

Volume 28 • Number 5

Late Fall 2020

# SIM TALK

Linking SimGenetics to Commercial Cattle



## **In This Issue:**

**Performance Advocate Program  
Enters Eleventh Year**

**An Industry for the Future**

**What Can Breeders Do to  
Improve the Accuracy of EPDs?**

**Performance Data Collection  
Timeline and Tips**

**Beef Abroad: Insights into  
the Scottish Cattle Industry**

**No is a Powerful Word**



# AMERICA'S COW

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

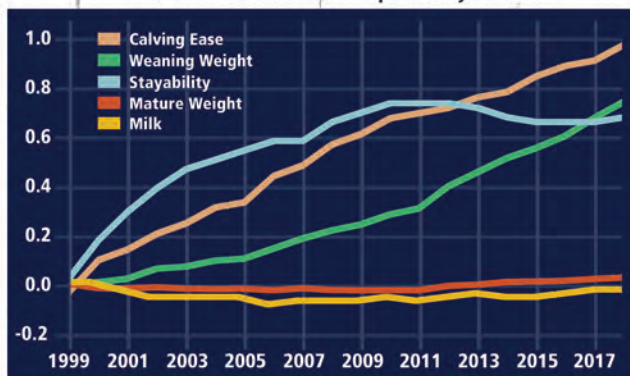
Meet America's all-purpose cow – gentle and consistent, with calves that give the heterosis boost commercial cattlemen need to stay **profitable**.

Simmental cows set the bar for fertility, weaning weights and exceptional calving ease suited to a variety of environments.

Simmental cows are **adaptable**, built to last in heat, fescue or high altitudes.

### Maternal Trait Genetic Trends

Purebred Simmental in past 20 years



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

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

Source: USDA MARC

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

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

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

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

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

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

# MORE MEANS MORE

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

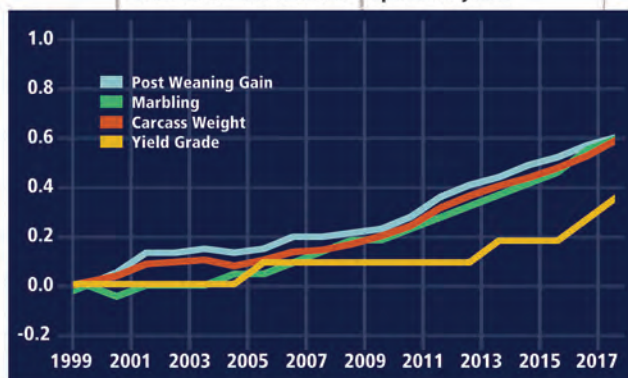
Simmental calves reliably perform in the feedyard – with better growth, better structure and fewer health problems. Simmental cattle add pounds without sacrificing marbling.

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

All to strengthen your bottom line.

### Terminal Trait Genetic Trends

Purebred Simmental in past 20 years



### \$Terminal Index (\$TI)

predicts profitability when all calves are harvested.

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

Source: USDA MARC

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

### Did you know?

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

28%

\$API

21%

\$TI

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



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# POWER Bulls

READY TO DELIVER PROVEN GENETICS, PERFORMANCE, AND QUALITY TO THE INDUSTRY. Smith Genetics and La Familia Ranch jointly own these two bulls that have proven genetic bases, bred-in predictability, and lots of power for SimGenetics. Watch for their impact!



**SMITH LUKE BENJAMIN** Polled Purebred Simbrah. Sired by Smith Just Because and out of Smith SWFS Detonations 037D, a daughter of Smith Detonator. His pedigree combines three of the greatest and most proven cow families in Simbrah—Smith Priceless, Smith Bella Bella and LMC Miss Diva. He ranks in the top 20% for 6 EPD traits.



**SMITH JAZZ'S TURN IT UP 16H** Polled Purebred Simmental. Sired by CMFM BB of Cowtown, a Steel Force son and out of JS Jazzy Lady 16C, a Twang daughter that is a donor in the Smith Genetics herd. He is loaded with meat and muscle, yet has all the attributes of a bull built for calving ease.

For more information on these bulls, contact Tim Smith.

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# SimTALK

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Linking SimGenetics to  
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As stewards of the land, ranchers tend livestock through droughts, hurricanes, and fires. This year, like many who came before, presents unique challenges and hardships, but together, as one community, we prevail. Simmental Strong.  
*Photo by Heather Maude.*





# Timeless

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CCR Jms 2138 BOLDR 6028D

ASA 2882728 || Her Hook's Beacon and Hook's Encore sons sell.

ASA 3149246 || Her CCR Wichita and WS Proclamation sons sell.



HOOK'S ENCORE 65E  
30 sons sell.



MGR TREASURE  
20 sons sell.



WS PROCLAMATION E202  
20 sons sell.



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20 sons sell.

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- Leader in the business for carcass data collection
- Customer buyback program and custom feeding options at Cow Camp feedlot
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Linking SimGenetics to  
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# FROM THE EDITOR By Emme Demmendaal



Emme Demmendaal

As a few people know, I split my time between the American Simmental Association and the ASA Publication. For half of my day, I write and edit for our two magazines. The other half, I answer data collection and reporting questions for ASA's whole herd reporting program (called Total Herd Enrollment).

From the cover to content, this issue of *SimTalk* merges my two passions by celebrating committed seedstock and commercial producers who report data to be

utilized in our genetic evaluation.

These men and women come from different walks of life, different areas of the country — even different parts of the world. They have different breed needs for their region and grow cattle in vastly different environments, but they all have one common goal: producing better beef.

This year more than most, we should celebrate our wins more than our losses — looking toward our future more than lamenting over the past.

For many cattle producers, collecting and submitting data isn't an easy task. Over the phone, they share that they missed grabbing a newborn's weight, or they mixed up DNA samples when requesting paperwork. They're human, but despite their mistakes, they keep striving to collect as much data as possible.

By focusing on contributing data to the genetic evaluation, they improve the timeliness of informed breeding decisions and replacement selections for their herd. Not only that, other seedstock and commercial producers using EPDs or Indexes from the IGS Multi-breed Genetic Evaluation benefit from them submitting data.

Something one producer recently told me stood out. He said learning to submit data was like learning to save money — it's all about the habit. He compared saving a small amount of money each month with reporting easier-to-collect traits like calving ease scores and birth weights. Build the habit of putting the money away (work on collecting those traits until you have that habit built into your management routine).

Once you are used to putting the money away, increase the amount — strive for a new goal like reporting weaning weights on all the calves, including the ones you cull at weaning time. The investment will pay off.

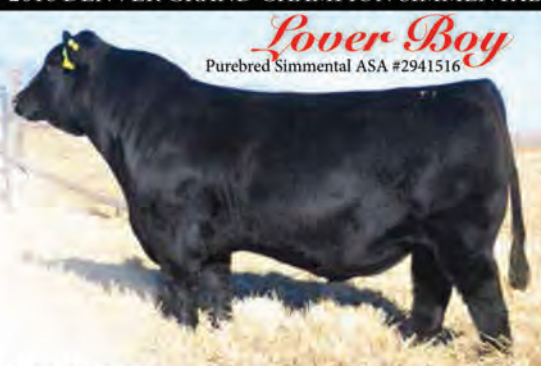
He said that while he's getting good at grabbing as much data as possible, he makes mistakes, but like any habit — it's a work in progress. And that really stuck with me.

Collecting data isn't easy — it's a work in progress.

You might be a commercial producer. You might be a seedstock producer. You might utilize crossbreeding in your operation or only have purebred cattle. Either way, feeding data to a multibreed genetic evaluation helps you and the cattle industry produce better beef.

It may not be easy, but I challenge you to set yourself a data reporting goal this next calving season. Start with something small, but build that habit like saving money. The wealth of your data is the biggest asset for yourself and your industry. **ST**

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1:00 PM CST

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**Production Sale**

**Selling 100 Black & Red Simmental Bulls**



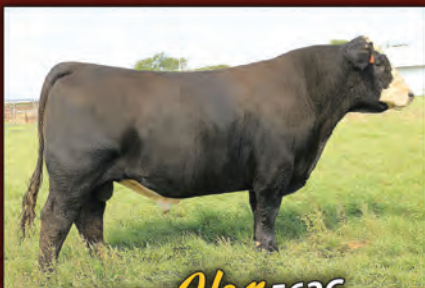
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WS *Certified* E151



TJ *Crossfit* 570C



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# Performance Advocate Program Enters Eleventh Year

By Emme Demmendaal

## PA Recognizes Dedicated and Driven Data-Reporting Cattle Operations

For over a decade, the Performance Advocate (PA) program recognizes cattle producers who remain committed to data reporting. The 2020 program marks the first year with new guidelines to identify top-notch data reporting that fuels ASA's genetic evaluation.

Focused on submitting records on at least 90% of the contemporary group, a Dedicated Performance Advocate submits records on at least 8 of the 14 traits

and a Driven Performance Advocate submits records on at least 10 of the 14 traits.

