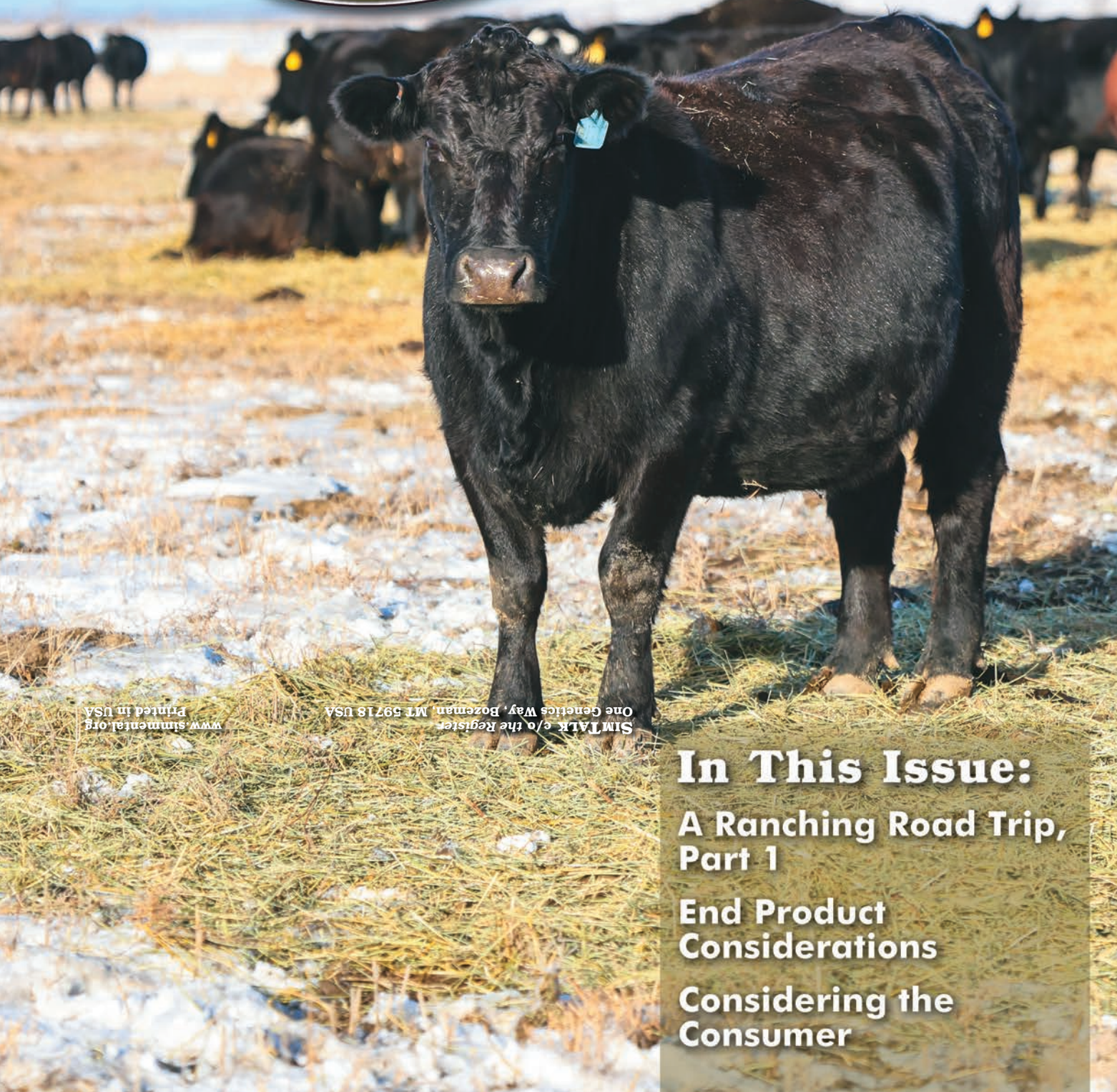


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March/Spring 2025

SIMTALK

Linking SimGenetics to Commercial Cattle



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In This Issue:

A Ranching Road Trip,
Part 1

End Product
Considerations

Considering the
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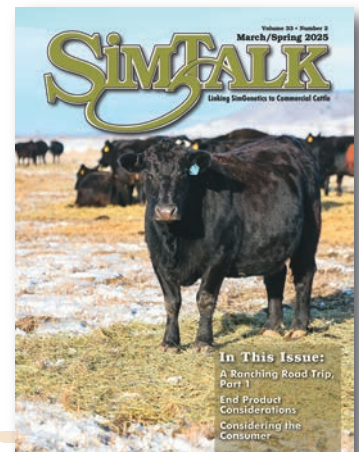
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*A SimGenetics female at the Emmons Ranch
near Olive, Montana.*

Photo by the Horizon Marketing Agency.



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14.4	.1	88.5	138.1	0.31	9.0	25.0	69.2	20.4	14.6	35.5	-0.53	0.38	-.097	1.24	-.28	166	94.6
20	30	20	15	20	10	35	25	10	20	30	10	20	20	4	-	10	15

From Neidig Farm, NE and C Diamond Ranch, ND



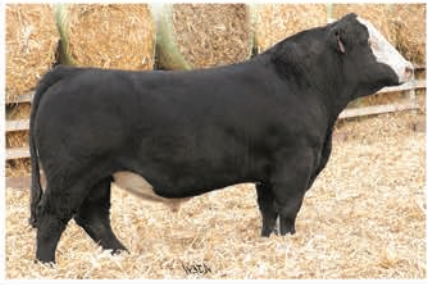
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18.1	-3.7	86.6	138	.32	10.1	26.2	69.4	18.8	13.6	31.2	-.39	.44	-.053	1.07	-.35	176.6	99.5
2	2	25	15	15	4	30	20	20	30	45	50	15	80	15	-	4	5

From Rydeen Farms, MN; Crosshair Simmental Ranch, ND and Trauernicht Simmentals, NE



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25.1	-6.2	114.1	176	.39	13.5	31.9	88.8	16	17.4	66.6	-.45	.46	-.067	1.61	-.49	196.8	121
1	1	1	1	2	1	10	1	45	3	1	25	15	70	1	-	1	1

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12	-.6	96.9	150.3	.33	4.7	20.1	68.4	19.6	16.2	56.2	-.45	.37	-.071	1.44	-.47	164.6	99
45	20	10	10	10	70	75	25	15	10	2	25	25	50	1	-	10	10

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FROM THE EDITOR

by Lilly Platts, managing editor



I hope this issue of *SimTalk* finds everyone well. Since this publication goes out beyond the Simmental breed, I wanted to share a big change you may have heard about. Longtime EVP Dr. Wade Shafer is retiring in a few short months — this is the last regular issue of *SimTalk*

that will print while he's at the helm — and I wanted to dedicate some of this space to giving credit where credit is due.

I knew early on that working for Wade and ASA was different from the average workplace. My first “big girl” jobs during and after college left a lot to be desired—when I would ask what I could do to improve, advance my career, etc., I was met with a lot of complacency. That was not the case at ASA; I immediately felt a sense of support and positivity at ASA, and I quickly learned that a lot of that is thanks to Wade. I have watched as he has encouraged me and many others at ASA to improve themselves and do more. I also learned early on that Wade's door is always open—life has thrown plenty of curveballs my way since I started in 2017 and I have always known that whatever happens, ASA has my back. I started as a very quiet, shy, young person who didn't really believe in myself, and working for Wade literally changed my life.

I knew early on that working for Wade and ASA was different from the average workplace.

I immediately felt a sense of support and positivity at ASA, and I quickly learned that a lot of that is thanks to Wade.

The number of people who have stuck with ASA for the majority of their careers is also a testament to the culture that Wade has fostered.

The ASA staff loves to give Wade a hard time about being thrifty, but I have to admit that I've also found value in his love for saving. He encouraged me to take advantage of ASA's retirement program early on, long before the concept of retiring ever crossed my mind, and he taught me how investing works. His voice has definitely been in the back of my mind when I've thought about big decisions like getting a new car. He should be proud because my paid-for 2012 Subaru Outback is still sitting in the driveway and I plan to drive the wheels off of it. I can't quite bring myself to freeze almost-expired food that was on sale at Smith's (sorry Wade), but I will have to admit that the older I get, the more I understand where he's coming from.

The number of people who have stuck with ASA for the majority of their careers is also a testament to the culture that Wade has fostered. Wade is extremely proud of this, as he should be. He has convinced many of them to stick around a while longer or to have a slow transition out, which doesn't happen in most workplaces.

ASA exists in the industry much in the same way that I've observed Wade exist as a leader—no boasting, no excluding others, and no cutting others down for the sake of making yourself look better. Instead, ASA's table always has room for more open-minded, forward thinkers. The beef industry is so much better for having Wade lead this Association, and I just feel lucky to have been around for some of it.

Wade claims that ASA is like Hotel California—you can check out any time you like, but you can never leave—and I hope he knows that statement applies to him, too. Dr. Jon DeClerck will be taking over as ASA's new EVP on July 1, and I am really looking forward to working with him.

This issue of *SimTalk* includes part one of a three-part series by Sean McGrath. Sean runs a family cow-calf operation in Alberta and has been recognized throughout the industry for his forward-thinking philosophies. I am really excited to kick the series off and am looking forward to the rest of Sean's pieces. The next issue of *SimTalk* will be our Membership Directory, which includes a full listing of ASA's members. If you're looking to network with SimGenetics breeders or find a new seedstock provider, the Membership Directory is a great resource!

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A Ranching Road Trip, Part 1

by Sean McGrath



This is part one of a three-part series. It aims to outline an approach to ranching that may provide a framework for your own operation. There will be common themes throughout, and it may wrap around on itself, as we broach the interconnectedness of various aspects of ranching.

Sustainability

A ranch or any business needs to start with a vision. Folks will argue about which is which, but my training was that vision is the overarching thing we aspire to, and mission is a written set of three- to five-year goals. A good rule of thumb is that a vision statement should be seven words or less, guide business decisions, and create accountability for everyone involved in the operation. A good analogy is that vision is where we want to go, and mission is the Google Maps turn by turn directions.

In the early 2000s, my wife and I returned to our family ranch and in the first year back we went through the worst drought year in over a century. The next year Bovine Spongiform Encephalopathy (BSE) hit and effectively capsized our markets for nearly a decade. At that point, I enrolled in a high-speed, in-depth agricultural business school. I am eternally grateful for that opportunity and have told the instructor that it saved our farm. The most empowering (and difficult) part of that was creating a vision statement for our ranch. Each ranch will be different, with different cattle, environments, financial concerns, and people. Determining your collective vision is probably the hardest part of planning, but it makes the rest relatively simple and fun.

Our vision statement at Round Rock Ranching is “The Best Beef in a Better World.” Decisions can be rapidly assessed against this backdrop. Does the decision improve our product, our environment or our family and community? When everyone understands and buys into the bigger vision you can unleash a lot of creativity and weather a lot of storms.

Profit Matters

The financial aspects of ranching are key. This may seem self-evident, but profit is the fuel that fires the engine on our road trip. Without profit, it is nearly impossible to support or improve the environment or the people involved in the ranch. We have spent a lot of time on this piece of our operation, initially out of necessity. First, it is important to look at economics in relation to our vision. Economics is the overarching plan that shows if we should be doing what we are doing. Is the venture economically profitable? If the economics don’t make sense, it does not mean you can’t reach for your vision, but you may have to think or approach it differently than originally planned.

Finance is how we get the money to put the plan into action and accounting is how we keep track of progress and remain accountable. Accounting is also for filing taxes. I have many ranching friends whose vision is never to pay income tax. With a traditional mindset, ranching is a tremendous industry in which to achieve that laudable goal. It also means that you need to manage to never have a profit. In terms of our road trip analogy, economics is figuring out if the trip makes sense, and finances are figuring out how we are going to pay for gas and what kind of car we can drive. Economics may be favorable, but we might not be able to afford it. This should encourage creativity rather than discouragement. How can we make it happen anyway?

I am a fan of the Ranching for Profit economic model, which considers direct and overhead costs. For a short, cowboy explanation, everything that goes into or through a cow is a direct cost. Feed, vaccine, and ear tags are a direct cost. These costs are constant on a per-cow basis. If I add one more cow, I need to tag one more calf. Anything and everything else is overhead, including land, tractors, corrals, working facilities, pickup trucks, and you. If I can run more cows with an overhead, my cost per cow goes down.

Our first few years after coming back to the ranch were tough. An investment in education was important, and a couple of tools we found through those early years that have been incredibly useful in terms



Above: A group of McGrath cows on summer grass in Alberta. Below: McGrath prioritizes efficiency and productivity in his cow herd.

of business planning are the “Seven Whys” and the “What if I Quit?”.

The “Seven Whys” are really a two-year-old logic test. If we want to assess if something we are doing on our ranch is worth doing, ask yourself why you do it seven times. If you can get to the end of the seventh (or even the fifth) why and still have good logic, then it is likely a good practice. If not, there is a better way. I’ll give an example:

We start feeding cows in December. Why? Because we start calving in February and need to get cows home and in condition and we are out of grass. Why? Because we need to be done calving before seeding and we want big calves in the fall. We spend a lot of time on cropping and don’t really spend a lot of time on pasture management. Why? Because we sell the third week of October in Somewhereville. Why?

You can potentially see where the “two-year-old logic test” comes from but also start to see where the exercise is going. If you are honest with yourself and recognize excuses — rather than valid reasons — this is an incredibly powerful tool to assess the effectiveness of the activities of the business.

The “What if I Quit?” question is a really good tool for addressing costs. Along with our Vision Statement, this was a key financial tool for us during drought and BSE. If you are serious about cutting costs, run down your income and expense report and when you get to the biggest expense, ask yourself, “What if I just quit

doing that?” Remember your labor is an expense, whether you acknowledge it or not.

For example: Feeding cattle in the winter is our biggest expense. What if we just quit feeding cattle? They would die. Would they, or would they be able to graze longer? Maybe if we found some corn stalks or tried some swath grazing or stockpiled forage, they might do OK.

Again, hopefully, you can see how following this thought experiment empowers some creative solutions and can drive an operation forward. On our ranch, our

(CONTINUED ON PAGE 10)



A Ranching Road Trip, Part 1

(CONTINUED FROM PAGE 9)



Grass is a scarce resource on McGrath's ranch, requiring careful management.

profitability and enjoyment increased tremendously when we allowed ourselves the freedom to quit doing things that upon evaluation, we realized were unproductive. The road trip analogy here is the stereotypical failing to stop and ask for directions and I think we all know how that ends.

