

Volume 26 • Number 5
Late Fall 2018

SimTALK

Linking SimGenetics to Commercial Cattle



Embrace the Past,
Imagine the Future

Performance Advocate Program Completes Ninth Year

See page 8

ASA Performance



Advocate

In This Issue:

- Data Driven, Commercially Concentrated
- Focusing on Essential Carcass Data Collection
- The Right Kind of Partner
- Marketing Feeder Calves with a Price Slide
- Managed Grazing for Drought Resilience



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Marianna

EPD'S AS OF 9-1-18



7115E

ASA: 3275744 API: 167.3 TI: 81.4



7103E

ASA: 3275780 API: 168 TI: 82.6



596E

ASA: 3242801 API: 178.9 TI: 87.8



7156E

ASA: 3275739 API: 151.2 TI: 73.4



235E

ASA: 3242441 API: 136.1 TI: 67.5



7135E

ASA: 3275716 API: 137.2 TI: 73.5



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PRESENTING...

Smith Fear Not



This herd sire prospect offers quality and outcross genetics to the Simbrah breed as his pedigree sets him apart from the more traditional lines. He is sired by Smith Have No Fear 909B, a SVF Steel Force and out of the now deceased and breed standout, LMC Diva.

McCrary Farms and Reavis Farms both purchased a one-third breeding and possession interest in Smith Fear Not at the Synergy XI sale for \$7,500 each. We are excited about this breeding piece for our programs and feel he's going to have a big impact on Simbrah.



Smith Have No Fear 909B, Sire of Smith Fear Not 204F

Owners of Fear Not:

Smith Genetics, Tim Smith
512-587-7896
smithgenetics1@gmail.com

Reavis Farms, Wayne Reavis
956-207-1447
jwreavis@aol.com

McCrary Farms, Mark & Martha McCrary
903/278-6819
mamamc4@aol.com

SIMTALK

VOLUME 26 - NO. 5
Linking SimGenetics to Commercial Cattle

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University of Illinois Research Specialist Wes Chapple measures hip height, one of six traits measured and reported for determination of ASA's Performance Advocate status.



- FOR SALE -



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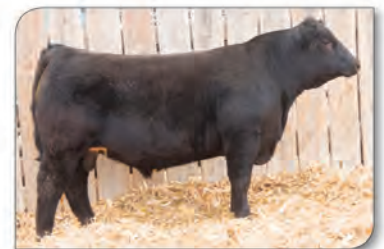
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TRAIT	CE	BW	WW	YW	ADG	MCE	MILK	MWW	STAY	DOC	CW	YG	MARB	BF	REA	SHR	\$API	\$TI
EPD	+15.6	-2.4	+64.2	+98.3	+21	+7.9	+23.1	+55.2	+18.3	+18.9	+30.1	-.35	+.60	-.055	+.93	-.45	\$159	\$82
ACC	.76	.88	.85	.85	.85	.46	.51	.52	.26	.74	.68	.51	.64	.51	.68	.16		

DNA tested DLF, Homozygous Black, Homozygous Polled

EPDs as of 9/25/2018 **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	+18.3	-3.0	+73.8	+109.6	+22	+11.1	+26.6	+63.4	+23.3	+13.7	+27.0	-.54	+.54	-.056	+1.49	-.46	\$186	\$93
ACC	.79	.92	.88	.87	.87	.43	.61	.62	.37	.35	.71	.50	.60	.50	.66	.20		

EPDs as of 9/25/2018 **TOP 35%**

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CE: 18.1 BW: 0.3 WW: 75.4 YW: 112.4 API: 177.5 TI: 90

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- Top 1 percent for Weaning, Yearling and TI
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CE: 12.8 BW: 0.5 WW: 100 YW: 142.4 API: 149.5 TI: 95.1

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7SM94 CCR PAYWEIGHT 0327C // 3111910

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CE: 17.3 BW: -1.5 WW: 68.1 YW: 100.9 API: 129.7 TI: 74.7

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EPD's as of 9/11/18

FROM THE EDITOR *By Jackie Atkins, Ph.D.*

Fall has arrived and with it comes change. Leaves are turning, nights are getting cold (it was 48°F in my house this morning — not outside — in my house!). For spring-calving herds, their calves are weaned and fall-calving herds are welcoming their new calf crop and preparing for breeding soon.

The ASA Publication team has also gone through some changes that we are excited to announce. We have expanded our editorial team to include Drs. Rachel Endecott and Jackie Atkins as managing editors, Dan Rieder continues as a consulting editor, and Emme Troendle and Lilly Platts were recently promoted to editors for ASA Publication. Bill Zimmerman has joined the team as a reporter, covering conferences and industry events. We are excited about this new collaboration. Dr. Endecott, Montana State University

Extension Beef Cattle Specialist for ten years, is no stranger to developing educational material for the beef cattle industry. Dr. Atkins had a strong teaching and communication focus during her graduate training and is passionate about bringing practical tools to beef cattle producers and breeders. Troendle has worked for ASA Publication since 2015 in editorial services. Platts has served in a similar capacity since November of 2016. Rachel, Jackie, Emme and Lilly all come from production agriculture backgrounds and share an enthusiasm for beef industry communication and education.

Along with these developments, the feature, "From the Director of Education," will morph into "From the Editor" with rotating views and thoughts from the editorial team. Hope your fall brings enjoyable changes to your world.

ST



Jackie Atkins, Ph.D.



Rachel Endecott, Ph.D.



Lilly Platts



Emme Troendle

Driggers Simmental Farm

7th Annual Stickland-Driggers Bull Sale

Saturday, December 8 at 1:00 PM EST, Glennville, Georgia

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We have been participating with our neighbors, Strickland Angus Farm, for the past 6 years in holding a joint bull sale, the 2nd Saturday in December. This year we will be offering 40 bulls total: **28 SimAngus™ Bulls, 6 PB Simmental Bulls and 6 PB Angus Bulls.**

All Driggers Simmental Farm bulls will have DNA enhanced EPDs to help make better selection decisions. All bulls will have carcass ultrasound data and have passed a complete breeding soundness exam.

Driggers Simmental Farm has been enrolled in THE since 2003 and had all our cows DNA tested as part of the ASA Cow Herd Roundup. We are also an ASA Performance Advocate.



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Performance Advocate Program Enters Ninth Year

ASA Performance



PA Program Recognizes Data Reporting

After nine years, ASA's Performance Advocate (PA) program, which recognizes those breeders who consistently submit performance data on six different traits, continues to gain momentum.

The six traits, for which all data must be reported, are: calving ease; birth weight; weaning weight;

yearling weight; yearling hip height; and ultrasound. The maximum score for each of the six traits is 100, with the PA score calculated as the sum of the scores for each trait.

PA scores listed in this issue are for the Fall 2016 and Spring 2017 calf crops

Following are testimonials from several breeders who have been actively pursuing Performance Advocate status for their herds.

RLE Simmental, Jackson, MO

Located in southeast Missouri, RLE Simmental, a 30-head Simmental operation, is owned and operated by Roger Eakins. The operation dates back to 1974 with an introduction to Simmental in 1995. The forage-based herd calves primarily in the spring, but also has a small fall-calving herd. All cows and replacement heifers have genomically enhanced EPDs. Spring cows start calving mid-January and receive supplementation starting 40 days before calving. Fall cows start the first week of September and get no supplementation.

All cows and heifers are AI-bred utilizing fixed-timed estrus synchronization protocols and the tight calving season is 30 to 50 days. Cows are pregnancy checked and embryos fetal sexed at 80 to 90 days after AI. Reproduction and functional traits are a high priority.

Bulls are developed on the farm and are sold private treaty or consigned to the Southeast Missouri Tested bull sale. All heifers kept for replacements are enrolled in the Missouri Show-Me-Select Replacement Heifer program and meet all the guidelines for the program before they are retained in the herd, sold off the farm, or in the SEMO Show-Me-Select sale.



RLE Simmental cows on summer pasture.

Eakins credits previously working as regional livestock specialist with the University of Missouri with seeing the value of data. "My prior position as regional livestock specialist with the University of Missouri blessed me with being able to work with hundreds of producers with Beef Cattle Improvement and the Missouri performance test program. Accurate contemporary groups, and complete calving and performance data ensure quality EPDs for our herd. The Total Herd Enrollment (THE) is a great tool for our herd and keeps us timely and on track."

Sett Ranch, Whitesboro, TX

Situated just south of the Red River in the little town of Callisburg, Sett Ranch focuses on producing quality genetics through collecting data and records to develop cattle with calving ease, balanced EPDs and high carcass traits for customers. The operation is Fleckvieh focused with a few black and purebred Simmental and Angus.

CONTINUED ON PAGE 10

Sett Ranch cattle at feeding time.



Sharing the Herd FEMALE SALE



DEC
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Performance Advocate Program Enters Ninth Year

CONTINUED FROM PAGE 8

Owned and operated by Eugene and Sue Mills, Sett Ranch started in 2011 with the purchase of a few cattle from the Designer Classic Sale at Buzzard Hollow Ranch, Granbury, TX. The Mills credit Fed Schuetze from Buzzard Hollow Ranch with their introduction to Fleckvieh Simmental cattle. Sue says, "We toured the facilities and learned a lot from Fred

Schuetze about the breed, which gave us a lot to think about. Most of our experience was in dairy cattle.

Being new to the beef industry and to the American Simmental Association, Schuetze and his staff, along with others we have met, have been wonderful mentors, helping us with the Association programs and setting up our breeding program."

University of Illinois, Champaign-Urbana, IL

The University of Illinois operates three beef cattle research facilities throughout the state of Illinois. The Urbana Beef and Sheep Field Laboratory, Dixon Springs Agricultural Center (DSAC), and Orr Beef Research Center are located at different demographic areas within the state to optimally serve as a source of outreach and education to local commercial and purebred producers and cattle feeders. Extension presence at each facility further distributes research findings to the public.

The Urbana Beef and Sheep Field Laboratory, located south of the main campus in Urbana, houses 170 purebred Angus cows and 900 SimAngus™ feedlot cattle. Research is focused on breeding females and feedlot feed efficiency, alternative feedstuffs, and ruminal metabolism.

DSAC maintains 850 commercial cows in southern Illinois. SimAngus genetics are used extensively at DSAC. Progeny are predominantly used in feedlot research on campus to serve a significant source of feed intake, feed efficiency, feedlot performance, and carcass characteristic data for the American Simmental Association. Within the cow herd at DSAC, research also includes fetal programming work, fescue grazing management, parasite management, and trace mineral supplementation projects.

The Orr Beef Research Center is comprised of 200 registered SimAngus cows in west-central Illinois. The breeding program at the Orr Center has historically focused on the production of replacement bulls for internal use and replacement heifers for residual feed intake (RFI) and feed efficiency projects. Research efforts have primarily concentrated on drylot systems management, winter feeding strategies, and grazing systems management.



University of Illinois calf on summer pasture.

JBB Simmentals, Monroe, NC



Broadaway's donor cow, SS Joker's Lady LL.

Jeff Broadaway's, JBB Simmentals, splits the focus of his operation between a traditional commercial cow-calf operation and a 25-head seedstock operation. The ranch, located approximately 45 minutes southeast of Charlotte, NC, was originally started in the 1970s by Broadaway's grandfather, A.W. Mills.