Performance Advocates listed in this issue are for the fall 2018 and spring 2019 calf crops. The herds featured below hit the heightened benchmark of collecting complete records on 10 to 14 traits. These are herds highly driven to data recording and reporting. Don't just take our word for it, the data tells us.

### ASA Performance



### Clear Springs Cattle Company

Located on the Glacial Ridge in west-central Minnesota, Clear Springs Cattle Company began operation in 2011. Previously, Jim Wulf and his family raised Limousin seedstock with three of his brothers at Wulf Limousin, 25 miles west of their current location. The Limousin operation, started by the late Leonard Wulf, was always based around using sound science to breed and manage cattle for increased profitability. The tradition has continued at Clear Springs with the collection of a multitude of phenotypes and genomic data on every calf. Rotational grazing and cover crops are used extensively to better utilize forage with the cows grazing past Christmas most years.

### Traits Reported to ASA

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



When Jim Wulf made the decision to venture on his own and switch breeds, Simmental was an easy choice as he had grown up in 4-H with Tom Hook, Hook Farms, Tracy, MN. Fittingly, Hooks were the first stop in a search to find the type and quality of cattle Wulf appreciates. Wulf shares, "We are blessed to have become great friends with Tom over the years and have been working jointly with him since 2015 to put on the Bred for Balance sale the second Friday each February. Together, along with a few more like-minded breeders, we will be selling around 120 bulls and 40 females February 12, 2021."

Working with Hook has taken Clear Springs' focus on the evaluation of genetics to a new level. Wulf continues, "I am thankful for his willingness to share his abundant knowledge about contemporary groups, EPDs, and performance data collection with me and look forward to continuing learning and striving to breed more profitable cattle for the beef industry."

CONTINUED ON PAGE 10



# “WS PROCLAMATION E202”

## IS LEADING OUR SIMMENTAL DIVISION FOR SALES YTD

—Lance Ellsworth, Cattle Visions



ASA# 3254156 • PB SM  
Homozygous Black & Polled  
Sire: CCR Cowboy Cut 5408Z  
Dam: WS Miss Sugar C4  
MGS: CLRS Grade-A 875 A

Owned with  
Wilkinson Farms  
Montpelier, ND

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bred heifers selling!

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

EPDS AS OF AUGUST 2020

Arguably, Cowboy Cut's finest son, with an extremely successful first sale season for his sons bringing \$62,000, \$21,000 and so on.

Structure, softness and eye appeal is consistent for every calf he sires.

Dominating, Top 1% Multi-Trait EPDs, plus Elite API and TI Indexes with High Accuracy Predictability.

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# Performance Advocate Program Enters Eleventh Year

CONTINUED FROM PAGE 8

## Green Valley Farm

Green Valley Farm transitioned from a small dairy operation to a commercial Hereford cow-calf operation in 1988. The following year, the first purebred Simmental bull was purchased, and Brian Harris and his father, Jon, purchased two purebred Simmental cow-calf pairs. Using the breed up program for several years with different bulls, the operation soon had 20 registered Simmental cows, mostly purebreds.

For many years, the focus was phenotype and trend-style breeding. Harris shares, "We had a lot of fun showing and promoting our program but felt there was a better economical way to make even a better product with more consistent marketing opportunities. In 2009, we decided to focus more on the commercial demands of carcass value and maternal traits. We lost my father in 2012, when we were starting to see the value of the direction we chose."

Harris continues, "We have been extremely blessed to have ongoing support and wonderful friendship from some of the very best industry leaders in the country to help us reach our goals and push for new ones. We have been a partner in the Great Lakes Beef Connection Bull Sale going on 11 years and sell a few select bred heifers each fall."



The cow herd is mainly SimAngus™ with a few purebred females. In addition to collecting phenotypes, Green Valley Farm collects genomic data on every animal and uses genotypes to identify the best genetic value through selected matings.

He concludes, "We have witnessed some amazing changes over the years in our herd and the breed, overall. The data technology has been extremely helpful. Whenever you can take the guesswork out of something, it's value added. Our SimAngus cows work hard for us every year! We are very honored to be recognized as a part of the Performance Advocate Program."

---

## Hays Land & Cattle

Hays Land & Cattle, owned by Craig and Becky Hays, Pierce, Colorado, is a 120-head SimAngus cow herd primarily run in southern Iowa. Around half of the calf crop is kept for replacement females or sale bulls each year.



Though they currently rely on outside day-to-day cattle management, when it comes time to collect performance data, it is a family affair. Their children, Lindsay, Jessica, and Cody, all feel right at home working cattle. Craig adds, "You can't manage what you don't measure, is an adage we firmly believe in."

Over the years, the list of traits they measure continues to grow. Many of the new Performance Advocate traits have been a mainstay for their operation, and data collection continues past yearling measurements through the life cycle of the animals. Mature cows are measured and scored for feet, height, weight, udders, and hair coat.

Though most people recognize Hays Land & Cattle through their involvement with carcass ultrasound, they have individually tested the calf crop for feed efficiency since 2008. Carcass data is collected on the feedlot cattle in years of retained ownership. Over the years, the operation has participated in various research projects.

Hays laughs, "We are self-proclaimed data junkies. Measuring as many traits as possible is what allows us to identify differences in our cow herd."

He continues, "EPDs and indexes are key to making mating, selection, and marketing decisions. Data feeds those EPDs and Indexes. DNA testing complements the data collection. We believe data-driven decisions allow the herd to move farther faster with fewer mistakes. The Performance Advocate program is a great way to encourage that mindset for all ASA producers. We appreciate the Performance Advocate Program and what it means to the breed. Anyone interested in making genetic progress, in various traits, should strive to be a Performance Advocate."

CONTINUED ON PAGE 12



# INTRODUCING THE *Grand Event*

FRIDAY NIGHT AT 6:00 PM - DECEMBER 18, 2020 - YALE, OK



MISS TIME TO SHINE Y251

HTP SVF IN DEW TIME x JJ BLACK OBSESSION  
PB SM | ASA: 2633273  
Elite and Proven Donor.....She Sells in her Entirety!



B C R RIGHT TO LOVE 045H

MR CCF 20-20 x HPF RIGHT TO LOVE C083  
PB SM | ASA: 3769699 | 2/15/20



B C R PROFIT'S DREAM 319H

WLE COPACETIC E02 x BAILEY'S PROFIT'S DREAM  
PB SM | ASA: 3769702 | 4/1/20



B C R SERENITY NOW 052H

SILVEIRAS STYLE 9303 x HF SERENITY NOW 205D  
1/2 SM 1/2 AN | ASA: 3770158 | 2/22/20



B C R TIME TO SHINE 182G

HPF QUANTUM LEAP Z952 x MISS TIME TO SHINE Y251  
PB SM | ASA: 3731577 | 12/1/19



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# Performance Advocate Program Enters Eleventh Year

CONTINUED FROM PAGE 10

## Miller Cattle Co.

Straddling the northern portion of the Missouri Ozark Mountains, Miller Cattle Co. maintains a 160-head SimAngus™ seedstock operation split into concise spring and fall calving groups. For the past 15 years, bulls are primarily marketed through the RA Brown Ranch with a few sold off the ranch near Olean. Additionally, the Millers have a robust freezer beef business, selling about 35 “calf-fed” freezer beef each year.



Data is collected on almost everything from birth weights to yearling weights, bull ultrasound, mature cow data, to carcass traits on fed cattle. Chuck Miller explains, “When we track data, selection decisions are easier, and we offer more integrity and value to each bull and bred heifer we sell.”

The entire cow herd is low-density-DNA tested and all females are reported in the Total Herd Enrollment program. Chuck and Christi Miller’s commitment to the ASA is deep-seated, “CHR allowed us to get to ground zero, parent-verify each cow and have all females genotyped, and in turn, improved the accuracy of the EPDs.”

They are serious about the Performance Advocate Program and have had perfect scores in that program for the last several seasons.

“We believe that Total Herd Enrollment is paramount to the success of ASA’s data system and have always reported each and every calf born. We truly believe that the integrity of our data is critical to the success of our program and that of our customers’ programs. The Performance Advocate Program lends serious credibility to the fact that our spring and fall calving herds are among the most balanced/elite herds in the nation in terms of Dollar Indexes.”