While profit and financial management are vital, it is important to realize that profit occurs on more than just the balance sheet. Environment, livestock, and people are also important parts of that profit picture. If the balance sheet is improving while the land is degrading or the people involved are not happy, it is hard to argue that you are profitable. Those are the next steps in our Ranching Road Trip.



Sean McGrath is a rancher and consultant from Vermilion, Alberta. Sean's consulting practice focuses on genetic improvement of beef cattle and includes work with several breed associations and their breed improvement programs. Other key focuses are range management, forage crops, and general ranch management. The ranching operation consists largely of native grasslands and is operated with Sean's wife Tanya and family. The ranch is focused on year-round grazing and deploys several advanced technologies. The ranch sells commercial cattle and seedstock, as well as environmental goods and services. In 2023, McGrath received a Continuing Service Award from the Beef Improvement Federation. In 2014 the ranch won the Provincial and National Environmental Stewardship Award.

Key Points

Vision: The overarching thing we aspire to. A vision statement should be seven words or less, guide business decisions, and create accountability throughout the business.

Direct costs: Everything that goes into or through a cow, including feed and vaccines. Each additional animal costs more.

Overhead costs: Overarching costs, including labor, tractors, trucks, etc. Overhead costs generally diminish on a per head basis as the number of cattle increases.

The "Seven Whys": A test to determine if a practice is logical. Ask why something is done on your operation seven times; if you're able to get to the seventh "why", the practice is likely strong.

"What if I Quit?": Address the costs of your operation by asking yourself "what if I quit" in relation to regular decisions you are making.



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End Product Considerations

Red meat yield, an upgraded yield grading system, bigger finished weights, and more.

by Lilly Platts

Change is inevitable in the beef industry, and recent conversations about potential updates to the yield grading system, a push for heavier finished weights, and a shift to considering whole-animal red meat yield leave many questions about how producers throughout the supply chain could be affected. At Fall Focus 2024, ASA's Chip Kemp led Drs. Ty Lawrence, Dale Woerner, and Bryon Wiegand through a series of questions about these potential changes. This conversation took place during the Educational Symposium, allowing attendees to also ask the panelists questions.

Lawrence kicked off the conversation about measuring red meat yield, discussing the implications of the intense focus on ribeye area that has been standard in the industry for some time. Single-trait focus, whether in EPD or phenotype selection, usually has a negative impact on other traits; in this case, overall animal muscling. Currently, the push for bigger finished cattle has caused some producers to put even more emphasis on ribeye in order to continue producing animals that meet yield grade standards. Lawrence shared that under the current system, ribeye has to be a primary focus for profit. A new yield grade system will likely focus more on whole-animal red meat yield, as opposed to individual measurements like ribeye. If a shift toward whole-animal muscling is going to take place, the industry needs to know beforehand. "Whatever the new system may become, all seedstock and commercial producers, all cattle feeders, and everyone upstream needs to know what the new criteria are," Lawrence shared.

Woerner added that the beef production cycle makes these conversations extremely relevant today, as breeding decisions producers are currently making won't come to fruition for three years. He predicts that any

changes to how yield is measured will take place in three to five years. "You're making decisions today that may match up to a different yield metric," Woerner said.

Dr. Wade Shafer asked the panelists about their confidence in these changes coming within three to five years. Woerner shared that he is extremely confident because packers are going to continue moving the needle, whether the USDA (the current third-party oversight agency) keeps up or not.

Woerner cautioned that producers should not decrease their emphasis on ribeye, but rather add emphasis to whole-animal muscling on top of their current criteria. "I would never say to decrease your emphasis on ribeye," Woerner shared. "But, you're going to have to increase emphasis on total conformation and phenotype, and undoubtedly that's good for our industry."

Feed efficiency is a positive reason for increasing the emphasis on red meat yield. Woerner shared, "If you talk to a growth biologist and a muscle biologist, they will tell you that the best way to improve weight gain and feed efficiency is by improving muscularity. Muscle takes four and a half calories per gram to produce and fat takes time. So, we know that it's far more efficient to put muscle on an animal than fat," Woerner said.

Trait selection is a constant balancing act, and putting more emphasis on overall muscling would require producers to evaluate how other traits are affected. Woerner shared that a new yield system could put negative pressure on fat. Consumers demand a marbled, tender, flavorful product, which means this could pose a challenge for producers. "What it means is you [producers] are going to be expected to produce animals with less fat externally and more marbling," Woerner explained. "Everyone recognizes that we have to maintain genetics for marbling, but we have to do it quicker. The animals are going to have to get there faster, with fewer days on feed and less external fat. It's a big ask."

In addition to potential feed efficiency improvements, technology now makes it possible to accurately measure an animal's total phenotype. Instead of taking individual measurements throughout the animal, X-ray and 3D



Right (L-R): Chip Kemp, Dr. Bryon Wiegand, Dr. Dale Woerner, and Dr. Ty Lawrence.

Opposite: Cow-calf producers have to balance meeting industry needs with the unique elements of their operations.



imaging can capture a holistic measurement. Woerner added that a technology currently exists using radar to measure the conformation of live cattle.

Producers currently have metrics for selecting weaning and yearling weight, marbling, and other carcass traits. A metric for whole-animal-muscling does not exist, which poses a challenge for breed associations and cow-calf producers. Woerner shared that it is too early to give producers advice for trait selection, but anatomically, they do know that the primary drivers of red meat yield include round dimensionality, hindquarter muscling, and forearm and shank circumference. Another challenge is the lack of data. Producers have been diligently collecting measurements on other traits for many years, which allows for a robust, accurate dataset that can be used for future selection. Establishing standards for capturing and submitting these new measures will be important.

Woerner clarified that moving toward a system prioritizing overall red meat yield should not encourage producers to forget about traits like marbling, or to push their cattle to a point where fertility, calving ease, and other critical traits are negatively impacted.

Moving toward a system prioritizing overall red meat yield should not encourage producers to forget about traits like marbling, or to push their cattle to a point where fertility, calving ease, and other critical traits are negatively impacted.



Finished carcass weights will continue to increase in coming years.

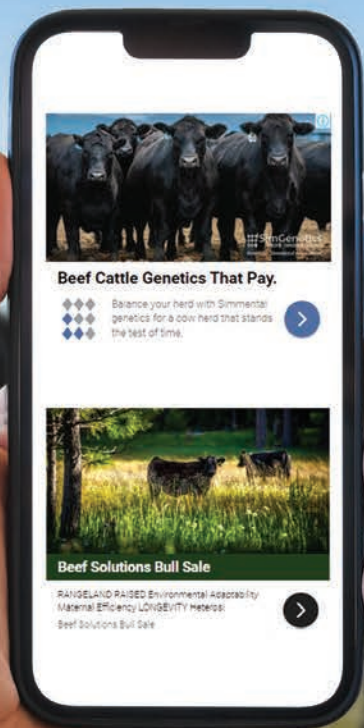
(CONTINUED ON PAGE 16)

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HL/EKRD Money M544

Homo Black Homo Polled 3/4 SM 1/4 AN Bull
Hook's Fast Money 67C x Bar CK Ms C154 9156G



DCC7 Starlink

Black Polled Purebred SM Bull
SWC Joint Venture 959J x Star



HL/EKRD Smooth Move M36

Homo Black Homo Polled
5/8 SM 3/8 AN Bull
SK Smooth Criminal W174
x Bar CK Ms C154 9156G



HL Wide Road L008

Black Polled Purebred SM Bull
Gibbs 1129J Wide Road x HL Smooth Burn H86

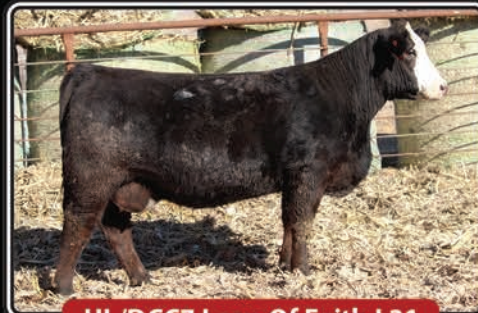
HL/EKRD Tommy Boy M9100

Black Homo Polled
3/4 SM 1/4 AN Bull
HL Tommy Boy K65 x HL/EKRD
Ms J9100



HL Advantage L013

Black Polled Purebred
SM Bull
CLRWTR Clear Advantage
H4G x RS&T Epic Diva
J302



HL/DCC7 Leap Of Faith L31

Red Homo Polled Purebred SM Cow
HPF Quantum Leap Z952 x W/C Miss Werning E702
Bred to HL Tommy Boy K65

WS Miss Sugar C4

2 Sons by WHF Point Proven
will sell out of this powerhouse
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End Product Considerations

(CONTINUED FROM PAGE 13)



The number of cattle a packer can process every day is limited, which has influenced the push for heavier finished animals.

Finished carcass weight is an additional consideration. Lawrence shared that he foresees desired finished weights continuing to increase into the future. “In my opinion, no one in this room will be alive when we hit a plateau,” he shared. “We’re going to continue to add weight for the foreseeable future. Someday a 1,500-pound carcass will be normal, and we’re not that far away.”

“Someday a 1,500-pound carcass will be normal, and we’re not that far away.”

Beef processors are limited to killing 390 animals per hour, meaning the heavier the carcass the better they can keep up with increasing costs of operating each year. “They [cattle] have to come in a little heavier day after day, and year after year, to dilute an increasing cost structure that is coming at them just from inflation, if nothing else,” Lawrence added.

Crossbreeding has long been a tool for producing heavier cattle — Simmental genetics were first used in the US for this exact reason — and the practice could be even more important in the future. Wiegand ran a SimAngus cow herd for some time, and has experience with pushing performance while maintaining important convenience traits like calving ease. He explained that with the help of a reproductive physiologist he was able to focus on crossbred females that were “curve benders,” meaning they were moderate in size, efficient, bred back, and still produced large calves. “I leaned into this hybridization model and strongly believe in crossbreeding,” he said.

Crossbreeding has long been a tool for producing heavier cattle — Simmental genetics were first used in the US for this exact reason — and the practice could be even more important in the future.

International Genetic Solutions (IGS), which allows for genetic comparison across many breeds and promotes crossbreeding, could also be a valuable tool in navigating these potential changes and challenges. “When I stand in front of 525 undergraduates in animal science I don’t talk about breeds. I talk about biological types of cattle,” Wiegand shared. “If we think about biological types of cattle, I think you [SimGenetics] are in a really good spot, which is why I gravitated to the commercial side of this breed as a biological type of cattle.”

The question of corporate systems was also raised. Corporations like Walmart are establishing their own packing plants, which allows them to have more influence on the entire beef supply chain. With control over the entire system, a corporation like Walmart can demand what they want for their specific model, whether it fits the larger industry’s system or not.

Sustainability is also a frequent topic of conversation in the industry that is strongly tied to consumer demand. Many sustainability conversations point to cow size and efficiency as priorities. Smaller cow size can be

beneficial in sustainability efforts, but focusing too much on that area can lead to a decrease in overall calf weight yield each year. Woerner added that urban sprawl and the continual decrease in pasture and tillable acres should be considered. Essentially, fewer cattle need to do more with fewer resources while also meeting industry and consumer demand. "It's a balance, and I think supply and demand will drive the definition of what we produce," he said.

Lawrence added that much of the pressure toward larger carcass weights is going to fall on the feeder, meaning cow-calf producers don't need to place intense focus on increasing weights themselves. "The cattle feeder is going to take care of the bigger carcass...the cattle feeder is where the giant change in carcass weight is coming from, and the math in their economics says to make them bigger year-over-year," he explained.

The conversation closed with a brief discussion about liver abscesses and respiratory heart failure in the feedlot. Woerner shared that research around liver abscesses

is currently ongoing, but is showing that the heritability is under 10%. This suggests that an animal's likelihood of developing liver abscesses in the feedlot is largely environmental. "It's hugely environmental and predominantly management-driven," Woerner said.

Lawrence added that gut health is strongly tied to the instance of liver abscesses. Dairy cattle demonstrate this point. Around 27% of beef cattle that have been on feed for 200 days have a 27% instance of liver abscesses; in dairy cattle, it's 60%. Dairy-raised calves are pulled off the cow immediately and placed in a confined area. A calf's rumen isn't developed for six weeks, but in many instances these calves are being fed steam-flaked corn immediately. "That system is arguably to the detriment of gut health early on, and that manifests itself throughout their lifetime," Lawrence shared.

Fall Focus 2025 will be held August 22–26, 2025, in Columbia, Missouri. To learn more about this free educational event please visit fallfocus.org.

About the panelists:

Dr. Ty E. Lawrence is a professor of animal science at West Texas A&M University (WTAMU). He was raised on a cow-calf operation near Dalhart, Texas, before pursuing formal education at West Texas A&M University (BS, MS) and Kansas State University (PhD). Lawrence spent two years with Smithfield in the position of research manager for pork harvest and processing facilities on the Eastern Seaboard before entering his academic career. In his current position at West Texas A&M University, he has taught over 2,500 undergraduate and graduate students in 14 different animal, food, and meat science courses. In addition, Dr. Lawrence is the director of the WTAMU Beef Carcass Research Center, which annually evaluates 200,000+ cattle for a variety of research projects. His research activities focus on improving the yield, quality, and safety of red meat products and have resulted in the publication of more than 115 peer-reviewed scientific journal manuscripts.

Dr. Bryon Wiegand is a native of Cairo, Missouri, and is currently professor of Animal Science at the University of Missouri (MU). He has served as a technical advisor to the Missouri Association of Meat Processors, supervises the MU Collegiate Meats Judging Team, and oversees operation of the Mizzou Meat Market (a full-line meat processing plant under USDA inspection). In 2015, he assumed the role of State Meats Extension Specialist. Wiegand has been recognized by his peers

with multiple national teaching awards, most notably two career teaching honors, the American Society of Animal Science Distinguished Teacher Award, and the American Meat Science Association Distinguished Teacher Award. He was named a Kemper Teaching Fellow at MU in 2014. Wiegand was appointed as Associate Division Director in Animal Science in 2019, and made responsible for coordinating research farms and auxiliary units as well as animal science outreach to stakeholders in Missouri and beyond. In 2021, he was appointed Director of the Division of Animal Science.

