to use. With custom plants, livestock producers are responsible for the selling of the animal and/or product. The meat business does not pay for livestock, only charges for slaughter and processing and potentially storage. Inspected plants that are privately held buy the cattle and sell the meat. The Packers and Stockyard Act requires that all livestock must be paid for within 24 to 48 hours of delivery. He also explained the model of a co-op or member-owned plant. It is more flexible in paying for livestock with shared profits and risks.

Another option Maddock highlighted is to hire an existing processor to do the slaughter and processing, but sell the meat yourself as a retail item. It would be considered retail exempt, so operators would need a business license, tax ID number and mostly likely a local health department permit. Maddock said margins tend to be pretty tight and chain space can be an issue. "You don't make a heck of a lot of money doing this, unless you're in a heavily populated area and people are willing to pay a lot of money for meat," Maddock said. "Generally if you make an extra 200 bucks a head, that's what people are looking for. So it's really about marketing."

So there you have it, the basic set-up for a small beef processing plant and estimates for needed capital. "If you're still interested, do a feasibility study so you know what you're getting into," Maddock said. "The good ones should include livestock availability, market potential, capital needs, equipment, labor, building drawings, potential business models, cash flow projections, and eventual return on investments. If it's feasible, you can pull together a business plan and hire an expert to help you with this. People who do this for a living have a pretty good idea of what to expect and if you walk in blind, you're going to miss a lot of things."

Rx Required

US Food and Drug Administration is continuing the phasing-in of a law that requires a prescription for any antibiotic use in animals raised for human consumption

By Susan Himes, Feedlot Magazine

No longer will producers who need injectable antibiotics for their cattle be able to just grab them at their local feed store or order them online.

Producers should be aware that the US Food and Drug Administration (FDA) is continuing the phasing-in of a law that requires a prescription for any antibiotic use in animals raised for human consumption, as well as for all companion animals.

Prescriptions, Livestock and Your Vet

A prescription is already required for most antibiotics delivered to livestock, and the remaining three categories of injectable antibiotics available over-the-counter will soon be joining the list of medically important antimicrobials that require a veterinarian's prescription.

"It will cause a little bit of difficulty because producers who want and need to use antibiotics are going to have to work with their beef cattle or

CONTINUED ON PAGE 70

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livestock veterinarians and develop a veterinary client-patient relationship in advance of any disease issues," said Joe Paschal, Ph.D., AgriLife Extension livestock specialist, Corpus Christi, Texas.

Paschal recommends producers should, if they haven't already, develop a relationship with a local veterinarian to be prepared for these changes. People should also be aware that these laws apply to companion animals like horses.

"This means that your veterinarian knows who you are, knows the kind of livestock you are raising and what you are doing with them, understands your management, and that you agree if they come out to diagnose an illness and use an antimicrobial to treat a disease or illness, you will follow their directions including dosage, duration and withdrawal," he said.

FDA Rules And Regulations

The FDA's Center for Veterinary Medicine stated a two-year phase-in period would be allowed once the FDA Government Guidance document is finalized. A draft version is currently available online.

The FDA has had a law in place since 2017, which made most antibiotics administered to livestock by prescription only. These new guidelines further extend the need for veterinarian oversight by including the remaining injectable antibiotics.

"The amount of antibiotics used by agriculture has been dropping in recent years," said Thomas Hairgrove, DVM, AgriLife Extension specialist, College Station, Texas. "The producers I've spoken with don't seem concerned that these remaining injectables will now require a prescription too."

After a peak in 2015, FDA studies show antibiotic use has declined. In 2017 alone, use of medically important antibiotics dropped 33%.

Tylosin, penicillin, and tetracyclines are among some of the more popular antibiotics still available over the counter as injectables – for now. In 2018, the FDA published a five-year plan for phasing out all antibiotics without a veterinarian's prescription. The plan should be fully implemented by 2023, although compliance is expected as soon as 2020.