## Driven Performance Advocate

(reported 10 or more traits)

### BREEDER

|                              |                 |
|------------------------------|-----------------|
| Clear Springs Cattle Company | Starbuck, MN    |
| Green Valley Farm            | Ithaca, MI      |
| Hays Land & Cattle           | Pierce, CO      |
| Joseph J Konesky             | Sand Coulee, MT |
| Miller Cattle Company        | Olean, MO       |

### SEASON

|        |
|--------|
| 2019 S |
| 2019 S |
| 2019 S |
| 2019 S |
| 2019 S |

### TOTAL TRAITS

|    |
|----|
| 12 |
| 10 |
| 10 |
| 10 |
| 10 |

## Dedicated Performance Advocate

(reported 8 to 9 traits)

### BREEDER

|                               |                 |
|-------------------------------|-----------------|
| Andy Kratzer                  | Marquette, KS   |
| Bridle Bit Simmentals         | Walsh, CO       |
| Callaway Cattle Company       | Hogansville, GA |
| Carson S Collier              | Eagle Point, OR |
| Double B Acres                | Sterling, OH    |
| Double Infinity Farm          | Max Meadows, VA |
| Hicks Beef                    | Holbrook, NSW   |
| Hook Farms                    | Tracy, MN       |
| J-C Simmentals                | Clare, MI       |
| McDonald Farms                | Blacksburg, VA  |
| Miller Cattle Company         | Olean, MO       |
| Red Hill Farms                | Lafayette, TN   |
| Red Hill Farms                | Lafayette, TN   |
| Reed Family Farms             | Shelbyville, TN |
| Rolling Hills Cattle          | Prattville, AL  |
| South Dakota State University | Brookings, SD   |
| T & T Cattle LLC              | Riverton, WY    |
| Tom Brothers                  | Campbellton, TX |
| University of Illinois        | Baylis, IL      |

### SEASON

|        |
|--------|
| 2019 S |
| 2019 S |
| 2018 F |
| 2018 F |
| 2019 S |
| 2018 F |
| 2018 F |
| 2019 S |
| 2019 S |
| 2019 S |
| 2018 F |
| 2018 F |
| 2019 S |
| 2018 F |
| 2019 S |
| 2018 F |
| 2019 S |

### TOTAL TRAITS

|   |
|---|
| 8 |
| 9 |
| 8 |
| 8 |
| 8 |
| 8 |
| 9 |
| 9 |
| 9 |
| 8 |
| 8 |
| 8 |
| 9 |
| 8 |
| 9 |
| 8 |
| 9 |
| 8 |
| 9 |

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Simmental & SimAngus™  
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IR IMPERIAL D948 X WS BEEFMAKER R13



G109 • ASA#: 3659633 • 5/8 SM  
TRAILBLAZER 217E X SRF P RED COAT 819U



G38 • ASA#: 3659472 • PB SM  
TNT RED EYE A212 X WS BEEF KING W107



G920 • ASA#: 3659617 • 1/2 SM  
BCLR DIRECTION E38-1 X TNT GUNNER N208  
Safe to CDI PERCEPTION 254E



G932 • ASA#: 3659639 • PB SM  
CDI AUTHORITY 77X X DIKEMANS SURE BET  
Safe to CDI PERCEPTION 254E



G952 • ASA#: 3659512 • 3/4 SM  
BCLR ARTILLERY E21-3 X W/C UNITED 956Y  
Safe to BCLR MANIFESTO E352



# WORTH THE WAIT...



G980 • ASA#: 3659497 • PB SM  
TRAILBLAZER 217E X BCLR LINTON Y513-2  
Safe to BCLR MANIFESTO E352



G723 • ASA#: 3659583 • PB SM  
KS LITTLE JOHN C85 X CDI AMBITION 255C

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# An Industry For The Future

By Lilly Platts



*Forseth grew up between Choteau and Fairfield, Montana.*

**T**he beef industry is changing, and for **Rocky Forseth**, there is great opportunity for producers to keep up with these changes and thrive. Forseth works for Allied Genetic Resources (AGR), which is an all-encompassing service for seedstock producers, focused on customer service and adding value to the cattle that ultimately become the beef on American consumers' plates. Crossbreeding, heterosis, and SimAngus™ genetics are at the heart of the business, and also something Forseth fully believes in himself. The success of seedstock producers relies on the success of their commercial customers, and for Forseth, this relationship is one that can only be strengthened in the future.

## Teamwork is Number One

"Everyone helps each other, and Allied is very unique in that way," Forseth says. One of his main responsibilities is to manage everything related to sires and semen sales. The yearly semen directory, finding new sires to add to the selection, working with the catalog designer, and making sure all of the other details related to semen sales are in order all fall under Forseth's main duties. He also manages sales that are in his area, and works as a Superior representative in conjunction with AGR.

Forseth explains that while seedstock producers are more than capable of managing all of the details of their sale, working with a company like AGR allows them to focus on the larger picture details, like reaching out to customers. "It's not hard to video bulls and organize pictures, and manage all of those details, but what should be getting done by the seedstock producer is calling customers, and selling the bulls, and we will manage the details and keep the sale organized in such a way that allows the producer to do that," Forseth says.

Management details are a major part of AGR, but as Forseth explains, that facet of the business is foundational, and serves to put seedstock producers in a position to get their genetics into the commercial herds where the true impact will happen. The larger focus of





AGR is on adding value to the commercial herds, and subsequently feeder calves. “There are two pieces to Allied — obviously there is the advertising and promotion piece that we help seedstock producers with — but seedstock breeders don’t have a business unless the commercial customers they are serving are successful,” Forseth explains. “The best way we can create demand for bulls is to create demand for the feeder calves that they sire.”

**“The best way we can create demand for bulls is to create demand for the feeder calves that they sire.”**

“What we want to do is create pull through demand for that product,” Forseth continues. “Our theory is, if the commercial guy can be more successful because of the bulls he buys, and because of the decisions he makes from a genetic standpoint, then we will create more demand for our ownership’s product. In other words, we create more demand for the bulls we help market.”

Forseth sells calves for AGR customers through the Superior Livestock partnership, and explains that by knowing the genetic potential of a group of calves, they are able to ensure that producers get a premium. Allied Feeding Partners takes this relationship a step further, by closing the gap in communication between seedstock business, commercial producers, and feeders. Unless a commercial producer retains ownership and willingly collects and returns data to the seedstock operation, it is quite difficult to directly tie data to performance. The same is true in the relationship between commercial producers and feeders. There is a history of not sharing this data because there is no incentive, especially since the commercial producer is more likely to ask a higher price in the future if they know how well their cattle are performing. AGR serves as this communication tool, by partnering with feeders, keeping track of this data, and ultimately sharing it to create long-term relationships.

