

Volume 31 • Number 5

Late Fall 2023

# SIMTALK

Linking SimGenetics to Commercial Cattle

## In This Issue:

Performance Advocate  
Program

Simmental Australia  
Joins IGS

Don't Screw Up  
the Windfall Profits

A Look Back at  
Fall Focus 2023

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# SIMTALK

VOLUME 31 – NO. 5  
Linking SimGenetics to  
Commercial Cattle

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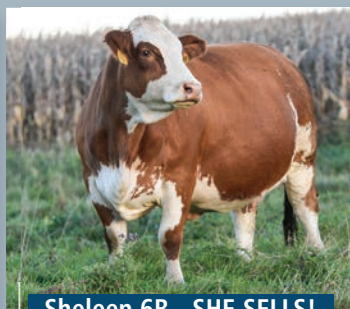
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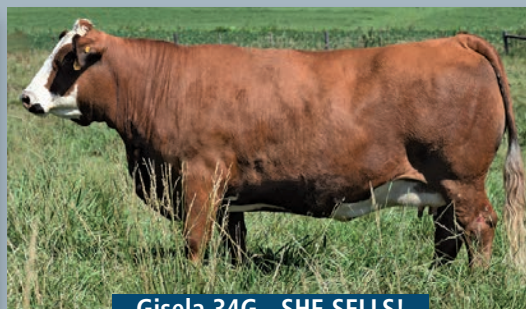
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# FROM THE EDITOR

by Lilly Platts, managing editor



Fall has officially snuck up on us here in Montana. The colors are popping outside my office window as I write this, and I am doing my best to take in the season instead of letting the looming winter dampen my mood. In my life today very few things really change once fall hits — I've been out of

school for years, and my daily tasks are largely the same throughout the seasons — but I think that growing up on a ranch cemented a sense of urgency in me once the air changes and the leaves start to fall. Tasks that were put off in order to enjoy summer became a lot more urgent as the days shortened, and there were always more busy days of cow work, winterizing, and so on.

Fall can bring significant stress for farmers and ranchers, with a lot of planning and work coming to fruition in one short period of time. I hope fall has treated everyone well, and that you are looking into winter with plenty of hay stacked up if you need it.

This issue of *SimTalk* features our annual Performance Advocate piece, which highlights members who go above and beyond in data submission. The official

Performance Advocate program was established 14 years ago, and the requirements for qualification were refined four years ago to really focus on those who are putting in extra time, effort, and resources to record and submit metrics that ASA values.

We have also included a recap of Fall Focus 2023, written by ASA's communications coordinator, Callie Cooley. As I've recently mentioned, we will be using the great conversations that took place at the event to create content for upcoming issues of *SimTalk*. Callie's recap is a great primer for the things we'll be focusing on in the future.

This issue also includes a recap of the trip Dr. Jackie Atkins and Luke Bowman recently took to Australia. Simmental Australia is a new partner in International Genetic Solutions, and they both offer insight about the new partnership.

Last but not least, we reprinted an article by Dallas Mount with Ranch Management Consultants. He discusses how farmers and ranchers can improve their financial decisions for future stability.

The next issue of *SimTalk* won't hit mailboxes until 2024, so I wish everyone a safe, happy, and healthy end to this year!

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# Performance Advocate Program *enters Fourteenth Year*

by Lilly Platts

## Recognizing Dedicated and Driven Data-Reporting Operations

ASA Performance



For fourteen years, the Performance Advocate Program (PA) has recognized cattle producers who maintain a commitment to data reporting. The 2023 program marked the fourth year under new guidelines, developed to identify the dedicated data reporting that fuels ASA's genetic evaluation.

A **Driven Performance Advocate** submits records on at least 10 of the 14 traits, and 90% of the contemporary group. A **Dedicated Performance Advocate** submits records on 90% of the contemporary group, and records on 8 of the 14 traits.

Performance Advocates listed here are for the fall 2021 and spring 2022 calf crops. The operations featured below have submitted data on at least 8 of the 14 traits, and represent operations that are committed to data reporting.

## B&B Simmental

B&B Simmental, located between Gregory and Burke, South Dakota, focuses on raising modern, efficient cattle that perform, maintain calving ease, and create a high-quality end product. For over 20 years, they have used a well-rounded approach to developing bulls that are ready to thrive for commercial producers. Betsy Senter and Bonnie Noziska are partners in the ranch, and their combined passion for agriculture led them to the beef industry. Their cow herd was originally commercial, but after a conversation with a neighbor and other consideration, Simmental was brought into the program with a three-quarter-blood J & C Black Maximizer son from John Volk and Sons in Battle Creek, Nebraska, in 1997. At the root of this decision was a desire to improve docility and take advantage of Simmental's maternal power.

Today, they sell SimAngus bulls to local commercial producers by private treaty. Data collection and DNA testing are a priority, and Senter and Noziska are dedicated to continually learning about the science behind improving the cow herd. B&B Simmental participated in the Cow Herd DNA Roundup and Calf Crop Genomics programs. Community is essential to B&B Simmental, and both Senter and Noziska are active members of local agricultural organizations and more.



Bonnie Noziska (left) and Betsy Senter own and operate B&B Simmental.



B&B Simmental is committed to raising functional, high performing cattle.

## Cast Cattle Company

Cast Cattle Company is owned and operated by Jeremy and Brooke Cast, located near Ansley, Nebraska. They have been breeding purebred and percentage Simmental cattle since 2004 when they purchased a group of bred heifers from Brooke's dad, Deon Gocke. The herd is predominantly black-hided with red Simmental being introduced in recent years. Jeremy has been herdsman at Triangle J ranch since 2003, and Cast Cattle Company bulls and heifers are marketed through the Triangle J production sales. They strive to produce well-rounded, functional cattle that can perform in numerous environments.



Above: Cast Cattle Company has been breeding Simmental cattle since 2004. Right: Jeremy, Brooke, Payton, Avery, Preston, and Aspen Cast.

The herd calves in January and February, after grazing cornstalks most of the fall. The majority of calves are AI-sired. Through DNA testing and reporting accurate data, they are able to market and retain higher-quality cattle. The cow herd is enrolled in THE, and the calf crop is reported using the Calf Crop Genomics program. Cattle are weighed on digital scales at birth, weaning, and yearling. Cast Cattle Company's goal is to report as much data as possible to offer a predictable, high-quality animal to the cattle industry. Cattle have been sold from North Dakota to Texas, and Idaho to Illinois.



## Gibbs Farms

Gibbs Farms traces back four generations when Dewey Gibbs first started farming part of the land known as Gibbs Farms today. Dewey's son, Wendell, grew up heavily involved with his father in his farming operations. During the same time period, Nan grew up on a farm in nearby Bowdon, Georgia. Owned and operated as a farm by the same family for at least 100 years, Gibbs Farms cattle graze these pastures on the Tallapoosa River today. Wendell and Nan have three children: Doug, Lorie, and Wendy.

Simmental was introduced at Gibbs Farms in 1972, and they have since used the principles of crossbreeding and hybrid vigor to raise bulls that work for their commercial and seedstock customers; today, they are one of the top sources in the nation for SimAngus genetics. Data collection has long been a priority, and with the addition of carcass data, the Gibbs family has used science to move their cow herd forward. Currently, Gibbs Farms runs about 850 head of Simmental and SimAngus cattle. Wendell's son, Doug, and Doug's son, Bradley, run the operation. They market approximately 180 yearling bulls, 150 bred young females, and 50 yearling heifers through their annual fall sale, held the second Saturday in November. Additionally, they plan to market 70 bulls and 70 bred females in the spring of 2024 on the first Saturday of March. Gibbs Farms also retains ownership on their 135 steers annually.



Above: Customers travel from across the country to purchase Gibbs Farms bulls. Below: Gibbs Farms has been using Simmental genetics since 1972.



(CONTINUED ON PAGE 12)

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# Performance Advocate Program Enters Fourteenth Year

(CONTINUED FROM PAGE 9)

## Keller Broken Heart Ranch

Located south of Mandan, North Dakota, the Keller family has been raising Simmental cattle since the 1980s. With the support of his father and mother, Eugene and Helen, Dwight Keller chose to breed a group of commercial cows he had purchased to Simmental. They saw the



Both red and black Simmental genetics are offered for sale by the Keller family. Photo by Laura Mushrush.

expected boost in weaning weights and went on to pursue breeding the herd up to purebred Simmental, starting with registering the second calf crop.

Strategic crossbreeding became a focus again when Dwight and Susan's son, Luke, returned to the ranch after working for ASA. The family started selling bulls by private treaty around 25 years ago, later moving to a local auction, and eventually to a production sale at the ranch. Their annual sale is held the first Thursday in March; their customer base includes commercial and purebred producers from across the country. Today, the ranch is worked and managed by Dwight, Susan, and their children, Luke (Katy), Jake, and Tessa (Thomas). Each year they market 200 head of red and black Simmental and SimAngus bulls and heifers, and they retain ownership and finish culled animals through slaughter to collect carcass data. Data collection is an important part of breeding decisions, but live animal performance information is also carefully evaluated and considered when culling decisions are made. They appreciate their strong base of returning customers and are dedicated to providing reliable data and information on each animal they sell.

## McDonald Farms

Located in the rolling green hills of Blacksburg in southwest Virginia, McDonald Farms has been in the family for 260 years. During the Revolutionary War the farm served as a depot, and early in its history it also housed a grist mill, a tannery, and was used for producing "McDonald Surefire" gunpowder. Today, Bill McDonald runs the family business with a commitment



Above: Raising balanced, reliable Simmental genetics is a priority at McDonald Farms. Right: McDonald Farms has been in the family for 260 years.

to raising high-quality seedstock and tending to the land. McDonald Farms has built a reputation for raising SimGenetics bulls that excel in calving ease, growth, milking ability, carcass quality, and docility. McDonald recognizes that the genetics his bulls pass on are going to affect customers' herds for decades, so a priority is placed on efficiency and balance. Their annual Pick of the Pen bull sale is held each April, marketing bulls to a wide variety of regional and national customers.

Bulls only make the sale pen if McDonald is confident in the data behind them and their performance. Data collection and submission is a top priority throughout the cow herd. Any animals that do not make the cut to be developed for sale or replacement are retained and fed out; the carcass data McDonald receives back is an important tool for making future genetic decisions.



## Roth Farm and Ranch

Roth Farm and Ranch, located near Sterling, Kansas, has found success in both their commercial cow-calf operation and seedstock herd through SimGenetics. Norman and Cindy Roth, and their children, Cami and Colton, operate the multi-generation family business; portions of the land have been in their family since 1899. Norman's first experience with Simmental was in the 1970s, when his father, Charles, transitioned from dairy farming. He bred a group of Holstein cows to a Simmental bull, and after seeing the increased growth and performance, the breed has remained a part of the operation. Today, their focus is on SimAngus.



Above: Simmental genetics are a part of both the commercial and registered herds at Roth Farm and Ranch.

Right: Norman Roth first used Simmental genetics in the 1970s.

Roth Farm and Ranch currently consists of a commercial cow-calf herd, a registered Simmental herd, and dryland farming. Simmental is an important part of both the commercial herd and the registered seedstock business, with a focus on using data and management information to improve the cow herd and calf crop each year. The operation's goal is to breed cattle with high growth, moderate frame, high docility, moderate milk, good calving ease, stayability, marbling, and good udders. While the registered herd is small, extensive focus is placed on producing bulls that will work in the commercial environment and yield the same quality as any of the larger breeders. Bulls are sold by private treaty both locally and out-of-state. Additionally, they sell a group of two-year-old commercial cow-calf pairs each year.

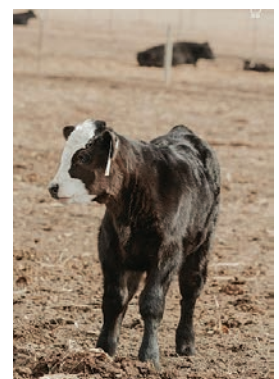


## South Dakota State University

South Dakota State University (SDSU) has a decades-long history with Simmental cattle. Early feed efficiency research conducted by Dr. Chris Dinkle was based on Simmental cows, and later, Dr. Dick Pruitt was one of the early adopters of SimAngus cattle. Throughout the years, through research projects, and through changes in both people and facilities, one thing has remained constant.

SDSU has remained committed to data collection and reporting. The Cow-Calf Education and Research Facility calves out approximately 150–160 Angus and SimAngus cows and heifers. Data collection on each calf begins at birth and continues until the day they leave the operation. In addition to standard weight and ultrasound data, each calf is evaluated for docility, and samples are collected and submitted for GGP-uLD DNA analysis. An Insentec feeding system at the Cow-Calf Education and Research Facility has also facilitated the collection of individual feed intakes on the developing bulls and heifers. Cattle raised at SDSU are used for a variety of purposes related to teaching, research,

and outreach. They are also included in the Little International Exposition each spring, and approximately 30 bulls are sold at the annual SDSU Bull Sale managed by the Seedstock Merchandising students. Simmental genetics have been an essential part of the SDSU cow herd for many years and they continue to make an impact in many ways.



L to R: SDSU utilizes a feed intake system to gather data. The Simmental breed has a long history at SDSU.

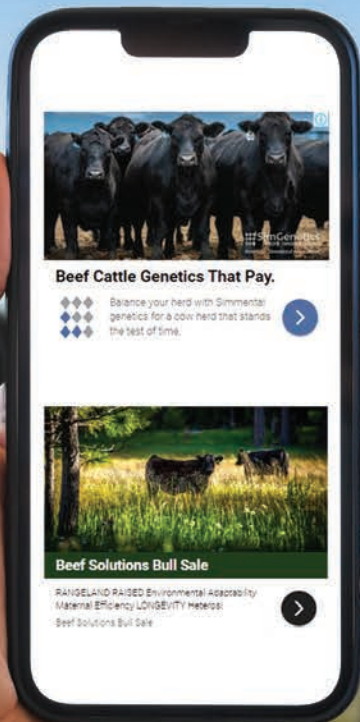
(CONTINUED ON PAGE 16)

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American Simmental Association



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*Introducing...*



Georgia's  
EPD% rankings for  
CE, BW, WW, YW, MARB  
and REA put her  
1 of only 5 active PB  
Simmental cows in the  
ASA database!