Dr. Dale R. Woerner serves as the Cargill Endowed Professor in Sustainable Meat Science in the Department of Animal and Food Sciences at Texas Tech University. Dr. Woerner earned his BS and MS degrees in animal science from Texas Tech University in 2003 and 2005, respectively, and earned his PhD in animal science and meat science from Colorado State University in 2009. He served on the faculty at Colorado State University for nine years, joining the faculty at Texas Tech University in his current position in 2018. He has conducted more than 15 million dollars in industry-funded research and has published more than 300 scholarly works, including peer-reviewed manuscripts and technical reports in the area of meat science.

ST

BUILD, BREED, ACHIEVE

BUILD YOUR SYSTEM. ACHIEVE YOUR GENETIC IMPROVEMENT GOALS.

- 6 Steps to Achieve Your Genetic Goals -

1. Clearly define breeding objectives

2. Use whole herd reporting

3. Properly define contemporary groups

4. Commit to thorough and accurate data collection and reporting on economically relevant traits

5. Use index-based selection

6. Incorporate genomics

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TO REACH YOUR GOALS**

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You fall to the level of your systems. ”
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TOTAL HERD ENROLLEMENT



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CXP and CMP collect vital carcass data on genotyped calves, which improves carcass trait predictions and DNA marker predictions for all cattle in the IGS genetic evaluation and supports breeders in advancing their genetic programs.

1. Genotype all animals within a contemporary group
2. Genotype males and females
3. Incorporate genomic enhanced predictions into selection decisions as early as possible

Considering *the* Consumer

by Lilly Platts

What does the consumer want, and how can the industry respond to demand?

Consumer demand, purchasing habits, and understanding the factors that go into a person's decision to purchase (or not purchase) beef is the ultimate consideration at the end of the beef production system. Knowing what the consumer wants, and following trends, can help inform many decisions throughout the beef system.

Bryon Wiegand is currently professor of Animal Science at the University of Missouri. He has a broad range of teaching and research experience in meat sciences, and shared about consumer demand during the 2024 Fall Focus Educational Symposium.

Wiegand opened by saying, "I think today you'll find that beef producers have some things to be very happy about. We're very competitive in this space, in terms of protein. I think we also have some challenges, and we should not get complacent as beef producers."

The US consumes a significant amount of beef, and as Wiegand explained, situations like the COVID-19 pandemic demonstrate that when people are faced with feeding themselves during times of unrest, they are going to reach for animal proteins. Chicken is the most consumed protein in the US, followed by beef.

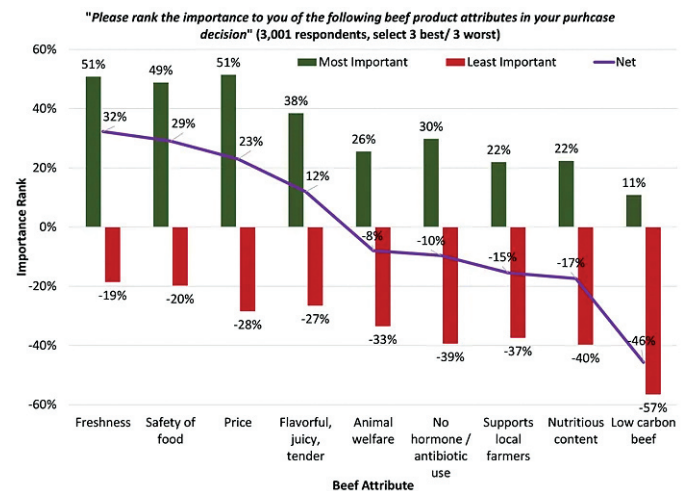
Wiegand discussed alternative proteins, which were making headway in the market until recently. "Quite frankly, the alternative protein market is getting crushed in the economy right now," he said.

Beef stands apart from other proteins because of the focus on consistency, and measurable quality. Looking at the history of beef demand, Wiegand pointed to the period through the late 1990s when consumers demanded that beef be more tender. The industry responded, and today most beef, across quality grades, is tender when cooked correctly.

When evaluating the factors that consumers care about the most, Wiegand shared that data shows price, freshness, and taste as top priorities for many.

Quality grades have also improved steadily over the last 20 years. According to the USDA, in 2000, 3.3% of beef cattle graded prime; in 2010 that number had climbed to 10.5%. As cattle continue to be fatter at finish and genetics improve, this trend is expected to continue.

When evaluating the factors that consumers care about the most, Wiegand shared that data shows price, freshness, and taste as top priorities for many. One of the more difficult priorities to evaluate is how social values affect consumer behavior. Wiegand explained that animal welfare is an increasingly important issue for consumers, especially as social media makes it easier for information — true or false — to be shared. However, data shows that social media and other factors might actually be overemphasizing the importance to consumers, compared to other factors like cost. "At the end of the day, consumers care about what it costs, what it tastes like, and they don't seem to be upset about how we're making it," he said. "A big portion of consumers have a positive perception of beef as a food item."



Consumers were asked to rank their top three factors when purchasing beef, and bottom three. Image courtesy of Kansas State University.

Beef prices are currently high, which is a concern for both producers and consumers. Wiegand posed the question of how long consumers will be willing to continue to buy beef if the price continues to go up. So far,



Understanding what the customer will reach for at the grocery store informs many decisions throughout the beef supply chain.

consumers have continued purchasing beef. “The consumer has stayed with us, and we should feel good about that,” Wiegand said, sharing data comparing price with the amount of beef purchased from September of 2019 to June of 2022.

E-commerce and direct-to-consumer marketing has changed consumer behavior. Wiegand represents small processors in Missouri, and has had conversations with many producers who are interested in building their finished beef business. For some time, these businesses were challenged by having high demand for premium cuts, like steaks, and lower demand for middle cuts, which are generally ground into hamburger. Wiegand explained that because of lower supply and stronger demand, that has been less of an issue. When grocery prices are high, consumers are more likely to reach for lower-priced products.

Wiegand also discussed how cow inventory affects the industry’s ability to meet consumer demand. Historically, when demand and price are strong, any gaps in the market are filled with fat open cows and cull bulls. The current cow inventory is low, but market weights are up, and consumer demand continues to be met. “We are, for the most part, meeting the demand of our consumer,” he said.

Beef producers are constantly faced with volatility, from the weather to feed prices, which Wiegand also discussed. Land price and availability is another major factor — farming, development, and conservation programs often entice landowners to move away from grazing, which ultimately makes it more difficult for new producers, and for existing producers who want to expand their herd. New farming technology has made

it easier, and more profitable, for land to be tilled. “If we’re in the business today, we’re probably not going to see a huge cow herd rebuild. That’s good for those of us who are still in the game, because we’ll see consumer demand hang in there with us,” he said.

This [economic] environment, and the general tightening of budgets, hasn’t affected beef consumption notably, but the industry is going to have to wait and see how it ultimately shakes out.

The economy as a whole affects producers and consumers. Currently, interest rates are high, cash deposits are down, and credit card debt is up. Wiegand shared that this environment, and the general tightening of budgets, hasn’t affected beef consumption notably, but that the industry is going to have to wait and see how it ultimately shakes out. “We should feel good about where we’re at. We should also be a little cautious about the consumer’s ability to stay with us. I think we’re going to feel a bit of a squeeze, but you should feel good about what you’re producing,” Wiegand concluded.

ST



\$API: 109
STI: 72

TJSC H-Town 131L

STCC Tecumseh 058J x TJSC Diamond 312H
ASA# 4274275 • Black • Polled
2024 NWSS Champion Bull by STCC Tecumseh



\$API: 87
STI: 69

RJ Trust Fund 212K

W/C Bankroll 811D x Hara's Kim Kardashian 1C
ASA# 4147173 • Black • Polled
Exciting, NEW, 3/4 Bankroll x Broker x Harietta for elite type!



\$API: 125
STI: 73

Walsh Against The Odds

Bet on Red x WLE Big Deal
ASA# 4256400 • Red • Homo Polled
ATO has foot size, excellent design & body dimension! His dam was a popular champion for Walsh, WI.



\$API: 133
STI: 84

SAS Black Majic L334

SRH Hannibal x Silver Lake Gold Digger
ASA# 4265277 • Hetero Black • Homo Polled
\$55,000 high-seller at Springer Simmentals 2024. Add mass & outcross pedigree.



\$API: 115
STI: 76

SJF SMJ Payroll 7245J

W/C Bankroll 811D x Profit
ASA# 3992818 • Red • Polled
Exciting combination of look, power, pedigree!



\$API: 94
STI: 63

Only One 905K

SFI Platinum F5Y x TLLC One Eyed Jack
ASA# 4132878 Black, Polled
Added hair, flexibility, rib & eye appeal!



\$API: 114
STI: 80

LLSF High Profile J903

W/C Executive Order 8543B x PSCS Alley's Lady 902G ET
ASA# 4062764 • Hetero Black • Homo Polled
Outstanding balance and look! 2023 MO State Fair Champion!



\$API: 121
STI: 76

SFIS Unstoppable J3

W/C Bankroll 811D x SFIS Crystal Gayle
ASA# 3969316 • Heterozygous Black • Polled
Awesome son of famous donor Crystal Gale that'll improve depth, profile & structure!



\$API: 146
STI: 83

WHF/JS/CCS Woodford J001

EGL Firesteel 103F x WHF Summer 365C
ASA# 4068398 • Homo Black • Homo Polled
3/4 Simmental. NEW and exciting calving ease and outcross pedigree with outstanding phenotype out of fantastic donor Summer 365C!



\$API: 94
STI: 68

Revelation 2K

TL Revenant 35 x CSCX Bandwagon 513A
ASA# 4153090 • Black • Polled
\$200,000 exciting outcross to improve all!



\$API: 157
STI: 97

LLSF Vantage Point F398

CCR Anchor x Uprising x Quantum Leap's Dam
ASA# 3492381 • Hetero Black • Homo Polled
3/4 Lead-off Bull in the 2019 NWSS Percentage Champion for Lee.



\$API: 126
STI: 76

Felt Perseverance 302F

W/C Executive Order 8543B x Rubys Rhythm Z231
ASA# 3493800 • Hetero Black • Homo Polled
Perseverance is a new, exciting baldy Executive Order son with tremendous maternal genetics behind him. The first dozen calves out of him have been born light and easily out of first calf heifers.



\$API: 176
STI: 103

LCDR Affirmed 212H

EGL Firesteel 103F x W/Miss Sugar C4
ASA# 3812282 • Homo Black • Homo Polled
Use him to make those next generation Purebreds. Excellent foot shape and depth of heel.



\$API: 101
STI: 72

WHF/JS/CCS Double Up G365

W/C Double Down x WHF Summer 365C
ASA# 3658592
Double Up is by proven calving ease sensation Double Down out of the legendary WHF/Steenhoek multiple time champion WHF Summer 365C.



\$API: 108
STI: 73

JBSF Berwick 41F

Rocking P Legendary C918 x JBSF 402B
ASA# 3462584 • Black • Polled
Newly available and producing extremely valuable progeny across the nation!



\$API: 167
STI: 102

HL Tommy Boy K65

CLRS Guardian 317G x HL Ms Smooth Criminal E174
ASA# 4167626 • Homo Black • Homo Polled
Blaze Calving ease Guardian son at Echard, IA, and Heartland.



\$API: 103
STI: 69

Wood Ruthless 151H

Relentless x High Regard x Aubreys BlackBlaze II
ASA# 3878993 • Homo Black • Homo Polled
Exciting outline and build with phenomenal cow families on both sides!



\$API: 136
STI: 85

ZTGC Just Cuz 52K

W/C Night Watch 84E x ZTGC The Blaze
ASA# 4063644 • Black • Homo Polled
Jared Werning's new & exciting balanced sire for profile & function!



\$API: 118
STI: 76

GOE Lets Roll 749J

W/C Bankroll 811D x W/C RJ Miss 8543 6105D
ASA# 4141350 • Hetero Black • Homo Polled
Lots of neck extension in a complete package!



\$API: 132
STI: 77

WHF Entourage H450

KCC1 Exclusive 116E x WHF Delilah 45D by TJ Main Event
ASA# 3924201 • Hetero Black • Homo Polled
WHF & Boyert's exciting new herd sire!

COOL Additions!

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\$API: 102
STI: 70

TJSC Coping with Destiny 9K
WLE Copacetic E02 x TJSC Diamonds Destiny 134C
ASA# 4103854 • Black • Polled
2023–2024 dominant Grand Champion!



\$API: 140
STI: 84

Rocking P Private Stock H010
WLE Copacetic E02 x Rubys Wide Open 909W
ASA# 3775641 • Homo Black • Homo Polled
Private Stock was the 2022 Fort Worth Champion Bull and the 2021 NAILE Champion Bull.



\$API: 202
STI: 110

CLRS Guardian 317G
Hook's Beacon 56B x CLRS Always Xcellent
ASA# 3563436 • Homo Black • Homo Polled
Guardian was the \$85,000 selection in the 2020 "Bred For Balance" Sale. He's the breed's #1 \$API Purebred and #2 Marbling Purebred!



\$API: 132
STI: 74

KJK1 38 Special 801J
JSUL Something About Mary 8421 x R Built To Believe 801F
ASA# 3972780 • Hetero Black • Hetero Polled
Cool profiled SAM son with a cool face backed by a great cow family!



\$API: 104
STI: 75

SO Remnant 418J
SO Remedy 7F x STCC Ms Persistent 7161
ASA# 4035943 • Black • Polled
Great Remedy son who was Reserve Champ at NAILE & Cattlemen's Congress!



\$API: 128
STI: 79

W/C Bet On Red 481H
W/C Fort Knox x W/C Relentless
ASA# 3808091 • Red • Homo Polled
Griswold's red bull purchase from the 2021 Werning sale!



\$API: 157
STI: 97

CLWTR Clear Advantage H4G
LLSF Vantage Point F398 x Miss Sugar C4
ASA# 3858588 • Homo Black • Homo Polled
Exciting, new sire that's ultra-complete out of one of the hottest donors!



\$API: 115
STI: 74

W/C Red Bird 269J
W/C Bankroll 811D x W/C Miss Angel 2870Z
ASA# 3974327 • Red • Homo Polled
Red Bird is the \$90,000 Brandon Bird & Jared Werning owned HOT red sire by Bankroll & National Champion ANGEL!



\$API: 102
STI: 74

R/C SFI Creedence 417J
SAM x SFI Love Me Later A9X
ASA# 3980387 • Homo Black • Homo Polled
2023 Cattlemen's Congress Grand Champion Purebred Simmental Bull!