CONTINUED ON PAGE 20





NEW

### WS Proclamation E202

By CCR Cowboy Cut 5048Z

EPDs: CE: 17 \$API: 167 \$TI: 98



Full brother to  
W/C Bankroll

### W/C Pinnacle E80

By W/C Loaded Up 1119Y

EPDs: CE: 16 \$API: 134 \$TI: 69



### W/C Night Watch 84E

By CCR Anchor 9071B

EPDs: CE: 18 \$API: 156 \$TI: 83



### Mr. Hoc Broker C623

By Steel Force

EPDs: CE: 6 \$API: 85 \$TI: 56



### SSC Shell Shocked 44B

By Remington Secret Weapon 185

EPDs: CE: 19 \$API: 121 \$TI: 60



### THSF Lover Boy B33

By HTP/SVF Duracell T52

EPDs: CE: 18 \$API: 150 \$TI: 81



NEW

### Longs Capitalist G523

By W/C Night Watch 84E

EPDs: CE: 16 \$API: 142 \$TI: 77



NEW

### Ruby NFF Up The Ante 9171G

By Ruby's Currency 7134E

EPDs: CE: 12 \$API: 121 \$TI: 67



NEW

### ACLL Fortune 393D

By MR TR Hammer 308A ET

EPDs: CE: 8 \$API: 98 \$TI: 67



NEW

### W/C Double Down 5014E

By W/C Executive Order 8543B

EPDs: CE: 17 \$API: 119 \$TI: 75



### Ruby SWC Battle Cry 431B

By MR HOC Broker

EPDs: CE: 13 \$API: 106 \$TI: 70



NEW

### Mr SR 71 Right Now E1538

By Hook's Bozeman 8B

EPDs: CE: 16 \$API: 152 \$TI: 85



NEW

### GSC GCCO Dew North 102C

By HTP/SVF Duracell T52

EPDs: CE: 16 \$API: 114 \$TI: 71



### PAL/CLAC Meant To Be 823E

By Mr HOC Broker

EPDs: CE: 12 \$API: 109 \$TI: 63



3/4 NAILE and  
NWSS Champ

### Reckoning 711F

By W/C Relentless 32C

EPDs: CE: 12 \$API: 114 \$TI: 62



NEW

### TJSC King of Diamonds 165E

By LLSF Pays To Believe ZU194

EPDs: CE: 10 \$API: 109 \$TI: 67



NEW

### PBF Red Paint F88

By W/C Executive Order 8543B

EPDs: CE: 14 \$API: 117 \$TI: 70



NEW

### SC Pay the Price C11

By CNS Pays to Dream T759

EPDs: CE: 8 \$API: 106 \$TI: 70



NEW

### JASS On The Mark 69D

By W/C Loaded Up 1119Y

EPDs: CE: 12 \$API: 138 \$TI: 71



### W/C Relentless 32C

By Yardley Utah Y361

EPDs: CE: 9 \$API: 112 \$TI: 68



NEW

### WLE Copacetic E02

By HPF Quantum Leap Z952

EPDs: CE: 12 \$API: 115 \$TI: 68



3/4 SimAngus™

### WS Stepping Stone B44

By W/C Lock Down

EPDs: CE: 12 \$API: 125 \$TI: 77



NEW

### B C R Perfect Vision F022

By MR CCF 20-20 3/4 SimAngus™

EPDs: CE: 14 \$API: 112 \$TI: 70



NEW

### LLSF Vantage Point F398

By CCR Anchor 9071B

EPDs: CE: 10 \$API: 123 \$TI: 80





### WS Revival B26

By LLSF Uprising Z925  
EPDs: CE: 11 \$API: 113 \$TI: 67



### LLSF Pays To Believe ZU194

By CNS Pays To Dream T759  
EPDs: CE: 8 \$API: 112 \$TI: 71



### W/C Bankroll 811D

By W/C Loaded Up 1119Y  
EPDs: CE: 14 \$API: 135 \$TI: 73



### CLRS Guardian 317G

By Hook's Beacon 56B  
EPDs: CE: 20 \$API: 202 \$TI: 98



### KSU Bald Eagle 53G

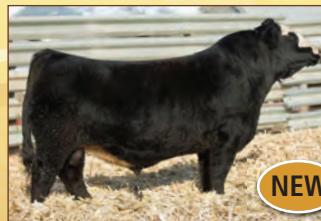
By Hook's Eagle 6E  
EPDs: CE: 14 \$API: 173 \$TI: 96



### W/C Rolex 0135E

By Yardley Utah Y361  
EPDs: CE: 16 \$API: 130 \$TI: 68

Relentless  
brother -  
sexed  
semen  
available.



### FELT Perseverance 302F

By W/C Executive Order 8543B  
EPDs: CE: 13 \$API: 106 \$TI: 67



### HPF Tradecraft D010

By JF Milestone 999W  
EPDs: CE: 6 \$API: 110 \$TI: 71



### MR CCF The Duke G42

By Mr CCF Vision  
EPDs: CE: 13 \$API: 112 \$TI: 70



### Erixon Bitten 203A

By NCB Cobra 47Y  
EPDs: CE: 18 \$API: 156 \$TI: 77



### LCDR Favor 149F

By LCDR Witness 541C  
EPDs: CE: 9 \$API: 157 \$TI: 97



### SFG The Judge D633

By CCR Cowboy Cut 5048Z  
EPDs: CE: 10 \$API: 152 \$TI: 92



### TL Ledger 106D

By Profit  
EPDs: CE: 10 \$API: 112 \$TI: 64



### GPG Focus 135F

By Mr CCF 20-20  
EPDs: CE: 9 \$API: 115 \$TI: 69



### OBCC Kavanaugh F236

BBY OBCC Unfinished Business  
EPDs: CE: 13 \$API: 138 \$TI: 79



### LHT Viper 65E

By W/C Loaded Up 1119Y  
EPDs: CE: 16 \$API: 134 \$TI: 67



### JBSF Logic 5E

By W/C Relentless 32C  
EPDs: CE: 7 \$API: 109 \$TI: 63



### Long's Stand Alone B35

By Built Right  
EPDs: CE: 7 \$API: 127 \$TI: 69



### Mr CCF Vision Z60

By Mr NLC Upgrade U8676  
EPDs: CE: 11 \$API: 107 \$TI: 80



### Perfect Vision 26D

By MR CCF Vision  
EPDs: CE: 14 \$API: 112 \$TI: 70



### Rousey Gold Strike 512C

By Hooks Trinity 9T  
EPDs: CE: 16 \$API: 144 \$TI: 89



### JSUL Something About Mary 8421

By W/C Relentless 32C  
EPDs: CE: 9 \$API: 101 \$TI: 62



### CDI Innovator 325D

By TJ Main Event 503B  
EPDs: CE: 14 \$API: 149 \$TI: 91

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# An Industry For The Future

CONTINUED FROM PAGE 17

## Putting the Pieces Together

The individual, often isolated nature of the beef industry can make it seem like seedstock producers are in competition with one another, but Forseth believes this shouldn't be the case. Everyone in the industry knows that the future viability of beef as a protein source is constantly being challenged by a variety of factors, including misinformation, environmental groups, competition from other protein sources, expense, and more. Coming together and focusing on the factors that will affect this future viability are at AGR's core. "Allied's philosophy in general is a team approach. We want to work together whether that's with independent seedstock producers, or whatever we are talking about. We want everything to be team based, as opposed to one guy being in competition with the other. We have enough other enemies — we don't need to be in competition with one another," Forseth explains.



Proteins, like chicken and pork, have moved into a system almost entirely composed of vertically integrated corporations, which allows for close tracking of genetics, performance, and quick adjustments in the system that maximize profit. There have been arguments for a system like this in the beef industry, but Forseth believes that the solution lies somewhere in the middle, and that a business model like AGR can help make this happen.

An improvement in communication between different entities in the beef industry is one of the biggest changes Forseth wants to see. "I don't believe that vertical integration is best, I believe that good communication is best. I want independent ownership to continue in all sectors of the beef business just like it is today," he says. "What I believe needs to happen is better communication up and down that chain. A good example of that is why we started Allied Feeding Partners. We find cattle that are good, and if they sell just above or at average prices, we can say we know they are better and want more. In the beef business you have to put your money where your mouth is. So our intent is to feed them, find out how good they are, and then tell America with data how good they are."

Forseth also encourages a more open-minded approach moving into the future. He believes that many of the conversations happening today, like phenotype versus EPDs, are going to get pushed aside as the beef industry keeps up with future challenges. Agriculture is evolving rapidly, and for Forseth, keeping up and surviving will require a team effort throughout the beef industry.

## Evolving with Simmental

The Simmental breed may have been the foundation of AGR somewhat by default due to founder Marty Ropp's own background, but Forseth explains that the cattle speak for themselves, and continue to meet the challenge for commercial producers. Forseth himself is a believer in SimAngus genetics. He grew up with his family running polled Hereford cattle between Choteau and Fairfield, Montana. They eventually brought in Angus bulls, transitioning to black baldy cattle for some time, and eventually had a mostly Angus cow herd. Forseth talked his dad into buying a Simmental bull, which he was extremely hesitant about because of the breed's reputation at the time, but eventually saw the benefit of using Simmental.

*Forseth runs his own herd of cows, using SimAngus genetics.*



HL/WMCC Giggles 7201H

WMCC Mayhem 810F x TJSC Vindication

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HL Lucky  
Girl 938H

Silveiras Style 9303

x JS Sure Bed

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SK Smooth Criminal x STCC Long Haul  
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HL Ms Judge F36

SPG The Judge D633 x Meyer Ranch 734  
Bred to CLRS Guardian



HL Ms Enforcer G31

BMR Enforcer B23 x Angus  
Bred to LHT Viper



HL Ms Cowboy Cut G33

CCR Cowboy Cut 5048Z x SSF Blk Lucky  
Charm • Bred to CLRS Guardian



# An Industry For The Future

CONTINUED FROM PAGE 20

Today, Forseth runs SimAngus bulls on his own cow herd, and believes that the two breeds bring the best traits available together in one package. "The bottom line is we think the SimAngus bull is what is best for the commercial customer. So do the producers," he says. "The Angus breed does a nice job from a marbling and maternal standpoint — if you look at the MARC data they are the best British breed at almost every facet. Then if you think about continental breeds, there really isn't another continental breed that is close to Simmental, in my opinion as far as ribeye, growth, and maternal traits. The two breeds on their own do enough right that when put together, you can't beat it."

## The Beef Industry and Beyond

Forseth is also an active participant in the agricultural community, and has remained involved in various ways throughout his career. He attended Montana State University, studying Livestock Management. At the time, he wanted to pursue a career in reproduction, and did an internship with Jeanne Reyher, with Reyher Embryonics. During school, he met his now wife, Anna, and after graduation moved to Colorado so she could attend veterinary school. In Colorado, Forseth worked for a large seedstock operation, where he managed sale preparation, organizing videos and photos, the development of bulls, and eventually, some private treaty sales. Anna was offered a job in Iowa, which was a stretch for Forseth, but during that time, a friend encouraged him to try and work for AGR. Forseth drafted an email, and soon after was contacted by AGR and eventually offered a job. Soon after, Anna accepted a job as a veterinarian with the Montana Department of Livestock, and they were able to move to Helena, Montana.