Broadaway's grandfather transitioned from a sheep operation to Hereford-based commercial heifers, and those Hereford cows are the base of the brood cow herd today. The purebred Simmental operation started in 1996 with the purchase of one black baldy heifer at the dispersal of a local operation. During the same time Broadaway worked for Gene and Kathie Price, K&G Simmentals, and with their influence, developed a love of the breed.

CONTINUED ON PAGE 12

TAKE A LOOK AT OUR STARTING LINEUP!

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Performance Advocate Program Enters Ninth Year

CONTINUED FROM PAGE 10

The growing operation has expanded its genetic base to include Simmental, Angus, and SimAngus with an additional 25 commercial cows. “My goal is to develop cattle that will work in both purebred and commercial herds to produce more pounds of calf, as well as give our customers the genetic base to improve their cow herds. I have always believed that you can’t manage what you don’t measure and my goal each

year is to collect as much data on the herd as possible — yes, even the commercial cows — to make the most informed decisions I can. The Performance Advocate program is a true jewel in the Simmental breed and I encourage every member to submit data. Not just the data on the good calves, but all of the data. We are unquestionably the ‘Performance Breed.’ Now let’s prove it.”

Bar CK, Culver, OR

At Bar CK, the customer’s profits are top priority. Their goal is to provide commercial cattlemen genetics that maximize their net income. To attain this goal, they leverage science critical to aid in breeding solutions, optimizing practical, real-world applications including selection indexes such as \$API and \$TI. These indexes have all the collected DNA panels and phenotypic measurements incorporated into them.



Left to right: Steve, Katey, and Devyn Farley; Margo, Mike and Crystal Alley.

Selecting for top indexing sires for over a decade has resulted in the physical attributes: more moderation; cleaner front ends; improved udders; lower maintenance; softer made; better feet; and sound structure. Mike Alley, owner and operator, says, “We believe these same attributes have actually made the cattle more attractive. The real-world results for our customers have been longer lasting cows that calve easy and wean healthy, heavy calves. These calves have been selling at the top of the markets. They have been able to compete with much higher growth cattle for post-weaning average daily gain because of their health and have excelled for carcass traits.”

Bar CK has always been a strong supporter of programs like the PA. Ally shares, “By collecting more meaningful data that can be incorporated into the selection indexes, the tools ASA offers will become even sharper for sire selection in the future.”

Sunflower Genetics, Maple Hill, KS

Steve and Mary Gleason have been raising SimAngus seedstock since 1981. Sunflower Genetics started producing SimAngus genetics years before the cross became popular and has since developed a reliable program producing bulls and females for commercial and seedstock producers. They have found success in emphasizing an understanding that the breeding decisions they make can affect a customer’s herd for generations to come.

The Gleasons work diligently each year to collect valuable data on each animal, running 450 females. Steve has been sending every steer calf to a local feedlot for years to collect carcass data and evaluate the end product of their genetics. Each March, the Gleason family holds a production sale, selling 100 bulls and 60 to 70 open females.

The entire cow herd, including purebred Angus, is enrolled in THE, requiring calving data be submitted on every cow each season. Each piece of data is taken into consideration when selecting replacements, deciding which bulls to sell, and determining which cows are performing adequately. Mary explains, “We use it as a tool, analyzing it all. Each animal needs to be at least acceptable on each trait we measure.”



Ben, Jake, Mary, Steve, Becky, Joe, and Sam Gleason.

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Performance Advocate Scores



CONTINUED FROM PAGE 12

Fall Calf Crop, 2016

Breeder	Score
Tom Brothers, Campbellton, TX	600
Henderson, Michael H, Wiota, IA	600
Holliman, Jimmy, Marion Junction, AL	600
Dixon Farms, Thomasville, AL	600
Circle M Cattle Company, Burlington, NC	600
Eakins, Roger L, Jackson, MO	600
CLM Ranch, Olean, MO	600
Drigger's Simmental Farm, Glennville, GA	600
Pinedale Farms, Clanton, AL	600
Gunter, Russell, Thomasville, AL	600
Sett Ranch, Whitesboro, TX	600
Sucarnoochee Cattle Company, Thomasville, AL	600
Red Hill Farms, Lafayette, TN	598
Irvine Ranch, Manhattan, KS	596
Woodco Cattle Company, Thomasville, AL	596
Sunflower Genetics, Maple Hill, KS	593
Rakes, Rocky W, Danville, VA	593
Waters Edge Farm, Nashville, TN	590
Whelan Farms, Wadley, AL	585
Dearmon Fork Farms, Millry, AL	582
Pineview Farms, Hamptonville, NC	575
Gibbs Farms, Ranburne, AL	566
River Creek Farms Inc, Manhattan, KS	553
Broadaway, Jeff, Monroe, NC	549
Bar CK Cattle Company, Culver, OR	549
Lonesome Pine Farm, Prattville, AL	542
Deer Creek Farm, Lowesville, VA	541
One Equals One Farms, Dietrich, ID	540
Saxe Farm, Thompsonville, IL	536
Martin & Son Farm, Lyles, TN	533
Little Creek Farm LLC, Starkville, MS	533
Callaway Cattle Co, Hogansville, GA	530
Massey Farm, Burlington, NC	526
Angel Hill Angus Farm, Ward, SC	525
Slayton Farms, West Plains, MO	522
CK Cattle, Hope Hull, AL	520
Chattahoochee Ridge Cattle Co, Headland, AL	520
Haven Hill Simmentals, Milan, IL	510
Cattlemen's Choice Genetics, Deepwater, MO	508
Helms, W Parks, Monroe, NC	505
Hart Simmentals, Frederick, SD	500
Rydeen Farms Simmental's, Clearbrook, MN	500
J&S Simmentals, Windsor, MO	500
Walbridge, Scott & Nancy, Hinckley, MN	500
Bush Farms, Eufaula, AL	500
Grimes, Lauren, Hillsboro, OH	500

Spring Calf Crop, 2017

Breeder	Score
Bridle Bit Simmentals, Walsh, CO	600
Hook Farms, Tracy, MN	600
South Dakota State Univ, Brookings, SD	600
Hays, Craig L, Maryville, MO	600
Eakins, Roger L, Jackson, MO	600
CLM Ranch, Olean, MO	600
Rousey, Tyrell, North Platte, NE	600
Lonesome Pine Farm, Prattville, AL	600
Sett Ranch, Whitesboro, TX	600
Clear Springs Cattle Co, Starbuck, MN	600
Arrow A Ranch, Combine, TX	600
McDonald Farms, Blacksburg, VA	584
Red Hill Farms, Lafayette, TN	582
Sunflower Genetics, Maple Hill, KS	581
Advanced Beef Genetics, Wiota, IA	580
Virginia Tech, Blacksburg, VA	573
Rockin' L4 Ranch, Bonners Ferry, ID	572
Dikeman, Michael E, Manhattan, KS	568
Salinas Farms, Marion, MI	567
T & T Cattle LLC, Riverton, WY	566
River Creek Farms Inc, Manhattan, KS	556
M/S Stavick Simmental, Veblen, SD	550
University of Nebraska, Lincoln, NE	550
University of Illinois, Baylis, IL	548
J-C Simmentals, Clare, MI	546
Rydeen Farms Simmental's, Clearbrook, MN	536
Ellingson Simmentals, Dahlen, ND	535
Jones Ranch, Telephone, TX	531
Wildberry Farms, Scales Mound, IL	513
Kindel, Larry C & Cynthia J, St Johns, MI	506
Cow Camp Ranch, Lost Springs, KS	505
Rocking B, Oakdale, IL	500
Pine Valley Farm, Jefferson, TX	500
Select Cattle Enterprises, Armuchee, GA	500
Deer Creek Farm, Lowesville, VA	500
Midhill Simmentals, Barneveld, WI	500
Double B Acres, Sterling, OH	500
Walbridge, Scott & Nancy, Hinckley, MN	500
Damar Farms, Eau Claire, WI	500
Diamond H Ranch, Victoria, KS	500
Ok Ranch, Nashville, AR	500
Lovaas Ranch, Yellville, AR	500
Mai, Dillon, Bonners Ferry, ID	500
Keene Cattle Company, Hartley, IA	500
Rice, Blake A, Bonners Ferry, ID	500

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TJ MAIN EVENT 503B x TRPH MS CATALYST A384



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MARB +0.73 || RE +0.94 || API +162.2 || TI +95.9

TFS ALLIED FORCE 2630Z x JC MS TEN 447P 532C



JC707E 5/8 SM 3/8 AN ASA 3281708
CED +17.9 || BW +0.8 || WW +71.7 || YW +111.6
MARB +0.2 || RE +0.86 || API +126.5 || TI +72.1

J BAR J NIGHTRIDE 225Z x GVF MISS UPGRADE 301C



711E 1/2 SM 1/2 AN ASA 3335831
CED +13.1 || BW +1.6 || WW +62.3 || YW +100.4
MARB +0.62 || RE +0.64 || API +144.5 || TI +79.1

CCR SPARTAN 9124A x J BAR J MISS PREDEFINITE



J-J 739E 5/8 SM 3/8 AN ASA 3238526
CED +17.1 || BW +1.1 || WW +80.8 || YW +119.6
MARB +0.39 || RE +0.57 || API +145.3 || TI +81.1

CCR COYBOY CUT 5048Z x TJ MISS NEW DAY U19



29B 1/2 SM 1/2 AN ASA 2891386
CED +15.5 || BW +0.6 || WW +77.3 || YW +114.7
MARB +0.54 || RE +0.74 || API +147.1 || TI +84.4

CCR SPARTAN 9124A x GW MISS LUCKY MAN 692T



J-J 732E 5/8 SM 5/16 AN 1/16 CS ASA 3238516
CED +11.2 || BW +1.4 || WW +77.6 || YW +118.3
MARB +0.46 || RE +0.55 || API +142.3 || TI +80.7

TJ Z54 x HRM MS XAVIER C572



E7011 3/8 SM 5/8 AN ASA 3285696
CED +7.9 || BW +0 || WW +92 || YW +142
MARB +0.65 || RE +0.84 || API +152.2 || TI +91.8

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E7043 5/8 SM 3/8 AN ASA 3285662
CED +9.8 || BW +0.7 || WW +76.8 || YW +117.1
MARB +0.44 || RE +1.03 || API +144.9 || TI +79.9

GIBBS 4475B PIRATE x KJS MS ROLL THE DICE 365



JC788E 1/2 SM 1/2 AN ASA 3281759
CED +10.2 || BW +0.4 || WW +61.5 || YW +99
MARB +0.52 || RE +0.76 || API +130.1 || TI +75.2

TJ 911 RESCUE 303C x LRS MS GAME ON 2018Z



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Collecting data is at the forefront
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*The Smoky Hills region
is a productive area
for running cows.*

*Austin, Kelsie, Maddie, Kim, Andy,
and the family dog, Copper.*

by Lilly Platts

Commercial producers rarely submit actual carcass data on their calf crops due to a variety of reasons. For Andy Kratzer, obtaining this data is simply part of raising cattle. A career in computer science and math has always pushed him to keep track of data, analyze it, and use it to improve. As part of ASA's commercial Total Herd Enrollment (THE) program, he submits various performance measures in addition to carcass data. Interest in Simmental started with his father, who purchased Simmental bulls in the 1970s. Today, he and his wife, Kim, run Simmental-influenced commercial cattle in the Smoky Hills region of Kansas.