Practicing Good Biosecurity

"In the long run, practicing good biosecurity, correctly diagnosing illnesses, and the proper prescription of the right antibiotic may help shorten the incident of the disease, improve the productivity or return of the health of the animal, and reduce overall antibiotic use in livestock, pets, and in humans," said Paschal.

Since some antibiotics are used in both livestock and humans, the FDA's concern is that antibiotic-resistant bacteria could develop more quickly from the widespread use of certain antibiotics that are medically important to humans — negatively affecting both humans and animals.

"Antibiotic resistance is not new, penicillin was discovered in the late 1920s and widely used in humans by the 1940s," said Paschal. "By 1950, the first case of resistance was discovered in humans. This is a step in the right direction to protect these valuable compounds to prevent diseases."

The greater the use of antibiotics, across all species, the greater the number of antibiotic-resistant bacteria or "superbugs" that can develop.

"Although the percentage of antibiotics used in agriculture is declining, we want to continue to use them judiciously and intelligently," said Hairgrove. "Data shows ag is responding in a positive way, and I think our industry is doing a heck of a job."

Beef's Greatest Talent is Protein Upcycling

By Lacey Newlin, High Plains Journal

"There are some really highly educated people out there who are actively against the beef industry," said Tryon Wickersham, associate professor of animal nutrition at Texas A&M University. "I don't think there is going to be anything we can do to change that. I think they will be against everything we do, no matter how we do it, but that doesn't mean we shouldn't mount a defense or stop educating the consumers about the value we bring to their plates."

Wickersham spoke recently at the Oklahoma State University Beef Conference in Stillwater, Oklahoma, in a presentation called "Beef's job title." He says beef's job title is to be a protein upcycler, which means to improve the value of protein.

Wickersham says, on average, it takes 770 pounds of corn to get a beef animal ready for slaughter. Corn is the primary source of human-edible protein, or HEP, we feed and the main competition for food sources between cattle and humans. HEP does not necessarily mean tasty protein, but it is protein a person could consume. For example, grass is a source of non-HEP. Soybean meal, though we would not want to consume it, is a great source of HEP. Some people challenge agriculture for raising corn-fed cattle and believe we should be feeding all that corn to humans.

CONTINUED ON PAGE 72

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"If we didn't feed corn to cattle, we wouldn't compete with humans for that much food," he said. "To justify corn-fed beef, we have to be able to say it is a better use of corn to feed it to cattle instead of children."

He says children are used in his model because they have high amino acid requirements and they grow rapidly. The 770 pounds of corn we normally feed to one beef animal would meet the indispensable amino acid requirements of three children, according to Wickersham. Indispensable amino acids must be consumed in a diet to meet your protein requirements. If a child does not consume them, growth will be stunted.

"We don't think a lot about stunting in the United States, but it's a real problem in the world," Wickersham said. "The world is not deficient in calories, it's deficient in protein and other micronutrients and beef happens to be a really good source of those things. If you want to be a vegetarian in the United States you can, and you can meet your requirements and not be deficient, but not everyone is in the United States."

Wickersham says corn is also high in calories, so those children would have to consume a lot more calories to meet their amino acid needs. In fact, it would be essentially impossible for a child to eat enough corn to meet their requirements.

On the other hand, if we feed the corn to cattle, through the value of protein upcycling we could feed 17 children and easily meet their protein requirements by feeding that one beef animal the 770 pounds of corn. Furthermore, ruminants can utilize sources of biomass that other meat-producing animals, such as fish, pigs, and chickens, cannot.

"We're really dependent on ruminal microbes to convert low-quality sources of protein into a more valuable source of indispensable amino acids," Wickersham said. "Our animals can eat things that those other animals can't and convert them into steak."