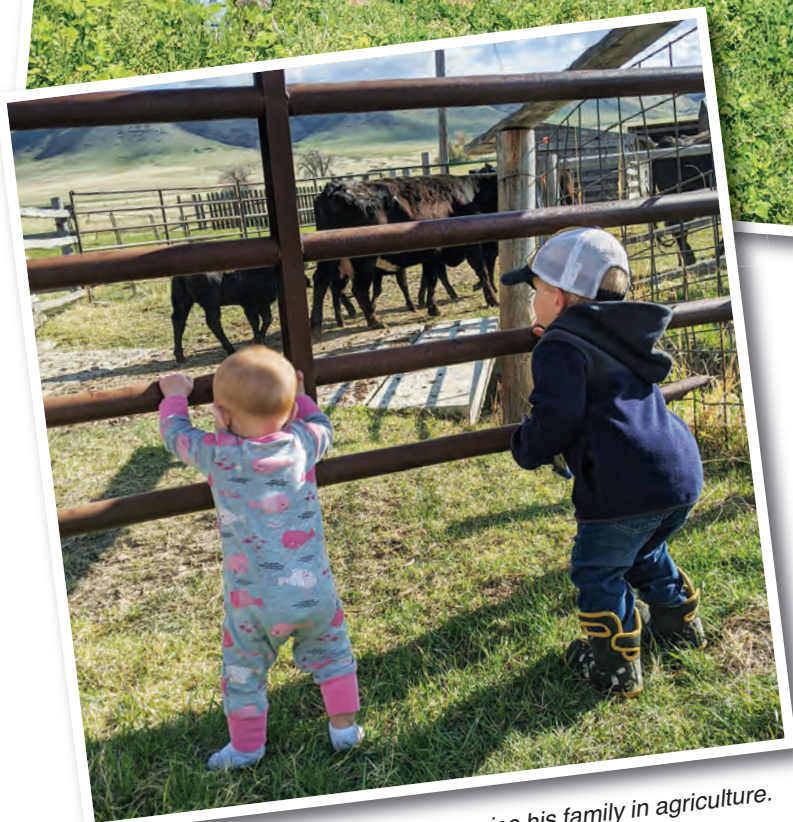
Moving home allowed Forseth to get back into the cattle business himself, which as a young person living in an expensive area, has taken some creativity. They run their own herd of SimAngus cows, and Forseth has also ventured into the hay business, putting up hay on leased ground in trade for a percentage of the final yield. "You have to think outside of the box," Forseth says. "Last weekend, I was plowing some ground that I'm going to seed into forage winter wheat, and I was plowing it with a borrowed tractor, and a plow that I dug out of the weeds that hasn't operated for at least 20 years. The tractor has no door, no air conditioning and no radio, but it does the job. It takes some out-of-the-box thinking, but you can get a lot done if you just put your head down and do it."

The Montana Farm Bureau holds the Young Farmer and Rancher discussion meet each year, which Forseth won in 2019, qualifying him to participate in the National Farm Bureau competition. He has remained involved with his local county Farm Bureau, and is also a member of NCBA, and other local organizations like the Montana Stockgrower's Association. "If you love your industry and are passionate about the business you get involved. If you're not involved, then you don't have any ground to stand on when things change, and you have to be willing to be a part of the change in a positive way," Forseth says.

**ST**



*Forseth's cow herd is SimAngus, and the Simmental breed is an integral part of his work with Allied Genetic Resources as well.*



*Forseth is making it a priority to raise his family in agriculture.*





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 PB SM • Fancy February Show Prospect



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 W/C Bankroll x W/C Executive Order  
 PB SM • February Show Prospect

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# BEST PRACTICES FOR SEEDSTOCK PRODUCERS



Jackie Atkins, Ph.D.



Matt Spangler, Ph.D.



Bob Weaver, Ph.D.



Wade Shafer, Ph.D.

## Best Practices to Receive the Most Accurate Genetic Predictions.

### 1 Clearly defined breeding objectives

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

### 2 Whole herd reporting

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

### 3 Proper contemporary groups

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



### 4 Take data collection and reporting seriously

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

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

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

### 6 Use index-based selection

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

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

### 7 Use genomics

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





## Best Practices for Genomic Testing

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

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

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

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

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

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

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

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

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

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

## Total Herd Enrollment (THE)

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



## Cow Herd DNA Roundup (CHR)

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



## Carcass Expansion Project (CXP)

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

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





# What Can Breeders Do to Improve the Accuracy of EPDs?

By *Emme Demmendaal and Jackie Atkins Ph.D.*

**Best contemporary group and data reporting practices to ensure the most accurate prediction from the genetic evaluation.**

You can't go to a cattle convention or a beef extension talk without hearing about how collecting whole contemporary group data will help you receive more accurate information from the national cattle evaluation. Typically, you encounter so much information, suggestions, and tips that you don't even know where to start implementing and improving your own data collection.

**It's overwhelming and you ask yourself, why bother?**

But at the end of the day, it's important to know where your cattle stand to make a profit. For producers looking to capitalize on genetic improvements, data collection and reporting is an important part of their herd management because more informative EPDs and Indexes help them select more profitable cattle.

Overall, there are a few factors to consider when submitting information to better predict your animal's genetic value:

- 1.) what data you're collecting,
- 2.) how you're collecting the phenotypic measurement, and
- 3.) how you're reporting the contemporary group records.

## What is a contemporary group?

To get a better understanding and prediction of how an animal will perform, there are three moving parts:

- **genetics**
- **phenotype (animal measurements)**
- **environment**

The phenotype (like birth weight, weaning weight, etc.) that you're collecting is a combination of the animal's environment and genetics, but to isolate the genetic portion of an animal's phenotype we need to eliminate as much environment as possible.

A contemporary group (CG) is the best way to set the environmental effects as equal as possible. Generally defined, CG is a set of calves that are the same age, same sex, managed alike and exposed to the same environment. **All the calves in a CG should be given an equal opportunity to perform.** Any calves that are treated differently, such as sick, fed or housed differently, twins, or

embryo transfer calves would contemporary differently than the rest of the calves.

The environment includes things like the herd, year and season the animal was born, pasture, the amount of milk provided by the calf's dam, the age of the dam, and the calf's sex. A CG looks at fair competition as an animal grows, and it's informed by management information that is reported such as pasture and feeding groups.

The initial CG for a set of calves is created at birth. At weaning time, the date of measurement and the management code break a CG down further, and will likely continue to get smaller as yearling data is reported.

As the calves get older, the CG will naturally get smaller due to culling, injury, sickness, death, or reassignment to a smaller group that reflects different management treatments. When a CG is reported appropriately, it improves the accuracy in EPDs and reduces environmental biases.

## Contemporary Group Tips

- **Know what your breed uses to define a group automatically — Herd/Year/Season, job number or work order, age window, previous CG assignments, management code or pasture group, etc.**
- **Focus on exceptions to your typical management**
  - show cattle, sick calves, ET, first-calf heifers
- **Ask yourself "Were they given equal opportunity to perform?"**
- **Once the CG is defined, report records on all calves in a CG**

## Report All the Data, All the Time

Reporting the whole calf crop (and CG) is important because genetic predictions improve when complete and accurate performance data is submitted on every calf born in your herd. Incomplete or inaccurate data reduces the reliability of each animal's EPDs. In addition to more accurate EPDs, the dam's production record will be current with the association when a calf is reported each year.



## Examples of Ideal Calf Record Reporting

- Report every calf in your herd.
- If a cow did not calve, report the reason.
- Every calf should be weighed at birth.
- Weigh and report the DEAD ones, too.
- Weigh all the calves at weaning.
- Weigh the ones you plan to CULL, too.

Reporting only the good calves does not identify the poor-producing animals in your operation. Oftentimes, breeders will only send in data on a portion (the top end) of their calf crop. When you don't report the calves on the bottom, it's more difficult to identify the bottom end of the genetics in your herd. Since the evaluation doesn't "know" about the calves that were on the bottom end in performance, your top calves don't get the credit they deserve.

In other words, if you're only reporting data on your top 20 calves, 10 of those calves will be below the average, even though you know that these 20 are top out of the 60 calves in the calf crop.

Put succinctly, **"The computer knows only what it knows. Data that doesn't make it into the association and into the evaluation for all intents and purposes does not exist. It doesn't count,"** shares Bob Weaber, Ph.D., Professor and Cow-calf Extension Specialist, Kansas State University.



Bob Weaber, Ph.D., Professor and Cow-calf Extension Specialist, Kansas State University

## Breaking Down Data Collecting and Reporting

"Data is important because that's what really drives the EPD calculation process," shares Ryan Boldt, Director of Breed Improvement for the Red Angus Association of America. Collecting as many phenotypes as possible, including rare traits like dry matter intake and carcass data, is understandably important, but sometimes difficult to do, or do consistently.

Ryan Boldt, Director of Breed Improvement for the Red Angus Association of America



When your data is reported to the association, there are best practices for collecting it and how you're reporting it to the association.

Table 1 provides a quick summary of what data cattle producers can collect and what age windows are best.