\$API: 103
STI: 71

SWSN Cash Flow 81E
Profit x MR CCF Vision
ASA# 3348420 • Black • Polled
Cash Flow sired some of Hartman's and Vogler's high selling lots this past year!



\$API: 125
STI: 95

SAS Infra-Red H804
All Aboard x Erixon Bitten
ASA# 3803257 • Red • Homo Polled
One of the hottest red bulls to sell in 2021!



\$API: 96
STI: 65

S B C Buffalo Trace
W/C Relentless x WLE Shez It D056
ASA# 4129329 • Homo Polled • Hetero black
JS & Stephens new addition, exciting red gene Relentless son!



\$API: 174
STI: 92

Bar CK Red Empire 9153G
IR Imperial x CDI Verdict
ASA# 3766616 • Homo Polled
High-selling bull at BAR CKs 2021 Sale! Top 1%



\$API: 146
STI: 88

ES Right Time FA110-4
Welsh Dew It Right 0677 x ES A110
ASA# 3481590 • Homo Black • Homo Polled
Newly available power, phenotype and marketability sire!



\$API: 135
STI: 73

2/F JWC Unassisted 675K
W/C Double Down x W/C RJ Miss 8543 6105D
ASA# 4154132 • Homo Black • Homo Polled
Exciting calving ease 3/4 blood in the top 2% for low BW. \$40,000 second top seller in JWC's 2024 Bull sale.



\$API: 94
STI: 61

ALL/FCF Hot Topic 099H
Profit x FCF Phyllis 532
ASA# 3926810 • Hetero Black • Homo Polled
Hot Topic was the 2021 NAILE Grand Champion % Bull! His dam is one of the hottest Angus donors in the world!



\$API: 103
STI: 81

RP/CMFM John B J104
HPF Quantum Leap Z952 x RP/BCR Stylish Love F158
ASA# 4109070 • Hetero Black • Homo Polled
Current 2023 Champion PTP % Bull! Champ at Ft. Worth, OKC, Am Royal!



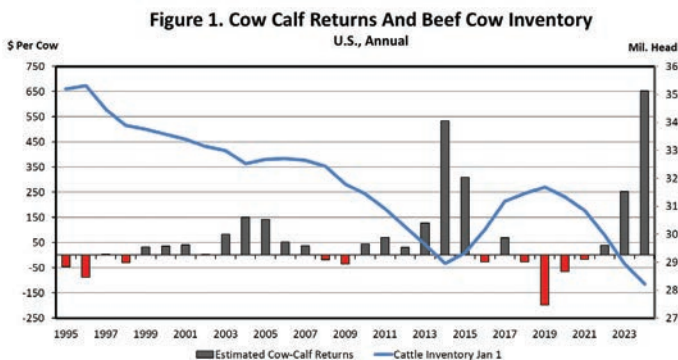
\$API: 101
STI: 70

S&S TSSC Limitless 041H (1/2)
Conley No Limit x WS Revival
ASA# 3776857 • Black • Polled
Calf champion at 2020 NAILE and 2021 Royal!

Cattle Markets 2025: To Retain or Not to Retain

Derrell S. Peel, Oklahoma State University Extension

Average Oklahoma steer calf prices increased over 61% from 2022 to 2024, leading to a sharp increase in average cow-calf returns (Figure 1). Cow-calf returns vary significantly across producers due to widely variable costs of production, but the message is clear — increasingly strong market signals for cow-calf producers to expand the beef cow herd. Positive cow-calf returns typically result, with a delay, in herd expansion. Figure 1 shows the strong cow herd inventory response to positive returns a decade ago.



New inventory data at the end of the month will confirm current herd status, but it is likely that the herd continued to decrease in 2024, and prospects for herd growth in 2025 are limited.

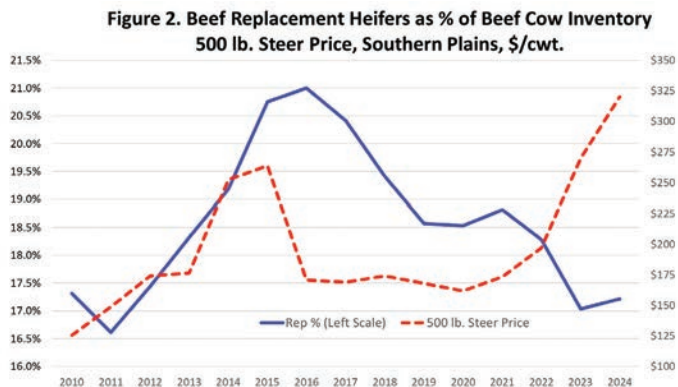


Figure 2 shows a sharp contrast to higher cattle prices leading to the herd rebuild in 2014–2019, compared to the current situation. Heifer retention began in 2012, setting the stage for herd expansion that began in 2014. Increased heifer retention simultaneous with increasing cattle prices squeezed feeder supplies leading to the (then) record feeder prices from 2014 to 2015. This is contrasted with the right side of Figure 2 where replacement heifer inventories have shown no significant

increase thus far, despite rising feeder cattle prices. Heifer slaughter data through the end of the year, along with heifer on-feed inventories and feeder cattle sales receipts data all suggest little, if any, heifer retention in 2024.

Not only did the beef cow herd likely get smaller in 2024, but the limited supplies of replacement heifers also suggests that the beef cow herd may get smaller yet in 2025 or, at best, stabilize at very low inventories. Historically, herd expansions require a year or two to gain momentum before herd inventories begin to increase. That process has not begun at this time.

If heifer retention begins in 2025, several outcomes are expected: tighter feeder supplies will push cattle prices and cow-calf returns higher, and retained heifer calves will lead to increased replacement heifer inventories in 2026 and potential herd growth beginning in 2027. Depending on the pace of heifer retention, herd expansion could lead to cyclical production increases and price peaks in the second half of the decade.

If heifer retention does not begin in 2025, the cow herd will continue to dwindle, and cattle supplies will continue to slowly contract with higher cattle prices and a smaller industry until herd rebuilding begins. Either way, cattle prices are expected to remain elevated for at least two to four more years.

Pulse Grains in Wheat Rotations Can Increase Profits for Farmers

Montana State University Extension

An analysis by Montana State University (MSU) researchers has shown that replacing summer fallow with a pulse grain crop, even in dry regions, can increase profits for farmers.

Farmers in regions with low precipitation, such as Montana's Golden Triangle, know there is an economic risk to continuous small grains cropping, according to Perry Miller, professor of sustainable cropping systems in MSU's Department of Land Resources and Environmental Sciences.

However, leaving fields fallow in summer is not ideal for soil health and generates no revenue, he said. So, alternatives to fallow are being tried and have demonstrated economic success.

In a 2015 study, Miller found that, in relatively wet southwest Montana conditions, pulses harvested for grain, in rotation with wheat, provided higher net returns compared to wheat in rotation with wheat, fallow, or legume cover. Further research continued to test the results in dry regions.

Meanwhile, Miller and his colleagues conducted an eight-year study in Big Sandy, a dry region where the annual precipitation is close to 14 inches. The study

CONTINUED ON PAGE 28



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SCHOOLEY LONGSHOT 302L



Sire: HOOK'S GALILEO 210G
ASA#4256880 — 5/8 SM 3/8 AN
HOMO BLACK AND POLLED
WW: 677 YW: 1336



Dam: SCHOOLEY MISS 823F 068H

CE	BW	WW	YW	ADG	MCE	MILK	MWW	STAY
17.3	0.7	104	166	0.39	10.2	30.3	82.3	15.8
DOC	CW	YG	MARB	BF	REA	SHR	API	TI
20.7	60.5	-0.2	1.18	-0	0.89	-0.3	197	119

Schooley Miss 823F 068H has become a rising star at Schooley Ranch. In 2024, 5 sons averaged \$23,500, 2 of those being the popular Galileo brothers: Schooley Longshot & Limitless. She has become a main donor with many more matings to come, look for this daughter of EGL Firesteel 103F to have a large influence on the breed for many years to come.

Schooley Longshot 302L was seen by many as a top bull in the 2024 bull offering from Schooley Ranch. His excellent feet and legs, disposition, extra length of body and natural thickness are all traits that make him a must-use sire! Combining his phenotype with an excellent EPD profile are reasons we know he is the bull to perfectly fit any program and achieve the next level of progeny. Currently at Teter Ranch, we have 25 Longshot calves on the ground, his phenotype is already present at this young age with attractive eye appeal. The calves have been solid black with very little or no added white on the underline. We truly believe the progeny of Schooley Longshot 302L will make a huge impact on our industry.

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 Sire: KWA Northern Sky 92K
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4859M
 Sire: GQ First Draft 33G
 ASA# 4431135



4756M
 Sire: Springcreek Tesla 6E
 ASA# 4431121



4149M
 Sire: W/C Bank Note 6152F
 ASA# 4431076



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focused on no-till winter wheat managed in rotation with fallow, spring wheat, pea cover crop, and a pulse crop harvested for grain. The researchers managed the wheat with four different nitrogen rates: zero, 75%, 100%, and 150% of the MSU guideline of nearly three pounds of nitrogen per bushel.

Pulse-wheat rotations had equal or greater net returns than fallow-wheat rotations during this eight-year study, Miller said. Cover wheat and continuous wheat rotations had the lowest net returns.

Continuous wheat had no net loss if no nitrogen was added during years with a low price penalty for low-protein wheat. It also had no net loss when less than 100% of recommended nitrogen was supplied during years with a high price penalty.

In all rotations, net returns were greatest at 100% of recommended nitrogen under a low protein discount. Under a high protein discount, net returns were greatest at 150% of recommended nitrogen.

However, Clain Jones, MSU Extension soil fertility specialist, cautioned against using more than three pounds of nitrogen per bushel, especially on winter wheat. "The small profit gains between 100% and 150% nitrogen might not offset the negative effects of soil acidification caused by higher nitrogen fertilization," he said.

Jones and others have found that soil acidification due to applying more ammonium-based fertilizer than plants need can lead to yield losses. "The yield of legumes, such as pea, decline below soil pH 5.7," Jones said. In the Big Sandy study, soil pH was 5.8 in the continuous wheat and fallow-wheat plots. Soil pH in the pulse-wheat rotation was around 6.1.

According to Jones, soil acidification is a growing issue occurring in wet and dry regions of Montana. Due to yield loss and the high costs of mitigating low pH with lime, the short-term benefits of greater nitrogen rates might be partly or fully negated. "Alternating pulse crops with wheat not only provides an income in what would be the fallow year but also reduces the amount of nitrogen fertilizer required for the wheat rotation," Miller said. Nitrogen fertilizer rates were reduced by 22 pounds per acre after the first pulse rotations in the site's sandy loam soils.

Determining a Fair Rent for Farm Buildings

by Glennis McClure, University of Nebraska-Lincoln

Establishing a fair rent for farm buildings and storage facilities involves multiple factors. There isn't a universal

CONTINUED ON PAGE 32

Marshall & Fenner Farms

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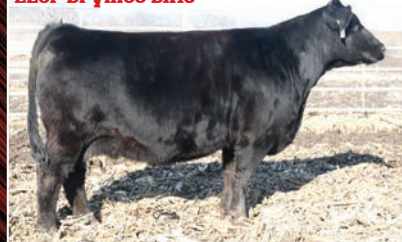
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LLSF Brynlee BX15



ASA# 2884706
Sire: Pays to Dream T759 Dam: LLSF Unrababydoll U194
A full sister to Pays to Believe, her two daughters sell!
CE BW WW YW Milk MB REA \$API \$TI
11 .9 66 97 19 .5 .88 137 81

SGW Card Dew North 437G



ASA# 3640119
Sire: Dew North 102C Dam: DMCC Elisha 43E
The featured herd sire at Marshall & Fenner Farms whose offspring and service will highlight this event.
CE BW WW YW Milk MB REA \$API \$TI
13 3 88 114 22 -.05 .66 96 77

Coleman Below Zero 2106



ASA# 4305837 – AAA# 20512901
Sire: Sitz Stellar 726D Dam: Coleman Donna 0153
The featured herd sire at Marshall Fenner Farms whose offspring and service will highlight the SimAngus™ genetics.
CE BW WW YW Milk MB REA \$API \$TI
20 -5.1 81 139 28 .57 .03 141 83

EPD as of 2.3.25



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EPD	19.1	-2.4	88.4	137.8	0.31	9.6	27.5	71.7	13.6	13.9	43.6	0.77	0.75	187.2	106.6
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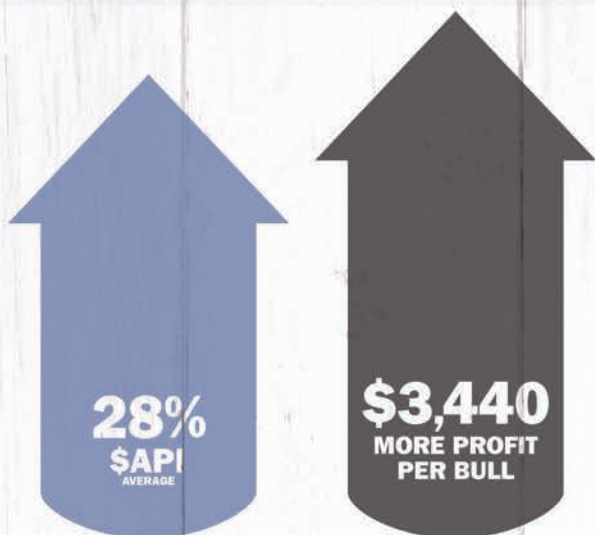
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SLD COPERNICUS 411M ASA #4365009 API 212.8, ranks #2 in ASA's all breed registry for 2024 bull calves. Also ranks #1 for marbling and #1 for stayability. TI 105.6, PAP 37 and top calving ease. This Galileo son checks all the important boxes.



SLD NEWTON 407M ASA #4365008 His API of 190.7, ranks #22 in ASA's pure bred Simmental registry for 2024 bull calves and a #14 ranking for calving ease. Great maternal traits, marbling, stayability and docility with a TI of 103.2 and a PAP score of 37. Another Galileo son that does it all.



SLD KEPLER 410M ASA #4365000 API 190 rates #20 ranking in ASA's SimAngus registry for 2024 bull calves. Great calving ease, stayability, marbling and big ribeye. Good growth, a PAP score of 37 and top maternal traits make this balanced Galileo son a rare find.