Balancing The Pillars of Sustainability

Another method Wickersham uses to measure protein upcycling is net protein contribution or NPC. It estimates how a production system is contributing to meeting human protein requirements. Wickersham says this metric does allow us to address social sustainability. Sustainability is built on three pillars: social, environmental, and economic sustainability. Wickersham says producers cannot pick just one pillar to focus on, they must balance them all.

"The beef industry does a really good job of addressing economic sustainability because everyone wants to stay in business," he said. "We think about environmental sustainability indirectly as a result of improving economics. However, we rarely think about social sustainability of beef cattle production."

According to Wickersham, methane production and HEP consumption are inversely related. The more HEP we feed cattle, generally methane production goes down. Conversely, if we feed them less HEP, methane goes up.

"We want them to balance each other," Wickersham said. "We don't want to go too far down on NPC. We want to have something counterbalancing and pushing against NPC, so we are making the best decisions for the environment too."

Another important figure is protein quality ratio or PQR, which determines if we are improving the protein quality of the product produced. As an example, the input PQR of corn is 36.8 and the output of beef is 112, by the end of the process, the beef animal has improved the protein quality three-fold. Wickersham says corn is about as bad as you can get when it comes to HEP and PQR and beef is at the best. Beef is a fixed biology; we cannot change the amino acid profile for the output. We can, however, change the input.

"We want the protein produced to be better than the protein we fed," Wickersham explained.

Wickersham says we can determine if beef is competing with humans for HEP if we multiply HEP by PQR which will equal the NPC. If it is one or above, it is contributing to the human protein supply. Beef is usually around three, but at times it rises or falls, depending on phases of the beef cycle.

Wickersham says beef has a really great story to tell, but most of the time we fail to tell that story very well. He says NPC is a useful tool for defining the value of beef production systems.

"It gives us social sustainability and allows us to tell a compelling story that beef cattle are producing improved-value protein," Wickersham said. "It also gives us an environmental sustainability and efficiency of nutrient utilization and provides us a way of capturing the benefit of having cows grazing our pasture. That brings value to humans. We are taking that grass that we have no way to utilize and turning it into steak."

CONTINUED ON PAGE 74

KFFC Simmental

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Keith Franck

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KFFC Xena Tommy Lot 122
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KFFC Beth Zohaz Lot 115
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Glenn Selk: Shorten Breeding Season to Produce Uniform Calf Crops

by Glenn Selk, Oklahoma State University Extension

In low-margin businesses such as cow/calf ranching, taking advantage of every profit-enhancing tool in the tool box is important to long term success and survival.

Well-defined 60-day breeding and calving seasons will pay off in heavier and more uniform groups of calves to sell at marketing time. If a small cow operation can market a sizeable number of calves together in one lot, it will realize a greater price per pound (on the average) than similar calves sold in singles or small lots. Proof of this concept has been reported in at least 5 different states. Studies in Kentucky, Arkansas, Texas, Oklahoma, and Arizona have shown advantages in sale price for uniform lots of calves compared to singles and small lots (5 or less).

Usable data were collected on 15,473 lots of feeder cattle sold at auction in eastern Oklahoma and Oklahoma City. Data were collected at 14 locations during October 1997. The number of head in a sale had a significant positive effect on sale price. Lots with 10 or more steers sold for $7.14/cwt over the price of steers sold as singles.

The premium for multiple head sale lots held for heifers but held at about $4.00/cwt. Multiple head lots that were not uniform sold for approximately $2.00/cwt less than uniform lots for steers and heifers. Although this data is now 23 years old, the concept remains just as important in 2020 as it did in 1997.

Results from OQBN (Oklahoma Quality Beef Network) sales in 2010 illustrated that the advantage may be on the increase. Lots of 10 calves averaged about $8.00/cwt more than similar calves sold one head at a time. This advantage increases up to truck-load size lots of 40-60 head where sale price increases were noted as much as $12.00 – $13.00/cwt as compared to similar cattle sold as singles.