# HHS GEORGIA 802G

## ASA 3627373

CDI Entourage 156U  
HHS MR Entourage 867B  
HHS Miss 836Z

### HHS GEORGIA 802G

MCM Top Grade O18X  
HHS Miss Lucky Ann 842A  
HHS Miss 87OU

Individuals EPD • Bolt - 9-26-23

	CE	Brth	Wean	Year	ADG	MCE	Milk	MWW	Stay
EPD	16.3	-1.4	83	123.7	.25	10.6	20.9	62.4	20.5
%	5	10	35	35	50	2	75	55	10

	Doc	CW	YG	Marb	BF	REA	Shr	API	TI
EPD	15.2	22.4	-.37	.52	-.072	.76	-.43	175.7	94.7
%	15	75	75	5	70	80	10	3	10

#### BULLS SIRED BY:

Honor 3789447 • Captivate 3991776  
Deadwood 3871754 • Guardian 3563436  
White Water 4034285 • Ewa Peyton 3525930  
Cowboy Logic 3208956 • Manifesto 3659574

#### GEORGIA BULLS WILL PROVIDE:

- Phenotype
  - EPD's
  - Measurable Traits
- PB Simmental • SimAngus™**

### GEORGIA HAS SURPASSED OUR EXPECTATIONS!

She has produced over 60 calves in the last 2 years!

*Ellingson Simmentals Production Sale - January 26, 2024*

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HHScows@gmail.com  
309-236-7330

#### ELLINGSON SIMMENTALS

Terry Ellingson  
tellings@polarcomm.com  
701-741-3045

#### STROMMEN SIMMENTALS

Bryan Strommen  
bhstrommen@gmail.com  
701-430-0669

# Performance Advocate Program Enters Fourteenth Year

(CONTINUED FROM PAGE 13)

## University of Illinois

The University of Illinois at Urbana-Champaign (UIUC) has been a leader in beef industry research for many years, and for much of this time, the Simmental breed has played an important role. The research done at UIUC brings together students, education, and the improvement of the greater beef industry. From feed efficiency to improvements in reproductive technology, an overall focus on sustainability guides the UIUC beef program. The system is comprised of three research stations, and with SimAngus feedlot cattle, heavily Simmental-influenced commercial females, and registered SimAngus cows, the Simmental breed is an important part of this program.

Simmental cattle came into the picture in the 1980s. Other Continental breeds had been housed at the university, but with an increased need to study feed efficiency, it was decided to choose one Continental and one British breed to eliminate variation and improve the clarity of research findings. The driving forces behind the larger research projects conducted at UIUC are data collection and submission, and daily management of the cattle. UIUC has been a Performance Advocate for several years, and has maintained a detail-oriented data collection system, providing valuable data on a variety of traits to ASA. This data is also utilized in selection decisions within the program.



Above: The UIUC has an extensive beef program, and Simmental genetics play an important role. Left: Data collection and submission are at the core of the UIUC beef program.

## University of Nebraska–Lincoln

The University of Nebraska–Lincoln (UNL) seedstock herd is comprised of approximately 230 cows, which are either purebred Angus or Husker Blacks (Black Simmental x Angus) or Husker Reds (Red Simmental x Red Angus). Cattle from this herd are used for various undergraduate courses and youth Extension events such as judging contests. The annual “Bulls Worth Waiting For” sale, held on the second Saturday in April, merchandises approximately 45 bulls from this herd to commercial producers. This sale represents the kind of practical, hands-on learning opportunities

that are available at UNL in the Animal Science Department. The UNL Beef Cattle Merchandising class is responsible for all facets of the sale, including advertising, collecting phenotypic data, preparation of the bulls, putting together the sale catalog, and conducting the sale.

The breeding program at UNL offers students the opportunity to learn about multiple beef breed associations, the benefits of crossbreeding, and the advantages of using genomics to enhance EPD. An understanding of applied beef cattle genetics and breeding programs is key, so that the students understand the importance of helping commercial producers find the bull that fits their production environment and goals. Additionally, this herd supplies germplasm to other research herds in the UNL system, totaling approximately 1,100 cows. These herds are currently submitting data, including carcass and feed intake records, to the ASA on genotyped offspring of bulls from the teaching herd. This unique resource not only enhances research, Extension, and teaching opportunities, but also serves as



Animal science students at UNL.

a microcosm of the beef industry in a university setting. This herd is also utilized for research, given the commitment to detailed phenotypic data recording a long history of genotyping. Current projects include, among others, the use of low-pass sequence data and investigating the complex interactions between the host genome and the ocular microbiome.

(CONTINUED ON PAGE 20)



Hands-on experience is an important part of the UNL program.

## Traits Reported to ASA

- Calving ease
- Birth weight
- Weaning weight
- Yearling weight
- Yearling hip height
- Ultrasound
- Docility scores
- Genomic test on birth group
- Feet and leg score
- Mature cow weight
- Mature cow body condition or Mature cow hip height
- Cow herd genomics
- Udder score
- Feed intake data (coming soon)



Keller Broken Heart Ranch. Photo by Laura Mushrush.

# AMERICA'S COW

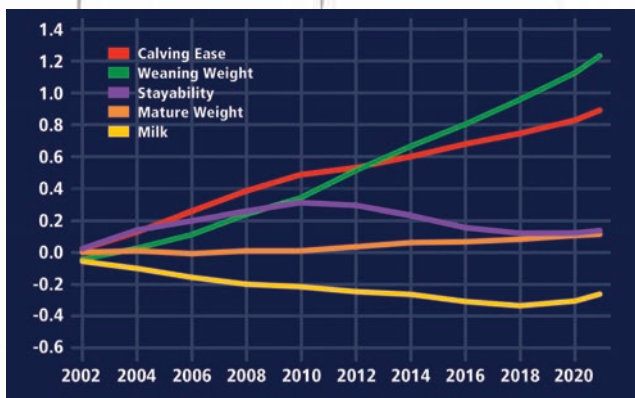
**Simmental, SimAngus™, SimAngus HT, and Simbrah.**

Meet America's all-purpose cow – gentle and consistent, with calves that give the heterosis boost commercial cattlemen need to stay **profitable**.

Simmental cows set the bar for fertility, weaning weights and exceptional calving ease suited to a variety of environments. Simmental cows are **adaptable**, built to last in heat, fescue or high altitudes.

## Maternal Trait Genetic Trends

Purebred Simmental in past 20 years



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

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

Source: USDA MARC

## \$All Purpose Index (\$API)

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

Compare the profit potential of two Simmental bulls using \$API

- 1 Bull A's \$API = \$120 and Bull B's \$API = \$180
- 2 Breeding 25 females/year
- 3 Used for 5 years

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

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

# MORE MEANS MORE

More carcass weight, live weight, muscle and marbling. More **profit**.

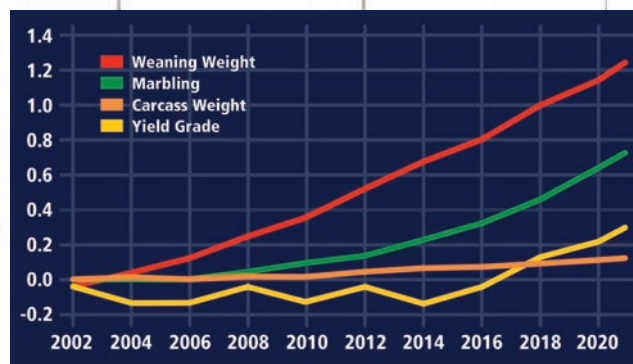
Simmental calves reliably perform in the feedyard – with better growth, better structure and fewer health problems. Simmental cattle add pounds without sacrificing marbling.

Backed by the most comprehensive beef cattle genetic database, the **American Simmental Association** offers commercial producers more selection and marketing tools than any other breed association.

All to strengthen your bottom line.

## Terminal Trait Genetic Trends

Purebred Simmental in past 20 years



## \$Terminal Index (\$TI)

predicts profitability when all calves are harvested.

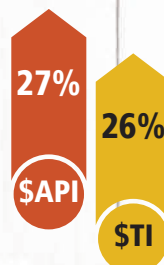
Trait	Simmental rank compared to other Continental breeds
Marbling	First
Carcass Weight	Second
Back Fat	Second
Post Weaning Gain	First

Source: USDA MARC

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

## Did You Know?

◆ According to the National Association of Animal Breeders, Simmental ranks second for semen sales compared to all other beef breeds, and in recent years, the percentage of semen sold in the US from Simmental bulls has grown by 35%.



◆ \$API increased 27% and \$TI increased 26% in the last 20 years. This translates to an average increased profit of \$3,375 per bull when used to sire replacement heifers and harvesting remaining calves or \$2,000 when all calves are harvested.

# QUEEN OF THE PRAIRIE

3rd Annual ★ ★ ★ ★ FEMALE SALE

**SATURDAY, NOVEMBER 25, 2023**

Private Treaty Sale via DVAuction • At the Ranch • 10752 BIA Road 15, Veblen, SD

**Selling 25 Open Heifers — Reds & Blacks**

*Sires represented*



CLRS BUDDHA 406J



GW HILGER ONE 454H



HHS BOBBY 847F



KBHR HARTLAND H100

**Viewing Available  
At The Ranch**



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OMF EPIC E27



STAV RED WAVE 105F



WHEATLAND MAN O' WAR 907G



CLRS CENTER MASS 8103J



WLB PRODIGY 493H

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stavicksim@gmail.com • [stavicksimmental.com](http://stavicksimmental.com)



# Performance Advocate Program Enters Fourteenth Year

(CONTINUED FROM PAGE 17)

## Driven Performance Advocate

(reported 10 or more traits)

BREEDER		SEASON	TOTAL TRAITS
Clear Springs Cattle Co	Starbuck, MN	2022 S	13
Belleview Farms	Madison, IN	2022 S	11
Driggers Simmental Farm	Glennville, GA	2021 F	11
Bridle Bit Simmentals	Walsh, CO	2022 S	10
Double B Acres	Sterling, OH	2022 S	10
Eakins, Roger	Jackson, MO	2021 F	10
Kirlin Simmentals	Avoca, MN	2022 S	10
Kratzer, Andy	Marquette, KS	2021 F	10
Lathrum Cattle	Ankeny, IA	2022 S	10
Martin and Son Farm	Lyles, TN	2022 S	10
McDonald Farms	Blacksburg, VA	2022 S	10
Red Hill Farms	Lafayette, TN	2022 S	10
Roth Farms	Sterling, KS	2022 S	10
University of Illinois	Baylis, IL	2022 S	10

## Dedicated Performance Advocate

(reported 8 to 9 traits)

Anderson Land and Livestock	Pilot Rock, OR	2021 F	9
B&B Simmental	Burke, SD	2022 S	9
Broadway, Jeff	Monroe, NC	2021 F	9
CLM Ranch	Olean, MO	2022 S	9
Holley Family Livestock	Glenwood, WV	2022 S	9
Massey Farms	Burlington, NC	2021 F	9
University of Nebraska	Ithaca, NE	2022 S	9
B Gibbs Farms	Bowdon, GA	2021 F	8
Cast Cattle Company	Ansley, NE	2022 S	8
Gibbs Farms	Ranburne, AL	2021 F	8
Eakins, Roger	Avoca, MN	2021 S	8
Far Out Cattle Ranch	Walsh, CO	2021 S	8
J-C Simmentals	Clare, MI	2022 S	8
Keller Broken Heart Ranch	Mandan, MD	2022 S	8
Martin and Sons	Lyles, TN	2021 F	8
Punkett Cattle Co	Alva, FL	2021 F	8
Red Hill Farms	Lafayette, TN	2021 F	8
Salinas Farms	Marion, MI	2022 S	8
S/D Simmentals	Lake, MI	2022 S	8
Reed Family Farms	Shelbyville, TN	2022 S	8
Six Cedars Farm	Macon, MO	2022 S	8
South Dakota State University	Brookings, SD	2022 S	8
University of Illinois	Baylis, IL	2021 F	8
Wait, Megan	Pritchett, CO	2022 S	8

**ST**



AT BUCK CREEK RANCH  
6:00 PM IN YALE, OKLAHOMA



DECEMBER 15, 2023

# The Grand Event

An elite offering of Simmental, SimAngus, and Angus show heifer/donor prospects, bred heifers, and proven bred cows!



**2023 Tulsa State Fair Reserve Supreme Champion Junior Breeding Heifer**  
She sold as Lot 11 in the 2022 Grand Event Sale!  
Congratulations Chloe Clark!



**2023 Kansas State Fair Reserve Supreme Champion Open Breeding Heifer**  
She sold as Lot 18 in the 2022 Grand Event Sale!  
Congratulations Olivia Walrod!

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Jered Shipman: 806-983-7226  
Tim Anderson: 605-682-9343

**BUCK CREEK RANCH**  
Jacob Moore: 765-717-1322  
Garrett Cloud: 479-629-2840  
Justin Johnson: 816-200-6516

DECEMBER  
**15**  
2023

# Simmental Australia Joins IGS

by Lilly Platts



Simmental Australia recently became a new partner in International Genetic Solutions (IGS). ASA's Dr. Jackie Atkins and Luke Bowman recently toured the country's robust beef industry. Below is a Q&A with them about their trip, and the power of collaboration in our industry.