*David, Mary, Eric,
Kim, Zane, Andy,
and Tim Kratzer.*



Rooted in Agriculture

Raised on his parents' farm and ranch, Kratzer learned about agriculture and developed an interest in the beef industry. After graduating from college in Salina with degrees in computer science and math, he decided to remain in the same general area, renting land and a house between his hometown, Geneseo, and Salina.

Initially, Kratzer ran cows with his father's herd while attending school. Renting land from a retiring neighbor allowed him to run his cows separately and to expand. He eventually purchased land with a house and outbuildings, which now makes up the home place. Over this time the cow herd was built up to the 175 Simmental-cross females he now runs. When asked why he chose to pursue a professional career in addition to keeping cattle, Kratzer explains, "I was raised around cattle, know how to take care of them, and it seemed like a natural fit."

Attention to Detail

The Kratzer commercial operation is not only set apart by the submission of data, but also by the low-stress methods used throughout the process. Instead of removing the calves from the cows during weaning, cows are progressively removed from the pasture (when fence line weaning is not feasible). Kratzer explains that he will initially remove around half of the cows, and several days later, remove the rest of the cows from the pasture. This method prevents calves from crawling out of the pasture, as there will be either mother cows or calves that have been without their dams for several days to keep the newly-weaned calves calm.

Because retained ownership is maintained throughout, it is especially important that each animal stays healthy throughout the weaning, preconditioning, and feedlot process. After the spring calves are weaned and determined to be calm enough to move without extra stress, they are brought back to



Kim's daughter, Maddie, helping during calving season.

the home place and put on wheat pasture. Depending on available feed, they may be fed silage. In either February or March, the spring calves are sent to the feedlot.

CONTINUED ON PAGE 22



Kansas summers can be hot, but the productive grassland continues to sustain the Kratzer's cattle.



\$15

Card Uproar 49Y

By Mr NLC Upgrade
EPDs: CE: 6 \$API: 119 \$TI: 77



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CAJS Blaze of Glory 42B

By WLE Uno Mas X549
EPDs: CE: 13 \$API: 130 \$TI: 73



WS A Step Up X27

By SS Ebony's Grandmaster
EPDs: CE: 11 \$API: 110 \$TI: 62



Mr. Hoc Broker C623

By Steel Force
EPDs: CE: 2 \$API: 79 \$TI: 56



SSC Shell Shocked 44B

By Remington Secret Weapon 185
EPDs: CE: 18 \$API: 110 \$TI: 58



THSF Lover Boy B33

By HTP/SVF Duracell T52
EPDs: CE: 17 \$API: 138 \$TI: 72



Fitz POL Blazon B1203

By PRS Blazin Hot W192
EPDs: CE: 12 \$API: 119 \$TI: 70



S&S Sweet Dreams 507C

By CNS Dream On L186
EPDs: CE: 9 \$API: 115 \$TI: 62



CSCX Bandwagon 513A

By TJSC Optimus Prime
EPDs: CE: 10 \$API: 118 \$TI: 68



W/C Bullseye 3046A

By Lock N Load 54U
EPDs: CE: 19 \$API: 134 \$TI: 67



Kappes Big Ticket C521

By Lock N Load 54U
EPDs: CE: 11 \$API: 118 \$TI: 67



NEW

Hook's Brilliance 37B

By Hooks Shear Force
EPDs: CE: 13 \$API: 175 \$TI: 85



NEW

OBCC Ships Ahoy D150

By CCR Anchor 9071B
EPDs: CE: 17 \$API: 152 \$TI: 76



NEW

PAL/CLAC Meant To Be 823E

By Mr HOC Broker
EPDs: CE: 7 \$API: 101 \$TI: 63



NEW

JBSF Gavel 9D

By Mr TR Hammer 308A
EPDs: CE: 9 \$API: 112 \$TI: 69



TJSC 152A "Vindication"

By Flying B Cut Above
EPDs: CE: 2 \$API: 88 \$TI: 55



STF Rock Solid 033C

By CDI Rimrock 325Z
EPDs: CE: 11 \$API: 121 \$TI: 72



CNS Pays To Dream T759

By CNS Dream On L186
EPDs: CE: 13 \$API: 118 \$TI: 69



NEW

WS Proclamation E202

By CCR Cowboy Cut 5048Z
EPDs: CE: 17 \$API: 155 \$TI: 90



Angus

Circle M Tejas 107Z

By BC Lookout 7024
EPDs: CE: 14 \$API: 112 \$TI: 54



W/C Relentless 32C

By Yardley Utah Y361
EPDs: CE: 7 \$API: 128 \$TI: 73



3/4 SimAngus

WS Stepping Stone B44

By W/C Lock Down
EPDs: CE: 9 \$API: 127 \$TI: 74



Angus

Silveiras Style 9303

By Gambles Hot Rod
EPDs: CE: 15 \$API: 116 \$TI: 58



Angus

SP The Answer 813

By SAV Final Answer 0035
EPDs: CE: 17 \$API: 135 \$TI: 70



WS Revival B26

By LLSF Uprising Z925
EPDs: CE: 13 \$API: 123 \$TI: 70



LLSF Pays To Believe ZU194

By CNS Pays To Dream T759
EPDs: CE: 8 \$API: 114 \$TI: 70



W/C Bankroll 811D

By W/C Loaded Up 1119Y
EPDs: CE: 16 \$API: 135 \$TI: 68



W/C Cash In 43B

By JS Sure Bet 4T
EPDs: CE: 13 \$API: 112 \$TI: 59



LLSF Addiction AY792

By Top Grade
EPDs: CE: 7 \$API: 110 \$TI: 63



W/C Rolex 0135E

By Yardley Utah Y361
EPDs: CE: 16 \$API: 123 \$TI: 65

NEW



CDI Executive Power 280D

By W/C Executive Order
EPDs: CE: 12 \$API: 145 \$TI: 85



HPF Tradecraft D010

By JF Milestone 999W
EPDs: CE: 5 \$API: 107 \$TI: 67



FB1 Combustible Y34

By Steel Force
EPDs: CE: 13 \$API: 95 \$TI: 59



LLSF Uprising Z925

By Heads Up 20X ET
EPDs: CE: 7 \$API: 106 \$TI: 74

SimAngus™



CCR Anchor 9071B

By CCR Cowboy Cut 5048Z
EPDs: CE: 18 \$API: 161 \$TI: 82

SimAngus™



HILB Royal Rumble E102W

By W/C Executive Order 8543B
EPDs: CE: 14 \$API: 135 \$TI: 76

NEW



W/C Grandstand 6B

By W/C Wide Track 694Y
EPDs: CE: 15 \$API: 143 \$TI: 69



W/C Catchin A Dream 27X

By Dream Catcher
EPDs: CE: 10 \$API: 131 \$TI: 68



HPF Rockstar B332

By JF Milestone 999W
EPDs: CE: 7 \$API: 115 \$TI: 76



LHT Viper 65E

By W/C Loaded Up 1119Y
EPDs: CE: 16 \$API: 121 \$API: 63

NEW



JBSF Logic 5E

By W/C Relentless 32C
EPDs: CE: 13 \$API: 124 \$TI: 65

NEW



Long's Stand Alone B35

By Built Right
EPDs: CE: 6 \$API: 127 \$TI: 69



Yardley Top Notch C371

By Sandeen Upper Class 238E
EPDs: CE: 12 \$API: 128 \$TI: 65



HILB Maverick A43

By GLS New Direction X148
EPDs: CE: 9 \$API: 95 \$TI: 59



Rousey Gold Strike 512C

By Hooks Trinity 9T
EPDs: CE: 18 \$API: 157 \$TI: 85

SimAngus™



WLTR Nashville 22A ET

By High Voltage
EPDs: CE: 11 \$API: 115 \$TI: 68

Warren



SAS Big Bruzer Y131

By King of the Yukon (outcross)
EPDs: CE: 10 \$API: 121 \$TI: 66



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CONTINUED FROM PAGE 19



In addition to running cows, a variety of row crops are harvested.

Kim works on the ranch full-time, and is responsible for bookkeeping and regularly checking the cows. While extra effort is put into low-stress handling of the cattle, the Kratzers still treat their females like commercial cows. Calving ease is still of utmost importance, and like any commercial operation, females have to be self-sufficient. “I would feel comfortable not checking them during calving season because of the calving ease of the bulls and heifers we select,” says Andy.

Focused Data Collection

For the last five years, Andy and Kim have retained ownership on their calves, utilizing the feedlot that Andy’s brother, Tim, works at and other local feedlots. For the last two years, they have received individual data as opposed to the easier-to-attain group data. While individual data is obviously more useful for decision making and selection, Kratzer points out that it takes time and effort to work out the errors that can happen, such as issues with EID tags and the scanners at the packing plant. With help from Tim, he was able to work these issues out and is now utilizing valuable individual carcass and growth data.

Pairing this data with carcass information provides a detailed overview of each calf’s performance, which helps with all selection criteria. When asked why he goes to the extra effort of obtaining this data, Andy says, “I want to see how our cattle are performing and if we are doing the right thing.”

Kratzer has always been interested in data, and initially kept his own spreadsheets. “I kept spreadsheets and collected a lot of data — I thought I would write a program and analyze it myself. Then I came to the realization that ASA has all of that built in.”

Selection Indexes are another tool he has embraced. Prior to utilizing ASA’s \$API measure, he was creating his own index to select bulls. “When I was looking at bulls 10 to 15 years ago I started getting their EPDs and creating my own index. Then I saw that ASA had \$API and was doing the work for me. I had the mindset to use indexes before they came out.”



The Kratzer’s cow herd consists of red and black Simmental-cross cows.

Applying the Data

Most producers submitting large volumes of data are seedstock — EPDs, performance numbers and additional resources obtained from these numbers are not optional for those selling breeding stock. Kratzer points to several ways commercial producers can also see significant benefit from obtaining and submitting data.

One area where he sees potential benefit is in the selection of replacement heifers. “Most producers keep their own replacement heifers and usually keep the heaviest ones,” he says. “In the past, we would be in the pen trying to sort off heifers we liked, and would have more than I wanted to keep, and knew I needed to find a better way to decide. Most producers are selling pounds, and in keeping their replacement heifers it would be valuable to have this information.”

They also began collecting DNA samples on heifers around five years ago, as well as pelvic measurements. This additional data helps choose which females to keep as replacements.



Cattle Country

Andy and Kim run their cattle in the Smoky Hills region of Kansas, near Marquette. This area falls in Tornado Alley, and the Kratzers have been fortunate to avoid issues. The area can have high summer temperatures, which has pushed them to begin a transition to more heat-tolerant red cattle. Little and big bluestem, switch grass, and Indiangrass make up the majority of the pastures, and eight acres will typically sustain one cow-calf pair during the grazing season. Winter snow is possible, but has been minimal for many years, and the annual rainfall is approximately 30 inches. The area is rich in agriculture, with significant rangeland and cropland.

Row crops include wheat, corn, soybeans, milo, alfalfa, and oats. All hay is kept to feed cows through the winter and the majority of grain is sold, with the exception of some milo kept to feed calves. The dry cows graze milo stalks or stockpiled grass through the winter.

Family and the Future

Family is essential to the Kratzer's operation. Andy's parents, David and Mary, still farm and help work cattle. Andy's brother Eric, nephew Zane, and Kim's daughters, Kelsie and Maddie (and future son-in-law, Austin), also help out.