A premium for uniform, multiple head lots is generally attributed to the convenience of filling orders for cattle of a specified description on the part of an order buyer. Also, larger, uniform lots may indicate a single point of origin for the cattle leading to less stress and fewer health problems as may be associated with pen of cattle put together.

Small cow/calf operations can take advantage of these price differentials by achieving 60-day breeding seasons so that the calves are born in a short period of time and are of similar age and weight at sale time. This stresses the need for cows in good body condition at calving and fertile bulls used only in short breeding seasons.

USDA Proposes Strengthened Organic Enforcement Rule

The Organic Trade Association (OTA) welcomed the US Department of Agriculture's efforts to boost the integrity of the global organic market through its Strengthening Organic Enforcement proposed rule, which is soon to be published in the Federal Register.

The agency proposed amending the USDA organic regulations to strengthen oversight and enforcement of the production, handling, and sale of organic agricultural products. The proposed amendments are intended to protect integrity in the organic supply chain and build consumer and industry trust in the USDA organic label by strengthening organic control systems, improving farm-to-market traceability, and providing robust enforcement of the USDA organic regulations.

OTA said the Strengthening Organic Enforcement proposed rule is the largest single piece of rule-making since implementation of the National Organic Program regulations and will fundamentally transform the oversight and enforcement of organic production worldwide.

OTA, on behalf of its members, said it has been in the driver's seat with Congress in the 2018 farm bill debate leading up to this historic rule-making, as several proposed requirements are the outcome of OTA's priorities and successful legislative work in the 2018 farm bill, such as closing the loophole on uncertified handlers by requiring certification and mandating electronic certificates for all imports. In addition to its advocacy for the farm bill provisions, in November 2018, OTA submitted comments to USDA regarding its top priorities for boosting the integrity of the global organic market, identifying 15 areas where improvements are needed to strengthen the global organic control system.

The trade group said it supports strong public- and private-sector measures to protect against fraud, deepen transparency across the organic supply chain, and ensure consumer confidence in the organic seal. Alongside updates to the regulation, OTA recently launched a member-driven, industry-wide Fraud Prevention Solutions Program in which organic businesses can enroll to deter and eliminate organic fraud.

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	Sales Close	Ad Materials	Camera Ready	Mail Date
Late Fall 2020	Sept 21	Sept 25	Oct 8	Oct 23
January 2021	Dec 4	Dec 11	Dec 18	Jan 13
March 2021	Jan 20	Jan 30	Feb 10	March 2
Early Fall 2021	July 23	July 30	Aug 12	Aug 30

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Calendar

SEPTEMBER

5 North Carolina Fall Harvest Sale — Union Grove, NC
5 Midwest Fleckvieh Event, Osawatomie, KS
12 Kentucky Simmental Fall Sale — Lexington, KY
16 Gonsalves Ranch Bulls Eye Breeders Angus and SimAngus Bull Sale — Modesto, CA *(pg. 52)*
18-19 Keith Franck Complete Fleckvieh Simmental Dispersal — Waverly, IA *(pg. 73)*
19 ETSSA and HOTSSA Fall Fest Sale — Henderson, TX
19 Family Matters Sale — Auburn, KY *(pg. 81)*
20 Illini Elite Sale — Shelbyville, IL *(pg. 19)*
20 Mertens Cattle Company Dispersal Sale — Watertown, SD *(pg. 54)*
24 Circle Ranch Beef Solutions Bull Sale — Ione, CA *(pg. 17)*
24 Three Cedars Farms' 1st Annual Open House/Private Treaty Sale — Sedalia, MO *(pg. 37)*
26 Ferguson Show Cattle's Rare Vintage Simmental Sale — Jefferson, OH (pg. 67)
26 Head of the Class Sale — Louisburg, KS *(pg. 59)*
26 The Seedstock Connection Sale — Franklin, TN *(pg. 21)*
26 Synergy XIII — Giddings, TX