Table 1. Time windows for various phenotypes on cattle.

| Calving<br>(first 24 hours of birth) | Weaning<br>(160-250 days of age)*    | Post Weaning/Yearling<br>(330-440 days of age)*   |
|--------------------------------------|--------------------------------------|---------------------------------------------------|
| Calf Birth Weight                    | Weaning Weight                       | Yearling Weight                                   |
| Calf Calving Ease                    | Dam Weight                           | Ultrasound Measurements                           |
| Dam Teat and UdderScore              | Dam Body Condition Score             | Feet and Leg scores                               |
|                                      | Dam Hip Height                       | Dry Matter Intake                                 |
|                                      | Feet and Leg Score of Mature Females | Hip Height                                        |
|                                      | Docility Scores                      | Breeding Soundness Exam                           |
|                                      |                                      | Reproductive Tract Scores/<br>Pelvis Measurements |
|                                      |                                      | Docility Scores                                   |
|                                      |                                      | Carcass Records                                   |

\*Age windows based on the American Simmental Association guidelines – these may differ between different breed associations.

For example, one of the most impactful ways to improve the data you're reporting is to make sure you're taking the measurement at the right time. "When we calculate EPDs or even show things in the databases we adjust a lot of those measurements to a consistent age. Being able to have animals within the correct age window definitely increases our ability to accurately adjust those weights to a constant day of age," Boldt says.

Another factor when you're taking weight measurements is to ensure that your scale is calibrated, cleaned periodically, and animals are weighed on the same day if possible.

Weaber says, "There are standard errors in what we do, working systematically to eliminate as much of that as we can, can be really, really important to reduce bias in data recording, and make the genetic evaluation as informed as possible."

## Best Practices for Taking Weight Measurements

- Calibrate scale before weighing
- Clean scale periodically during the day
- Take empty body weights
- Take a measurements multiple times and average the numbers
- Weigh as many animals as you can on one day

Weight measurements are more empirical because they don't require interpretation from the person recording the trait. On the other hand, measurements like dam udder score, body condition score, or feet and leg scores require the person doing the scoring to make a judgement. The best way to remove subjectivity from collecting data is to score using a rubric, be consistent on who collects the score, train, and retrain.

CONTINUED ON PAGE 28



# What Can Breeders Do to Improve Accuracy of EPDs?

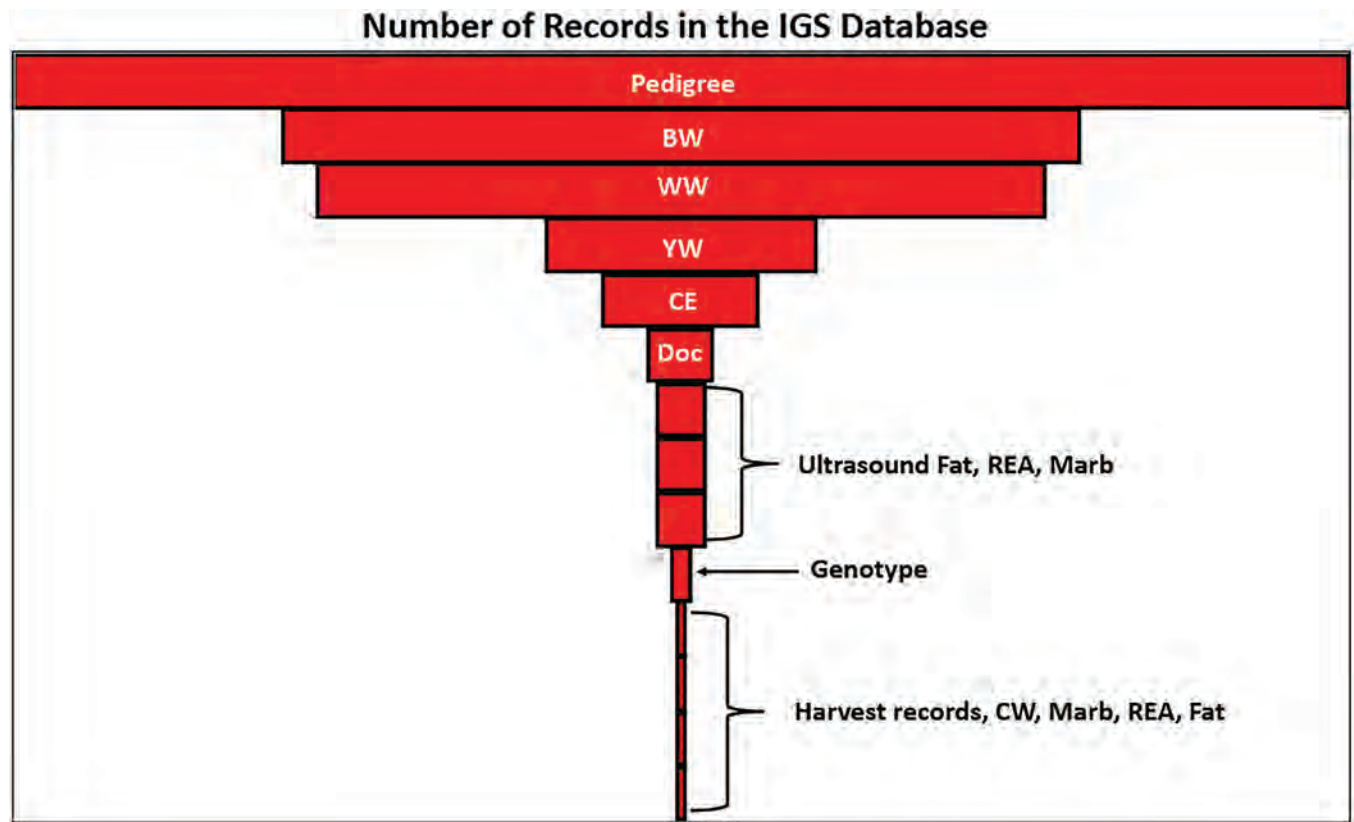
CONTINUED FROM PAGE 27

Boldt emphasizes that paying attention to the differences in observations is critical, “As long as we are consistent in how we score differences in a contemporary group, those differences are really more important than the absolute value you assign that individual animal.”

Several phenotypes influence not only the prediction of that trait but other related traits (correlated traits). For instance, birth weight records not only influence birth weight (BW) EPDs but also, calving ease, weaning weight,

average daily gain, and yearling weight. Improving data collection and reporting for birth weight not only improves the accuracy of the BW EPD but several other economically-relevant traits to a year of age.

Post-weaning data also has a large impact on economically-relevant traits yet a fraction of the cattle in the evaluation have post-weaning records. The chart below illustrates how few post-weaning traits are submitted to the genetic evaluation.



*This graph illustrates the amount of each type of data in the IGS database with pedigree as the largest followed by birth weight (BW), weaning weight (WW), yearling weight (YW), calving ease scores (CE), docility scores (Doc), ultrasound backfat (Fat), ribeye area (REA), and marbling (Marb), genomics, and carcass traits.*

## Help Paint the Picture of the Genetics in Your Herd!

While the science behind beef cattle genetic evaluation is constantly advancing, breeders play a pivotal role in the quality of the records entering the evaluation. Submitting accurate contemporary groups and reporting records on the entire group (even the dead ones) improves the genetic predictions of the cattle. Breeders who have access to cattle after weaning should make an effort to collect post-weaning records like yearling weights, ultrasound, fet/leg scores, etc. Committing to expensive and hard-to-collect records like feed intake and carcass data shows commitment to improving the

genetic awareness in these critical economic traits. The evaluation only “knows” the information fed into it. Help paint the most complete picture of your cattle by submitting the most complete records from your herd.

**To learn more, watch the August 2020 IGS Bull Session webinar at [internationalgeneticsolutions.com](http://internationalgeneticsolutions.com)**

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# Building Blocks of Commercial Genetic Awareness



by Lane Geiss, Director of Commercial and Nontraditional Data Programs

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

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

## Total Herd Enrollment — Commercial

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

Follow this link to learn more about THE-CM: [www.simmental.org/commercial](http://www.simmental.org/commercial)



## Cow Herd DNA Roundup

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

Follow this link to learn more about CHR:  
[www.simmental.org/chr](http://www.simmental.org/chr)

## IGS Feeder Profit Calculator™

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

Follow this link to learn more about the FPC:  
[www.internationalgeneticsolutions.com](http://www.internationalgeneticsolutions.com)

**ST**



Clint Berry

"The FPC is a simple and easy tool that commercial cattlemen can utilize to differentiate their cattle in the marketplace. Works in breeding programs using various breeds and has no cost to the producer."



[beef@internationalgeneticsolutions.com](mailto:beef@internationalgeneticsolutions.com)



# Performance Data Collection Guide

## Definitions, Tips, Timelines, and Use

*By Jackie Atkins, Ph.D., Director of Science and Education*

If your life is like mine, you have a long list of things to do and moments of decision fatigue. Unfortunately, sometimes I end up working on things that aren't as essential to my success simply because they are on the to-do list, easier to accomplish, or maybe have an undue sense of urgency about them from other people. Equally as unfortunate, sometimes I DON'T focus on other items that really are important because I don't know how to proceed, feel overwhelmed by other distractions, or might not feel the same sense of urgency for this task. Performance data collection could land in the latter category but it is vital to beef cattle improvement.