## What is the value of adding another international association to IGS? Why are these partnerships important?

**Atkins:** It's a small world in the beef business, and genetics are routinely brought in and exported to other countries. Bringing in breed societies from Australia and other parts of the world adds more data to the evaluation, which increases the accuracy of the genetic predictions. For instance, we are currently testing Simmental New Zealand in the IGS evaluation. If they enter into the production evaluation, they would be the fourth Simmental association in the evaluation. We also see opportunities to gain knowledge on traits that are hard for seedstock breeders to collect in the US. Australia has mandatory ID on all the cattle and has the

ability to have carcass records on all terminal cattle. This offers a tremendous opportunity to gain valuable carcass data for the genetic evaluation. Another huge benefit of working with societies and breeders in other countries is a chance to learn from practices and perspectives in a different country.

**Bowman:** By joining the IGS platform their genetics are comparable to Americans'. If they have EPD and Estimated Breeding Values that are on the same IGS base, they can increase trade between nations. Their beef predominantly goes into the Asian markets, and there's a growing demand for high-quality-grade cattle. Therefore, they're paying a lot of attention to marbling and to increase the marbling in their Simmental genetics. They're turning to the United States to supply the semen and embryos — specifically high-\$API cattle — that will improve their population.

## What are the strengths of the Australian industry? What can they add to IGS?

**Atkins:** There are a lot of cattle in Australia and the herds we visited take data collection very seriously. Many seedstock breeders in Australia have leveraged



**Opposite:** The Arubial Wagyu and Lillyvale Feedlot.

**This page, top to bottom:** Atkins and Bowman attended the Hicks Beef fall sale. Atkins and Bowman with the Hicks family. Atkins and Bowman snuck in some sightseeing, including the Sydney Opera House.



technology to make data collection seamless using EIDs, chute-side data collection systems that zip into a computer and never die in a notebook on someone's desk. There is a great potential to bring in commercial data and composite seedstock herds that don't fit into a traditional breed society.

**Bowman:** They are very advanced in data capture and submission. Everything is computer-run with their data collection. They have a national identification system. So therefore, all those cattle have a national EID tag and they can trace those cattle all the way through the system. And so data capture is very easy for Australians. Additionally, every farm has an account with the abattoirs (slaughterhouses). They all create accounts for each producer and give them their carcass data back.

### What were the highlights of your trip?

**Atkins:** The people — 100%! We met such wonderful people who care deeply about their cattle and land. They work hard, have a good sense of humor, seem humble yet eager to share their point of view, and are very welcoming. We learned so much from our visits with seedstock breeders, commercial cattle producers, veterinarians, breed society staffers, scientists, and packer employees.

**Bowman:** As modern Simmental breeders expand their footprint in North America, there's demand for American SimGenetics down under in Australia with breeders who are trying to mimic the American SimGenetics business model.



**ST**

# There Are No Magic Beans

Keeping your family on the ranch  
takes more effort than ever.

Whether you are a serious seedstock producer (regardless of breed type) or a progressive, data-conscious commercial outfit - *now is your time to receive the most credible genetic tools in the business, at the best prices, and no drama.* Your kids and grandkids need the best tools available. It is time to make the tough decisions.

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Sample business card pages in SimTalk

# Don't Screw Up the Windfall Profits

by Dallas Mount, Ranch Management Consultants

The last year (2023) is shaping up to be a record profit year for many in the cattle business. I know not everyone is participating as there are regional droughts and specific situations for some that will take you out of this opportunity. Nevertheless, for some the stars have aligned.

**The last time we saw record profits** in the cattle business was in 2014, and poor decisions made by ranch managers in 2014 resulted in many hard times for the years to follow. I feel like the crusty old guy sitting at the coffee shop when I say, "Don't make the same mistakes this time!"

To understand what these mistakes are, we need to look at the economic and financial structure of most ranching operations. Here are some common problems we find in the way many ranches structure their business:

- Too many employees and people for what the business can support in a healthy way.
- Too much wealth tied up in fixed assets that don't produce cash flow in excess of their costs.
- Too little money in "liquid" assets.
- Lack of business management knowledge by key people.

Let's explore each of these problems a bit deeper.

## 1. Too many employees

We have a benchmark at Ranching for Profit called GP/FTE. It stands for Gross Product per Full-Time Employee. The most economically healthy businesses are usually exceeding \$400,000 Gross Product per Full-Time Employee. If you don't speak RFP, you might think Gross Product is the same as Gross Revenue. It isn't. Gross Product is the economic value the enterprise creates. Most ranching businesses have way too many mouths at the table for the value the business is producing. I'm not saying these people are lazy. Usually, it is quite the opposite. However, they often aren't engaged in tasks or enterprises that are good at adding value to the business. When income is high and money is rolling in, it is tempting to bring Junior home or add people to the business. If your business isn't exceeding this benchmark or getting close to it, you might be making a problem worse by adding people.

## 2. Too much wealth tied up in fixed assets

We all love stuff. Especially machines that make our work easier. As a business grows in maturity it is tempting to invest profits in things we enjoy and things that make our lives easier even if it doesn't make economic sense. Our rule of thumb is that equipment has an annual ownership cost of 20% of its current value. That means a tractor that is worth \$100,000 today has an annual ownership cost of \$20,000 per year. That might strike you as unreasonable, but when you think of repairs, depreciation, insurance, interest, taxes, etc. it begins to make sense. If that tractor isn't producing well in excess of that \$20,000 per year, then economically you shouldn't own it. Most ranches have way too much of their wealth tied up in fixed assets that don't produce cash flow in excess of their costs. Your neighbors are going to pile their profits into machines that they want but can't economically justify. This is often done in the name of tax avoidance. Don't be like your neighbors. Pay the dang tax if you have to, or deploy the money somewhere in the business that will improve profitability and make the tax problem worse next year.

## 3. Too little money in "liquid" assets

Liquid assets are cash, or those things you can quickly turn into cash. If you had to get your hands on cash in two weeks, how much could you comfortably come up with? What are the annual costs of keeping the doors open on your farm or ranch? What percentage of your annual operating costs are available to you in short notice? Our recommendation is that at least 50% of your annual operating costs should be available to you with short notice. For many farms and ranches this number is closer to 5 or 10%, well below the target. This often leaves the business with their back against the wall when things go bad. The next drought, flood, fire, or market crash is just around the corner. Prepare yourself by having adequate reserves.

## 4. Lack of business management knowledge by key people

Ranchers are often very skilled at raising livestock, but many stink at running a business that raises livestock. Does your ranch have clear roles and responsibilities, economic projections for the coming year, cash flow budget and plan, clear mission and vision for the business, grazing and operating plan, regular strategic work sessions, regular operations work session, and a clear succession plan that is communicated?

If your business has some holes in the list above, you're not alone. But the profits from this year could be an opportunity to invest in your key people, to help them build the skills to produce the results your business needs. Ag business owners are rightly taught to be frugal. Unfortunately, this frugality spills over into being cheap when it comes to investing in our people. Our recommendation is at least one month's salary per year in professional development. If that isn't occurring on a consistent basis, that is a problem.

I hope 2023 is a record year for you. I hope you deploy the profits from 2023 to build a stronger and more resilient business for the years ahead.

**ST**

Dallas Mount is the owner of Ranch Management Consultants (RMC), home of the Ranching For Profit School and the Executive Link program. Dallas has led RMC since 2019 and worked with hundreds of ranchers across the US, Canada, and Australia to position their business for economic profit and ecological health. After working with University of Wyoming Extension for 18 years, Dallas started teaching the Ranching For Profit School in 2012 and quickly established himself as an elite instructor. Dallas holds a BS and MS from Colorado State University and has spent time working in cow-calf, feedlot, yearling, haying, and grazing operations. Dallas and his wife, Dixie, own and manage a grazing operation near Wheatland, WY. RMC is focused on creating profitable businesses, with healthy land and happy families.



Annual Meeting and Banquet - December 8, 2023

North Dakota Simmental Association **Classic SALE**

**December 9, 2023**

Kist Livestock, Mandan, ND — Approx. 1:30 p.m.

Immediately following the ND Red Angus Assoc. Sale at 11:00 a.m.

**Selling: 40 Bred Heifers, 20 Open Heifers as well as Semen and Embryo lots!**

Purebred Simmental and SimAngus™ — Reds and Blacks

- Offering selected from the heart of the herds, herds that host some of the top bull sales in the land!
- Selling many open heifers that will be very competitive in Junior and Regional Open Shows!
- Offering many bred females that will be bred to produce the genetics that will complement any serious program!

For catalog requests, contact:  
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 Todd Finke: 701-240-7711

**DVAuction**

Sale day phone: 701-223-6550

Sale Headquarters:  
 Baymont Inn: 701-663-7401  
 Ask for the North Dakota Simmental block rate.



A previous top-seller from this sale.

View the catalog online at: [www.northdakotasimmental.com](http://www.northdakotasimmental.com)

# HA Covenant 30K



Homozygous Black  
Homozygous Polled

Bridle Bit Eclipse E744  
Sire: Hook's Galileo 210G  
Hook's Evita 18E

GW-WBF Substance 820Y  
Dam: Hook's Ceres 11C  
Hook's Sarita 92Y

ASA# 4040505  
PB SM

Trait	Direct					Maternal				DOC	Carcass					\$ Index		
	CE	BW	WW	YW	ADG	MCE	Milk	MWW	Stay		CW	YG	Marb	Fat	REA	Shr	API	TI
EPD	17.4	-0.8	89.7	140.8	.32	10.9	24.9	69.7	21.8	21.3	41.1	-.31	.73	-.072	.83	-.54	194.0	104.0
ACC	.46	.51	.48	.49	.49	.25	.19	.29	.33	.45	.43	.35	.43	.39	.41	.07		
%	3	15	15	10	10	2	40	20	3	1	15	90	1	70	65	1	1	1

EPD as of 10.5.23

# Simmental

- Among the most talked-about new sires for the 2023 breeding season with his exceptional arithmetic and elite herdsire quality.
- He is the "true standout" Galileo son in terms of phenotype, balance, and his impressive genomic data!
- Great dispositioned, excellent feet and legs, deep ribbed and powered up with a wealth natural thickness.
- Breed him to an entire heifer crop, flush your best donors and breed a bunch of cows knowing that he will add value, quality and market returns to every calf he sires.
- Use the ASA Planned Mating calculator to see the kind of EPD and Indexes projected on your females. The resulting data will be impacting, ahead of most any sire in the breed.
- For correct-structured, great-footed, docile progeny that have that extra volume, fleshing ability and eye appeal with breed pacesetter data...order plenty of his high quality semen!

## Semen: \$30/unit

Semen available from Allied Genetic Resources, Cattle Visions, and APEX Cattle.



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Dannebrog, NE 68831  
308-750-0200



Randy and Lucas Anderson  
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Lucas 320-424-3010  
la.highlandacres@outlook.com  
www.highlandacrescattle.com

# JC King Of The Road 468H



Homozygous Black  
Homozygous Polled

Hook's Beacon 56B  
Sire: KBHR High Road E283  
WS Miss Sugar C4

MCM Top Grade 018X  
Dam: JC Ms Top Grade 468B  
Hooks Zola 102Z

ASA# 3701283  
PB SM

Trait	Direct					Maternal				DOC	Carcass					\$ Index		
	CE	BW	WW	YW	ADG	MCE	Milk	MWW	Stay		CW	YG	Marb	Fat	REA	Shr	API	TI
EPD	13.7	-2.4	80.7	122.0	.26	8.1	29.8	70.1	21.9	12.2	17.7	-.39	.56	-.065	.83	-.36	178.3	96.2
ACC	.64	.69	.69	.63	.63	.37	.27	.37	.39	.50	.53	.41	.48	.42	.49	.03		
%	20	4	40	40	40	15	10	20	3	45	90	65	4	85	65	45	2	5

EPD as of 10.5.23

# Simmental

- The breed's premier High Road son that offers extra body mass, depth, natural thickness, and overall power in a more moderate frame size than his sire.
- His offspring could not be more impressive. Born easily and exploding with impressive volume and thickness as they mature. Used on nearly over 200 yearling heifers, proving him as a "no worries" type calving ease sire.
- His excellent EPD profile is one of the breed's most impressive! Phenotypically, as a three year old, he has a wealth of total body mass, perfect feet and eye appeal.
- His predictable calving ease service on bred females will add value; his daughters will make superb cows; and his low BW, high MARB, and big-numbered \$API sons are already sale pacesetters.
- Few bulls combine his calving ease, performance, maternal, and carcass traits at such an elite, balanced level. His structural integrity could not be better, excellent feet, joints, and legs!

## Semen: \$30/unit

Semen available from Allied Genetic Resources, Cattle Visions, and APEX Cattle.



Dan Leo  
1146 7th Avenue  
Dannebrog, NE  
308-750-0200

## J/C SIMMENTALS

John and Connie Miller  
5075 E. Clarabella Rd.  
Clare, MI  
989-429-2834 (cell)  
john@jcsimmentals.com  
www.jcsimmentals.com

# HOF New Era 1882J



**Homozygous Black  
Homozygous Polled**

Hook's Beacon 56B  
Sire: **CLRS Guardian 317G**  
CLRS Always Xcellent

CCR 9332 Singltry 6337A  
Dam: **HOF Nebraska Queen 9958G**  
Bar CK 1006X E1108Z

ASA# 4025409  
PB SM

Trait	Direct					Maternal				DOC	Carcass						\$ Index	
	CE	BW	WW	YW	ADG	MCE	Milk	MWW	Stay		CW	YG	Marb	Fat	REA	Shr	API	TI
EPD	15.0	-2.3	89.2	135.2	.29	9.5	27.9	72.4	22.6	3.3	36.9	-.29	.77	-.045	.91	-.40	195.6	105.9
ACC	.47	.50	.48	.49	.49	.28	.20	.29	.35	.42	.43	.35	.41	.37	.42	.02		
%	10	5	15	15	20	5	20	10	2		25	1			20	1	1	

EPD as of 10.5.23

# Simmental

- This amazing Guardian PB son combines the best of phenotype and data...great structure, feet, eye appeal, natural thickness, and body mass with an incredible set of EPD!
- Maternally, his highly productive, beautiful-uddered two-year-old dam stems to a great daughter of the famed BAR CK Tebow 110X.
- He combines superb calving ease, performance, maternal, and carcass genetics... TOP 1% Marbling, \$API, and \$TI with 'show ring' eye appeal. Ten EPD in TOP 1-20%!
- We predict that he will impact the breed in a huge way, much like our Proclamation, yielding stunning eye appeal and genetic diversity.
- His 'first time offered' semen is now...breed him to both heifers and cows with confidence...TOP 5% BW EPD with TOP 1% \$API and \$TI!
- Excellent disposition and high-quality semen!