OCTOBER

3 Buckeye's Finest Sale — Zanesville, OH *(pg. 85)*
3 Factory Direct Sale — Lafayette, IN
4 WSA Midwest Fall Round-Up Sale — Lancaster, WI
9 Ladies of the Lone Star Sale — Grand Saline, TX
9 Red River Farms' Production Sale — Grand Saline, TX *(pg. 55)*
10 Magnolia Classic — Starkville, MS *(pg. 13)*
10 New Direction Sale — Seward, NE *(pg. 43)*
13-14 RA Brown Ranch's 46th Annual Bull and Female Sale — Throckmorton, TX *(pg. 5)*
16 Buckles and Banners Sale — West Point, IA
17 Fred Smith Company Extra Effort Sale — Clayton, NC *(pgs. 44, 53)*
17 Freedom Run Farm – Oktoberfest Fleckvieh Sale — Saline, MI *(pg. 62)*
17 Indiana Performance Tested Bull Sale — Springville, IN
17 MN Beef Expo – White Satin On Ice and All Breeds Sale — Minneapolis, MN
24 Cattlemen's Preferred Sale — Ratcliff, AR
24 Clear Choice Female Sale — Milan, IN
30 26th Annual Hokie Harvest Sale, Virginia Tech — Blacksburg, VA
31 7P Ranch's 45th Annual Production Sale — Tyler, TX *(pg. 7)*
31 Genetic Opportunity Sale — Albemarle, NC
31 High Ridge Farms' Genetic Opportunity Sale — Albemarle, NC *(pg. 56)*
31 Pennsylvania Fall Classic Sale — Waynesburg, PA
31 Red Hill Farms' "Bulls and Females of Fall VI" — Lafayette TN *(pgs. 43, 88)*
31 Yon Family Farms Fall Sale — Ridge Spring, SC

NOVEMBER

1 Hawkeye Simmental Sale — Bloomfield, IA
1 Triangle J Ranch's Annual Female Sale — Miller, NE *(pg. 75)*
2 Hanel's Black Simmentals' Female Sale — Courtland, KS
2 Harriman Santa Fe Annual Bull Sale — Montrose, MO (pg. 40)
7 Cason's Pride and Joy Elite Female Sale — Russell, IA
7 Hilltop Simmentals' Dakota Ladies' Bred Heifer Sale — Worthing, SD *(pg. 83)*
7 Irvine Ranch 16th Annual Production Sale — Manhattan, KS *(pg. 90)*
14 Deer Creek Farm's Annual Bull Sale — Lowesville, VA
14 Gibbs Farms' Bull and Replacement Female Sale — Ranburne, AL *(pg. 89)*
14 SK Cattle's Complete Simmental Dispersal Sale — Aberdeen, SD *(pg. 58)*
15 Houck Rock Creek Ranch's Fall Private Treaty Bull Sale — Allen, KS
16 Bichler Simmentals' Production Sale — Linton, ND
20 Heartland Simmental Performance with Class Sale — Waverly, IA
21 9th Annual Strickland-Driggers Bull Sale — Glennville, GA
21 Best of Both Worlds Sale — Newark, OH
21 Callaway Cattle Company's 8th Annual AffordaBULL Sale — Carrollton, GA
21-24 LMC and Friends Giving THANKS Online Sale VI — www.lamuneca.com
21 Southern Cattle Company Bull Sale — Marianne, FL
21 Stanley Martins Farms' Herd Reduction Sale — Decorah, IA *(pg. 4)*
21 Timberland Cattle's Fall Bull Sale — Vernon, AL
27 Chestnut Angus Female Sale — Pipestone, MN
28 Felt Farms' Foxy Ladies Sale — West Point, NE
28 Right By Design Sale — Middletown, IN
30 WLB Livestock Complete Dispersal — Douglas, MB