When it comes to performance data collection, the seedstock breeders, cow/calf operators, managers, and hired hands — all play a pivotal role in collecting phenotypic measurements and reporting them into a system to use the information to its fullest extent. This rests on your shoulders, my friends. If you want to get the most complete picture of the genetics of your herd, then you have to commit yourself to collecting the most complete set of records AND using them to analyze your operation and your genetics.

It is not enough to measure the animals and write it down in your record book or in a notebook. Records sitting in a pile of papers on your desk will NOT be used to their fullest extent. I have empathy that feeding records into an analysis of your herd's performance or a genetic evaluation is not an easy task nor do many of us wish to spend hours with a computer working on this step. But in order to use your herd performance to its fullest, this is a necessary step. This might mean you hire someone to help digitize your records, twist the arm of a family member, or simply sit down and do it yourself. There are many ways to skin the cat and many software platforms to use. My advice is to find a system that works for you so that you USE the records you collect.

The following information is to clarify the best approach to collecting various performance records and provide a one-stop shop with information you need to gather these data points. This article breaks down each type of phenotypic record and the best way and time ranges to collect them to take away any indecision surrounding this essential component of beef cattle improvement.

### Birth Weight

Collect within 24 hours of calving. Scale weights or hoof circumference with a hoof tape are acceptable methods to measure birth weight. If using a scale, try to get as precise of a number as possible, instead of rounding to the nearest 2-or-5-pound increment.

If collecting hoof circumference, place the tape around the coronary band (where the hoof meets the hide) of a front hoof, tighten, and read the measurement. Make sure to use the correct side of the tape based on the gender of the calf.

Be consistent with the method of birth weight measurement. Do not use scale for some and tape for others.





## Calving Ease Score

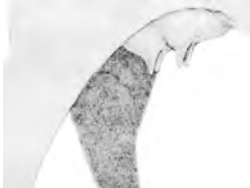
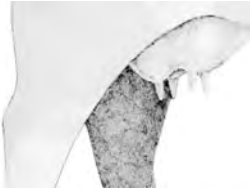
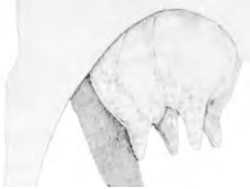
This score indicates how easily a calf was born. Only scores 1 through 4 are used in the genetic evaluation of calving ease but scores 5 through 7 can be used to further describe the calving event. If a calf's birth was unobserved (hence unassisted), use a 1 as the primary score. If entering scores into ASA's Herdbook, every calf should have a primary score (1 - 4) but two digit numbers may be used for more thorough accounting of calving. Examples: Use 36 to indicate a hard pull and dead on arrival. Use a 25 to indicate an easy pull with an abnormal presentation.

- 1 = Born unassisted
- 2 = Easy pull
- 3 = Hard pull
- 4 = Cesarean
- 5 = Abnormal presentation  
(omitted from genetic evaluation)
- 6 = Dead on arrival  
(omitted from genetic evaluation)
- 7 = Premature (omitted from genetic evaluation)

## Udder and Teat Scores

Collect udder and teat scores within 24 hours of calving. Two scores are assigned based on udder suspension (1 - 9; with 1 being very pendulous and 9 being very tight) and teat size (1 - 9 with 9 being very

small and 1 being large and misshapen). Ideally one person scores all the udders/teats during the calving season for consistency.

| Score | Udder Suspension                                                                                      | Teat Size                                                                                                      |
|-------|-------------------------------------------------------------------------------------------------------|----------------------------------------------------------------------------------------------------------------|
| 9     | Very Tight<br>      | Very Small<br>             |
| 7     | Tight<br>          | Small<br>                 |
| 5     | Intermediate<br>   | Intermediate<br>          |
| 3     | Pendulous<br>      | Large<br>                 |
| 1     | Very Pendulous<br> | Very Large, Misshapen<br> |



### Weights

Measure to the nearest whole pound increment. Scale needs to be calibrated and cleaned periodically. Take empty body weights — in other words, cattle waiting to be weighed that are drinking water will be heavier than cohorts weighed without water-fill. Ideally, weigh all cattle the same day or you can take two weights on the animal and use the average.

**Weaning Weight:** Measure as close to 205 days of age with an acceptable window (with ASA) from 160 to 250 days of age.

**Yearling Weight:** Measure as close to 365 days of age with an acceptable window (with ASA) from 330 to 440 days of age.

**Mature Cow Weight:** Measure at the same time as collecting a body condition score (BCS). Weigh entire cow herd groups at the same production stage. In other words, do not weigh some at calving, some at breeding, and some at preg check time. Ideally the entire cow herd is weighed but if that is not feasible, weigh age groups of cows (for instance, all the two-year-olds and five-year-olds). For genetic evaluation, it is best to have a weight at two years and again by or before six years of age.

### Body Condition Scores (BCS)

Scores can be used for both management decisions and to input information about the genetics for size and intake into a genetic evaluation. Like other subjective measurements, consistency is key. Ideally, the same person is assessing the BCS and scores on cattle are collected during the same production stages (pre-calving, calving, breeding, etc.).

**Bulls:** Best timing is at least 6 weeks prior to breeding season and throughout the breeding season.

It is ideal for bulls to enter into the breeding season in a BCS of 5.5 to 6.5 (neither under- nor overconditioning is good for the success of the breeding season). A bull may lose 100 to 200 pounds during the active breeding season so evaluating BCS throughout breeding helps to determine if the bulls require supplementation.

**Cows:** Best timing is 60 to 90 days before calving, at calving, and at weaning or pregnancy diagnosis.

For genetic evaluation purposes, scoring cows at the same time as mature weight collection is ideal. For management purposes, scoring at weaning helps to know how to feed cattle leading up to calving as the ideal time to add body condition is between weaning their current calf up to the last trimester of pregnancy. Assessing body condition 60 to 90 days prior to calving helps to determine nutrient requirements as ideal calving BCS is 5 to 6. This helps the cow recover during the postpartum period and breed back in a timely manner.

*See next page for a descriptive table of each BCS.*

CONTINUED ON PAGE 36








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Select Cattle Enterprises, near Rome, GA. Catalog and Videos: [www.impactcattle.com](http://www.impactcattle.com). Contact: Bruce VanMeter 770-547-1433 or John Howard 423-413-4442

### **Saturday, November 14, 2020 GIBBS Farms 15th Annul Bull & Replacement Female Sale**

Location: At the farm, Ranburne, AL.  
Contacts: Doug Gibbs 404-717-2264, or Gordon Hodges 336-469-0489 • [www.gibbsfarms.net](http://www.gibbsfarms.net)

### **Saturday, November 21, 2020 at 12:00 PM – 8th Annual AFFORDA Bull Sale – hosted by Callaway Cattle and MM Cattle Co.**

NEW location: Callaway Cattle Company, Hogansville, GA. Selling 40 Angus and SimAngus™ Bulls, 40 Commercial Replacement Females. GPS Address: 2280 Coweta-Heard Rd, Hogansville, GA 30230. Contact: John Callaway 770-355-2165. [www.callawaycattlecompany.com](http://www.callawaycattlecompany.com)

### **Saturday, November 21, 2020 – 1:00 PM 9th Annual Strickland-Driggers Bull Sale**

Location: Strickland Farm, 9120 US Hwy 301N, Glennville, GA. Selling 50 SimAngus™, Simmental, Angus Bulls, all sired by leading AI Sires. Contacts: Jessie Driggers 912-237-0608 or Jes Strickland 803-617-8415

### **Thursday, November 26, 2020 – Happy Thanksgiving to all!**

Stay safe everyone, enjoy your families. Be thankful for all your blessings!

### **Saturday, December 5, 2020, 1 PM – The Source Sale Vol VI –**

Location: Akins Cattle Enterprises, Nashville, GA. Selling 70 long yearlings and a select group of coming two-year-olds, Angus, SimAngus™, Simmental and Herefords. Contact: Chandler Akins 229-237-2449

### **Saturday, December 12, 2020 – Cowboy Logic Bull & Female Sale –**

Location: Elrod Farms – Talmo, GA.  
Contacts: Cole Elrod 678-410-1312, Alex Tolbert 706-338-8733, Kyle Potts 678-410-5157, or Casey Green 706-540-3793

### **Friday, December 25, 2020 – Merry Christmas and Happy New Year to Everyone!**

Take time to remember the reason we are all blessed to raise the cattle we love. "Remember the Reason for the Season" Happy Birthday Jesus!