SLD BRUNO 409M, ASA #4365004 Galileo son with nicely balanced traits that will help your bottom line. API of 166.4, big ribeye, calving ease, good growth, and marbling. Top maternal traits, stayability and easy to be around. PAP score of 39.



SLD MR. LUCKY 419M, ASA #4365025 Calving ease bull whose API of 192.6 ranks #14 in the 2024 SimAngus bull calf registry. Great maternal traits, marbling, stayability and docility. Nice bull calf out of one of our Gateway herd bulls ASA #3876745.



SLD 425M, ASA #4365021 Very nice bull out of KBHR HONOR H060. Good calving ease and growth with an appealing phenotype. He has good stayability and big ribeye. His API is 155.5 with a PAP score of 40 makes him ready to go to the mountains.

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formula, as conditions vary depending on building type, usage, and local market conditions. However, a comprehensive evaluation of both fixed and variable costs, as well as cash and non-cash expenses, is essential.

Fixed Costs

Fixed costs persist whether the facility is in use or not and include:

- **Depreciation:** Buildings lose value over time, a non-cash cost factored into rent. Depreciation can be calculated by subtracting the building's salvage value from its initial value (excluding land) and dividing it by its estimated useful life.
- **Property Taxes:** Taxes must be paid regardless of whether the building is in use (cash expense).
- **Insurance:** Buildings should be insured for liability and physical damages. Insurance is a cash-fixed cost but may vary based on the condition and usage of the building.
- **Repairs:** While repair costs vary depending on usage, they are generally considered a cash-fixed cost.
- **Interest Costs:** Loan interest is a cash-fixed cost if the building is financed. There is also the opportunity cost of ownership (a non-cash cost), which reflects what could be earned if the building were sold and the funds invested elsewhere.

Variable Costs

Variable costs fluctuate based on the building's usage. These are typically cash costs and include:

- **Repairs Based on Usage:** Higher usage may lead to increased wear and tear, resulting in higher repair costs.
- **Insurance:** More frequent use could lead to higher insurance premiums.
- **Utilities:** Utility costs, such as electricity, water, and heating, vary with the intensity of the building's use.

Additional Factors to Consider When Setting Rental Rates

- **Size:** Larger buildings with greater capacity generally command higher rent due to increased utility.
- **Repair Costs:** The building's current condition will affect maintenance costs. Consider who will handle repairs, and how security or monitoring of the facility will be managed.
- **Insurance:** Depending on the building's condition, location, and usage, insurance costs could be a significant figure to consider.
- **Condition:** Newer, well-maintained buildings may command higher rent than older, deteriorating ones.

CONTINUED ON PAGE 36



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INDUSTRY UPDATE

CONTINUED

- Location: Proximity to main roads, markets, or infrastructure can increase a building's desirability and rental rate.
- Risk of Accidents or Type of Usage: Buildings used for high-risk operations or intensive farming may require higher rent to cover potential liabilities.
- Other Factors: Noise, odor, and traffic generated by building use can also influence rent, especially if the building is near residential areas.

Example Scenarios

Table 1 provides two examples with outlined building cost figures. The two scenarios are for a farm shed used to store supplies, machinery, and equipment.

- Scenario 1: The shed has a non-depreciated value and an estimated useful life of 20 years. It retains an assessed value and could be sold, with the equity reinvested.
- Scenario 2: The shed is fully depreciated and has no real market value. However, it remains on the tax rolls, is insured mainly for liability, and requires ongoing repairs to remain functional.

Scenario 1 has estimated annual costs of just over \$6,000, while Scenario 2's costs are approximately \$2,856 per year. In both cases, the owner should consider fixed and variable costs, type of usage, associated risks, location, minor maintenance expenses, and other nuisances in figuring potential rent.

Table 1. Determining Rent on a Farm Shed for Storage (Two Example Scenarios)

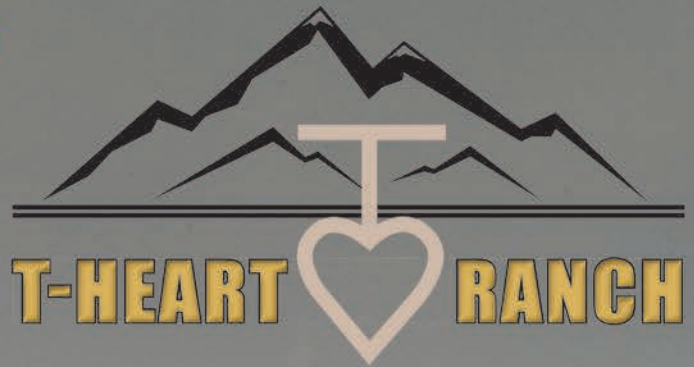
Fixed Costs	Scenario 1	Scenario 2
Depreciation <i>value/estimated years of life</i>	\$2,000 \$40,000 value/ 20 years remaining	\$0
Insurance	\$800	\$400
Repairs	\$300	\$1,000
Property Taxes <i>assessed value x tax rate</i>	\$392 \$28,000 x 1.4%	\$56 \$4,000 x 1.4%
Interest on Equity <i>value of current equity x investment interest rate</i> <i>interest on current loan (annual)</i>	\$1,200 \$40,000 value x 3%	\$0
Total Fixed Building Cost	\$4,692	\$1,456
Variable Costs <i>annual operating repairs, utilities</i>	\$1,400	\$1,400
Total Building Costs <i>(fixed and variable) estimated</i>	\$6,092	\$2,856

Reference: Pershing, D., and Atkinson, J.H., Figuring Rent for Existing Farm Buildings, Agricultural Economics, Purdue University Cooperative Extension Service, West Lafayette, IN. June 1989.

CONTINUED ON PAGE 40

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+17.5	+85.9	+146.1	+27.5	+20.5	+11.0	+96	+40	+194.5	+105.9
5%	20%	10%	20%	5%	75%	3%	90%	1%	2%



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AAA 20119568 ASA 4412170

CE	WW	YW	Milk	Stay	Doc	Marb	RE	API	TI
+20.5	+99.4	+167.3	+39.6	+14.8	+32.5	+2.09	+1.30	+229.0	+127.5
2%	3%	1%	1%	50%	1%	1%	1%	1%	1%



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- Semen \$30 per unit – Sexed Male or Female \$60 per unit

AAA 20119569 ASA 4384494

CE	WW	YW	Milk	Stay	Doc	Marb	RE	API	TI
+21.8	+97.3	+162.8	+24.9	+15.4	+18.5	+1.28	+76	+204.4	+121.5
1%	4%	2%	40%	45%	3%	1%	35%	1%	1%

ASA EPDs as of 1/21/25

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Brent & Keri Hazelrigg

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Tory Chasteen Herdsman

(573) 819-8789

Tory.fhcc@gmail.com

John Frank

Steve & Carla Underwood

Scenario 1, rent to cover all estimated annual costs would be \$6,092 per year.

Scenario 2 is an example where there is an older, depreciated structure where it isn't feasible to sell or move. There would be little to no depreciable value; however, with some repairs, it is still usable and could be rented. The owner would want to cover cash costs associated with the building with rent of at least \$2,856 per year.

Calculating building costs can provide a starting point or guide to begin negotiations. Determining rent does not need to be just from the owner's perspective. It is also essential to understand what a user or the renter is willing to pay. Rental agreements should always be in writing. Written agreements can provide details for better understanding by both the owner and renter and as a reminder of their obligations.

Can We Graze the Same Number of Calves when Wheat Pasture is Limited?

by Paul Beck, Oklahoma State University Extension

In a previous article, I discussed that we can increase the performance of growing calves on wheat pasture by

providing a small amount of a concentrate supplement carrying an ionophore and minerals that are deficient in wheat pasture. In many areas of Oklahoma and the Southern Plains, wheat pasture in 2024 yielded much less than our normal expectations, but there are economic incentives to graze as many calves on pasture as possible this winter. Additionally, there are several options available to offset the reduced forage allowance of wheat pastures this winter and maintain the expected gains of grazing calves.

Using a Self-Fed Supplement

Providing grains or byproduct feeds free-choice in a bulk feeder has historically been an option when feed is cheap. Even though there is risk in feeding free choice, providing whole corn or ground grain sorghum choice results in as-fed intake of 1.5 to 2% of body weight with a doubling of stocking rates. This resulted in increased performance but required nine to ten pounds of concentrate supplement per pound of added gain. Based on current prices of calves and futures prices on feeders, the calculated value of gain is conservatively around \$1.20 per pound. For a self-fed concentrate supplement to break even, feed costs should be \$241/ton or less (\$6.75/bushel of corn), which may work if you have corn or other feed grains locally available.

CONTINUED ON PAGE 44

2025 Annual ASA
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Missouri's Beef Industry

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3%	25%	10%	10%	10%	1%	10%	4%	10%	2%	15%	99%	1%	99%	65%	-	1%	1%

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HIGH \$API



LCDR Anthem 33K

By HHS Entourage
EPD: CE: 16 \$API: 191 \$TI: 112



KSU Bald Eagle 53G

By Hook's Eagle 6E
EPD: CE: 15 \$API: 191 \$TI: 106



CLRS Guardian 317G

By Hook's Beacon
EPD: CE: 15 \$API: 200 \$TI: 111



Gibbs Culmination 2411K

By LBRS Genesis
EPD: CE: 13 \$API: 195 \$TI: 118



KBHR Revolution H071

By HHS Mr 847D
EPD: CE: 15 \$API: 173 \$TI: 104



KBHR Keynote K229

By CLRS Guardian
EPD: CE: 16 \$API: 228 \$TI: 119



OMF Rest Assured J18

By OMF Epic E27
EPD: CE: 16 \$API: 170 \$TI: 85



TERS Kodiak 206K

By Gibbs Essential
EPD: CE: 17 \$API: 176 \$TI: 91



HLTS/CLRWTR Ahead of Time K1

By ES Right Time FA 110-4
EPD: CE: 17 \$API: 168 \$TI: 93



CLRWTR Clear Advantage H4G

By LLSF Vantage Point F398
EPD: CE: 15 \$API: 157 \$TI: 97



Bar CK Red Empire 9153G

By IR Imperial
EPD: CE: 17 \$API: 174 \$TI: 92



KBHR Charger K102

By Mr SR Red October
EPD: CE: 19 \$API: 202 \$TI: 103

% BULLS



5/8 SimAngus™

HA Magnifique 72L

By Hook's Galileo 210G
EPD: CE: 22 \$API: 211 \$TI: 108



3/4 SimAngus™

Schooley Krown 28K

By KBHR Revolution H071
EPD: CE: 15 \$API: 168 \$TI: 103



3/4 SimAngus™

LLSF Vantage Point F398

By CCR Anchor 9071B
EPD: CE: 13 \$API: 112 \$TI: 84



1/2 SimAngus™

W/C Style 69E

By Style 9303
EPD: CE: 14 \$API: 133 \$TI: 74



3/4 NAILE and
NWSS Champ
3/4 SimAngus™

Reckoning 711F

By W/C Relentless 32C
EPD: CE: 7 \$API: 100 \$TI: 64



3/4 SimAngus™

W/C Fort Knox 609F

By W/C Bankroll 811D
EPD: CE: 10 \$API: 135 \$TI: 85



3/4 SimAngus™

LTS Succession 29J

By W/C Relentless 32C
EPD: CE: 13 \$API: 94 \$TI: 63



3/4 SimAngus™

WHF/JS/CSS Woodford J001

By EGL Firesteel
EPD: CE: 14 \$API: 145 \$TI: 84



3/4 SimAngus™

CLRS Jet Black 706J

By Redhill 231A
EPD: CE: 15 \$API: 150 \$TI: 89



3/4 SimAngus™

Harkers Medicine Man 005L

By SO Remedy
EPD: CE: 8 \$API: 97 \$TI: 73



1/2 SimAngus™

TSN Architect J618

by GAR Home Town
EPD: CE: 15 \$API: 171 \$TI: 100



3/4 SimAngus™

Hooks Galileo 210G

By Bridle Bit Eclipse
EPD: CE: 18 \$API: 205 \$TI: 115

NEW HOTTIES



GCC Night Owl 3104L
By Rocking P Private Stock H010
EPD: CE: 18 \$API: 167 \$TI: 90



FRKG Classic 948K
By SO Remedy 7F
EPD: CE: 13 \$API: 119 \$TI: 74



LLSF Dauntless K07
By HPF/HILL Uprising C104
EPD: CE: 14 \$API: 108 \$TI: 64



WINC All Right 213K
By OMF Epic
EPD: CE: 14 \$API: 136 \$TI: 85



SFI High Velocity K7F
By WLE Copacetic E02
EPD: CE: 13 \$API: 112 \$TI: 76



W/C Satisfy 161L
By Mr SR 71 Right Now E538
EPD: CE: 13 \$API: 130 \$TI: 88

Featured high-seller
to Ferguson in
Werning's '24 sale!



I Reckon 043J
By Reckoning 711F
EPD: CE: 10 \$API: 119 \$TI: 73

Reserve Show
Bull of the Year



Second Chance 601H
By VCL Foresight
EPD: CE: 8 \$API: 103 \$TI: 75



Only One 905K
By SFI Platinum F5Y
EPD: CE: 9 \$API: 94 \$TI: 63



LLW CARD Compass 086K
By LLW CARD True North G71
EPD: CE: 14 \$API: 125 \$TI: 82



TL On the Run 106K
By Second Chance
EPD: CE: 7 \$API: 106 \$TI: 75



Wheatland 3-D 1142J
By CKCC LD Dimension 8965
EPD: CE: 9 \$API: 120 \$TI: 75

PROVEN



THSF Lover Boy B33
By HTP/SVF Duracell T52
EPD: CE: 12 \$API: 146 \$TI: 90



Holtkamp Clac Change Is Coming 7H
By WLE Copacetic E02
EPD: CE: 11 \$API: 95 \$TI: 71



Rocking P Private Stock H010
By WLE Copacetic E02
EPD: CE: 16 \$API: 140 \$TI: 84



SSC Shell Shocked 44B
By Remington Secret Weapon 185
EPD: CE: 17 \$API: 127 \$TI: 75



WLE Black Mamba G203
By WLE Copacetic E02
EPD: CE: 16 \$API: 131 \$TI: 80



WHF/JS/CCS Double Up G365
By W/C Double Down
EPD: CE: 11 \$API: 101 \$TI: 72



LLSF Pays To Believe ZU194
By CNS Pays To Dream T759
EPD: CE: 10 \$API: 126 \$TI: 79



LLW Card Merit 03H
By TL Ledger
EPD: CE: 10 \$API: 114 \$TI: 72



W/C Night Watch 84E
By CCR Anchor 9071B
EPD: CE: 18 \$API: 139 \$TI: 83



Mr SR 71 Right Now E1538
By Hook's Bozeman 8B
EPD: CE: 15 \$API: 137 \$TI: 92



W/C Cyclone 385H
By W/C Bankroll 811D
EPD: CE: 11 \$API: 136 \$TI: 81

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Hand-Feeding at a Moderate Supplement Rate

Research from the OSU Wheat Pasture Research Unit at Marshall (Horn and others 1995, Journal of Animal Science Volume 73) showed that providing a concentrate supplement (based on either corn or a soyhull/wheat middling blend) containing monensin at 0.65 to 0.75% of body weight (for example, four pounds per day for a 533-pound steer) increased potential stocking rate by 33% and weight gains by 0.3 pounds per day. The increased stocking rate and increase in performance of grazing calves is a powerful

economic tool in managing wheat pasture, with supplemental efficiency of five pounds of supplement required per pound of added gain per acre.