CONTINUED ON PAGE 82

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CALENDAR

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DECEMBER

5 Jewels of the Northland — Clara City, MN
5 Montana's Choice Simmental/SimAngus™ Sale — Billings, MT
5 Next Step Cattle Company's 8th Annual Bull Sale — Livingston, AL
5 T-Heart Ranch's Fall Female Sale — LaGarita, CO
12 Hartman Cattle Company's Customer Appreciation Sale — Tecumseh, NE
12 NDSA Annual Showcase/Sale — Mandan, ND *(pg. 84)*
12 North Alabama Bull Evaluation Sale — Cullman, AL
13 Trauernicht Simmental Nebraska Platinum Standard Sale — Beatrice, NE
19 South Dakota Source Sale — Mitchell, SD

JANUARY 2021

15 Diamond Bar S Bull Sale — Great Falls, MT
18 National Western "The One – Volume XXVII" Sale — Denver, CO
19 Powerline Genetics' Bull Sale — Arapahoe, NE
22 Ellingson Simmentals' Annual Production Sale — Dahlen, ND *(pg. 42)*
23 Forster Farms 42nd Annual Production Sale — Smithfield, NE
30 Double J Farms' 47th Annual Private Treaty Bull Sale — Garretson, SD *(pg. 46)*
30 J&C Simmentals' Annual Bull Sale — West Point, NE *(pg. 43)*
31 Triangle J Ranch's Bull Sale — Miller, NE *(pgs. 43, 75)*

FEBRUARY

1 APEX Cattle "Heterosis Headquarters" Bull and Bred Heifer Sale — Dannebrog, NE *(pg. 23)*
1 Gateway Simmental 41st Annual "Breeding Value" Bull Sale — Lewistown, MT *(pg. IBC)*
3 Begger's Big Sky Genetic Source Bull Sale — Wibaux, MT
3 Lazy C Diamond Ranch's Production Sale — Kintyre, ND
4 Hart Simmentals' Power Bull Sale — Frederick, SD
4 Stavick Simmental's Annual Sale — Veblen, SD *(pg. 46)*
5 Cow Camp Ranch's Annual Sale — Lost Springs, KS *(pg. 44)*
5 Kunkel Simmentals' Annual Bull and Bred Female Sale — New Salem, ND
6 39th Annual Klain Simmental Ranch's Production Sale — Ruso, ND
6 Powerline Genetics' PAP Tested Bull Sale — Castle Dale, UT
6 Prickly Pear Simmental Ranch's Bull Sale — Helena, MT *(pg. 50)*
6 Value Based Genetics Sale — Decorah, IA
7 Hartman Cattle Company's Simmental Bull Sale — Tecumseh, NE
8 Dakota Power Bull Sale — Valley City, ND
9 Edge of the West Production Sale — Mandan, ND *(pg. 42)*
10 Jackpot Cattle Company's Bull Sale — Wessington, SD *(pg. 46)*
10 River Creek Farms' Spring Bull Sale — Manhattan, KS *(pg. 44)*
11 Lassle Ranch Simmental's Annual Bull Sale — Glendive, MT
12 Bata Brothers/Bell Family 23rd Annual Bull Sale — Rugby, ND
12 Bred For Balance Sale — Starbuck, MN
13 Kenner Simmentals' 25th Annual Production Sale — Leeds, ND
13 Mississippi/Dixie National Simmental Sale — Jackson, MS
13 Rydeen Farms' 23rd Annual "Vision" Sale — Clearbrook, MN *(pg. 42)*
15 Bulls of the Big Sky — Billings, MT *(pg. 46)*
15 Houck Rock Creek Ranch's Spring Private Treaty Bull Sale — Allen, KS
15 Iowa Simmental "Mark of Excellence" Sale — Des Moines, IA
16 QBVJT Power By Design Sale — Oakes, ND
19 32nd Annual Power Bull Sale — Carstairs, AB
19 Dakota Xpress Annual Bull and Female Sale — Mandan, ND *(pg. 42)*
19 R&R Cattle Company's Annual Production Sale — Chamberlain, SD
19 Sandy Acres' Bull Sale — Neligh, NE *(pg. 43)*
20 7P Ranch's 27th Annual Spring Bull and Female Sale — Tyler, TX
20 Dixson Farms, Inc., Private Treaty Sale — Atwood, KS
20 Nebraska Cattlemen's Classic Simmental Sale — Kearney, NE
20 Yon Family Farms Spring Sale — Ridge Spring, SC
21 Bred For Balance Annual Sale — Starbuck, MN
24 C Diamond Simmentals' Annual Production Sale — Dawson, ND
25 Illinois Performance Tested Bull Sale — Springfield, IL
26 Mid-America Simmental Sale — Springfield, IL
27-3/6 Hofmann Simmental's "Buy Your Way" Bull Sale — Clay Center, KS