## Semen: \$30/unit

Semen available through APEX or:  
Cattle Visions 573-641-5270.

**CATTLE Visions**  
www.cattlevisions.com



Dan Leo  
1146 7th Avenue  
Dannebrog, NE 68831  
308-750-0200

**R & R CATTLE**  
Rodney Rhode  
1666 E Ave  
Emerson, NE 68733

**Wagonhammer Ranches**  
Albion, NE

# WS Proclamation E202



**Homozygous Black  
Homozygous Polled**

Triple C Singletary S3H  
Sire: **CCR Cowboy Cut 5048Z**  
CCR MS 4045 Time 7322T

CLRS Grade-A 875 A  
Dam: **WS Miss Sugar C4**  
WS Anise A71

ASA# 3254156  
PB SM

Trait	Direct					Maternal				DOC	Carcass						\$ Index	
	CE	BW	WW	YW	ADG	MCE	Milk	MWW	Stay		CW	YG	Marb	Fat	REA	Shr	API	TI
EPD	13.3	0.5	100.2	148.8	.30	8.3	29.4	79.5	20.5	18.1	46.8	-.23	.57	-.056	.77	-.41	177.1	103.9
ACC	.83	.94	.93	.92	.92	.76	.78	.82	.68	.87	.76	.55	.70	.61	.68	.20		
%	25	35	2	5	20	15	10	2	10	2	10	99	4	95	75	15	3	1

EPD as of 10.5.23

# Simmental

- Proclamation (now deceased) has taken the Simmental world by storm by consistently siring impressive performance, extra volume, good feet and structure. He has brought added value to the marketplace with his good-natured progeny.
- Acclaimed as Sugar's "Greatest and Most Proven" Son! Proclamation daughters are on her same path of maternal greatness!
- His sons have topped numerous auctions and have been featured sire groups in sale after sale. The more cattlemen see of his prepotency, the more they want his genetics!
- His highly maternal daughters are beautiful-uddered, broody, gentle, easy fleshing, fertile and extra valuable in building better cow herds.
- For calving ease, extra body mass, super sound structure, great feet and program-impacting EPD, \$API, and \$TI, with added performance and marbling traits, he is the sire of choice for serious breeders.
- High Quality Semen, Excellent Conception Rates!

## Semen: \$40/unit

Available through Allied Genetic Resources, Cattle Visions, Bovine Elite, LLC, and APEX Cattle.



Dan Leo  
1146 7th Avenue  
Dannebrog, NE 68831  
308-750-0200

**Wilkinson Farms**  
Terry & Cathy Schlenker  
701-489-3583  
701-320-2171 (cell)

# A Look Back *at* Fall Focus 2023

by Callie Cooley, communications coordinator



Fall Focus 2023 took us to the Centennial State. Simmental enthusiasts, representing 28 states and three provinces, attended the successful gathering that was held in Denver, Colorado, August 25–29. The event featured a “Ranch Gathering,” live cattle demonstrations, a day-long educational symposium, a celebration of the Golden Book and Lifetime Promoter recipients, interactive committee meetings, and a productive board meeting. The Colorado Simmental Association (CSA) co-hosted the event and did a phenomenal job showcasing topics that not only provided a snapshot of issues important to Colorado’s beef industry, but that were arguably just as important to everyone else in attendance. A huge thank you to everyone with the CSA for their help organizing and hosting.

**F**riday morning began with Simbrah committee, SimSpecialist, and ASA Publication board meetings. The SimSpecialists in attendance strategized, with some of the more experienced specialists offering insight into what has worked well for them in the past. This team is

unlike any other in the industry. Giving presentations at field days or answering questions at sales is no big deal to these individuals, many of whom are retired Extension professionals and researchers.

The CSA’s hard work shined brightly at the Ranch Gathering that they co-hosted with the Colorado Cattlemen’s Association (CCA) on Friday afternoon. The event was held at the National Western’s HW Hutchison Family Stockyards Event Center. If you haven’t been to the grounds since they’ve been updated, it’s worth the trip. At the event center, cattle were on display from Bridle Bit Simmentals, Hill Brothers Livestock, and Reflected R Ranch. Willie Altenberg, Jake Owen, and Ben Elliot also brought cattle for the demonstrations — a special thank you goes out to those individuals for bringing cattle in from miles away. A feet and leg scoring demonstration was given by ASA Geneticist Lane Giess, and a pulmonary arterial pressure (PAP) test demonstration was performed by Dr. Tim Holt, DVM, of Colorado State University (CSU). The welcome rain shower deterred most from visiting the CSU Spur campus; however, the impressive nature of the campus was evident by even the craftsmanship of the Vida, Terra, and Hydro buildings. The evening concluded with a tri-tip dinner prepared by several CCA members and surprise recognition of Susan Russell, who was given a custom-made brand necklace in honor of her 25th year as the CSA secretary / treasurer. Congratulations, Susan.





# *gathering*

Opposite: ASA Geneticist Lane Giess gave a feet and leg scoring demonstration. Above: Colorado Simmental breeders brought cattle for display at the HW Hutchison Family Stockyards Event Center. Right: Lane Giess. Bottom, L to R: Dr. Tim Holt led a live PAP demonstration. Attendees watched the monitor as Holt explained the measurement process.

(CONTINUED ON PAGE 34)



# BEST PRACTICES FOR SEEDSTOCK PRODUCERS

## Best Practices to Receive the Most Accurate Genetic Predictions

### 1 Clearly define breeding objectives

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

### 2 Use whole herd reporting

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

### 3 Properly define contemporary groups

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

### 4 Take data collection and reporting seriously

Phenotypes are the fuel that drives the genetic evaluation. Take pride in collecting accurate data. Report records on the complete contemporary group in order to paint the most accurate picture of the genetics in these cattle. If possible, collect additional phenotypes like mature cow weight, cow body condition score, udder scores, feed intake, and carcass data.

### 5 Make both thorough and accurate phenotypic data collection for economically relevant traits a high priority

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

### 6 Use index-based selection

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

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



Jackie Atkins, PhD



Matt Spangler, PhD



Bob Weaver, PhD



Wade Shafer, PhD

### 7 Use genomics

Genomic selection offers an opportunity to increase the rate of genetic change and break the antagonistic relationship between generation interval (the average age of the parents when the next generation is born) and the accuracy of selection (e.g., accuracy of EPD) — two components that determine the rate of genetic change. However, as with any tool, genomic information must be used correctly and to its fullest extent.

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

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

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



## Best Practices for Genomic Testing

### 1 All animals within a contemporary group should be genotyped.

If genomic data are meant to truly enable selection decisions, this information must be collected on animals before selection decisions are made. The return on investment of this technology is substantially reduced if it is used after the decision is made. The ASA's Calf Crop Genomics (CCG) program offers 50% off GGP100K test for breeders who commit to genotype the entire calf crop. See sidebar for more details.

### 2 Both male and female animals should be genotyped.

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

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

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

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

## Total Herd Enrollment (THE)

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



## Cow Herd DNA Roundup (CHR)

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



## Calf Crop Genomics (CCG)

Calf Crop Genomics, a research project launched by the ASA in collaboration with Neogen Genomics, offers 50% off GGP100K genomic test including parentage (\$25 compared to \$50 equivalent test) to participating breeders who test their entire calf crop. Genotyping entire calf crops is important to use genomically enhanced EPD (GE-EPD) for selection decisions, reduce selection bias in genomic predictions, and increase the volume of genotyped animals for future improvements to genetic predictions. The latter two points make any singular genomic test in the future better for all members using genomics.



## Carcass Expansion Project (CXP)

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

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



# A Look Back at Fall Focus 2023

(CONTINUED FROM PAGE 31)



L to R: ASA EVP Dr. Wade Shafer conversing with Fall Focus attendees. The Colorado Simmental Association and Colorado Cattlemen's Association hosted a day focused on the state's beef industry, capping the day with a tri-tip dinner.

## symposium

Saturday's Educational Symposium took on a new format. Dr. Jackie Atkins set the tone for the day, challenging attendees to "Walk Around the Cylinder" and consider multiple perspectives before drawing conclusions. The remainder of the morning was spent taking a deep dive into bovine heart health, focusing on bovine congestive heart failure (BCHF) and PAP. Given 20 minutes to hit the high points in "Ted Talk" style presentations, five of the topic's experts shared their knowledge. The high-caliber speaker lineup consisted of Dr. Tim Holt, DVM, of CSU, Dr. Brian Vander Ley, DVM, of University of Nebraska-Lincoln, Dr. Mark Enns of CSU, Dr. Scott Speidel of CSU, and Dr. Justin Buchanan of J.R. Simplot Company.

Why was it important to spend all morning listening to these presenters? BCHF and PAP are perhaps two of the most pressing and economically relevant issues within the beef industry today. With the frequency of heart failure increasing in feedlot cattle, finding a solution is a top priority for many university and industry researchers, who are working diligently to identify BCHF risk factors and genetic correlations. Bovine pulmonary hypertension is essentially critically high blood pressure in the vessels that run from the heart into the lungs. Related to PAP, it can be triggered at high elevations when lower oxygen levels are available, causing high-mountain disease and then brisket disease when body fluid pools and causes swelling in the brisket area. Hence, the importance of PAP testing, genetics, and thoughtful breeding programs is crucial, especially to those raising cattle in high-elevation areas or providing genetics to individuals raising cattle in that setting.

ASA's Dr. Jackie Atkins kicked off the educational symposium.





Lane Giess (far left) moderated a panel discussion focused on bovine heart health. The speakers (L to R) included Justin Buchanan, Dr. Bryan Vander Ley, Dr. Scott Speidel, Dr. Mark Enns, and Dr. Tim Holt.

Lane Giess moderated the monumental panel discussion with the heart health speakers. The audience got one-and-a-half hours to ask the experts any and all questions. Not a second was spared, with many questioning management implications, the role of genetics, and tangible steps that can be taken now to decrease the likelihood of the issues.

After an informative state of the beef industry update from Billy Schmitz with Five Rivers Cattle Feeding, Steve Wooten took the stage to discuss his experience as the chair of the US Roundtable for Sustainable Beef (USRSB). The USRSB holds a proactive mindset and believes it's best to bring everyone from the beef supply chain to the table when discussing sustainability. A couple of Wooten's comments resonated with the audience, such as the need to keep working lands in working

hands, and the importance of being involved in the conversation to help ensure success for the next generation and future stewards.

Chip Kemp moderated the sustainability panel discussion that followed and included Wooten, Dr. Sara Place of CSU, Dr. Scott Howard of Meyer Natural Foods, and Dr. John Crowley of AbacusBio. The panelists tactfully navigated what can be a sensitive topic, recognizing that while keeping sustainability measures in mind is essential, we still have to produce food. Furthermore, all panelists communicated their ideas for what genetics producers should be selecting for, Crowley and Place agreeing that traits like stayability and fertility are key, with Howard adding the importance of cutability and quality.

(CONTINUED ON PAGE 38)

Chip Kemp (far left) moderated the panel discussion focused on sustainability. The speakers (L to R) included Dr. Sara Place, Steve Wooten, Dr. Scott Howard, and John Crowley.





NEW

3/4 SimAngus™

**W/C Fort Knox 609F**

By W/C Bankroll 811D  
EPD: CE: 11 \$API: 136 \$TI: 86



Full brother to  
W/C Bankroll

**W/C Pinnacle E80**

By W/C Loaded Up 1119Y  
EPD: CE: 14 \$API: 119 \$TI: 71



**W/C Night Watch 84E**

By CCR Anchor 9071B  
EPD: CE: 18 \$API: 145 \$TI: 83



NEW

**Rocking P Private Stock H010**

By WLE Copacetic E02  
EPD: CE: 13 \$API: 139 \$TI: 79



**SSC Shell Shocked 44B**

By Remington Secret Weapon 185  
EPD: CE: 18 \$API: 137 \$TI: 73



**THSF Lover Boy B33**

By HTP/SVF Duracell T52  
EPD: CE: 13 \$API: 149 \$TI: 91



NEW

**JC King of the Road 468H**

By KBHR High Road E283  
EPD: CE: 14 \$API: 180 \$TI: 96



NEW

**Ruby NFF Up The Ante 9171G**

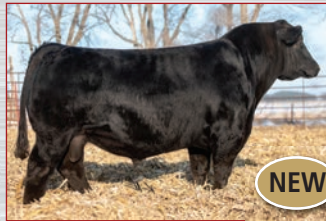
By Ruby's Currency 7134E  
EPD: CE: 11 \$API: 119 \$TI: 68