This supplementation program can also be used to “stretch” wheat forage when pastures were 60 to 80% of normal, allowing for “normal” stocking rates. Recently researchers at OSU (McNeill and others, 2020, Journal of Animal Science, Volume 98) stocked steers on wheat pastures at forage allowances of either 1.5 or 3 pounds of forage DM/pound of steer body weight with or without 3.3 pounds per day of a wheat middling/soyhull feed blend. Steers on the higher forage allowance (3 lbs forage DM/lbs steer body weight) with supplementation gained the most (3.8 lbs/day) while unsupplemented steers on the higher forage allowance gained 3.6 lbs/day. Supplementation increased gains more for steers at the lower forage allowance where gains of steers stocked at a forage allowance of 1.5 lbs forage DM/lb steer body weight increased from 2.5 to 3.2 lbs/day with supplementation.

Using Good Quality Hay or Silage

Intake of low-quality roughages is not high enough to offset wheat forage intake and can reduce the performance of growing calves, but in the 1980s, research showed that offering high-quality roughages such as corn silage or sorghum double the stocking rates on wheat pastures. This research was repeated by offering bermudagrass round bale silage to steers stocked at one, one and a half, or two steers per acre with forage allowances going from 2.9 to 1.2 lbs forage/lb of body weight (Beck and others, Applied Animal Science, 2023, Volume 40). Offering round bale silage at the lowest stocking rate actually increased gains compared with steers at the same stocking rate without silage (3.15 vs 2.79 lbs/day). As we increased stocking rate, the average daily gain decreased, but the

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M4117 ASA# 4353386

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CONTINUED ON PAGE 48

Great Northern Bull & Female Sale

Friday, March 28, 2025 – 1:00 PM CST
Northern Genetics Facility - Clear Lake, Minnesota



HTG Confidence 3104L

ASA #4413804 • PB SM
LCDR Reserve 210J x Hook's Hope 208H
Top 3% Marb Top 4% \$API and \$TI Top 10% Stay and Doc
Top 15% WW Top 20% YW Top 35% BW.
Massive and powerful fall bull with growth and marbling.

CE	BW	WW	YW	ADG	MCE	Milk	MWW	MB	\$API	\$TI
12	.4	90	136	.28	7.4	20	65	.7	177	101



HTG Classic 404M

ASA #4428697 • PB SM
LCDR Reserve 210J x GLS Dash of Class D612
Top 4% WW and YW Top 5% \$TI
Top 20% CE, Marb, and \$API.
Proven pedigree, huge growth, and strong EPD.

CE	BW	WW	YW	ADG	MCE	Milk	MWW	MB	\$API	\$TI
14	.2	100	153	.34	7	17	66	.4	159	100



HTG Majestic 407M

ASA #4428701 • PB SM
LBRS Genesis G69 x Hook's Hope 208H
Top 1% Marb and \$TI Top 2% WW and YW
Top 3% \$API Top 4% CW.
Full sib to the 2024 high seller at \$20,000.

CE	BW	WW	YW	ADG	MCE	Milk	MWW	MB	\$API	\$TI
10	1.1	103	160	.36	5	24	75	.84	181	112



HTG Perfection 463M

ASA #4428684 • PB SM
LBRS Genesis G69 x Hook's Hope 208H
Top 1% Marb, \$API and \$TI Top 3% Stay
Top 15% BW, WW, YW, and ADG.
Breed-leading EPD plus style and substance.

CE	BW	WW	YW	ADG	MCE	Milk	MWW	MB	\$API	\$TI
12	-1	90	140	.31	6	24	69	.88	193	107



MPC Right Now M2

ASA# 4430168 • PB SM
Mr SR 71 Right Now E1538 x MPC Ka Ching K44
Top 10% Doc Top 20% BW and WW
Top 25% YW and REA Top 30% CE, YG, and BF.
Calving ease bull with a great WW and YW spread.

CE	BW	WW	YW	ADG	MCE	Milk	MWW	MB	\$API	\$TI
13	-.6	88	131	.27	7	23	66	.04	136	85



MPC Right Now M4

ASA# 4430170 • 3/4 SM
Mr SR 71 Right Now E1538 x MPC Kalina K52
Top 2% YG and REA Top 4% REA Top 30% MCE
Top 40% WW and CW
Combines phenotype, growth, and carcass.

CE	BW	WW	YW	ADG	MCE	Milk	MWW	MB	\$API	\$TI
13	.4	79	120	.26	8	23	63	.11	116	77



MPC Watson M27

ASA# 4430192 • 3/4 SM
HTG Watson 157J x MPC Ella E20
Top 3% YG Top 10% BF Top 15% REA Top 25% BW Top 40% CE.
Backed by the great Dash of Class and Ella cow families
with style to burn.

CE	BW	WW	YW	ADG	MCE	Milk	MWW	MB	\$API	\$TI
14	-1.7	69	112	.27	7	20	55	.16	119	74



MPC Data Breach M3N

ASA# 4480518 • PB SM
HILB/SHER Data Breach x HILB Electric Gold J926
Top 15% CE, BW, and Doc Top 20% BF Top 40% Milk.
Purebred baldy with calving ease and great phenotype.

CE	BW	WW	YW	ADG	MCE	Milk	MWW	MB	\$API	\$TI
15	-.9	75	113	.23	3	25	63	.18	121	81

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Participants receive:

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- ◆ Free ASA Genetic Evaluation on your cow herd
- ◆ Free genotyping on terminal progeny
- ◆ Keep any or all replacement females

Become a Carcass Merit Program test herd today

**The CMP is a structured young sire progeny test. Participating cooperator herds will random sample their cow herd with CMP semen, and the resulting male (or female) progeny will be harvested with individual carcass data gathered. ASA Staff will work with cooperator herds to provide bulls that fit the general criteria of your management program; however, only bulls nominated into the CMP program may be used. Producers are encouraged to be somewhat proficient in Microsoft Excel for accurate and consistent record-keeping.*



American Simmental Association

To learn more about the CMP visit www.simmental.org, then click Carcass Merit Program under the Commercial tab.

Questions, contact cmp@simmgene.com for more information regarding this program.

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CONTINUED

total gain per acre increased by 52% when stocking rates were doubled. Based on this research, we should be able to maintain our normal stocking rates on wheat pasture during the fall and winter with adequate ADG by feeding moderate quality forages even if wheat forage production is 50% below our normal expectations.

There are some feeding options available to us when the economic conditions are right, but forage conditions are lacking. Feeding either limited concentrate supplementation or moderate quality roughage during the fall can increase production stability and thus improve the economic stability of the wheat stocker enterprise.

K-State Researchers Receive Funding to Develop Soil Sensors

by Pat Melgares, K-State Research and Extension

Kansas State University researchers have received a \$2 million award from the National Science Foundation's Global Centers program to develop sensors that can more accurately detect nutrients, chemical compounds, soil microbiomes, and greenhouse gases in soil.

Dr. Suprem Das, an associate professor in K-State's Department of Industrial and Manufacturing Systems Engineering, said advancing soil sensors — and allowing farmers to collect soil information in real-time — "is essential for advancing precision agriculture and promoting sustainable practices."

Das will lead the project of more than a half-dozen scientists aiming to develop sensors using atomically thin carbon sheets in which the actual sensing events occur at the nanoscale, defined as a dimension between one and 100 nanometers.

To visualize the nanoscale, consider that a single strand of human

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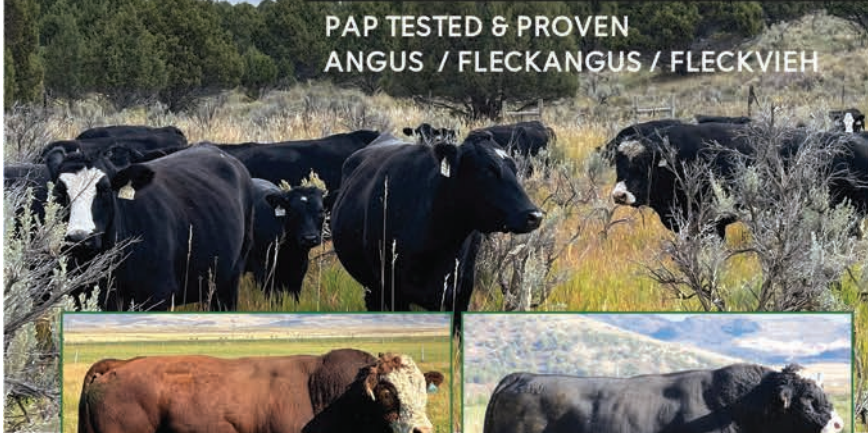
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CONTINUED ON PAGE 52

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PB Simmental. High ranks for growth, elevated yield performance and product driven offspring. We use him to build Purebred options with massive rib eye and sound calving ease that really compliment traditional Angus cows.



CCR POUNDER

1/2 Simmental. This bull's reputation has been solidified across the nation as "consistency with no throw aways." Extra length, capacity and frame, exceptional docility and wonderful structure all built into a very attractive package for both sons and daughters. There will be more of this sire group to come!

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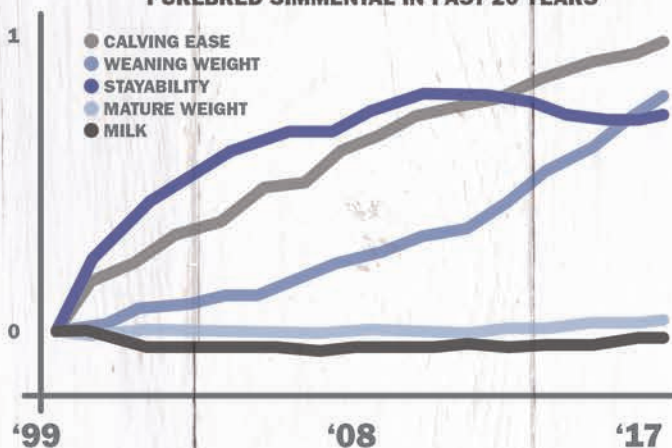


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To aid in the professional development, success, and experiences of young animal scientists at the regional and national level, by providing support for graduate study.

The recipient shall mentor a Masters or PhD student in Animal Science.

The recipient mentor and student shall provide a report for publication in both *SimTalk* and *the Register*.

The Committee requests that faculty mentors apply for the grant to assist in planning and conducting research, as well as graduate student recruitment and travel.

The Committee will award funds to the top two qualifying programs:

\$5,000 to the top pick and \$3,000 to the second choice.

This grant is available to all agriculture disciplines; however, focus will be on the genetic improvement of livestock.

Entry Deadline: April 15, 2025, with announcement by May 15, 2025.

To apply for this award:

Faculty members must submit an application explaining the particular area of study and how these funds will be used. The application will include a description of the research, along with supporting documentation from the Department Administration.

This grant will be made payable as a gift to the research account of the selected faculty member.



Walton-Berry Graduate Student Support Grant

Applications may be submitted electronically or in hard copy to the:

American Simmental Association
One Genetics Way
Bozeman, MT 59718

or
simmental@simmgene.com

Entry Deadline: April 15

hair is approximately 80,000 to 100,000 nanometers wide; a sheet of standard copy paper is about 100,000 nanometers thick. "When you make things smaller and smaller and eventually go to a nanoscale, you can fundamentally see different properties of those things you are measuring," Das said. "We are able to exploit some of those properties to make these sensors so they can better measure the properties we're after."

Dr. Raj Khosla, head of K-State's Department of Agronomy, notes that researchers think that employing sensors at a nanoscale may help them more accurately and more quickly measure nitrogen in farm fields. Nitrogen is a vital nutrient in agriculture, enabling crops to capture sunlight energy through photosynthesis, and thus increase growth and yield. "The US Department of Agriculture's innovation agenda says that by 2050, our country will reduce our nitrogen consumption by 50%," Khosla said.

"But before we can think of reducing nitrogen waste in farm fields, we need to be able to measure how much of it is in the plant and soil," he said. "The soil sensors we will be developing will allow us to measure rates of nitrates in soil instantly, and eventually we'll work on measuring the rates of nitrogen in plants throughout the field."

According to the US Government's National Nanotechnology Initiative, nanostructured materials are stronger and possess transformative physical properties that often make them better at conducting electricity and heat; are strong in mechanical strength; and are suitable for chemical detection, among other desired qualities.

In 2022, Khosla and a team of K-State agronomy researchers announced that they were working on a biodegradable soil sensor — roughly the size of a postage stamp — that could measure soil properties of a farm field so that in a matter of seconds, farmers could adjust water, nitrogen, and other inputs to abundantly grow crops.

"In talking with Suprem, he told me, 'well, you're doing this at a micro-scale; we can do it at a nanoscale,'" Khosla said. "So I was very excited. My emphasis is to create the ability to collect data at a high spatial density so that — for example, you've heard of No Child Left Behind — well, I have a policy that no corner of the farm field should be left behind."

"I am focused heavily on agriculture and agricultural applications. Suprem and his team are focused on nanoscale materials, physics, and engineering. I couldn't have thought of a better team to come together."

Khosla notes that on-farm use of nanoscale soil sensors is several years away, "but unless we start working now, it's not going to happen."

The K-State team includes experts in chemistry and chemical engineering, data science, omics (a field of biological study that analyzes the structure and function of

an organism's biomolecules and molecular processes), microbiology, and metabolic engineering. Das said the project also is focused on technology development and commercialization, involving a team from K-State's College of Business Administration.