When asked why he enjoys being in the cattle business, Andy concludes, "As commercial producers, we are fortunate to have the ability to submit our cattle performance data and have it analyzed by an organization that believes in the science of raising cattle. With the commercial THE option, we have data available to us that was previously only available to producers who registered their animals. By investing a few more dollars and minutes per head, we receive information about our cattle that helps us to manage our herd to increase the bottom line."

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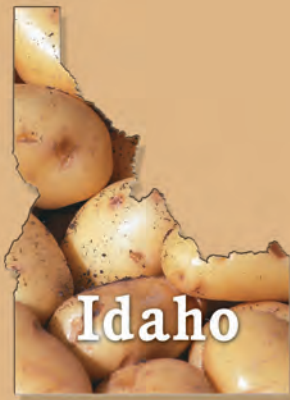
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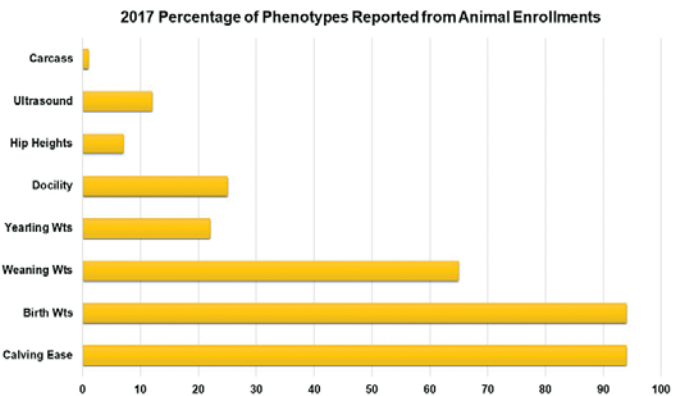
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Focusing on Essential Carcass Data Collection

By Lane Giess, Jackie Atkins Ph.D., Lilly Platts, and Chip Kemp

Carcass performance is vital to the beef industry and continued consumer demand for beef. Our ability to predict carcass traits is tied to collecting actual carcass records. Genomics and ultrasound can help increase accuracy in unproven animals, but high accuracy EPDs cannot be obtained without actual carcass records on progeny. Despite their importance, carcass records are extremely rare (1 to 2% of the phenotypes reported annually to the ASA). Furthermore, several of the most used sires have no progeny with carcass records.

Since 2012 when genomically-enhanced EPDs were first published, we have made large improvements in our ability to predict many traits with DNA markers illustrated by the progeny equivalents number (see table). Progeny equivalents represent the number of progeny records needed to see a similar increase in accuracy of an EPD when genomics are added into the evaluation. In other words, if a yearling bull has genomics added, on average you will see an increase in the accuracy of the EPD for that trait similar to adding a certain number of progeny. For instance, in 2012, if an animal had genomics in the evaluation, it was similar to adding five calving ease records. Now that number for calving ease has grown to 15 calving ease records. Growth traits and stayability have also seen a tremendous increase. Progeny equivalents for carcass traits have seen only marginal improvement. This is in part because we have too few animals with actual carcass phenotypes and corresponding genotypes to build better predictions.



Trait	2012 PE	2018 PE	Difference
Calving Ease	5	15	+10
Maternal CE	3	3	0
Birth Weight	6	21	+15
Weaning Weight	4	22	+18
Yearling Weight	3	24	+21
Milk	3	18	+15
Stayability	9	25	+16
Marbling	4	8	+4
Ribeye Area	4	5	+1
Back Fat	1	6	+5

“Carcass data is the bottom line of the cattle business — the purpose of what we do. Carcass data is the product we are trying to produce. So why wouldn’t you want to know? If you can’t measure it, you can’t manage it.” — Joe Davis, Joe Davis Cattle Company, Westminster, NC.

The ASA is committed to collecting more carcass records and getting more genotyped animals with carcass records (can’t be ultrasound only; has to be actual carcass data). The ASA has multiple platforms that can help make this possible. If you have been getting carcass data on your calves but haven’t been using it in an evaluation, contact the ASA today at carcdata@simmgene.com or 406-587-4531. We may have just the right program for you!



Check out ASA’s blog, tReg, at Simmental.org/treg to hear from producers who prioritize carcass data collection.

Carcass Record Contributors from 2013 to 2018

The following people and ranches are devoted to collecting actual carcass records either through enrolling bulls in the Carcass Merit Program, sending harvest data directly, and/or participating in the Steer Profitability Competition.

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Tom Williams
Chappell Feedlot

Trait	Simmental Rank vs. Major Continental Breeds	Angus/Red Angus Rank vs. Major British Breeds
Marbling Score	First	Second
Carcass Weight	First	First
Weight Gain Feed Efficiency	First	Second
Weaning Weight	Second	First
Post Weaning Gain	Second	Second

Across-Breed EPD Table, GPE Rep. 22, MARC, USDA

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The Right Kind of Partner

International Genetic Solutions teams up with IMI Global.

By Chip Kemp, Director of Commercial and Industry Operations



Chip Kemp

One of the fundamental keys to success, in all walks of life, is the choice of capable, honest, loyal partners. This is a lesson that each parent tries to instill at an early age. We encourage our kids to choose to be part of positive relationships, and equally crucial, to be the kind of partner that others will seek out. Teams, dating, school, jobs — the success of each ultimately boils down to the health and strength of the relationship.

Our business is no different. When given the choice between two bulls from different programs that are of similar cost and bring similar merit to your operation, you'll choose the more enjoyable relationship every time. How many sell feeder calves at the nearest market? Or, how many drive farther because of the fruits of a more beneficial relationship? It is a part of the business. And we wouldn't change it.

Stories of Simmental relationships could fill a book. Hmmm . . . that might sound like a shameless plug for Dr. Bob Hough's new book "*Simmental's American Journey*." Of course, I'd never do that. But, the relationships, the partnerships are truly foundational and intertwined. From the European connections forged by Travers Smith in 1966 to the pivotal relationship between ASA and Drs. Quaas and Pollak to responsible crossbreeding, and now to the worldwide partnerships built through ASA's genetics arm, International Genetic Solutions (IGS), the recognition that we need to leverage the skills of others to strengthen our ability to service the industry is paramount to the Simmental business.

A new like-minded, commercially-focused partnership was recently formed

between IMI Global and IGS to offer the IGS Feeder Profit Calculator™ to a larger swath of the industry. IMI Global's leadership position as the industry's clear leader in third-party verification services is well established. The strength of their team and the capabilities they offer has allowed them to develop long-standing connections with producers, marketers, feedlots, packers, and a wide array of retailers and restaurateurs. These relationships add value to the cattle and return additional profits to producers. At the same time, IMI Global has been searching for a partner to provide the same level of genetic verification that could complement their existing services. That is where IGS steps in.

"The IGS Feeder Profit Calculator™ is the perfect addition to our suite of value-added services for our beef producers," said Leann Saunders, president of IMI Global. "We have been searching for this kind of solution for years and feel that the IGS tool is far and away the most inclusive and sophisticated calculator available in the industry today. By enabling beef producers to see the value their management and genetic decisions are providing to their operation, it enables them to have a benchmark from which they can make confident, knowledgeable choices about how to continuously improve their operations . . . knowledge matters, and the IGS calculator provides producers with one more tool in their toolbox to make transparent, informed management decisions."

Even in today's data-driven world, genetic awareness in the commercial cattle sector is woefully inadequate. Price discovery as we presently know it rarely accounts for the actual performance potential of a producer's cattle. The IGS Feeder Profit Calculator™ is unique in that it offers a level of genetic awareness of feeder calves that has not been previously possible in the beef business. This, combined with the progressive, market-driven programs IMI Global provides, will enable producers to market calves with the ultimate value-added package.

The IGS Feeder Profit Calculator™ continues to be offered at no cost through both IGS and IMI Global. Those interested in the calculator can visit either internationalgeneticsolutions.com or feederprofit.com. Those interested in the other third-party verification tools offered by IMI Global can visit imiglobal.com.

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MANAGED GRAZING FOR DROUGHT RESILIENCE

By Jesse Bussard

Editor's Note: This article was provided by Gallagher North America (www.gallagherusa.com).

While drought has always been a part of ranching, it is becoming more and more of a regular occurrence for graziers and pasture managers. Possessing the knowledge and tools to position your operation relative to drought, and the decisions you make when it occurs, will ultimately determine whether your operation succeeds or fails.

Drought affects the land, the livestock, the money and people involved with a farm or ranch. To prepare and mitigate for risks, an effective drought plan must target all these areas.

The ranch capital triangle developed by stockmanship and livestock-marketing expert Bud Williams is useful when visualizing the critical components in livestock farm and ranch operations.

The sides of the triangle represent the three main components necessary to run a ranch — grass, money and livestock.

“Ranchers can’t go broke with too much money or grass, but they sure can have too many livestock,” said Williams. “Most ranchers love their cattle and hate their grass . . . It should be opposite.”

Williams was trying to convey the concept that during poor grass conditions, such as drought, livestock should be shifted into cash (i.e., destocking). When good grass conditions return, cash can be shifted back into livestock. This strategy is just one of many that go into developing an effective drought plan.



Developing and maintaining this plan is vital to achieving drought resilience. Drought plans address how an operation recognizes and responds to drought. They should also contain triggers to phase in response actions according to severity of drought levels.

In addition to a drought plan, developing and maintaining land in a desirable ecological state will help strengthen an operation’s preparedness for drought. In other words, one should expect their land to be in a similar condition exiting a drought as it was entering.

This is done through good grazing management which leaves adequate residual forage, in turn increasing litter cover on the soil surface and organic matter in the soil. Dominant forage species of pastures and rangelands can also be shifted to a more desirable, drought-resistant state by taking advantage of livestock’s selective grazing tendencies.

Having a reliable land-monitoring system in place will help producers understand how management decisions affect the land and when it is necessary to make

changes. Components of this land-monitoring system will include a grazing budget, mapping tools, knowledge of critical rainfall dates and precipitation tracking throughout the grazing season.

A grazing budget assists in maintaining land in a healthy state and allows producers to measure and record available forage in pastures. This information is then used to budget the highest-quality feed to the animals with greatest nutrient demands. By budgeting for only what forage is available, risk of overgrazing is greatly reduced.

Along with knowing what is currently available in forage inventory, grazing budgeting acts as another trigger for drought plan implementation. It is tempting to want to provide supplemental feed to livestock when feed runs low during drought, but it is not the most economical decision. Drought feeding is expensive and without an idea of how long the drought will last, producers may end up paying for livestock many times over. Drought feeding, more times than not, only leads to overstocked grazing lands, deteriorated pastures and checkbooks in the red.

Producers can use mapping tools such as Google Earth to create a “living” map of their operation. Through this application it is possible to map fences, paddocks, and watering systems and track grazing moves. Many universities and ranch consulting firms offer free or low-cost training on how to use Google Earth for ranch mapping.

In addition to budgeting grazing and mapping, knowing critical rainfall dates for your region and monitoring precipitation are necessary for successful and timely implementation of a drought plan. A critical rainfall date is one date by which, if it hasn’t rained, you know you are in trouble (i.e., you aren’t going to have enough forage). These dates are the triggers which should signal farm and ranch managers to move their drought plan into the next phase.

Critical rainfall dates are set by linking precipitation patterns and amounts with plant growth windows for dominant forage species in pastures. During these plant growth windows precipitation and soil moisture are most vital just prior to and during the growth period.

Tracking moisture will assist in determining when an operation has reached a critical rainfall date and if action needs to be taken. Rain gauges dispersed throughout pastures and grazing areas are useful tools to monitor moisture. This information can then be used to keep a running rainfall total for the operation. Records should begin in October to reflect moisture accumulation or deficits experienced during winter months.