MARCH

1 Hanel's Black Simmentals' Black and White Bull Sale — Courtland, KS
1 Sweet 16 Online Bull and Female Sale — www.lot1.com
2 Hill's Ranch's Bull Sale — Stanford, MT *(pg. 46)*
3 Klein Ranch's Annual Production Sale — Atwood, KS
4 Brink Simmentals' Phone Auction — www.brinkgenetics.com *(pg. 86)*
4 Keller Broken Heart Ranch's Annual Sale — Mandan, ND *(pg. 42)*

ST

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Remington Secret Weapon x Red Jewel
bred to LCDR American Outlaw

W/C Bankroll x HPF Right to Love Z338
bred to SR Right Now

Hill/HPF Saban x Basic Look 457
bred to WRS Emergent

Wide Range D002 x Early Girl
bred to Sand Ranch Hand

CDI Perspective x WS Beef King
bred to W/C Pinnacle

Power Drive x Red Jewel
bred to WRS Emergent

Spring Creek Olympian x In Dew Time
bred to CLRS Guardian

SS Watchout x Sharper Image bred to
Welsh's Dew It Right

WRS Emergent x BC Matrix bred to
LCDR American Outlaw

W/C Executive Order x TNGL Stella
bred to LCDR American Outlaw

W/C Executive Order x Shear Force
bred to SAV Brilliance

W/C Executive Order x Red Jewel
bred to WLE Uno Mas

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RHFS Miss Rockstar G25H | ASA# 3749287
WS Revival x RHFS Ms Glitz & Glamour D54H
AI'd to GCC Nickels N' Dimes | ASA# 2659379
Due to calve 1/15/21

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Sim-Genetics

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Muskingum Livestock Auction Co., Zanesville, OH

RHFS Diva F20H | ASA# 3417512
LLSF Pays to Believe ZU194 x STF Embellish W70X
AI'd to HTP/SVF In Dew Time | ASA# 2285555. **Due to calve 9/23/20**

RHFS Miss Fine C51H | ASA# 3748494
RHFS Upscale Y33H x RHFS Ms Fine Chyna Z27H
AI'd to CCR Cowboy Cut 5048Z | ASA# 2703910. **Due with a heifer to calve 2/16/21**

RHFS Miss Hugs D27H | ASA# 3122782
CDI Rimrock 325Z x RHFS Kisses B08H
AI'd to W/C Last Call 206A | ASA# 2785178. **Due with a heifer to calve 2/16/21**