The initial research and testing of the nanoscale sensors will take place on K-State's North Farm in Manhattan, but Das said it will eventually spread to sites in the United States, Canada, and the United Kingdom. Das also anticipates forming a Global Center to help train students in interdisciplinary research and education, and increase understanding of the capability of the proposed sensors.

"When we think of these sensors, it's not a matter of 'if' they will be developed; it's a matter of 'when' they will be developed," Das said. "And we're a lot closer today than we ever have been before."

He notes the variety of researchers with varied expertise on the team: "Our challenge will be to develop very robust algorithms to be able to translate millions of data points from these sensors, then process them, analyze them, store them, and derive decisions in near real-time for farmers to use."

The project, Das said, is the first successful example of leveraging K-State's GRIP (game-changing research initiation program) award to attract highly competitive federal grants.

Funding for K-State's work began on January 1.

Tips to Help Ensure Heifers Breed Back after Calving

by Maggie Malson, Bovine Veterinarian

When it comes to first-calf heifers, nutrition matters big time. "These new moms have incredibly high nutrient requirements," says Kirk Ramsey, veterinarian with Neogen. "Not only are they still growing, but lactation takes it to a whole new level."

Ramsey suggests separating and supplementing them away from the mature cows in order to meet those demands. In addition, body condition score is key. "Heifers with a body condition score of six at calving are way more likely to breed back on time," Ramsey says. "Let's make sure to be tracking that."

Early breeding season is also a win-win, according to Ramsey. "Start the season earlier for heifers," he says. "Heifers bred within 21 days of the first breeding cycle are more likely to breed back. They're going to wean heavier calves, and it's even shown that they're going to last longer in our herd."

Lastly, producers should address energy demands as early as possible. "Energy requirements at calving skyrocket almost immediately, and compensating for poor condition after calving is nearly impossible," he says.

CONTINUED ON PAGE 56



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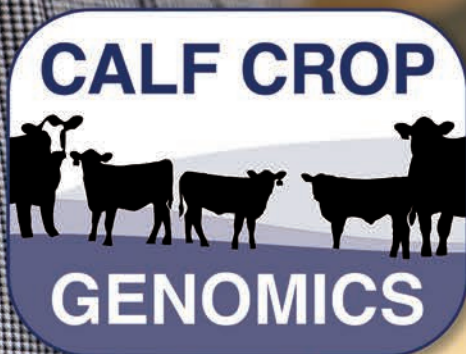


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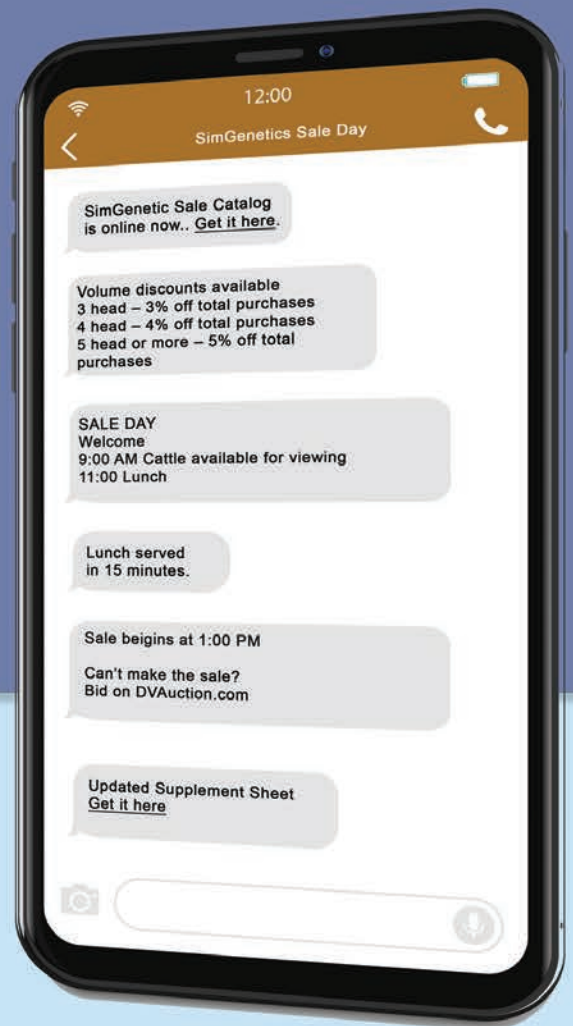
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“Focus on the last months prior to calving to make any condition adjustments that you need to. By nailing these couple points, we boost their breeding success, leading to a healthier herd, heavier calves, and a more profitable operation.”

A New Year's Resolution for Bull Buyers: Know Your Herd

by Matt Spangler, University of Nebraska-Lincoln

Spring bull-buying season is here. The question that all potential bull (and semen) buyers need to ask is, “What do I need?” The operative word is need, not to be confused with want. To objectively answer the question, producers need to know how their herd currently performs. This includes, but is not limited to:

- Current rates of dystocia
- Current pregnancy rates
- Current age distribution of the cow herd
- Primary reason(s) for cows exiting the herd
- Weight of calves at the point of sale
- Post-weaning performance of calves
- Weight of mature cows
- Annual (variable) cow costs

Knowing the answers to the questions above helps identify the areas that require the most attention to improve profitability. After a breeding objective has been formed and the answers to the questions above are in hand, bull selection can begin. The sometimes complex process of selecting bulls can be reduced to a few simple steps.

1. Choose vendors that sell the product you need and that you trust.
2. Choose bulls based on what is “under the hood.” In other words, the goal of bull selection is to improve genetics, so select bulls based on genetic potential using Expected Progeny Differences (EPD).
3. Select for more than one trait, given more than one trait impacts profitability. Utilize economic selection indexes to do so.
4. Value bulls (or semen) based on the potential to generate a return from the investment. In other words, if the “best” bull sells for more money than he could generate for your enterprise (based on genetic value and number of cows he would be exposed to, and cull value), then pass on him and buy a different bull that does have the potential for a positive return on investment.

Not everyone who raises cattle is profit-motivated, but for those who are, utilizing proven tools such as EPD and economic selection indexes seems logical. With that in mind, here are pitfalls to avoid.

1. Avoid over-emphasizing calving ease (direct). The emphasis on this trait should be in relation to the degree you experience dystocia problems now.
2. If you retain replacement females, keep an eye on mature cow weight EPD if available.
3. If you retain replacement females, do not ignore female fertility. Sustained cow fertility (stayability, functional longevity) EPD represents the ability to remain productive in a herd.
4. If you use economic selection indexes, use the ones that fit your breeding objective. Do not use terminal indexes if you intend to retain replacement females.
5. Know, or ask, what certain EPD / indexes mean and what breed average is. Do not buy a bull assuming he excels for a trait only to later discover that he ranks toward the bottom of the breed.

FDA Releases Draft Guidance for Labeling Plant-Based Animal-Derived Foods

The Federal Drug Administration (FDA) has released a draft guidance for the best practices for naming and labeling of certain plant-based foods that are marketed and sold as alternatives for animal-derived foods (plant-based alternative foods), especially in the absence of a common or usual name for the product. These recommendations for manufacturers are intended to help ensure that consumers understand the nature or source of individual plant-based alternative foods, including differences among these products, and have the information they need to make informed purchasing decisions.

This draft guidance may also help manufacturers of plant-based alternatives to animal-derived foods ensure that the labeling for, and names of, their products are truthful and non-misleading and accurately describe the food. FDA's assessment of whether the naming and labeling of these products complies with all relevant provisions of the Federal Food, Drug, and Cosmetic Act (FD&C Act) will continue to be made on a case-by-case basis, considering the totality of the information.

The scope of this guidance includes plant-based alternatives to eggs, seafood, poultry, meat, and dairy products (excluding plant-based milk alternatives) that fall under FDA jurisdiction. This draft guidance does not address the naming and labeling of plant-based milk alternatives; that topic is being addressed elsewhere.

In general, FDA's guidance documents, including this guidance, do not establish legally enforceable responsibilities. Instead, guidelines describe current thinking on a topic and should be viewed only as recommendations, unless specific regulatory or statutory requirements are

CONTINUED ON PAGE 60



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cited. The use of the word should in FDA guidance means that something is suggested or recommended, but not required.

Currently there are no established guidelines for labeling plant-based alternative meat products and the draft of the guidelines aims to answer several questions including:

- What should be included in the statement of identity for a plant-based alternative food that also includes the name of a food that has an established definition and standard of identity (e.g., “cheddar cheese”)?
- What are important considerations when using “plant-based [animal derived food]” (e.g., “plant-based fish nuggets,” “plant-based sausage,” etc.) as part of the name for plant-based alternative foods?
- How should plant-based alternative foods that are blends of different plant sources be labeled?
- What are important considerations when using “[animal or meat]-free” or “non[animal or meat]” in the labeling of plant-based alternative foods?
- What are important considerations when using a modified spelling, such as Chik’N, Be’f, Cheeze, as a name for plant-based alternative foods?

- How should the statement of identity appear on the label?
- What are important considerations when labeling plant-based alternative foods as “vegan” or “meat-free”?
- Can vignettes or other statements be used to convey characterizing flavors?

Public comments are being accepted through May 5, 2025.

Special Needs for Old Cows

by Lisa Moser, Kansas State University Extension

While a young person who turns ten is considered an adolescent, cows at that age are considered old, according to the experts at the Kansas State University’s Beef Cattle Institute.

Speaking on a recent Cattle Chat podcast, K-State veterinarian Brian Lubbers and beef cattle nutritionist Phillip Lancaster offered management tips for caring for older cows, and factors that should be considered in making a culling decision.

“At some point, a cow’s reproductive ability will wane, and at ten years of age I’m going to be really critical

CONTINUED ON PAGE 64

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^aUSMARC, 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. ^bEffect 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.

if she does not have a calf every year or get bred on time," Lubbers said. "Just because she is ten years old or older, it doesn't mean she can't be a productive cow."

A cow's metabolism changes as they age, Lancaster said. "Cows that are ten years or older have trouble keeping their body condition, and their milking ability tends to drop off, so they typically will wean a smaller calf than they have in the past," Lancaster said.

He added that older cows often require more supplementation. "Giving them extra feed to maintain body condition isn't a big expense, but if you are feeding them more to help with their lactation, now you are feeding the cow to feed the calf and that isn't efficient. In that case, you'd be better off just letting her produce a calf with a lower weaning weight and then feed the calf more once it is weaned," Lancaster said.

As cows age, it is important to check their mouths, Lubbers said. "It is important to check their teeth as they age because an older cow with no teeth is going to require a lot more care to keep her body condition," Lubbers said.

New World Screwworm is Moving Toward the US

by Kathy Simmons, DVM, Chief Veterinarian, National Cattle-men's Beef Association

The US cattle industry has not faced the threat of New World screwworm (NWS) for over 60 years. Currently, the NWS fly, about the size of a common housefly, has migrated across Central America from Panama and entered Mexico.

Live cattle trade to the US from Mexico was halted on November 22, 2024, after a cow in the southern Mexican state of Chiapas was found to have NWS myiasis. Live cattle trade with Mexico will only resume with established NWS mitigation protocols, the holding of Mexican cattle for preventive treatments, and multiple inspections of Mexican cattle on both sides of the border.

At the time of this article, NWS has not been found in the US, but this harmful pest can travel on humans, vehicles, pets, livestock, and even on some wildlife species — all of which increase the likelihood it could eventually enter our country.

What is NWS Myiasis?

NWS myiasis is the infestation of NWS larvae or maggots that feed on the living tissues of all warm-blooded animals, including humans, and rarely birds. Adult female flies lay their eggs, often as many as 200 to 300 eggs at a time, at the edges of wounds on animals or at the mucous membranes or body orifices. Within 12 to 24 hours the eggs will hatch, and larvae emerge to feed on living flesh by burrowing into tissue, tearing at the tissue with their hook-like mouthparts, like a screw being driven into wood and hence, their name.

The larvae can be difficult to detect for the first 24 to 48 hours, but as larvae feed on tissue, the wound enlarges and drains a serosanguineous fluid. There is severe inflammation and secondary infection as well as the stench of necrotic tissue.

Screwworm larvae pass through three stages (or instars), and they will reach maturity about five to seven days after the eggs hatch. At maturity, the larvae stop feeding and fall to the ground where they burrow and pupate to become adult flies. Adult flies live for two to three weeks in the field. Females mate only once in their lifetime.

Diagnosis, Treatment, and Prevention of NWS Myiasis

Laboratory diagnosis of NWS is usually made by identification of the parasites under the microscope. NWS is a foreign animal disease that is reportable to state animal health authorities and to USDA-APHIS. The US is responsible for reporting NWS to the World Organization for Animal Health and to our trading partners.

Before collecting or sending any samples from animals with a foreign animal disease, the proper authorities should be contacted. Samples should only be sent under secure conditions and to authorized laboratories. NWS can infest humans, so samples should be collected and handled with proper precautions. Larvae should be removed from the wound prior to treatment and placed in 80% ethanol for transport to the lab. Formalin should not be used.

Treatment for NWS myiasis generally includes cleaning and debriding the wounds and applying organophosphate insecticides, which are effective against newly hatched larvae, immature forms, and adult flies. Carbamates and pyrethroids are also effective against larvae. Antibiotics are indicated if an infection is present. Livestock can also be protected by regular spraying or dipping with insecticides, or by subcutaneous injections of ivermectin and related compounds.

In endemic areas, animals must be inspected for screwworms every few days. NWS myiasis is often fatal in untreated cattle within 14 days. Whenever possible, procedures that leave wounds (castration, dehorning, branding, ear tagging) should not be performed during screwworm season, and sharp objects should be removed from livestock pens. No vaccine is currently available for NWS.

Eradication from a Region

Screwworms can be managed by repeatedly releasing sterile male flies that mate with wild NWS female flies to produce unfertilized eggs. This process is called sterile insect technique and leads to a reduction in screwworm numbers and eventual eradication.

In addition, infested animals in a region are treated and their movements are controlled. Currently, the US and Panama operate an NWS sterile male fly production

CONTINUED ON PAGE 68

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Run the Numbers on Your Deworming Program

The risk of parasites during the grazing season can loom the whole summer, but most deworming products are unable to provide protection for the entire duration. Knowing what products are available, and choosing the right product for the season, are important for herd production and growth potential.

“If you’re going to have cattle grazing for an extended period, then you’re definitely going to want long-term protection against parasites,” said Lee Jones, DVM, Boehringer Ingelheim.