NEW

**ACLL Fortune 393D**

By MR TR Hammer 308A ET  
EPD: CE: 9 \$API: 119 \$TI: 68



NEW

**W/C Double Down 5014E**

By W/C Executive Order 8543B  
EPD: CE: 14 \$API: 119 \$TI: 74



NEW

**Next Level 4014J**

By Dakota Outlaw G974  
EPD: CE: 10 \$API: 115 \$TI: 78



NEW

**Mr SR 71 Right Now E1538**

By Hook's Bozeman 8B  
EPD: CE: 15 \$API: 156 \$TI: 96



NEW

**HOF New Era 1882J**

By CLRS Guardian  
EPD: CE: 15 \$API: 196 \$TI: 106



**PAL/CLAC Meant To Be 823E**

By Mr HOC Broker  
EPD: CE: 11 \$API: 111 \$TI: 68



3/4 NAILE and  
NWSS Champ

**Reckoning 711F**

By W/C Relentless 32C  
EPD: CE: 9 \$API: 111 \$TI: 63



NEW

**TJS King of Diamonds 165E**

By LLSF Pays To Believe ZU194  
EPD: CE: 13 \$API: 114 \$TI: 70



NEW

**PBF Red Paint F88**

By W/C Executive Order 8543B  
EPD: CE: 12 \$API: 124 \$TI: 75



NEW

**SC Pay the Price C11**

By CNS Pays to Dream T759  
EPD: CE: 7 \$API: 114 \$TI: 79



NEW

**JASS On The Mark 69D**

By W/C Loaded Up 1119Y  
EPD: CE: 11 \$API: 102 \$TI: 68



**W/C Relentless 32C**

By Yardley Utah Y361  
EPD: CE: 10 \$API: 118 \$TI: 74



NEW

3/4 SimAngus™

**WLE Copacetic E02**

By HPF Quantum Leap Z952  
EPD: CE: 14 \$API: 109 \$TI: 80



NEW

**Holtkamp Clac Change Is Coming 7H**

By WLE Copacetic E02  
EPD: CE: 14 \$API: 108 \$TI: 75



NEW

**W/C Cyclone 385H**

By W/C Bankroll 811D  
EPD: CE: 12 \$API: 138 \$TI: 82



NEW

3/4 SimAngus™

**LLSF Vantage Point F398**

By CCR Anchor 9071B  
EPD: CE: 14 \$API: 122 \$TI: 86



**WS Revival B26**

By LLSF Uprising Z925  
EPD: CE: 9 \$API: 103 \$TI: 68



**LLSF Pays To Believe ZU194**

By CNS Pays To Dream T759  
EPD: CE: 9 \$API: 121 \$TI: 78



**LLSF DAUNTLESS K07**

By HPF/HILL Uprising C104  
EPD: CE: 13 \$API: 111 \$TI: 67



**CLRS Guardian 317G**

By Hook's Beacon 56B  
EPD: CCE: 16 \$API: 208 \$TI: 115



**KSU Bald Eagle 53G**

By Hook's Eagle 6E  
EPD: CE: 15 \$API: 186 \$TI: 102



**WLE Black Mamba G203**

By WLE Copacetic E02  
EPD: CE: 14 \$API: 136 \$TI: 84



**FELT Perseverance 302F**

By W/C Executive Order 8543B  
EPD: CE: 16 \$API: 120 \$TI: 73



**W/C Express Lane 29G**

By Rubys Turnpike 771E  
EPD: CE: 14 \$API: 142 \$TI: 87



**CLRWTR Clear Advantage H4G**

By LLSF Vantage Point F398  
EPD: CE: 16 \$API: 172 \$TI: 105



**Erixon Bitten 203A**

By NCB Cobra 47Y  
EPD: CE: 12 \$API: 148 \$TI: 87



**LCDR Favor 149F**

By LCDR Witness 541C  
EPD: CE: 7 \$API: 130 \$TI: 96



**LLW Card Merit 03H**

By TL Ledger  
EPD: CE: 9 \$API: 112 \$TI: 72



**TL Ledger 106D**

By Profit  
EPD: CE: 10 \$API: 116 \$TI: 70



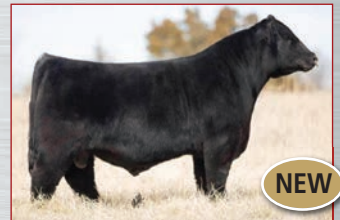
**GCC New California 131J**

By GEFF County O  
EPD: CE: 3 \$API: 101 \$TI: 65



**OBCC Kavanaugh F236**

By OBCC Unfinished Business  
EPD: CE: 13 \$API: 141 \$TI: 81



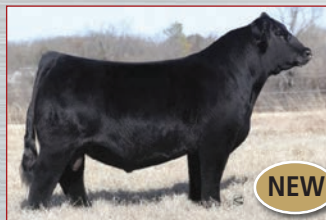
**LLSF Favored One H98**

By LCDR Favor  
EPD: CE: 7 \$API: 130 \$TI: 96



**Wheatland 3-D 1142J**

By CKCC LD Dimension 8965  
EPD: CE: 8 \$API: 121 \$TI: 75



**WHF/JS/CCS Double Up G365**

By W/C Double Down  
EPD: CE: 11 \$API: 111 \$TI: 73



**TJ 50K 485H**

By TJ Teardrop  
EPD: CE: 11 \$API: 159 \$TI: 86



**W/C Style 69E**

By Style 9303  
EPD: CE: 17 \$API: 135 \$TI: 68



**Mr Ishee Triple Trailblazer 018H**

By KOCH Big Timber 685D  
EPD: CE: 14 \$API: 144 \$TI: 80



**HRCC Hondo 035**

By W/C Bankroll  
EPD: CE: 12 \$API: 113 \$TI: 77



**CDI Innovator 325D**

By TJ Main Event 503B  
EPD: CE: 12 \$API: 132 \$TI: 92

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# A Look Back at Fall Focus 2023

(CONTINUED FROM PAGE 35)

## celebration



Above: Fall Focus attendees gathered to celebrate the Golden Book and Lifetime Promoter award recipients, as well as retiring trustees. Right: Simmental enthusiasts representing 28 states and three provinces attended the 2023 Fall Focus event.



Saturday evening was a time for visiting, networking, and celebration. The Golden Book Award recipients, 2023 Lifetime Promoter, retiring ASA trustees, and outgoing chairman were recognized. Well-deserving Golden Book recipients Neil Martin, Jim Largess, and Cynthia Conner were in attendance with their families to accept their award.

Sunday morning started with a Town Hall meeting, which gave Fall Focus attendees the opportunity to ask questions of board trustees and staff members. These exchanges sparked discussions that continued into the committee meetings.

**ST**

# FALL FOCUS

Please make plans to join us for  
**Fall Focus 2024 in Amarillo, Texas**



# NEBRASKA

## PLATINUM STANDARD *Female Sale*

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& 105 BRED FEMALES

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Sired by Mr SR Mic Drop G1534  
3/4 SM – Bred to TJ Gold Strike



**LHT MS LEXUS 207K**  
Sired by Damar Next D852  
3/8 SM – Bred to CLRS Jefferson



**LHT MS NEBRASKA 113K**  
1/2 SM – Sired by TJ Nebraska 258G  
Bred to Bridle Bit Resource



**LHT MS NEBRASKA 36K**  
5/8 SM  
Sired by TJ Nebraska 258G  
Bred to CCR Fire Power

ONLINE BIDDING:

**LiveAuctions**.TV



**LHT MS ALL AROUND 107K**  
3/4 SM – Sired by WS All Around  
Bred to BC 1 MR H060



**LHT MS PROGRESSIVE 211K**  
PB SM – Sired by LCDR Progressive 106G  
Bred to TJ Gold Strike



**LHT MS TOP TEAR 212K**  
PB SM – Sired by LHT Top Tear 54H  
Bred to JSAR Titan

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Lauren Hope 402-239-4517

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## Congestive Heart Failure an Issue in Finishing Cattle

by Paul Beck, Oklahoma State University Extension

Congestive heart failure — what used to be known as Brisket Disease and only described in cattle populations at elevations of over 5,000–7,000 feet — is increasing in finishing beef calves. Recently, deaths from congestive heart failure have been reported in feedlots at low and moderate elevations. It has been estimated that congestive heart failure is responsible for 4% of feedlot mortality, causing significant economic losses to the feedlot industry because the majority of these deaths occur late in the finishing period right before slaughter and there appears to be more impact on the highest-performing cattle of mostly Angus ancestry.

An analysis in the *Journal of the American Veterinary Medical Association* of the risk factors and timing of heart failure in feedlots in the US and Canada showed that average heart failure occurred at 179 days on feed. Beef breeds had higher rates than dairy or dairy/beef crosses in each year of the analysis. The impact of risk category for bovine respiratory disease (BRD) was influenced by feedlot elevation, where high-risk cattle for BRD had the lowest heart failure rate at low elevation, but risk categories for BRD did not affect rate of heart failure in moderate and high elevation. The authors concluded that risk of heart failure has increased over the last ten years and that these deaths are occurring later in the feeding period.

Another study published in the journal *Frontiers in Genetics* analyzed a heart scoring system and showed that increasing heart scores were correlated with the percentage of Angus ancestry in commercial finishing cattle and can be used as a selection tool to reduce heart failure risk that would not interfere with selection for carcass and production traits.

Pulmonary arterial pressure (PAP) is also considered a marker for congestive heart failure risk. PAP has been used as an indicator trait for pulmonary hypertension at high altitudes (i.e., brisket disease) and the American Angus Association publishes an EPD for PAP as a selection aid. It is thought that PAP can also be used as a selection tool for heart failure at lower altitudes. The relationship between PAP and feedlot and carcass performance at moderate elevations was examined by Briggs and others at Colorado State University. This analysis also shows that PAP is similar in heritability to production traits like feedlot performance and feed intake and will not negatively affect feedlot performance and carcass quality.

The increasing incidence of congestive heart failure in feedlot cattle is a challenge to the beef industry for economic reasons like death loss and reduced performance, but also because of reduced animal welfare. The genetics of heart failure appear to be unrelated to performance

and carcass quality traits, so genetic selection and breeding will reduce heart failure rates without compromising performance and beef quality.

## Seven Things to Know or Do about BRD

by Rhonda Brooks, Bovine Veterinarian

Bovine respiratory disease, BRD, reigns as the costliest disease in the US cattle industry. Despite millions of dollars of investment in research and years of work to address it, the cattle industry continues to grapple with how to effectively address the disease.

Here are seven factors — from the farm to the feedlot — that contribute to BRD, as well as some recommendations from veterinarians Drs. Grant Dewell and Mike Apley, respectively, and Extension nutritionist Paul Beck.

### 1. Be aware of the knowledge and experience level of farm and feedlot employees.

Observation typically helps identify an animal affected by BRD, and that ability is a learned skill increasingly uncommon today, says Dr. Grant Dewell, DVM, MS, PhD, Iowa State University.

“That depth of experience we had 20 years ago in the feedlot simply isn’t there anymore,” Dewell says.

Fewer experienced eyes in the pen or pasture have potential ramifications on animal health, including incidences of BRD. “It’s hard to address a problem you don’t know how to identify,” says Dewell.

“We’re more tuned-in to the fact that we need to do more training, especially in the smaller feedlots and backgrounding operations,” he adds. “We spend more time talking about what to look for, what kind of health plan we need to implement and who is going to implement it.”

Paul Beck, PhD, Oklahoma State University Extension nutritionist, says he sometimes sees a BRD break in feedlot cattle occur at roughly the mid-finishing period and offers this observation: “I think part of the problem with death loss on those cattle is, after you have them 30 days on feed, a lot of our pen riders kind of relax on that set of cattle and then you have a break, and it’s really hard to catch up,” he says.

### 2. Know the origin of the cattle, their genetics, and how they were managed prior to your client taking possession of them.

Veterinarians often anticipate needing to provide more attention to mismanaged cattle or those that come out of certain parts of the country, once they arrive at the feedlot. But even calves from top genetic lines are often brought down by BRD, a fact that is puzzling for many producers and practitioners alike.

Beck believes part of the issue could be that bigger animals coming into lots look like yearlings but, for all

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practical purposes, they're still calves. "Their systems just aren't prepared for the rigors of the feedyard, and I think that could be a contributing factor. They have the tools to gain rapidly but I'm not sure they're set up to not get sick and die," Beck says.

"Genetics have shifted toward growth and away from disease resistance, so we may need to provide slightly higher protein levels and mineral levels for these high-performing animals," he adds.

### 3. Educate cow/calf producers on the value of a preconditioning program.

"If we can precondition those animals on the farm — lower the stress of weaning, bull calves castrated, get them trained to eat at the bunk and vaccinated appropriately — I think we could make a lot of progress in reducing BRD," says Beck.

He also believes going with a longer preconditioning period — 60 to 75 days rather than the more common 45 days — and slowing the growth rate slightly on the farm of origin would improve health and productivity once those animals reach the feedyard. "I think that extra time can make a big difference in the resilience and ability of cattle to withstand the feedlot environment more successfully," he says.

### 4. Consider the nutritional needs of calves arriving at the feedlot.

Calves coming off a truck after a day or two of travel need plenty of water and a combination of high-quality hay and a feed ration that can address their energy needs, Dewell says.

"We need to get some concentrates of some sort into those calves so that they can get their energy levels back up and their immune system can recover. That's going to help them transition to the feedlot better," he says.

### 5. Develop a set of written criteria to determine when to pull an animal out of the pasture or pen for closer assessment.

Mike Apley, DVM, PhD, DACVCP, Kansas State University, encourages veterinarians to have a written protocol they can follow as well as use to train producers and their employees.

"A written protocol provides a baseline to discuss treatment eligibility criteria and drug regimens. Discussing results and potential changes in relation to a written protocol is a different scenario than a loose set of treatment strategies."

Along with the benefit of the discussions leading up to the final protocol, there also needs to be training in

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implementation, especially for deciding whether an animal is treated for BRD or not.

Apley says a scoring system for the initial identification of animals for treatment can be helpful for training. A zero-to-four system where zero is normal and four is unable to rise is a common system.

"If the trainer and trainee are debating between a one and a two, or a two and a three, no problem. If the debate is between a one and a three, that is where the discussion will be especially valuable," he says. "The scoring system is primarily based on depression with additional inputs such as rumen fill, dehydration (sunken eyes), and discharge from the eyes or nose.

"If you talk yourself out of pulling an animal once and they catch your attention again, they should come out of the pen," says Apley.

Along with the scoring system, Apley suggests using a set of secondary criteria for the evaluation process, which are applied in the treatment chute, noting that the time for a visual score has passed.