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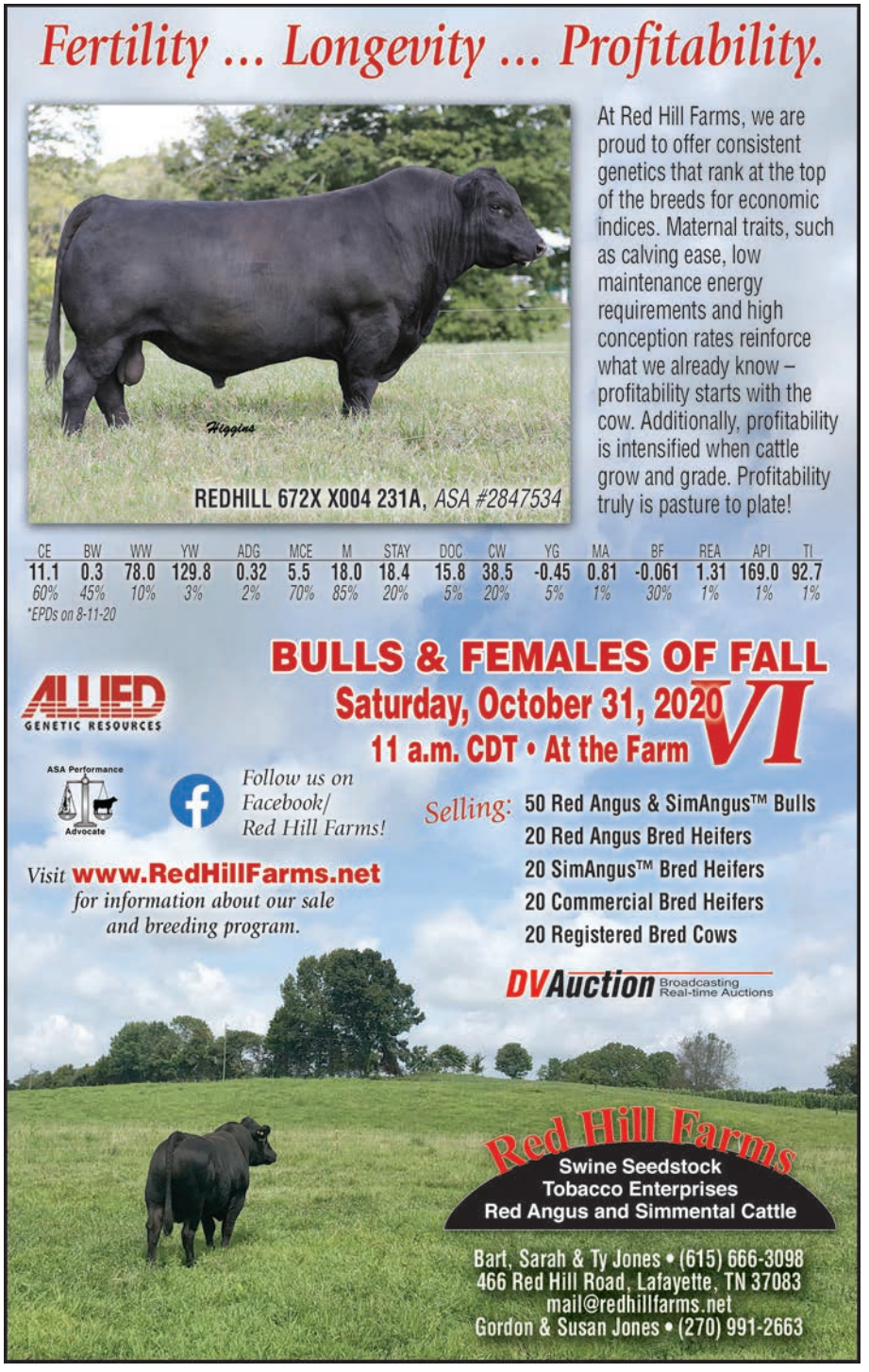

ST

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9550G ASA# 3717022 || PB Simmental
SIRE: Gibbs Broad Range $API 157 $TI 83

9124G ASA# 3717089 || PB Simmental
SIRE: Koch Big Timber $API 159 $TI 85

9190G ASA# 3716946 || PB Simmental
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IR MS Geneva F819
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1/2 SM 1/2 AN

60 Bulls

IR Momentum G240 API $173, TI $92

3/8 SM 5/8 AN

IR High Road G230 API $174, TI $95

1/2 SM 1/2 AN

IR All Aboard G302 API $162, TI $92

PB SM

IR High Road G305 API $179, TI $100

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