Over the course of the grazing season, an extended-release injectable dewormer can do just that — giving cattle the ability to use feed more efficiently and ultimately gain more weight, day in and day out.

Secure the advantage of an extended-release dewormer

“Oral dewormers, or purge dewormers, are in and out of the system within a few days, and are typically used at the end of the grazing season, when an animal is less likely to be reinfected,” explained Dr. Jones. “And our pour-ons and regular injectables will give us about 30 days of control.”

There is a time and a place for each of these dewormers, but when cattle are out on pasture for months at a time, it is important to find a product that can provide long-term control. The technology of an extended-release injectable dewormer can provide coverage for up to 150 days in one dose. This lengthened protection improves reproduction, shortens calving intervals, earns higher average daily gains and leads to heavier calves at weaning.

“When I introduce an extended-release dewormer to producers, the first thing they talk about is the cost,” shared Dr. Jones. “It does cost more, but everything we do in the cattle business is an economic decision. Although the up-front cost might make a producer second-guess the purchase, the lower stress and added calf weight gain provide a significant payoff.”

CONTINUED ON PAGE 72



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Switching dewormers is a big decision, and might be difficult to justify without running some numbers. Dr. Jones invites producers and veterinarians to use an investment calculator to see a detailed estimate of what can be gained by using an extended-release injectable dewormer. Calculator versions for cow-calf and stocker operations are available online at longrangecalculator.com and longrangecalculator.com/stocker, respectively.

Get the most out of your deworming program

"There are several things that we recommend producers do to get the most out of their deworming program," said Dr. Jones. "One is to always monitor the effectiveness of whatever you do with diagnostic testing."

There are a few tests that can evaluate the efficacy of any deworming program:

- A fecal egg count reduction test, or FECRT, is a standardized diagnostic tool that can help evaluate the efficacy of your deworming products. Typically, a 90% or greater reduction in the fecal egg count indicates that your dewormer is performing the way it's supposed to.
- A coproculture can help find the species of parasites most prevalent within the herd, so you can implement a targeted approach to parasite control.

It's also difficult for the dewormer to do its job if not administered correctly. Read the label to be certain the product is stored correctly, the dose you're administering is accurate for the weight of the animal you're treating, and that your equipment is properly functioning prior to treating the animals.

Every producer's situation is unique, and no two farms have the same parasite burdens. Dr. Jones recommends working with your veterinarian to build the best deworming protocol for your operation. They can help evaluate your operation's needs, and recommend a deworming protocol and product(s) based on the findings. Your grazing season period, the age and class of your animals, your operation type and the grazing history of the pasture are all considerations to discuss.

Germany Confirms Foot-and-Mouth Disease in First Case in Nearly 40 Years

by Jennifer Shike, Bovine Veterinarian

For the first time in nearly 40 years, an outbreak of foot-and-mouth disease (FMD) was confirmed in a herd of water buffalo on the outskirts of Berlin. FMD causes fever and mouth blisters in cloven-hoofed ruminants such as cattle, swine, sheep, and goats.

German authorities are taking measures to contain the highly infectious disease, which poses no danger to humans though they can transmit it, Reuters reports. Affected animals have already been euthanized, according to local authorities.

The country has set up an exclusion zone of three kilometers and a monitoring zone of ten kilometers in which no more products or animals may be taken out of these zones. Local authorities are investigating how the animals became infected, but there are no plans for measures at the federal or international level, the article said.

The last cases in Germany occurred in 1988, according to the Friedrich-Loeffler-Institut (FLI) animal health research institute. The last outbreak in Europe was reported in Bulgaria in 2011. Prior to that, the United Kingdom was hit by a major FMD outbreak in 2001, followed by France, Ireland, and the Netherlands.

The FMD virus remains endemic in Turkey, the Middle East and Africa, many Asian countries, and parts of South America, the FLI said. "Many zoo and wild animals can also contract FMD," FLI wrote. "There are very strict international rules for the prevention and control of FMD. There is no treatment for infected animals. If even one animal on a farm is infected, all ungulates must be killed and destroyed."

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%	15	10	2	2	4	10	60	10	25	10	85	15	50	60	5	1

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%	25	20	6	8	15	30	30	7	15	25	15	25	7	2

	CE	BW	WW	YW	ADG	MCE	MILK	MWW	STAY	CW	MARB	REA	API	TI
EPD	14.2	-0.8	99	157	0.36	8	21.4	70	19.7	50	0.50	0.88	177	104
%	20	20	5	3	5	20	65	20	20	7	15	45	5	2

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M200 // ASA 4437358 // 1/2 SM 1/2 AN
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M027 // ASA 4437293 // 3/4 SM 1/4 AN
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L903 // ASA (4240925) // PB SM
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CALENDAR OF EVENTS

MARCH

- 3 Hanel's Black Simmentals' Annual Production Sale — Courtland, KS
- 3 S/M Fleckvieh Cattle's Private Treaty Bull Sale — Garretson, SD
- 4 Doll Simmental Ranch's 45th Annual Production Sale — Mandan, ND
- 5 Klein Ranch's Heart of the Herd Sale — Atwood, KS
- 6 21st Annual Cattleman's Kind Bull Sale — San Saba, TX
- 6 Hill's Ranch Production Sale — Stanford, MT (pg. 77)
- 6 Kearns Cattle Company's 36th Annual Bull Sale — Rushville, NE
- 6 Keller Broken Heart Ranch Annual Production Sale — Mandan, ND (pg. 78)
- 7 Eichacker Simmentals' Annual Bull Sale — Salem, SD (pg. 79)
- 8 C&C Farms' Clear Visions Spring Sale — Jefferson, GA
- 8 Carcass Performance Partners 23rd Annual Bull and Female Sale — Lucedale, MS
- 8 CNN Cattle Company's 3rd Annual Pasture to Pounds Bull Sale — Radcliffe, IA
- 8 Gonsior Simmental's Production Sale — Fullerton, NE
- 8 Great Lakes Beef Connection Bull Sale — Clare, MI (pg. 89)
- 8 Rains Simmental's Bulls of the Prairie — Oakley, KS
- 8 Yardley Cattle Company's Annual Bull Sale — Beaver, UT
- 11 True West Genetics' Production Sale — Moro, OR
- 13 Brink Fleckvieh's Spring Bull and Heifer Sale — Elkader, IA (pg. 90)
- 14 Powerline Genetics' March Edition Bull Sale — Arapahoe, NE
- 15 Buck Creek Ranch's Bull Sale — Yale, OK
- 15 CO Select Bull Sale — Fort Collins, CO (pgs. 69, 76)
- 15 MCA/MSU Bull Evaluation Sale — Remus, MI
- 15 OSA's Eastern Spring Classic Sale — Columbus, OH (pg. 85)
- 15 Red Hill Farms' "More Than a Bull XX" Bull Sale — Lafayette, TN (pgs. 79, 92)
- 15 Rockin H Simmental's Production Sale — Canby, MN (pg. 7)
- 17 Bridle Bit Simmentals' All Terrain Bull Sale — Walsh, CO (pgs. 44, 76)
- 20 Western Cattle Source's Annual Bull Sale — Crawford, NE
- 21 3C Christensen Ranch and NLC Simmental Ranch 54th Annual Production Sale — Wessington, SD (pg. 79)
- 21 7L Diamond Ranch's Annual Bull and Heifer Sale — Monte Vista, CO (pg. 31)
- 21 Black Summit Break Out Bull Sale — Powell, WY (pg. 57)
- 21 Marshall and Fenner Farms 16th Annual Performance Tested Bull and Female Sale — Boonville, MO (pg. 28)
- 21 Sunflower Genetics' Annual Sale — Maple Hill, KS (pg. 53)
- 22 The Clear Choice Bull Sale — Milan, IN (pgs. 35, 76)
- 22 Lechleiter 35th Annual Bull Sale — Loma, CO (pg. 76)
- 22 T Heart Ranch's High Altitude Bull Sale — La Garita, CO (pgs. 37, 76)
- 24 McEntire Red Angus' Spring Production Sale — Sweetwater, OK
- 25 Open Gate Ranch's 45th Annual Bull Sale — Augusta, MT (pg. 49)
- 26 Diamond H Ranch's Annual Production Sale — Victoria, KS (pgs. 74, 75)
- 28 6th Annual Great Northern Bull and Female Sale — Clear Lake, MN (pg. 45)
- 29 2nd Annual Blue Ridge Classic Spring Sale — Edinburg, VA
- 29 Wildberry Farms' Annual Production Sale — Hanover, IL (pgs. 80, 81)

APRIL

- 1 Henry's Fork Cattle Company's Private Treaty Bulls for Sale — Rexburg, ID
- 4 CK Bar Ranch's 24 Annual Bull Sale — St. Onge, SD (pg. 68)
- 4 SDSU's 33rd Annual Bull Sale — Brookings, SD (pg. 84)
- 5 68th Annual WBIA's Annual Sale — Platteville, WI (pg. 32)
- 5 Big Country Genetics Bull Sale — Cody, WY
- 5 Belles and Bulls of the Bluegrass — Lexington, KY (pg. 87)
- 5 The Gathering at Shoal Creek — Excelsior Springs, MO (pg. 11)
- 5 McDonald Farms' Annual "Pick of the Pen" Bull Sale — Blacksburg, VA (pg. 2)
- 8 OSA's Spring Online Sale — www.dponlinesales.com (pg. 85)
- 8 Thomas Ranch's 53rd Annual Bull Sale — Harrold, SD
- 9 Roller Ranch's 2nd Annual Bull Sale — Hewitt, MN (pg. 25)
- 12 Hilbrands Cattle Co.'s Passion 4 Perfection Sale — Clara City, MN
- 12 Lucas Cattle Company's Bull Sale — Cross Timbers, MO (pg. 65)
- 13 Iowa Beef Connection — Anita, IA (pg. 60)
- 13 New Day Beef Genetics' Bull Sale — Salem, MO (pg. 33)
- 19 RS&T Simmentals' Performance and Pounds Bull Sale — Butler, MO
- 19 Southeast Classic Sale — Greenwood, FL
- 25 Crosshair Simmental's Production Sale — Napoleon, ND (pg. 61)
- 26 Classic Farms' 6th Annual Spring Fever Sale — Weston, WV
- 26 The Clear Choice Customer Sale — Milan, IN (pg. 76)
- 26 Cow Camp Ranch's Spring Turn-Out Sale — Lost Springs, KS (pgs. 47, 77)
- 26 Heartland Performance with Class Production Sale — Waverly, IA (pg. 15)
- 28 Vertical Edge Genetics "Bulls In Bancroft" Production Sale — Bancroft, ID (pg. 48)



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MAY

- 3 Stars and Stripes Sale — Hummelstown, PA
- 17 Mississippi/Alabama Simmental Sale — Cullman, AL
- 18 Red Hill Farms' Maternal Monday Online Sale — www.redhillfarms.net (pg. 79)

JUNE

- 4-7 AJSA Eastern Regional Classic — Harrisonburg, VA
- 19-22 AJSA Western Regional Classic — Tremonton, UT

JULY

- 6-12 AJSA National Classic — Madison, WI

SEPTEMBER

- 6 NC Fall Harvest Sale — Union Grove, NC

OCTOBER

- 11 Trinity Farms' Fall Female Sale — Ellensburg, WA
- 13 Burlap and Barbed Wire Female Sale — Clay Center, KS
- 18 Fred Smith Company Ranch's Extra Effort Sale — Clayton, NC (pg. 78)
- 18 New Direction Sale — Seward, NE (pg. 78)
- 24-25 Yon Family Farms' Maternal Roots Fall Female and Bull Sale — Ridge Spring, SC
- 25 The Clear Choice Female Sale — Milan, IN
- 25 Red Hill Farms' Bull and Females of Fall Sale XI — Lafayette, TN (pg. 79)

NOVEMBER

- 1 Irvine Ranch's Annual Production Sale — Manhattan, KS

- 2 Triangle J Ranch's Female Sale — Miller, NE (pg. 78)
- 7 Cason Pride & Joy Elite Female Sale — Russell, IA
- 11 Prickly Pear Simmental Ranch's Fall Female Production Sale — Helena, MT
- 13 Bickel Brothers' Simmentals' Feeder Calf Sale — Mobridge, SD
- 15 Lazy C Diamond Ranch's Annual Sale — Kintyre, ND
- 17 Bichler Simmentals' 21st Annual Production Sale — Linton, ND
- 20 The Event Vol X Simmental Sale — Pleasant Dale, NE
- 22 C&C Farms' Clear Vision Fall Sale — Jefferson, GA

DECEMBER

- 5 Jewels of the Northland Sale — Clara City, MN
- 6 Western Choice Simmental Sale — Billings, MT
- 13 NDSA's Classic Sale — Mandan, ND
- 14 Trauernicht Simmental's Nebraska Platinum Standard Sale — Beatrice, NE
- 19 Buck Creek Ranch's Grand Event Vol. VI — Yale, OK

JANUARY 2026

- 9 Diamond Bar S Bull Sale — Great Falls, MT
- 23 Double J Farms' 52nd Annual Bull and Female Sale — Garretson, SD (pg. 79)
- 23 Ellingson Simmentals' Annual Production Sale — Dahlen, ND (pg. 78)
- 24 Cow Camp Ranch's Annual Spring Bull Sale — Lost Springs, KS (pg. 77)
- 24 J&C Simmentals' Annual Bull Sale — Arlington, NE (pg. 78)
- 25 Triangle J Ranch's Bull Sale — Miller, NE (pg. 78)

SI

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April 4, 2025 | 1:00 PM CST | SDSU CCERF

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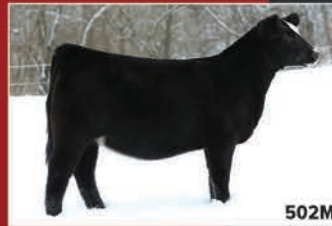
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ASA #3391307



Omaha daughter

Trait	Direct				Maternal				DOC	Carcass					\$ Index
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EPD	17.2	-.3	96.9	158.3	10.2	29.0	78.7	15.7	13.0	62.3	.04	.77	.026	.76	169 102
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ASA# 4284752 || 5/8 SM 3/8 AN

CE	WW	YW	MARB	RE	SAPI	STI
13.4	108.3	174.5	1.18	1.03	199.1	119.8



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CE	WW	YW	MARB	RE	SAPI	STI
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