The longtime standard for chute-side evaluation has been the thermometer. "I don't know the perfect cutoff temperature, but it probably varies with environmental temperature," he says. "A minimum of 103.5°F with a common cutoff of 104.0°F are standard."

Some chute-side technologies are available to help diagnose animals with BRD. They include the Whisper On Arrival stethoscope, and the automated white blood cell differential test, QScout BLD. Purdue University researchers are also working on a pen-side test for BRD that is still in development.

## 6. While antibiotic selection is a matter of veterinary preference, give thought to your treatment strategy.

"The introduction of long-acting oxytetracycline dates back to around 1980, followed by tilmicosin in 1992, which started the change to where we are today, largely using single-injection antimicrobials in cattle with BRD," Apley says.

There is now a wide selection of single-injection antimicrobial options for BRD. Strategies are developed for order of antimicrobials to be used in the treatment protocol, both with and without administering an antimicrobial for control of BRD at arrival.

"The interesting thing about all of the strategies is that we talk about the antimicrobials as if that is all of the picture," Apley says. "The equal part of the success/failure equation is the nature of the resistance genes in the BRD pathogens circulating in the cattle; we don't know this status at the start for a group of cattle. If the resistance genes aren't there, then the rotations don't really matter other than for comparative efficacy.

"If the resistance genes are present, the diagnostic lab data suggest that the pathogens are often multiple drug

resistant (MDR), for example due to the Integrative Conjugative Element (ICE) that encodes for resistance to most of the antimicrobials we use for BRD," he adds. "In this case, the order of antimicrobial use doesn't matter much either."

Apley suggests starting with an antimicrobial based on efficacy and how it fits in your program. He says it then makes sense to switch to a different class for subsequent therapy, in case a lack of initial treatment response was due to resistance to the first product. Lack of treatment response can be due to many other factors besides antimicrobial resistance.

In addition, Apley says he does not recommend the use of any other products, such as vitamins, in conjunction with the antibiotic. "The published evidence that any other drug combined with an antimicrobial changes the outcome of BRD remains nonexistent. If a drug such as a non-steroidal anti-inflammatory can make them more comfortable without decreasing treatment response, that is fine. Just don't think you are changing your success/failure proportions for treatment outcome."

## 7. Determine what you believe is an adequate post-treatment interval and decide next steps.

Apley says an often neglected part of a treatment protocol is consciously deciding upon a period for determining if the animal has recovered or needs additional therapy. This is the post-treatment interval (PTI).

"Looking at the data across the different antimicrobials, I think a starting point of a seven-day PTI is reasonable for most of the single-injection products," he says. "There also needs to be a method for indicating the date for which each animal is to be evaluated at the end of the PTI. Some have used lists of ear tag numbers or use chalk to mark dates on the cattle."

An animal that is making progress may need no further treatment, but veterinarians need to have a process by which they make a judgment call, Dewell says.

"If the animal needs additional treatment, you might put it into a convalescent pen. You also need to decide if the animal is going to recover. If it's not, we need to euthanize it humanely sooner rather than later," he says. "These are not always easy decisions to make, but they are things we all need to be working toward and thinking about. We have to manage the individual as well as the herd."

## Management Options for Open and Pregnant Cows

by Lisa Moser, Kansas State Research and Extension

When making an important decision, many people prefer to gather as much information as they can to make the most informed choice possible.

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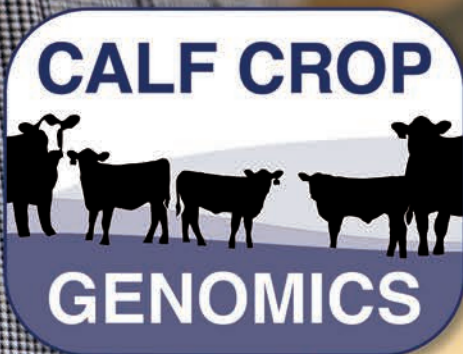
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For cow-calf producers, knowing the pregnancy status of the cows is important information to have as they decide which animals they are going to keep and which ones they are going to sell, according to the experts at Kansas State University's Beef Cattle Institute. This was the topic for a recent discussion on the Cattle Chat podcast.

"As forage availability becomes more limited, pregnancy checking in the first 60 to 90 days of gestation allows producers to make the culling decision sooner rather than later, and that helps keep the feed costs down," said AJ Tarpo, K-State Research and Extension beef cattle veterinarian.

Along with knowing if they are pregnant or open (not pregnant), K-State veterinarian Bob Larson also stresses the importance of knowing when the cows are conceived.

"I want as many cows as possible to get pregnant in the first 21 days of the breeding season because they will raise the biggest calves to sell at weaning," Larson said. He also shared that the cows that calve early are more likely to resume their heat cycles on time for the next breeding season.

Another benefit of bringing the cows off the pasture for pregnancy checking is that producers can also evaluate the body condition of the cows, said K-State beef cattle nutritionist Phillip Lancaster.

"Body condition scoring the cows at weaning allows producers to make decisions about how to manage the cows nutritionally ahead of the calving season," Lancaster said. "At the start of the calving season, mature cows should be at a body condition score between five and six, and first-calf heifers should be at a body condition score of six."

If the cows are thin at weaning, there is still time for them to add weight ahead of calving, Lancaster said. "It is a lot cheaper and easier to put weight on the thin cows going through the fall than in the winter when bad weather can make it a challenge for them to overcome the additional maintenance requirements," Lancaster said.

## Windrow Grazing Annual Forages to Extend the Grazing Season

by Aaron Berger, University of Nebraska Extension

In many areas of central and eastern Nebraska, drought conditions have resulted in reduced forage production on rangeland and pasture. This is resulting in a shortage of feed for many producers, and a need for forage between now and when cornstalks are available for grazing. Windrow grazing annual forages allows producers to cut the crop at an optimum time for quality and increase harvest efficiency through strip-grazing the windrows.

## Advantages to Windrow Grazing

Harvested feed costs can be one of the largest expenses to cattle producers. Windrow grazing, sometimes called swath grazing, is a management practice that can significantly reduce harvesting and feeding costs. Swathing the crop and leaving the windrows in the field provides several advantages.

- Eliminates the costs of baling and hauling bales off the field.
- Reduces labor and equipment costs associated with feeding.
- Returns some nutrients and organic matter from consumed forage back to the soil where the crop was grown.

## Precipitation Patterns Support Windrow Grazing in Central and Western Nebraska

In Nebraska, 75–80 percent of seasonal precipitation falls in the six-month period from April through September. Only 20–25 percent of precipitation falls from October through March. This seasonality of precipitation allows for swathing forage crops in early fall and preserving them through the fall and winter with minimal deterioration in quality due to weathering. Cool, dry conditions frequently associated with late fall and winter in Nebraska are favorable for preserving forage in a windrow.

Across Nebraska, the average amount of precipitation increases from west to east. Greater average precipitation in eastern Nebraska does increase the risk of windrow deterioration compared to drier conditions in central and western Nebraska.

Windrow grazing of warm-season annual forages such as foxtail millet, sudan grass, and sorghum/sudan grass hybrids can provide an excellent way to harvest these forages when they are at an optimum for quality and efficiently utilize them with minimal waste. Windrow grazing of cool-season annual forages such as spring triticale, oats, and spring barley planted in late summer can provide high-quality feed for late fall and winter grazing as well.

Snowfall from October through March can be quite variable; however, extended periods when snow cover would prevent windrow grazing are limited. If cattle know that the windrows are present, they will dig through the snow to get to the windrows.

## Nitrate Risks with Windrow Grazing

When windrow-grazing annual forages, nitrate poisoning is a potential risk. If possible, clip forages prior to swathing and have a nitrate test conducted to see what level of nitrates are present. If nitrates are high, raising the cutter bar higher can help to reduce the nitrate levels in forage placed in the windrow, as nitrates tend to be concentrated in the bottom third of the stem. Annual forages placed in the windrow should also be tested for

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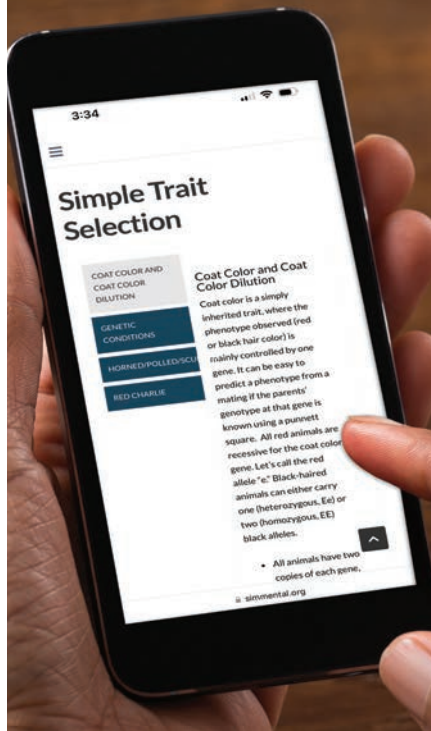


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# INDUSTRY UPDATE

CONTINUED

nitrate levels prior to grazing. If nitrate levels are too high for grazing safely, the crop can be baled and then ground and mixed with other feeds to dilute the nitrates to a level that is safe for feeding.

## Feed Prices Favor Limit-Feeding Stockers a High-Energy Diet

*Erin Laborie, University of Nebraska Extension*

For cattle producers that are set up to feed calves in a bunk, limit-feeding a high-energy diet may be a cost-effective option for growing calves this fall and winter. While limit-feeding is not a new concept, current forage prices relative to grain/co-products may make it an attractive alternative to feeding high-roughage growing diets. For instance, hay priced at \$200/ton with a total digestible nutrients (TDN) value of 52% equates to approximately \$0.22 per pound of TDN. However, \$4.80/bu corn (88% TDN) and wet distillers grains priced at \$75/ton (108% TDN) each come out to about \$0.11 per pound of TDN.

Research at Kansas State University has looked at limit-feeding calves a high-energy diet at 2.2% of body weight compared to a full-fed high-roughage diet (2.8% of body weight) for a 90-day backgrounding period. Both diets included 40% wet corn gluten feed (dry matter basis) and varying amounts of corn, alfalfa, prairie hay, and a supplement. Stockers limit-fed the high-energy diet were more efficient and gained 2.5 pounds per day, whereas stockers full-fed the high-roughage diet gained 2.9 pounds per day. Backgrounding system had little to no effect on finishing performance or carcass characteristics.

### Advantages of Limit-Fed, High-Energy Diets

There are several advantages to a limit-feeding approach for growing calves:

- Reduced mixing time and loads of feed due to less forage in the diet.
- Less feed falling out of bunks and being wasted, reducing rodent issues.
- More efficient use of bunk space. If time, labor, and pen design allow, consider leveraging the amount of bunk space in a pen by feeding one group of calves in the morning and then rotating in a second group in the evening.
- Improved health management of calves. Healthy calves will be eager to approach the bunk at feeding time, making lethargic, sick calves easier to spot.
- Improved pen conditions and maintenance due to less manure. Research from Kansas State University has shown a 40–45% reduction in manure output when limit-feeding stockers. That is huge!

### Tips for Limit-Feeding Stockers

When getting calves started on feed, place long-stemmed hay in bunks prior to calves arriving. For the first day's feed delivery of the limit-fed diet, start calves at an intake of approximately 0.75% of body weight (dry matter basis) and work up to 2.2% of body weight within about 14 days. As calves grow, be sure to adjust the amount of feed delivered so that target gains can be maintained. Feeding at a consistent time each day and providing adequate bunk space (at least 15 inches per head) can help prevent digestive upsets and set calves up for success.

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<sup>a</sup>USMARC, Zimmerman, M., et al., "Breed and heterotic effects for mature weight in beef cattle," *J. of Anim. Sci.*, Vol. 99, 2021. Adjusted for sire sampling, Angus was the heaviest at maturity among the 16 breeds evaluated. Solutions are deviations from Angus. YW EPDs were extracted from genetic evaluations conducted in 2019. Estimate of MWT differences at 6 years of age. The study considered 108,857 weight records from 5,156 crossbred cows sired by 787 bulls. <sup>b</sup>Effect of sire breed group on carcass value of feedlot cattle harvested through Tri-County Steer Carcass Futurity Cooperative, Lewis, Iowa, 2002 to 2018. Odde, K. & King, M. (March 2021). Kansas State University. Relationships Among Sire-Breed Group, Calf Sex and Year Group on Carcass Traits. Breeds represented in the English-sired group: Angus, Red Angus, South Devon, Hereford and Shorthorn.

## Capture Data at Weaning

by Mark Johnson, Bovine Veterinarian

Sound management decisions to improve genetics, management practices, and profit potential of cow-calf operations should be based on data. This comes in two forms: financial data and production performance data. The day-to-day management responsibilities involved in beef production can leave very little time to assess the overall performance of the herd or financial records. From time to time, it is important to step back and evaluate our production system.

For spring-calving herds, weaning time is happening now or will happen soon. Weaning time is the best time of year to measure, quantify, and document herd performance. Why? Because it is likely the ONLY day of the year in cow-calf production that ALL our beef herd inventory is caught and can be processed. This creates the potential to not only weigh calves but also the opportunity to preg check, evaluate, and weigh our cows. Herd health practices like de-worming and vaccinating can be performed. If we have an ink pen and notepad, adequate facilities, and labor on hand, weaning day can yield a bounty of information that can be assessed to drive better management decisions.

## What information should we collect?

- Pregnancy status of the cow herd
- Weight of cows
- Weight of calves
- Some metrics for evaluating udders, eyes, feet and legs, temperament.
- Depending on how thorough and the duration of your record-keeping and what you know about the age of your cows, it may be important to evaluate mouths and teeth.
- Body condition

What can we learn from this data? Cows are the production factory in a cow-calf operation. They consume pasture plants and return nutrients to the soil and plants in the form of urine and manure. The cow herd requires input expenses, there is opportunity cost on the dollars we have tied up in our cow inventory and pasturelands. The only opportunity to operate at a profit is when the production factory yields a weaned calf of greater value than the annual cost of owning and operating the production factory. The data collected can inform you about the efficiency of your production factory.