Additional online resources such as SNOTEL data from NRCS’s National Water and Climate Center (<http://www.wcc.nrcs.usda.gov/snow/>) can also be a helpful tool for producers to track moisture in their region.



It is important to note throughout most, if not all, drought experiences, destocking may be necessary to keep lands functioning in a healthy state. Have a destocking plan in writing along with the drought plan. While it may sound like the worst-case scenario, this practice is one of the most important in drought management. By knowing when to quit, producers cut their losses and ensure the sustainability of their livelihoods.

With the increasing prevalence of drought across the nation today, producers cannot afford to forego a drought management plan. Proactive management will

go a long way in mitigating the risks involved. Tough times like drought don't last, but being prepared for them will make the circumstances much easier to handle when they do arise.

Additional drought condition and planning information can be found here:

U.S. Drought Monitor
[\(http://droughtmonitor.unl.edu/\)](http://droughtmonitor.unl.edu/)

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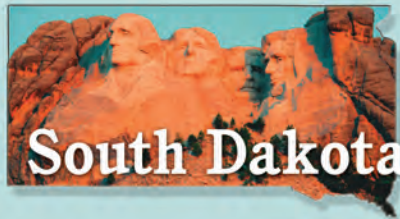
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MARKETING FEEDER CALVES WITH A PRICE SLIDE

Learn how price slides are calculated.

By Rachel Endecott, Ph.D.



Price slides are an important piece of information for beef cattle producers who are forward contracting their feeder calves. When a group of feeder calves is contracted in advance, whether through an order buyer in the country or via video or internet auction, the seller estimates what the average weight of the calves will be at the time of delivery. Due to a variety of factors, many of them related to Mother Nature, the weight of the calves can be different at delivery than was estimated. A price slide is a predetermined adjustment in sale price to account for differences between estimated weight and pay weight on delivery day.

There are a variety of different price slides in the feeder calf market. In this article, up slide and two-way slide examples will be given. Some video auction companies have implemented their own price-slide mechanisms, so be sure you have a good grasp of what the slide conditions are when you are negotiating the contract terms for your calves.

Up Slide

Let's say you have a group of feeder steers with a base weight of 600 pounds that you contracted for \$160/cwt with an \$8/cwt (8-cent) slide over the base weight, yielding a value of \$960 per calf (\$160/cwt x 6.00 cwt = \$960). Your negotiated weighing conditions include a 2% shrink. On delivery day, this group of calves averages 638 pounds across the scale. How do we calculate the price adjustment since the calves came in heavy?

Step 1: Calculate the pay weight based on the 2% shrink in the weighing conditions.

$$638 \text{ pounds} \times 0.02 = 12.76 = 13 \text{ pounds}$$

$$638 \text{ pounds} - 13 \text{ pounds} = 625 \text{ pounds} = \text{pay weight}$$

Step 2: Calculate the amount of weight subject to the slide.

$$625 \text{ pounds pay weight} - 600 \text{ pounds base weight} = 25 \text{ pounds over the base weight}$$

Step 3. Calculate the price adjustment based on the weight subject to the slide.

$$\text{\$8/cwt} \times 0.25 \text{ cwt} = \text{\$2}$$

$$\text{\$160/cwt base price} - \text{\$2 slide adjustment} = \text{\$158/cwt}$$

Step 4. Calculate calf value.

$$\text{\$158/cwt} \times 6.25 \text{ cwt} = \text{\$987.50}$$

Two-Way Slide

For this example, let's use the same set of 600-pound calves, \$160/cwt base price, and 2% shrink. In this case, the calves were contracted with a \$10/cwt (10-cent) slide over or under the base weight. First let's calculate the slide if the calves come in heavy at the same average scale weight as above, 638 pounds.

Step 1: Calculate the pay weight based on the 2% shrink in the weighing conditions.

$$638 \text{ pounds} \times 0.02 = 12.76 = 13 \text{ pounds}$$

$$638 \text{ pounds} - 13 \text{ pounds} = 625 \text{ pounds} = \text{pay weight}$$

Step 2: Calculate the amount of weight subject to the slide.

$$625 \text{ pounds pay weight} - 600 \text{ pounds base weight} = 25 \text{ pounds over the base weight}$$

Step 3. Calculate the price adjustment based on the weight subject to the slide.

$$\text{\$10/cwt} \times 0.25 \text{ cwt} = \text{\$2.50}$$

$$\text{\$160/cwt base price} - \text{\$2.50 slide adjustment} = \text{\$157.50/cwt}$$

Step 4. Calculate calf value.

$$\text{\$158/cwt} \times 6.25 \text{ cwt} = \text{\$984.38}$$

Now, let's calculate the slide if the calves come in light at an average scale weight of 592 pounds. In this case, the adjusted price per hundredweight will be higher than the base price because the calves are lighter than the base weight.

Step 1: Calculate the pay weight based on the 2% shrink in the weighing conditions.

$$592 \text{ pounds} \times 0.02 = 11.84 = 12 \text{ pounds}$$

$$592 \text{ pounds} - 12 \text{ pounds} = 580 \text{ pounds} = \text{pay weight}$$

Step 2: Calculate the amount of weight subject to the slide.

$$600 \text{ pounds base weight} - 580 \text{ pounds pay weight} = 20 \text{ pounds under the base weight}$$

Step 3. Calculate the price adjustment based on the weight subject to the slide.

$$\text{\$10/cwt} \times 0.20 \text{ cwt} = \text{\$2}$$

$$\text{\$160/cwt base price} + \text{\$2 slide adjustment} = \text{\$162/cwt}$$

Step 4. Calculate calf value.

$$\text{\$162/cwt} \times 5.80 = \text{\$939.60}$$

Price-slide adjustments are a fundamental piece of forward contracts for feeder calves that account for differences between estimated weight and pay weight on delivery day. Understanding how the price-slide puzzle works is critical when negotiating your feeder calf contract.

Summary of price-slide examples above:

Scenario	Pay Weight, lb	Price, \$/cwt	Calf value, \$/head
Base	600	\$160.00	\$960.00
\$8/cwt up slide	625	\$158.00	\$987.50
\$10/cwt 2-way slide, heavy	625	\$157.50	\$984.38
\$10/cwt 2-way slide, light	580	\$162.00	\$939.60

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YW	126.4
MRB	0.41
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CCR COWBOY CUT 5048Z - 30 SONS SELL

Abilene



CE	11.4
BW	2.6
WW	82.7
YW	119.7
MRB	0.51
RE	0.91
API	140.9
TI	83.8

EPDs as of 9/25/18

CCR ABILENE 6018C - 30 SONS SELL

Element



CE	12.0
BW	1.8
WW	83.6
YW	130.2
MRB	0.20
RE	1.10
API	142.8
TI	83.2

EPDs as of 9/25/18

GIBBS 3009A ELEMENT - 20 SONS SELL

Wide Range



CE	13.2
BW	0.0
WW	79.6
YW	122.1
MRB	-0.10
RE	1.39
API	124.8
TI	75.5

EPDs as of 9/25/18

CCR WIDE RANGE 9005A - 12 SONS SELL

Pay Dirt



CE	11.6
BW	0.4
WW	76.9
YW	122.9
MRB	0.73
RE	0.57
API	146.8
TI	87.4

EPDs as of 9/25/18

CCR PAY DIRT 2340C - 16 SONS SELL

Boulder



CE	15.6
BW	-2.4
WW	64.2
YW	98.3
MRB	0.60
RE	0.93
API	159.3
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- ◆ At least two sires will be used per contemporary group and ASA likely will use several sires per contemporary group to provide better more accurate test results.
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Qualifications

1. All cows will be individually identified along with birth year and approximate breed makeup
2. Collect birth weights, calving ease scores, and weaning weights on CMP sired calves
3. Beneficial but not required — have a current AI program established
4. Must commit to collecting carcass data

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Meat Surpluses Grow

Any reduction in US beef, pork and poultry exports would come at a time when production of all red meat and poultry is on the rise.

Beef supplies in cold storage were 8% higher on June 30, 2018, compared to the same period last year. USDA's monthly cold storage report estimated 448.6 million pounds of beef in cold storage, 33.2 million pounds more than last year.

Total red meat supplies in freezers were up 5% over last year, and total frozen poultry supplies were 6% higher than last year. Overall, total cold storage of red meat and poultry exceeded 2.5 billion pounds.

Growing surpluses of red meat and poultry in cold storage raises anxiety for the US meat industry that increasingly depends on exports. Such concern has increased as Mexico and China — among the largest buyers of US meat — have imposed tariffs on US pork in response to US tariffs on steel, aluminum and other goods.

Any reduction in US beef, pork and poultry exports would come at a time when production of all red meat and poultry is on the rise. Americans are expected to consume 222 pounds of red meat and poultry in 2018, the largest total in more than a decade. A reduction in exports would put even more red meat and poultry on the US market, pushing prices lower on all products.

The Wall Street Journal reported the US meat industry's specialized warehouses built to store meat and other goods is reaching capacity.

US Ag Secretary, Sonny Purdue has said the Trump administration recognizes the financial hardship livestock producers could face as a result of retaliatory tariffs, but farm country will be better off under new trade deals the administration is pursuing.

USDA said total frozen poultry supplies on June 30, 2018, were up 3% from the previous month and up 6% from a year ago. Total stocks of chicken were up 2% from the previous month and up 10% from last year. Total pounds of turkey in freezers were up 5% from last month but down 1% from June 30, 2017.

Total red meat supplies in freezers were down 7% from the previous month but up 5% from last year. Frozen pork supplies were down 10% from the previous month but up slightly from last year. Stocks of pork bellies were down 16% from last month but up 130% from last year.

ATVs in the Wrong Hands are Hazardous

By David Burton, University Of Missouri Extension

All-terrain vehicles account for nearly 150,000 emergency room visits and over 800 deaths each year in the US. About 1 in 4 of these deaths is a child under age 16.

The injury rate is likely understated because many ATV injuries are treated at home and are not reported, according to Bob Schultheis, University of Missouri (MU) Extension natural resource engineering specialist.

"Accidents involving ATVs have become much more common. This is partly due to the introduction of Chinese-made ATVs that do not have the safety devices of the US made models," said Schultheis. "Higher gas prices are causing some vehicle owners to shift to ATVs to get around. And sometimes, riders just ignore good safety practices."

In many states, no one under age 18 is to operate an ATV without a helmet and must be accompanied by a parent or guardian, or riding on a parent's land if under age 16.

"Parents who do not provide proper safety gear and an age-appropriate safe environment for their children can be subject to expensive lawsuits filed by personal injury attorneys on behalf of the injured children," said Schultheis.

According to Eldon Cole, livestock specialist with MU Extension, ATVs have replaced horses and pickup trucks on many southwest Missouri farms and ranches when it comes to moving and checking cattle.

However, they do come with some risk of serious injury. OSHA statistics show three of five occupational ATV fatalities happen in the agriculture sector.

If a person uses low-stress handling tactics and the cattle are accustomed to horses and 4-wheelers, either method works well. According to Cole, if the handlers are in tune with the cattle and what is going on, that is the most important thing.