The ebb and flow of the cattle cycle and the nation's cow inventory impacting the value of cattle is well documented. Markets look robust for the next several years. Production records like the percentage of breeding females exposed that actually raised a calf to weaning, the percentage of calves born that survived to weaning, and the percentage of our cow's mature weight that they are weaning off are some important benchmarks of cow productivity. They serve as a means to determine efficiency and can be used to improve management and selection decisions that will result in more profitability. All of these benchmarks of productivity can be calculated from the data captured at weaning. Seize the opportunity.

## Will You Capitalize on Increasing Cow Value?

by Aaron Berger, University of Nebraska Extension

What a difference a year makes when it comes to cow prices! Whether it is weigh-up cows at \$1.10 per pound or young bred heifers and cows pushing \$2,500-\$3,000 per head, the recent rise in prices has been dramatic. Many cow-calf producers will sell calves this fall and make a solid profit. For areas that have received rain and forage is available, this will encourage retaining of heifers and the rebuilding of cow herds that have been reduced due to drought. The motivation of many will be to keep and acquire as many bred cows as possible to produce more high-dollar calves.

One of the possibilities current market conditions present is the opportunity for cow-calf producers to

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capitalize on increasing cow value. Young and middle-aged bred cows are in high demand by the market. Is there an opportunity to sell bred cows in the next two to three years and capitalize on these strong cow prices? What is the estimated depreciation that will occur with current four-, five-, and six-year-old cows in the herd over the next two to three years based on their expected market value as a bred cow this fall and winter? When the projected cost to carry those cows is calculated with expected depreciation, death loss, and interest, will anticipated calf prices cover those costs and still make a profit? What will it look like if the market should decline?

Selling home-raised bred cows offers the opportunity to take full advantage of the fact that all income from those cow sales is taxed as capital gains income. When raised heifers and cows intended for breeding purposes are sold and they are older than two years of age, those sales are taxed at a capital gains rate. For females that were bought, only the appreciated value above the purchase price qualifies as capital gains income. The reduced tax rate on capital gains income can be a significant advantage when compared to calf or yearling sales, which are taxed as ordinary income.

For a married couple filing jointly in 2023, the federal tax rate is 0% on capital gains income up to \$89,250 and it is taxed at 15% for income from \$89,251–\$553,850. Also, there is no self-employment tax on capital gains income, which is 15.3% on ordinary income. The tax rate on ordinary income is 10% up to \$22,000, 12% for income from \$22,000–\$89,450 and 22% for income from \$89,450–\$190,750. These tax rates are reduced by 20% if the income qualifies for the “Qualified Business Income Deduction.” Visit with your tax accountant for more information on this.

For \$150,000 of taxable net income after deductions from ordinary cattle sales, a ranching couple treated as a sole proprietorship would owe approximately \$38,000 in federal taxes and self-employment tax. If the taxable net income were from capital gain sales, the couple would owe approximately \$9,000 in taxes. This is a difference of \$29,000! If you are a cow-calf producer and are thinking of retiring, present high bred cow prices, capital gains tax rates, and current tax laws may make this an attractive time to exit the business.

So, what is the point? A conversation with your tax accountant may be warranted as marketing strategies and plans for this fall and winter as well as the next few years are evaluated. Examining opportunities to take advantage of high cow prices by selling more bred cows and simultaneously retaining more heifers could reveal ways to take advantage of the capital gains tax rate, which allow for more of the money generated from cattle sales to be kept in the producer’s pocket. Selling home-raised bred cows that may be approaching their cyclical peak in market price and having that income taxed at a

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capital gains rate rather than as ordinary income could be a significant wealth-building advantage! Selling home-raised bred cows when prices are high and replacing them with home-raised heifer calves could be profitable in the near term for the cow-calf business.

## Establish a Complete Herd Health Plan

by Bob Larson, DVM, Bovine Veterinarian

Every cattle producer has the goal to efficiently utilize available forage, labor, management, and financial resources to produce cattle that will meet customers’ expectations and desires. Outbreaks of disease that result in sickness, reduced reproductive or growth efficiency, or death not only negatively affects animal welfare but also will drastically reduce the efficiency of saleable production from the available resources. Protecting the health of cattle herds is an important part of a successful plan to have a profitable and sustainable ranching operation. Besides a veterinarian’s value in diagnosing and treating cattle that become sick, he or she can have great value in preventing disease and ensuring optimum production in beef cattle herds.

A complete health plan should be established between veterinarians and producers that accomplishes at least the following goals:

CONTINUED ON PAGE 60

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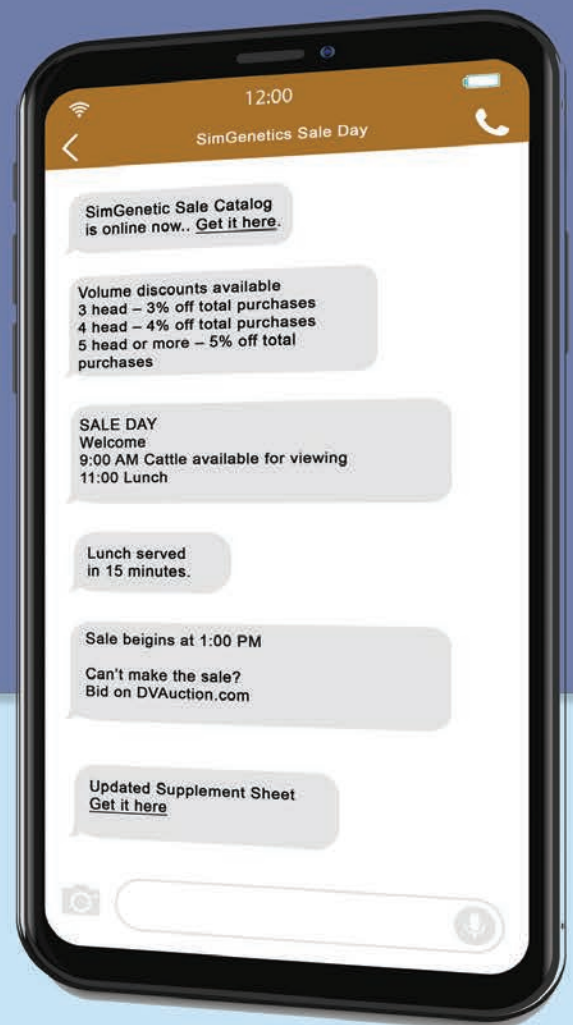
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## 1. Establish a biosecurity plan

Establish a biosecurity plan to minimize the introduction of disease-causing germs onto your farm by developing a testing and isolation plan for new or returning cattle, a vaccination protocol, and a traffic flow and visitor restriction plan to reduce the likelihood of infectious disease.

a. New cattle (including new bulls, replacement heifers and cows, and purchased calves) should be isolated away from the herd for at least one month. During this time the new additions should be vaccinated to bring them into the same protocol as the resident herd and may be tested to determine if they are carriers for diseases of importance to the herd. If at any time during the quarantine period the incoming cattle exhibit signs of diarrhea, lameness, respiratory disease, excessive tearing or eye lesions, rough skin or hair loss, or any other sign of disease, a veterinarian should be called to examine all the animals in the group and the quarantine period extended.

b. Every herd should have a sound vaccination protocol based on consultation with your veterinarian that is appropriate for your specific risk factors. In most herds, cattle will be vaccinated with one or more products several times during the year. Calves are routinely vaccinated against clostridial diseases such as blackleg when they are still nursing. Vaccinations, before or at the time of weaning, are implemented to develop immunity to reduce the risk of respiratory disease. Replacement heifers and yearling bulls deserve special attention prior to the start of their first breeding season to establish strong immunity to diseases that cause reproductive loss. And vaccinations of adult cows and bulls are implemented to reduce the risk of infectious disease that can cause abortions.

c. When implementing a vaccination protocol, it is important to handle and administer the products according to label instructions in order to ensure their greatest effectiveness and compliance with beef quality assurance guidelines. For example, if a vaccine is labeled for use Sub-Q (under the skin) administration, it must be administered under the skin in the neck region. If a label indicates that the product should be given in the muscle, it should be given in the neck muscles. Do not vaccinate into the rear leg of a calf or cow.

d. Part of biosecurity is to minimize the spread of germs that are already on a ranch so that the least amount of disease occurs. A plan to keep young calves and pregnant cows away from cattle imported from other operations (such as stocker cattle or incoming replacements) and away from fence-line contact with other herds will decrease the risk of devastating disease outbreaks.

## 2. Establish a sanitation plan

Establish a sanitation plan to minimize the potential for spread of disease-causing germs in manure between animals in calving and nursery pastures, in feeding

areas, and by means of feed handling equipment (front-end loaders, feed wagons, etc.).

a. The germs that cause diarrhea diseases (scours) can be passed in manure from one animal to another. Therefore it is very important that young calves are born and housed in the cleanest situation possible. Strategies to improve sanitation for young calves include avoiding calving in the same pasture where cows were fed all winter and selecting calving pastures that: are large enough for cows to spread apart, have some natural or man-made shelter, and are not in a low or mud-prone area. In addition, I prefer to avoid using bale-rings in calving and nursery pastures — spread the hay and move the feeding location daily.

b. To prevent scours, two important goals are to avoid exposing calves less than three weeks of age to mud and to older calves. Grouping cow-calf pairs so that all the calves in a nursery pasture are as close in age as possible will greatly reduce the risk of scours. The Sandhills calving system capitalizes on this strategy to ensure sanitation and segregation from older calves so that calf health is optimized.

## 3. Establish a parasite control program

Establish a parasite control program to effectively use de-wormers and pasture management for internal parasite control, and establish the use of sanitation and fly and lice control products to minimize economic loss due to external parasites. Calves and yearlings have much less natural resistance to internal parasites than adult cattle; therefore, cattle less than two years of age deserve special attention.

## 4. Establish a program for performance-promoting products

Establish a program to optimize the use of performance-promoting products such as growth-promoting implants and ionophores in growing cattle. Ionophores create an environment in the rumen that favors the growth of microbes that more efficiently convert forages and grains into energy. These products also inhibit the parasites that cause coccidiosis.

## 5. Establish a program for calving ease

Establish a program to minimize calving difficulty in first-calf heifers by proper replacement heifer selection, nutrition, and sire selection. Replacements should be selected from heifers born in the first 40 days of the calving season to excellent dams and desirable sires. From weaning until breeding at a little older than one year of age, replacement heifers should receive high-quality forages or supplements in order to ensure that they gain enough weight to reach 60–65% of their mature weight prior to the start of their first breeding season. Heifers should be bred to calve a little ahead of the mature cow herd to allow them to receive extra attention during calving and because first-calf heifers take longer to resume



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fertile cycles after calving than mature cows. Heifers should be bred to bulls with EPD indicating calving ease and they may need supplementation during parts of the year in order to reach a target of 85% of their mature weight at the time of calving.

## 6. Establish evaluation methods

Establish a method to evaluate the herd's performance (records) in the areas of: pregnancy rates, death loss, growth (weaning weight), and nutritional needs (body condition scores). Traditionally, the herd is evaluated at the time of calf weaning to identify the number of calves weaned per cow exposed for breeding, the percentage of the cow herd that became pregnant in a controlled breeding season, and the body condition of cows that completed lactation on the available forage. This is also an ideal time to closely observe cows for problems such as cancer eye, mastitis or other udder or teat problems, foot or hoof problems, or any signs of disease.

## 7. Establish disease treatment protocols

Establish disease treatment protocols for the herd as well as proper injection sites, injection routes (sub-Q, intramuscular, intravenous, etc.), dosages, and any withdrawal times to be observed. The privilege and responsibility to use antibiotics, vaccines, dewormers, insecticides, estrous synchronization hormones, and other products appropriately is important to everyone in the cattle industry. To evaluate the best available products and procedures, the herd veterinarian and producer should routinely meet to update disease prevention and control strategies.

While specific herd health plans will vary between ranches, all producers should start by ensuring that their plan meets the seven goals listed above. By working with your veterinarian to meet these goals, the costs of disease and production loss can be minimized and animal welfare enhanced.

## Why Consider Dry-Lotting Cows this Fall?

by Connor Biehler, Nebraska Extension Educator

This fall as pastures continue to recover from drought in previous years, some producers who traditionally pasture their cattle are considering feeding cow-calf pairs in confinement. Dry-lotting can be a feasible way to allow pasture recovery, while feeding grain, forage, and crop stover to pairs. A few of the many advantages of a drylot system include closer observation of the herd, low weaning stress, and providing opportunity to bunk break calves prior to weaning.

While input costs of confined feeding of pairs is more expensive than in years past due to increased commodity prices, it provides the opportunity for producers to

stockpile forage in the future. With hay prices still above \$200/ton, limiting inclusion amounts in diets is economical. However, in order to keep a healthy rumen, forage inclusion should be at least 0.5% of the cow's weight on a dry matter basis.

When developing rations, consider using cost per unit of protein and energy to determine the most cost-effective feed. If available, corn silage produces more energy per acre than any other crop. Silage mixes well with low-quality forages, and it can help to limit the needed inclusion of low-quality hay, which can help to prevent ruminal impaction. Low-level grain inclusion can also decrease cost per unit of energy.

Knowing the quality of your feedstuffs is an important part of feeding cattle in a drylot. It is recommended to test your feed as a total mixed ration, but more importantly to test forages prior to the feeding period. This allows nutritionists/producers the ability to develop rations that properly meet the nutrient requirements of the animal—and not exceed them, wasting resources.

To further reduce wasting of feed resources, drylots provide the option to limit-feed, by reducing intake while still meeting nutritional requirements. Limit-feeding should be fed at least 1.75% of body weight, otherwise cows will exhibit irritable disposition from lack of fill. This can be mitigated further by feeding long-stem hay, which promotes rumination, keeping the cattle more content and reducing behaviors like fence chewing.