"The key to moving cattle using a four-wheeler is to move slowly and take time to move the cattle calmly. Just like moving cattle on a horse, a rancher must understand the flight zone and balance point of a cow — and use these concepts," said Cole

Riding on public roads is prohibited in most states, except for agricultural purposes or official government use. Even then, the ATV must be equipped with a lighted headlamp and tail lamp, a slow-moving-vehicle (SMV) emblem, a 7-foot high bicycle flag on the rear of the ATV, and an approved muffler/spark arrester and braking system. The operator must have a valid license, and the ATV must be operated at speeds less than 30 miles per hour.

For frequent riders, off-road style motorcycle gloves are recommended along with a pair of strong, over-the-calf boots with low heels to prevent feet from slipping out of the footrests.

NCBA Wraps Up Summer Business Meeting

More than 700 of the nation's cattle industry leaders wrapped up their Summer Business Meeting in Denver in early August with the National Cattlemen's Beef Association's (NCBA) board of directors formally adopting policy positions on issues like international trade, the regulation of fake meat, and modernizing the Endangered Species Act.

"America's top cattle producers came together this week and worked hard to ensure that our industry continues to provide the world with the best, safest, and most nutritious protein possible," said NCBA President Kevin Kester.

CONTINUED ON PAGE 46

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Highlights of the week included an update and ‘Question and Answer’ session with US Agriculture Undersecretary of Marketing and Regulatory Programs, Greg Ibach and a discussion with Tyson’s CEO, Tom Hayes. In addition, six regional finalists for the 2018 Environmental Stewardship Awards were announced. This year’s finalists are Birdcall and Clark Ranch of Henrietta, Texas; Thunder View Farms of Grahamsville, New York; Haleakala Ranch, Makawao, Hawaii; The Hahn Ranch, Townsend, Montana; Moes Feedlot, Watertown, South Dakota; and Landuyt Land and Livestock of Walnut Grove, Minnesota. The winners will be announced at the 2019 Cattle Industry Convention and Trade Show in New Orleans in January.

Joint Committees and Subcommittees met to develop proposals for 2019 checkoff-funded research, education and promotion programs. Also on Friday, NCBA policy committees met to determine priorities and discuss strategies for the coming year.

“I want to thank all of our delegates who took time away from their operations to work for the betterment of our industry,” Kester said. “We’ve made a lot of progress already this year, and we’re ready to continue working for the proper regulation of fake meat, legislation that finally modernizes the Endangered Species Act, and a final Farm Bill that includes all of our priorities.”

Cattle Cycle May Show Expansion

USDA’s mid-year cattle inventory showed a 1% increase in the cow herd and 2% larger calf crop.

How 2018 fits into the cattle cycle is important planning information for the entire beef supply chain. USDA has released its mid-year cattle inventory and that provides some insight, although the mid-year inventory may not add much to the analysis other than a first look at the current year’s calf crop.

USDA’s estimates from their survey showed a 1% increase in the beef cow herd for July 1, and a 2% larger calf crop this year. The final tally on January 1, 2019, may show the total inventory was about unchanged from the prior year while the 2018 calf crop posts a 1.4% gain. There has also been a sharp increase in both beef cow slaughter and heifer slaughter this year. In herd expansion, large numbers of bred heifers calving is a critical factor leading to a larger calf crop.

The negative impact of severe drought in major grazing regions of the country led to an 11% YTD increase in beef cow slaughter, the highest since 2013. In addition, 49.3% of YTD total cow slaughter is beef cows. This compares to 47.7% in 2017 and the 5-year average of 47.4%. Heifer slaughter YTD is up nearly 9% from 2017’s 11% increase for the same period, and the highest since 2013. In addition to reduced forage, reduced stock water on western ranges in the Pacific Northwest with severe drought conditions and range fires are also issues forcing cows off some ranges early but not necessarily to slaughter.

Heifer and cow slaughter relative to the cow herd and heifer retention provides a basis for estimating the change in the breeding inventory. It is expected that

beef cow slaughter this year will represent 9.7% of the beef cows at the beginning of the year, and the largest percentage since 2013. If the tally of beef cows on January 1, 2019, is down slightly-to-even with 2018, then the number of heifers calving this year (75% in the spring) would be down 9% from a year ago. Heifers that calved this year were retained in 2016 and bred in 2017. Cattle prices dropped sharply in 2016 and many ranchers were pretty negative about the outlook. That is not to mention, their banker’s outlook!

Consequently, producers sold more heifers to “beef up” revenue rather than continue to retain and breed them. Thus, the sharp drop in bred heifers that calved this spring.

Farm Bureau Asks Judge to Reconsider Gag Orders

A judge’s order that forbids farmers and their neighbors from discussing abusive and predatory litigation must be overturned, lawyers for the American Farm Bureau Federation (AFBF) and North Carolina Farm Bureau Federation (NCFBF) wrote in a brief filed in federal court.

Even though law-abiding farms have been branded a “nuisance” by trial lawyers seeking multimillion-dollar verdicts from urban juries, the farmers and their neighbors are barred from publicly discussing the conditions and practices on the farms and the devastating effects of the lawsuits on their rural communities.

Trial lawyers actively solicited hundreds of plaintiffs to assert nuisance allegations in dozens of lawsuits against Murphy-Brown LLC. While the suits name only Murphy-Brown as a defendant, most of the farms are independently owned family farms, which stand to lose their contracts and potentially their livelihoods as a result of the litigation.

“The best-informed people to speak about the farms and communities affected by these lawsuits are the member-farmers who are, themselves, in the cross-hairs, along with their spouses, children, extended family, friends and neighbors,” the brief said. “These people know better than anyone the stakes at issue in nuisance lawsuits, the damage they inflict on rural communities, the toll they take on farm families and the most effective (and ineffective) strategies for dealing with them in and out of the courtroom.”

The brief denounced the chilling effect the gag order has on AFBF’s and NCFBF’s First Amendment rights. According to the brief, “Neither AFBF nor NCFBF will be able to effectively educate its members on these issues — or effectively advocate for legislative solutions to lawsuit abuse aimed at responsible livestock farms — if it cannot hear and disseminate the words of its own members who have personally experienced these suits.”

For these reasons, the brief said the gag order “is stifling, AFBF’s and NCFB’s, associational and expressive activities in clear and troubling ways,” and unless overturned, “it will continue to do so for years to come.”

CONTINUED ON PAGE 52

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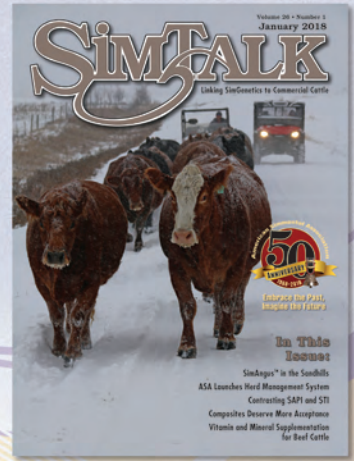
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March 2019	Jan 23	Jan 30	Feb 9	Feb 24
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Human Wastewater Vital to Global Ag

Results vary by nutrient transport distances and may help identify broad trends that warrant further investigation as reuse strategies.

It may seem off-putting to some, but human waste is full of nutrients that can be recycled into valuable products that would promote agricultural sustainability and better economic independence for some developing countries, according to an announcement from the University of Illinois at Urbana-Champaign.

Cities produce and must manage huge quantities of wastewater. Researchers at the University of Illinois at Urbana-Champaign have developed a model to clarify what parts of the world may benefit most from recirculation of human waste-derived nitrogen, potassium and phosphorus

from cities and back into farm fields. They reported their findings in the journal *Nature Sustainability*.

The team's exploratory exercise examined 56 of the largest cities across six continents to assess the feasibility of human waste-derived nutrient recirculation. They looked at factors like transport distance, population and cropland density, crop nutrient requirements and what types of products would do best where, the university said.

Treated wastewater is an option for places where crops grow close to cities, such as many parts of Africa, Asia and Europe. However, water is challenging to transport because of its weight and relatively low nutrient content, so it is not a good option when nutrients must travel longer distances to reach farmland, the researchers said.

The study showed that a variety of cities throughout the world could benefit from this proposed sustainability approach not only for helping grow crops but also for their economic independence. The study also identifies parts of the world where nutrient recirculation may have less impact.

Most of the population centers throughout the US don't appear to be the best candidates, but the Midwest — Chicago in particular — did a bit better in the analysis.

Chicago Business Opening Online Butcher Shop

Online grocer and delivery service Peapod announced a partnership with Chicago's Meat by Linz to offer a first-of-its-kind "Virtual Butcher Shop" and other features to help shoppers customize their shopping experience.

The partnership makes Peapod the exclusive distribution channel for direct-to-consumer purchase of Meats by Linz, bringing the products to grocery retail for the first time. Family-owned Meat by Linz supplies high-end steak houses like Maple & Ash Restaurant, Ditka's Restaurant Chicago, Michael Jordan's Steak House and others.

CONTINUED ON PAGE 54

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“Peapod is continuously looking to add new sources of high-quality products to our lineup, and that is what initially brought us to Meats by Linz,” said Spencer Baird, senior vice president of merchandising for Peapod. “As another Chicago-based company we saw the immense potential not only to distribute their products, but also to collaborate in a full partnership that gives the Peapod customer a truly unique experience delivered right to their door.”

Peapod customers in Chicago will have access to a Virtual Butcher Shop where they will find a variety of items connecting the consumer with the product, from an “Ask the Butcher” Q&A section to a Dry Aged Steak Room where shoppers can actually view the aging process as it happens.

“Consumers hear a lot about ‘dry aged steak,’ but not a lot of shoppers actually know what that means,” said Meats by Linz owner, Fred Linz. “This partnership with Peapod gives us a way to not only share our amazing products with consumers, but also provide an educational component that will help them purchase items best suited for any occasion.”

To help shoppers find exactly what they’re looking for, Meats by Linz will offer an array of cuts and aging styles to Peapod customers. Peapod will also introduce an online “Gourmet Butcher Shop” in time for the holiday season that will allow shoppers to custom order for their holiday meals, specifying cuts and sizes to meet the needs of their holiday celebrations.

Bill Gates Funds Development of New FMD Vaccine

UK’s Pirbright Institute announced it has received a £2.1 million (\$2.7 million) grant from the Bill and Melinda Gates Foundation to conduct research on a new foot-and-mouth disease (FMD) vaccine.

Scientists will investigate the cattle antibody responses triggered by the vaccine, which will help them to improve its protective properties, the institute said. The team will also develop lab-based methods of testing whether the vaccine is effective, to reduce the number of animal studies.

The new vaccine is composed of virus like particles (VLPs), which are modified outer shells of the FMD virus that contain no genetic material. Prior research by Pirbright scientists and their collaborators has established that the VLPs are able to protect against four different types of the disease.

Existing commercial vaccines are produced by growing live infectious virus, but the VLP vaccine is propagated in insect cells, making VLPs safer to produce and removing the requirement for high containment facilities, according to the institute. The VLPs have also been engineered to be more stable, making the vaccine easier to store.

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Development of an effective, low-cost vaccine will help address a big shortfall in the availability of FMD vaccines, particularly in Africa, where the disease has a major impact on national and international trade, food security and the health of both humans and animals, the institute said.

China Retaliates With \$60 Billion in New Tariffs

China's Ministry of Commerce on Tuesday announced \$60 billion in new tariffs on over 5,000 US products, effective September 24. The announcement came less than a day after President Donald Trump announced \$200 billion in new tariffs on Chinese goods.

According to media reports, the new Chinese tariffs will range from 5% to 10% and will cover products ranging from farm products and chemicals to machinery. The new US tariffs on Chinese goods announced yesterday will begin September 24 at 10% and escalate to 25% on January 1, 2019.

The new tariffs come days after last week's invitation by Treasury Secretary, Steven Mnuchin to Chinese officials to come to Washington for trade talks.

China's previous round of retaliatory 25% tariffs in June spanned 128 US products, including pork, beef and soybean exports to China.

The National Pork Producers' Council estimates that America's farmers shipped nearly \$20 billion worth of goods to China in 2017, including \$1.1 billion pork products.

In August, the Trump administration announced a \$12 billion aid package for farmers and livestock producers affected by the trade war between the two nations.

EU Considers Expanding US Beef Imports

The European Commission recommended this week that the EU open negotiations with the United States on expanding access for US beef to that market.

CONTINUED ON PAGE 56

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The gesture came after President Trump said the EU's offer to eliminate tariffs on cars would not prevent a trade war. The president has been pushing for the EU to open up its market for agricultural products.

The European Commission is working to get approval from member countries "to allocate to the United States a part of the existing quota" for beef not treated with hormones.

The current quota, established in 2009, gave the US an annual allocation of nearly 45,000 tons of hormone-free beef with no duties. However, the EU provided the same quota to other major beef-exporting WTO countries like Australia and Uruguay, and the US slice has since dwindled. A new agreement could allot as much as 35,000 tons of the quota for US beef producers, the *Wall Street Journal* reported, citing an EU diplomat familiar with the talks.

These are busy times for the Trump administration, which also has resumed negotiations with Canada to salvage the North American Free Trade Agreement.

Addressing Antimicrobial Resistance

A raft of federal agencies, including USDA, FDA and Centers for Disease Control and Prevention, have joined forces with processors, meat organizations and more than 100 other companies and organizations in a global effort to address antimicrobial resistance.

Called the Global AMR Challenge, the initiative kicked off Tuesday with an event at the United Nations General Assembly. The program is intended to create international standards and codes of practices to prevent unsafe residues of veterinary drugs in food, to develop integrated surveillance that can help mitigate risks associated with antibiotic use and to minimize the development and spread of antimicrobial resistance in humans and animals.

Among the organizations that have committed to participate already are the North American Meat Institute, the National Pork Producers Council, the National Pork Board and Mountaire Farms Inc. Other participants include pharmaceutical and health insurance companies, food animal producers and purchasers, medical professionals, government health officials and business leaders from around the world, including Walmart.

Commitments can be in any of several specific areas: sharing data and improving data collection; reducing the spread of resistant germs; improving appropriate antibiotic use, including ensuring access to these drugs; decreasing antibiotics and resistance in the environment, including improving sanitation; and investing in development and improved access.

US and Korea Sign Agreement

President Trump and South Korean President, Moon Jae-in have signed a revised version of the United States-Republic of Korea Free Trade Agreement (KORUS), and the red meat industry welcomed the good news. Under the original KORUS, most US pork products now enter Korea duty-free and that remains unchanged.

The duty rate on US beef has been reduced to 21.3% from 40%, and will continue to decline each year until it is eliminated by 2026. The US benefits from having a free-trade agreement with South Korea in place before other exporters' FTAs with the country are due to go into effect.

"Signing of the revised KORUS agreement is reassuring news for the US beef and pork industries. The market access terms secured in the original KORUS not only helped increase US red meat's market share in South Korea, but also bolstered consumption by making our beef and pork products more affordable and accessible to Korean consumers," said US Meat Export Federation President, Dan Halstrom, in a statement.

The US is the largest supplier of beef to Korea and trails only the European Union as the second-largest pork supplier, USMEF noted. US red meat exports to Korea set a record last year of \$1.7 billion, up 19% year-over-year and up 69% from 2012, when KORUS first entered into force.

US Secretary of Agriculture, Sonny Perdue said, "It is a better deal for the entire United States economy, including the agricultural sector. This represents an important improvement in trade relations between our two nations, building on long-standing cooperation we have enjoyed."

Perdue went on to say that the agreement "adds to the momentum building for President Trump's approach to trade," and said he expected a "new NAFTA" and new trade arrangements with the EU, Japan and China.

Record Number of Cattle on Feed

Cattle and calves on feed for the slaughter market in the United States for feedlots with capacity of 1,000 or more head totaled 11.1 million head on September 1, up 6% from a year ago and the highest September 1 inventory since the series began in 1996. On average, analysts were expecting a 5.5% increase.

USDA's monthly Cattle on Feed report estimated placements in feedlots during August totaled 2.07 million head, up 7% — the largest August placements since 2011 and also above what analysts were expecting.

The Daily Livestock Report (DLR), published by Steiner Consulting Group, noted that even with large placements in July and August, "there should still be plenty of cattle for placement in September."

The DLR analysts pointed to increased feeder cattle moving across the border from Mexico and Canada, as well as a larger 2018 calf crop.

Beef Checkoff Budget

The Cattlemen's Beef Promotion and Research Board plans to invest about \$40.5 million into programs related to beef promotion, research, consumer information, industry information, foreign marketing and producer communications during fiscal 2019, subject to USDA approval.

CONTINUED ON PAGE 58

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Checkoff funding was approved for a total of 14 proposals submitted by seven contractors for the fiscal year beginning October 1. They had brought a total of \$45 million worth of funding requests, almost \$5 million more than what was available from the CBB budget.

“Trimming nearly 4.8 million dollars to meet the budget of \$40,521,900 was not an easy task, yet the committee remained focused on program funding that would best strengthen demand for beef,” Beef Board Chairman Joan Ruskamp said in a news release.

China Reports FMD

China’s Ministry of Agriculture reported an outbreak of foot-and-mouth disease in a herd of cattle. According to a Reuters report, the cattle had been transported to the Xinjiang region from Gansu province.

The suspected outbreak was discovered on September 6, and confirmed the diagnosis of the O-type strain of the disease on September 14. The local government in Xinjiang then culled 47 cattle following the outbreak. The outbreak is now under control, the ministry said.

This is the eighth case of the O-type strain found in livestock in China this year. In August, China culled 173 pigs due to FMD.

BSE in Florida Cow

A six-year-old mixed-breed beef cow in Florida has tested positive for atypical H-type Bovine Spongiform Encephalopathy, or BSE, USDA said. The animal never entered slaughter channels and at no time presented a risk to the food supply or to human health, the agency said.

The cow was initially tested at the Colorado State University Veterinary Diagnostic Laboratory as part of routine surveillance of cattle that are deemed unsuitable for slaughter. APHIS and Florida veterinary officials are gathering more information on the case.

Beef Jerky Heading to Whole Foods

Homegrown Meats, a San Diego-based maker of “artisan” beef jerky, has struck a deal to sell four flavors in the brand’s flagship jerky line through Whole Foods Market stores nationwide, the company said in a news release. The flavors are Joel’s Traditional, Western Mesquite Barbeque, Cracked Black Pepper and Paleo.

Homegrown jerky is made of grass fed and finished beef, without nitrates or nitrites or artificial flavors, artificial colors or artificial sweeteners. Homegrown Cattle Co., a business that was started on a sixth-generation cattle ranch in Southern California, is a partner in Homegrown Meats. The owners of Homegrown Cattle are committed to humanely raised and cared for animals.

Beef in Cold Storage Up

Total pounds of beef in freezers were up 4% from the previous month and up 6% from last year.

The Daily Livestock Report speculated that robust beef exports could have contributed to the increased stocks in cold storage.

‘Plant Forward’ College Menus

Corporate Giant Aramark says it is increasing its plant-based college menu options for the school year, citing its own research. Nearly two-thirds (65%) of college age individuals find plant-forward eating appealing and 79% said they would go meatless once or twice a week.

A plant forward diet incorporates more plant-based foods and fewer animal-based proteins. Thirty percent of the main dishes Aramark serves in college cafeterias are vegan or vegetarian, the company said in a press release.

Consumers Slow to Embrace Online Grocery Shopping

Despite a profusion of online services that offer alternatives to spending time in the grocery store, 84% of US adults report they never order groceries online, and 89% never order meat preparation kits, according to a recent Gallup poll.

Americans are much more inclined to simplify mealtime by ordering takeout or by going out to eat; however, nearly all Americans still shop for groceries the old-fashioned way — by going to the store.

Missouri Legislature Defines Meat

Missouri state senators have passed legislation that prohibits a product not derived from harvested livestock to be marketed as meat.

The state becomes the first to enact a rule addressing the issue, if the bill is signed into law. The state’s House has already passed a different version of the bill.

Independent Restaurants Experience Decline

Independent restaurants are expected to increase their spending this year, despite a 2% decline in customer visits over the last five years, according to a new report from NPD Group.

Independent restaurants represent more than half of all commercial US restaurants and that sector is expected to spend about \$39 billion with foodservice manufacturers and broadline foodservice distributors in 2018 and will account for 15% of total restaurant operator spending this year.

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1/4 page	\$260	\$250	\$230	\$75
1/8 page	\$150			\$50
3-inch mini	\$115			\$30
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2-inch card	\$289/year, 4 insertion			\$60
1-inch card	\$220/year, 4 insertions			\$40
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January 2019	Dec 5	Dec 14	Dec 21	Jan 9
March 2019	Jan 23	Jan 30	Feb 9	Feb 24
Early Fall 2019	July 23	Aug 1	Aug 12	Aug 26
Late Fall 2019	Sept 20	Sept 27	Oct 7	Oct 21

ASA/*SimTalk* Membership Directory 2019 Deadlines for Publication:

May 1	May 10	May 23	June 12
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MONDAY, JANUARY 21

8:00 AM • Simmental Pen of Heifers Show (Yards)

2:00 PM • Simmental Sale (Yards)

TUESDAY, JANUARY 22

8:00 AM • Simmental Jr. Breeding Heifer Show
 Simmental Bull Show

WEDNESDAY, JANUARY 23

8:00 AM • Simmental Female Show

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CALENDAR

OCTOBER

- 26 24th Annual Hokie Harvest Sale — Blacksburg, VA
- 27 7P Ranch's 43rd Annual Production Sale — Tyler, TX
- 27 Clear Water Simmentals' 1st Annual Production Sale — Milan, IN
- 27 Michigan Simmental Association's 5th Annual Fall Sale — St. Louis, MI
- 27 Pennsylvania Fall Classic Sale — Waynesburg, PA
- 27 Red Hill Farms' "Bulls of Fall IV" Sale — Lafayette, TN
- 27 Yon Family Farms' Fall Sale — Ridge Spring, SC