If properly managed, confined feeding herd health is comparable to pasture scenarios. Cattle should be lotted into pens allowing 500–800 square feet per pair. If pens are too large and dry conditions persist, the increased dust from the surface promotes a greater chance of pneumonia for calves. When planning to dry-lot cows, allow for 28–36 inches of bunk space per pair.

It is ideal to separate cows based on nutrient requirements. Younger cows and first-calf heifers have greater energy and protein requirements, whereas mature cows in good condition require less energy relevant to their body weight. If feeding everything in one pen is the only option a producer has, maximizing bunk space per head is highly recommended to allow smaller, more timid cattle a spot at the bunk.

Here are a few other things to keep in mind if intending to dry-lot cows:

- Feeding whole corn works better than rolled corn when daily forage intake is at 0.5% of body weight
- Mineral can be either mixed into the feed or fed free-choice
- Feeding cattle in a drylot increases the production life of older, broken-mouth cows
- A smaller, confined area allows for easier health checks of cattle.

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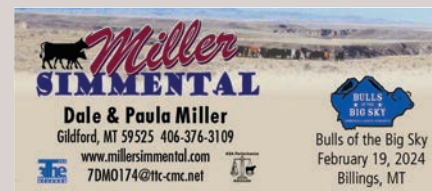


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February 19, 2024



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# State Marketplace

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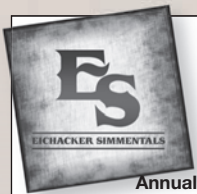
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# CALENDAR OF EVENTS

## OCTOBER

- 27 29th Annual Hokie Harvest Sale — Blacksburg, VA
- 27 Yon Family Farms' Fall Female Sale — Ridge Spring, SC
- 28 7P Ranch's 48th Annual Production Sale — Winona, TX
- 28 Clear Choice Female Sale — Milan, IN
- 28 Deep South Genetics — Troy, AL
- 28 Pennsylvania Simmental's Fall Classic Sale — Waynesburg, PA
- 28 Red Hill Farms' Bulls and Females of Fall Sale IX — Lafayette, TN
- 28 Yon Family Farms' Fall Bull Sale — Ridge Spring, SC
- 29 Red River Farms' Ladies of the Lonestar Annual Production Sale — Grand Saline, TX
- 30 Banners and Beyond Online Sale — [www.dponlinesales.com](http://www.dponlinesales.com)

## NOVEMBER

- 2-4 Boyle Ranch's Red, White and Beautiful Fleckvieh Female Online Sale — [www.auctions.boylerranchfleckvieh.com](http://www.auctions.boylerranchfleckvieh.com) (pg. 56)
- 4 27th Annual Southern Showcase — Rome, GA
- 4 Cason's Pride & Joy Simmentals' Maternally Inspired Female Sale — Russell, IA
- 4 Irvine Ranch's 19th Annual Production Sale — Manhattan, KS
- 4 Missouri Simmental Fall Harvest Sale — Springfield, MO
- 4 Pollington Bred For Success Sale — St. Johns, MI
- 5 Triangle J Ranch's Female Sale — Miller, NE (pg. 70)
- 6 OSA's Fall Fiesta Online Sale — [www.dponlinesales.com](http://www.dponlinesales.com)
- 11 BF Black Simmentals' "Top of the Crop" Online Sale — [www.dponlinesales.com](http://www.dponlinesales.com)
- 11 Gibbs Farms' 18th Annual Bull and Replacement Female Sale — Ranburne, AL (pg. 83)
- 18 Callaway Cattle Company's AffordaBULL Sale — Hogansville, GA
- 18 Next Step Cattle Company — Livingston, AL (pg. 65)
- 18 Stanley Martins Farms' Fleckvieh Female Sale — Decorah, IA (pg. 4)
- 18 Strickland Cattle's Bull and Female Sale — Glennville, GA (pg. 57)
- 18 Yardley Cattle Company's Focus on the Female Sale — Beaver, UT (pg. 78)
- 20 Bichler Simmentals' Production Sale — Linton, ND (pg. 51)
- 21 Elliott Livestock and Wild Rose Cattle Company's Annual Production Sale — Clifford, ND (pg. 45)
- 24 Divas and Donors — The Exclusive — Dixon, IL
- 25 Great Lakes Beef Connection Bred Female Sale — Claire, MI (pg. 75)
- 25 Janssen Angus Female Sale — Earlham, IA (pg. 81)
- 25 Nolan and Bagby Performance Cattle's Breeding For the Future Bull and Female Sale — Rockfield, KY (pg. 72)
- 25 Stavick Simmental's Queen of the Prairie Female Sale — Veblen, SD
- 25 Trennepohl Farms' Right By Design Sale — Middletown, IN
- 26 Diamond M Cattle Company's Female Sale — Hiawatha, KS

## DECEMBER

- 2 Jewels of the Northland — Clara City, MN
- 2 T-Heart Ranch and L-Cross Ranch High Altitude Female Sale — La Garita, CO (pg. 77)
- 2 Western Choice Simmental Sale — Billings, MT (pgs. 47, 73)
- 2 Wilson SimAngus Dispersal Sale — Billings, MT
- 3 Schaake Farms Legends of the Flint Hills Sale — Westmoreland, KS
- 8 JS Simmentals' Midwest Made Elite Female Sale — Prairie City, IA
- 9 NDSA Classic Sale — Mandan, ND (pg. 27)
- 9 North Alabama Bull Evaluation Sale — Cullman, AL
- 9 Tylertown Simmental's Sale — Cedar Hill, TN (pg. 41)
- 10 Trauernicht Simmentals' LHT Female Sale — Wymore, NE (pg. 39)
- 15 Buck Creek Ranch's Grand Event — Yale, OK (pg. 21)
- 16 South Dakota Source Sale — Mitchell, SD
- 19 Advanced Beef Genetics' Complete Dispersal — Wiota, IA (pg. 63)
- 22 Bata Brothers Complete Herd Dispersal (Online) — Adams, ND
- 28 St. Nick's Eggstravaganza Online Sale — [www.dponlinesales.com](http://www.dponlinesales.com)

## JANUARY 2024

- 12 Diamond Bar S Bull Sale — Great Falls, MT
- 14 The One and Only Simmental Sale — Denver, CO
- 16 Powerline Genetics' Arapahoe Sale — Arapahoe, NE (pg. 53)
- 20 Cow Camp Ranch's Annual Spring Sale — Lost Springs, KS (pgs. 7, 69)
- 23 Franzen Simmentals' Production Sale — Lehigh, NE
- 26 Double J Farms' 50th Annual Bull and Female Sale — Garretson, SD (pg. 71)
- 26 Ellingson Simmentals' Annual Production Sale — Dahlen, ND (pgs. 15, 70)
- 27 J&C Simmentals' Annual Bull Sale — Arlington, NE (pg. 70)



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- 28 Triangle J Ranch's Bull Sale — Miller, NE (pg. 70)
- 29 APEX Cattle's Annual Heterosis Headquarters Bull, Bred Heifer and Fall Pair Sale — Dannebrog, NE

## FEBRUARY 2024

- 1 Stavick Simmental's Annual Sale — Veblen, ND (pgs. 19, 71)
- 2 Kunkel Simmentals' Annual Production Sale — New Salem, ND
- 3 Klain Simmental Ranch's 42nd Annual Production Sale — Ruso, ND
- 3 Springer Simmentals Sale of Value-Based Genetics — Decorah, IA
- 3 Prickly Pear Simmental Ranch's Bull Sale — Helena, MT (pg. 2)
- 5 44th Annual Gateway "Breeding Value" Bull Sale — Glendive, MT (pg. 1BC)
- 5 Long's Simmentals' 4th Annual Production Sale — Creston, IA
- 6 Koepplin's Black Simmental's 36th Annual Bull Sale — Mandan, ND
- 6 Little Bitterroot Ranch's Annual Production Sale — Ramsay, MT (pg. 69)
- 7 Begger's Diamond V Big Sky Genetic Source Bull Sale — Wibaux, MT
- 8 Houck Rock Creek Ranch's Private Treaty Spring Bull Sale — Allen, KS
- 8 Lassel Ranch Simmentals 31st Annual Production Sale — Glendive, MT
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**ST**

# Great Lakes Beef Connection

## BRED FEMALE SALE

Clare, Michigan • 1:00 PM • JC Simmentals Sale Facility **11.25.2023**



JC222K

5/8 SM 3/8 AN TJ STONE COLD 336G DAUGHTER  
ASA 4029461 *Sells bred to MOST WANTED.*

CE	BW	WW	YW	STAY	MCE	MARB	RE	\$API	\$TI
17.9	-2.3	76.8	130.6	12.8	10.4	0.76	0.65	164.8	94.2



JC239K

3/4 SM 1/4 AN GIBBS 9114G ESSENTIAL DAUGHTER  
ASA 4029511 *Sells bred to RED HILL GUARDING.*

CE	BW	WW	YW	STAY	MCE	MARB	RE	\$API	\$TI
16.8	-3.2	80.9	130.5	20.0	10.3	0.56	0.92	169.0	91.4



JC228K

PB SM CLRS GUARDIAN 317G DAUGHTER  
ASA 4029483 *Sells bred to JOURNEY.*

CE	BW	WW	YW	STAY	MCE	MARB	RE	\$API	\$TI
16.7	-1.8	103.9	163.6	21.4	9.4	0.42	1.38	183.6	106.7



JC235K

3/4 SM 1/4 AN CLRS HOMELAND 327H DAUGHTER  
ASA 4029509 *Sells bred to NEXT UP.*

CE	BW	WW	YW	STAY	MCE	MARB	RE	\$API	\$TI
11.9	-0.1	86.1	129.7	21.9	8.6	0.85	1.25	179.6	99.4



JC225K

PB SM KRJ HZN DIRECT IMPACT F805 DAUGHTER  
ASA 4029465 *Sells bred to STOCK MARKET.*

CE	BW	WW	YW	STAY	MCE	MARB	RE	\$API	\$TI
14.8	-0.3	94.8	153.3	19.2	7.6	0.69	1.20	184.6	105.3



JC263K

1/2 SM 1/2 AN TJ CHIEF 460G DAUGHTER  
ASA 4029567 *Sells bred to BOOMER.*

CE	BW	WW	YW	STAY	MCE	MARB	RE	\$API	\$TI
14.4	-1.1	74.9	112.2	21.9	6.1	0.43	0.27	153.9	81.4



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- including 20 April calving cows
- sliding bull sale credit given for fall purchases

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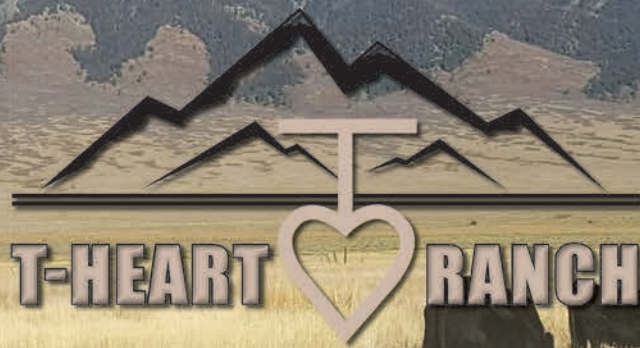
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1,000 SIMANGUS BRED HEIFERS || 150 THREE-YEAR-OLD BRED COWS || 250 FALL-CALVING PAIRS || 500 SPRING-BORN REPLACEMENT HEIFERS

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# YARDLEY

CATTLE CO.

**Saturday Nov 18th, 2023**  
1:00 MST in Beaver, UT

# FOCUS


ON THE

# Female


**100 BRED HEIFERS AND COWS SELL!**

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**10 ELITE SHOW HEIFER PROSPECTS**




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Loverboy x Yardley High Regard




5/8 SM 3/8 AN  
Loverboy x Yardley Ensign



5/8 SM 3/8 AN  
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PB AN  
Charlo x Duff Basic Instinct



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# EXPLOSIVE PERFORMANCE AND PROFIT



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*Simmentals*

Fullblood Fleckvieh Cattle,  
Embryos, and Semen Available

ACCELERATED performance  
drives profitability

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HCC Whitewater daughter of  
Lawson's Chloe G552

### COLEMAN DONNA FAMILY



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AAA#20739911 - Northlander x Prosperity  
x Net Worth x Coleman Donna 383

### SAV MISS BOBBIE FAMILY



**JANSSEN MISS BOBBIE 3048** MARCH  
AAA#20739920 - Show Heifer by Bonanza!

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**JANSSEN ELBA 3011** JANUARY  
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13.9	0.1	86.3	126.1	7.4	29.4	72.5	20.8	13.2	31.1	-0.44	0.48	-0.077	1.04	169.6	94.7
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CE	BW	WW	YW	MARB	RE	SAPI	STI
19	-3.4	78	131	0.92	1.03	180	100



**2362K** ASA# 4120519 1/2 SM 1/2 AN  
 C-3 GROUND BREAKER NS G953 SON

CE	BW	WW	YW	MARB	RE	SAPI	STI
11	2.8	85	135	0.77	0.43	162	91



**2510K** ASA# 4120968 PB SM  
 GIBBS 9114G ESSENTIAL SON

CE	BW	WW	YW	MARB	RE	SAPI	STI
16	-0.3	97	169	0.44	1.07	175	102



**2371K** ASA# 4120275 PB SM  
 KBHR HONOR H060 DAUGHTER

CE	BW	WW	YW	MARB	RE	SAPI	STI
16	-1.1	85	135	0.66	0.89	185	99



**2073K** ASA# 4120411 PB SM  
 WS ENHANCEMENT 25H DAUGHTER

CE	BW	WW	YW	MARB	RE	SAPI	STI
16	-1.8	78	125	0.47	1.12	184	93



**2057K** ASA# 4120408 1/2 SM 1/2 AN  
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CE	BW	WW	YW	MARB	RE	SAPI	STI
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