NOVEMBER

- 1 Moser Ranch's 27th Annual Bull Sale — Wheaton, KS
- 1 Raatz Farms' "Legends of the Fall" Online Sale — www.breedersworld.com
- 2 High Ridge Farms' Genetic Opportunity Sale — Albemarle, NC
- 3 Irvine Ranch 14th Annual Production Sale — Manhattan, KS
- 3 Land of Lincoln 19th Annual Sale — Altamont, IL
- 3 Missouri Simmental's Fall Harvest Sale — Springfield, MO
- 3 Pigeon Mountain Simmental's Fall Bull Test Sale — Rome, GA
- 4 Hawkeye Simmental Sale — Bloomfield, MN
- 4 Triangle J Ranch's Female Sale — Miller, NE
- 5 Hanel Black Simmental Female Sale — Courtland, KS
- 10 Deer Creek Farm's Annual Bull and Heifer Sale — Roseland, VA
- 10 Gibbs Farms' 13th Annual Bull and Replacement Female Sale — Ranburne, AL (pgs. 72-73)
- 10 MM Cattle Co. and Moriondo Farms' Production Sale — Mount Vernon, MO
- 12 NAILE Select Sale — Louisville, KY
- 16 BMR Dispersal/Heartland Female Sale — Waverly, IA (pg. 51)
- 16 Bar CK's Elite Profit Online Auction — www.dvauction.com (pg. 47)
- 17-19 2nd Annual Hillstown Farms Online Sale — www.dponlinesales.com
- 17 Best of Both Worlds Sale — Newark, OH
- 17 Callaway and McCravy Angus and SimAngus™ Bull and Commerical Female Sale, — Carrollton, GA
- 17 Gateway Genetics' Saturday Night Live Sale — Martell, NE
- 17-20 LMC and Friends "Giving THANKS" Online Donation Sale V — www.lamunecacattle.com
- 17 Southwest Cattleman's Classic — Wytheville, VA
- 17 Timberland Cattle's Fall Bull Sale — Vernon, AL
- 17 Value By Design Female Sale — Anita, IA (pgs. 16-17)
- 17 Whelan Farms' Southern Excellence Bull Sale — Wadley, AL
- 17 Yardley Cattle Company's Focus on the Female Sale — Beaver, UT
- 18 North Central Simmental Fall Classic — Hubbard, IA (pg. 53)
- 23 Black Friday Online Bull Sale, Vol. 2 — www.cattleindemand.com
- 23 Ruby Cattle Co "Livin' The Dream" Production Sale — Murray, IA
- 24 Foxy Ladies Bred Heifer Sale — West Point, NE
- 24 The Event Vol. IV — Tecumseh, NE
- 24 Trennepohl Farms' Right By Design Sale — Middletown, IN
- 25 Chestnut Angus Female Sale — Pipestone, MN
- 25 Divas and Donors-The Elite Sale — Dixon, IL
- 26 White Farms' Online Sale — www.firstchoiceonlinesales.com

DECEMBER

- 1 Hoosier Beef Congress Show and Sale — Indianapolis, IN
- 1 Jewels of the Northland — Clara City, MN (pg. 55)
- 1 Montana's Choice Sale — Billings, MT (pg. 48)
- 1 Next Step Cattle Company's 6th Annual Bull Sale — Livingston, AL (pg. 52)
- 1 The Source Bull Sale — Nashville, GA
- 3 Genetic Perfection Sale — Fremont, NE
- 5 Double Bar D's "Sharing the Herd" Female Sale — Grenfell, SK (pg. 9)
- 7 Calhoun Performance Tested Bull Sale — Calhoun, GA
- 8 7th Annual Strickland-Driggers Bull Sale — Glennville, GA (pg. 6)
- 8 Cowboy Logic Bull and Commercial Female Sale — Talmo, GA
- 8 Hartman Cattle Company's Customer Appreciate Sale — Tecumseh, NE
- 8 North Alabama Bull Evaluation Sale — Cullman, AL
- 8 North Dakota Simmental Association's Simmental Classic Sale — Mandan, ND (pg. 15)
- 8 Southern Cattle Company's Annual Bull Sale — Marianna, FL (pg. 1)
- 9 Southwest Showcase Sale — Crockett, TX
- 8 Tom Brothers' Private Treaty Sale — Campbellton, TX (pg. 59)
- 9 Trauernicht Simmental Nebraska Platinum Standard Sale — Beatrice, NE (pg. 57)
- 15 Pride of the Prairie Sale — Chandlerville, IL
- 15 South Dakota Source Sale — Mitchell, SD
- 26-27 St. Nick's Eggstravaganza — www.dponlinesales.com

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By Jannine Story and Emme Troendle

The benefits of submitting performance data for members.



Producer Perspective on Carcass Data Collection

By Lilly Platts and Jackie Atkins, Ph.D.

Simmental producers Joe Davis and John Grande provide insight on collecting carcass data.

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- 19 SimMagic On Ice — Denver CO
- 19 University of Florida Bull Test Sale — Greenwood, FL
- 21 National Western "The One-Volume XXVI" Sale — Denver, CO (pg. 61)
- 22 Wild Wild West Simmental Sale — Brighton, CO (pg. 45)
- 23 Sioux Empire Farm Show and Sale — Sioux Falls, SD
- 25 Ellington Annual Production Sale — Dahlen, ND (pg. 27)
- 26 Double J Farms Sale — Garretson, SD (pg. 39)
- 26 J&C Simmentals' Annual Bull Sale — Arlington, NE (pg. 31)
- 27 Triangle J Ranch's Bull Sale — Miller, NE (pg. 31)
- 28 APEX Cattle's Heterosis Headquarters Bull and Female Sale — Dannebrog, NE
- 31 Black Hills Stock Show and Sale — Rapid City, SD

FEBRUARY

- 1 Kunkel Simmentals' Annual Bull and Bred Female Sale — New Salem, ND
- 2 Hilltop Simmental's 6th Annual Turn In Bull Sale — Sioux Center, IA
- 2 Prickly Pear Made In Montana Sale — Helena, MT
- 2 Springer Simmental's Value Based Genetics Sale — Decorah, IA
- 3 Hartman Cattle Company's Simmental Bull Sale — Tecumseh, NE
- 3 Klain Simmental Ranch's Annual Production Sale — Turtle Lake, ND
- 4 Gateway Simmental Breeding Value Sale — Lewistown, MT (pg. IBC)
- 5 Sloup's Winter Event Online Sale — www.dponlinesales.com
- 6 Begger's Diamond V Bull Sale — Wibaux, MT
- 7 Hart Simmentals' Beef Builder Bull Sale — Frederick, SD
- 7 Lassel Ranch Simmental's Annual Bull Sale — Glendive, MT
- 7 Stavick Simmental's Annual Sale — Veblen, SD (pgs. 11, 39)
- 8 Bata Brothers 22nd Annual Bull Sale — Rugby, ND
- 8 Hook Farms Bred For Balance Sale — Starbuck, MN (pg. 33)
- 8 TNT Simmentals' 34th Annual "Genetic Explosion" Sale — Almont, ND (pg. 27)
- 8 Watertown Winter Farm Show and Sale — Watertown, SD
- 9 Berger's Herdmasters Bull Sale — North Platte, NE (pg. 65)
- 9 Iowa Beef Expo — Des Moines, IA
- 9 Mississippi Dixie National Simmental Sale — Jackson, MS
- 9 Kenner Simmental's 23rd Annual Production Sale — Leeds, ND
- 9 Rydeen Farms' Annual "Vision" Sale — Clearbrook, MN (pg. 35)
- 10 Oak Meadow Farms' 1st Annual Production Sale — Cresco, IA
- 11 Dakota Power Bull Sale — Valley City, ND
- 11 Edge of the West Bull and Female Sale — Mandan, ND (pg. 27)
- 11 Iowa Simmental "Mark of Genetic Excellence" Sale — Des Moines
- 12 13th Annual Bichler "Quality Not Quantity" Production Sale — Linton, ND
- 12 Bar CK Cattle's Profit Sharing — Culver, OR
- 13 River Creek Farms' Annual Production Sale — Manhattan, KS (pgs. 7, 35)
- 13 Wilkinson Farms' 21st Annual Breeding for the Future Sale — C-B Sale Facility, ND
- 14 Lassel Ranch Simmentals' 26th Annual Bull Sale — Glendive, MT
- 15 30th Annual Bull Power and Select Female Sale — Carstairs, AB
- 15 Cow Camp Ranch's Spring Bull Sale — Lost Springs, KS (pgs. 35, 41)
- 15 Dakota Xpress Annual Bull and Female Sale — Mandan, ND (pg. 27)
- 15 Houck Rock Creek Ranch's Spring Private Treaty Bull Sale — Allen, KS
- 15 R&R Cattle's Annual Bull and Female Production Sale — Chamberlain, SD
- 15 Sandy Acres' Bull Sale — Neligh, NE (pgs. 23, 31)
- 16 7P Ranch's 25th Annual Spring Bull and Female Sale — Tyler, TX
- 16 Dixon Farms' Private Treaty Sale — Atwood, KS
- 16 Genetic Blend Sale — Joplin, MO
- 17 Trauernicht Simmental Nebraska Platinum Standard Bull Sale — Beatrice, NE
- 18 Bulls of the Big Sky — Billings, MT (pgs. 13, 27)
- 19 QBVJT Power By Design Sale — Oakes, ND
- 21 Felt Farms' Bulls of Excellence Sale — West Point, NE
- 21 Illinois Performance Tested Bull Sale — Springfield, IL
- 21 Nebraska Cattlemen's Classic Simmental Sale — Kearney, NE
- 23-3/2 Hofmann Simmental's Annual "Buy Your Way" Bull Sale — Clay Center, KS
- 23 Mid-America Simmental Sale — Springfield, IL
- 23 MN State Simmental Sale — Rochester, MN
- 23 Pigeon Mountain Simmental's Spring Bull Test Sale — Rome, GA
- 25 Dakota Ladies Online Sale — www.dponlinesales.com
- 25 Lehrman Family Simmental's Annual Production Sale — Spencer, SD
- 26 Hill's Ranch Production Sale — Stanford, MT (pgs. 27, 61)
- 26 Yon Family Farms' Spring Sale — Ridge Spring, SC
- 27 C Diamond Simmentals' Bull and Female Sale — Dawson, ND

MARCH

- 1 Diamond Bar S Sale — Great Falls, MT
- 1 Eichacker Simmentals' Annual Bull Sale — Salem, SD (pg. 39)

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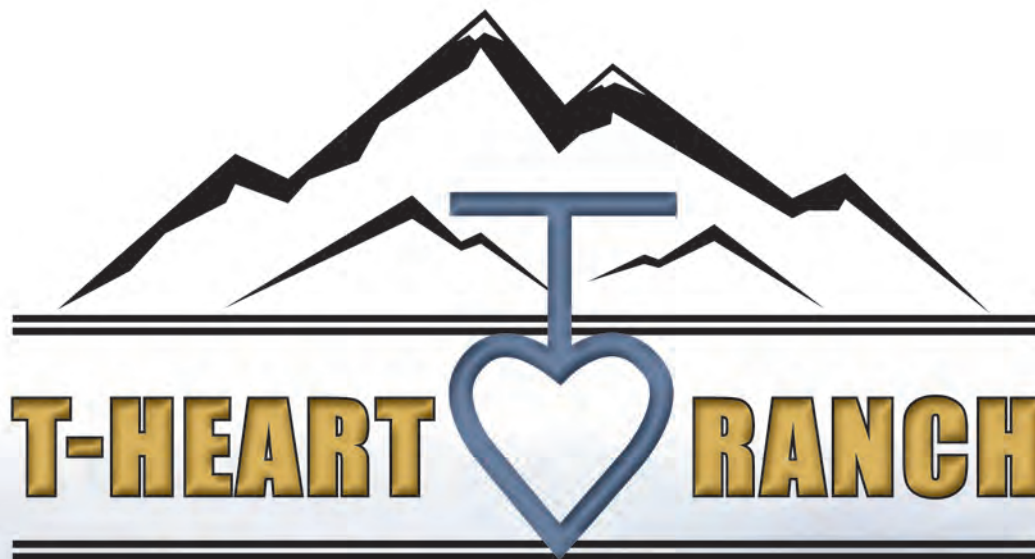
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