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## Visual indicators to evaluate Body Conditions Scores (BCS)

|                          | BCS | Spine            | Ribs             | Hooks/Pins       | Tailhead      | Brisket       | Muscling     |
|--------------------------|-----|------------------|------------------|------------------|---------------|---------------|--------------|
| <b>Thin</b>              | 1   | Visible          | Visible          | Visible          | No fat        | No fat        | None/Atrophy |
|                          | 2   | Visible          | Visible          | Visible          | No fat        | No fat        | None/Atrophy |
|                          | 3   | Visible          | Visible          | Visible          | No fat        | No fat        | None         |
| <b>Borderline</b>        | 4   | Slightly visible | Foreribs visible | Visible          | No fat        | No fat        | Full         |
| <b>Optimum Condition</b> | 5   | Not visible      | Not visible      | Visible          | No fat        | No fat        | Full         |
|                          | 6   | Not visible      | Not visible      | Visible          | Some fat      | Some fat      | Full         |
|                          | 7   | Not visible      | Not visible      | Slightly visible | Some fat      | Fat           | Full         |
| <b>Over-conditioned</b>  | 8   | Not visible      | Not visible      | Not visible      | Abundant fat  | Abundant fat  | Full         |
|                          | 9   | Not visible      | Not visible      | Not visible      | Extremely fat | Extremely fat | Full         |

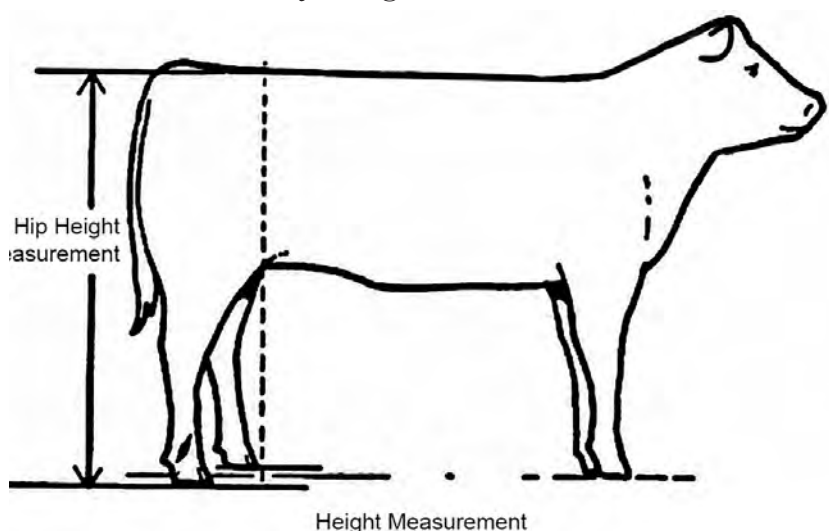
Adapted from Herd and Sprott, 1986; BCS = body condition score

## Hip Height

### Hip Height/Frame (weaning, yearling, or with mature weight):

The recommended site for hip height measurement is a point directly over the hooks (see image). Cattle should be standing on a flat and even surface. A word of caution about hip heights: the use of body condition score is a better genetic predictor of size and intake than hip height. According to the BIF Guidelines, "Caution should be taken when using the frame score equations and tables. These calculations were developed from cattle data from the 1970s. Cattle have changed tremendously since then, and the growth curve has likely changed, as well. The relationships of height as animals age may no longer be correct. Additionally, predictions of expected carcass weights or mature cow weights based on these frame scores that appear in many publications are

likely incorrect today. Cattle today tend to be heavier, at similar heights, to cattle used to develop the frame score equation." Consult the BIF guidelines ([guidelines.beef-improvement.org](http://guidelines.beef-improvement.org)) for conversion of hip heights to frame scores at various days of age.





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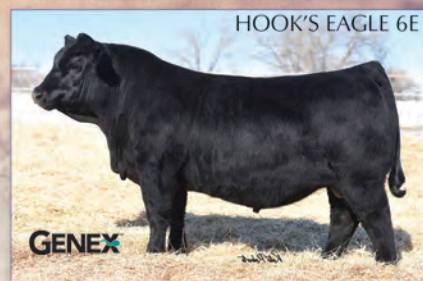
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## Docility

Assess docility at either weaning or yearling (see "Weights" section for acceptable age windows). Score an entire age group of cattle at the same time (don't score some at weaning and others at yearling). The following table describes the chute scoring method used by the ASA. Have one person do all the scoring (avoid one person doing some of the cattle and another person scoring the other portion). Being consistent is key to subjective measurements like docility.

|                            |                                                                                                                                                                                                                                                                                                    |
|----------------------------|----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| <b>1 = Docile</b>          | Mild disposition. Gentle and easily handled. Stands and moves slowly during processing. Undisturbed, settled, somewhat dull. Does not pull on the headgate when in a chute. Exits the chute calmly.                                                                                                |
| <b>2 = Restless</b>        | Quieter than average, but may be stubborn during processing. May try to back out of chute or pull back on headgate. Some flicking of tail. Exits chute promptly.                                                                                                                                   |
| <b>3 = Nervous</b>         | Typical temperament is manageable, but nervous and impatient. A moderate amount of struggling, movement, and tail flicking. Repeated pushing and pulling on headgate. Exits chute briskly.                                                                                                         |
| <b>4 = Flighty (Wild)</b>  | Jumpy and out of control, quivers and struggles violently. May bellow and froth at the mouth. Continuous tail flicking. Defecates and urinates during processing. Frantically runs the fence line and may jump when penned individually. Exhibits long flight distance and exits the chute wildly. |
| <b>5 = Aggressive</b>      | May be similar to score 4, but with added aggressive behavior, fearfulness, extreme agitation, and continuous movement which may include jumping and bellowing while in a chute. Exits the chute frantically and may exhibit attack behavior when handled alone.                                   |
| <b>6 = Very Aggressive</b> | Extremely aggressive temperament. Thrashes about or attacks wildly when confined in small, tight places. Pronounced attack behavior.                                                                                                                                                               |



CONTINUED ON PAGE 40



# Increase EPD Accuracy with Genomic Testing

Are you interested in knowing more about your young animals? Consider one of the three genomic panels we have available!



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## Feet and Leg

Collect scores at 12 to 18 months of age on a cohort of calves or for mature animals at weaning or pregnancy diagnosis.

### Scoring Rubric

- Score the three traits (Claw Set/ shape, Hoof Angle, and Rear Leg Side View) on a 1 to 9 scale using the included rubrics.
- If there is variation in the conformation of hoof traits between the front and rear/left or right, score the worst hoof.
- The best time to evaluate cattle to capture whole contemporary group information is between 12 to 18 months of age.
- Scores may be evaluated annually on mature cows (taken in conjunction with mature weights and body condition scores).
- Score all animals prior to any hoof trimming.
- Score animals on a level and hard surface, devoid of mud or grass to ensure an accurate appraisal.
- Score all animals on the same day, by the same evaluator.

#### Claw Shape

Open Divergent (OD)      desirable      Scissor claws (SC)

Reference: Shape (primarily curl) and evenness of the claw set.

#### Foot Angle

Steep foot angle (SA)      desirable      Shallow foot angle (SA)

Reference: Strength of pastern, depth of heel and length of foot.

#### Rear Leg Side View

Straight rear leg (ST)      desirable      Sickie hocked rear leg (SI)

Reference: Angle measured at the front of the hock.

### Feet and Leg Recommendations.

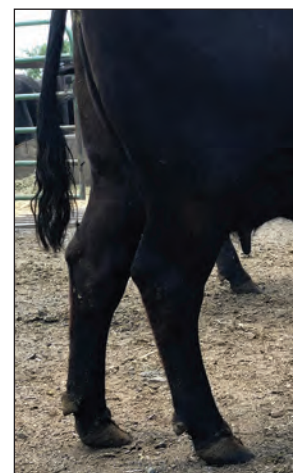
Developing a set of educational guidelines for feet and leg structure for ASA members to better select and evaluate their own animals has been a high priority for the ASA science team. While much of the research regarding the use of feet and leg data in genetic evaluation, as well as structure's impact on economically-relevant traits is still ongoing, membership can contribute to this research by voluntarily sending any data they collect on three traits: Claw Set, Hoof Angle, and Rear Leg Side View.



Claw Set



Hoof Angle



Rear Leg Side View



# Have You Checked Out Active Herd?

Digitally manage your herd records and import them directly into Herdbook when you're ready.

## Easy access:

Import existing active animal groups or create new pasture groups and animal records.

## Stay current:

Add updated performance data: actual birth, weaning, and yearling weights; calving ease scores; and import information directly into Herdbook for most accurate EPD updates.

## Save time:

Directly register cattle by moving informal pasture groups and records into an ASA job for data submission.

## Save money:

Active Herd is free with ASA membership.

## Track your management data:

- Herd health treatments
- Breeding, pregnancy, calving
- Weaning and yearling weights and measurements
- Inventory and historical/active pastures

## To access:

Log into [herdbook.org](http://herdbook.org), go to "Herd Mgmt", and select "Active Herd".



## Carcass

**Carcass Ultrasound (yearling age ranges):** Scan data typically includes ultrasound back fat thickness, ribeye area, rump fat, and intramuscular fat. Ultrasound data needs to be submitted by a certified ultrasound technician (find one at <http://ultrasoundbeef.com/Technicians.php>). It is important to note that ultrasound traits are not equal to harvest records. While they help predict carcass traits, emphasis on acquiring harvest records is vital to carcass trait prediction.

**Harvest Records (age dependent on feeding, breed, and type of animal):** Harvest records are rare and valuable to understanding the end product produced. For genetic evaluation and management decisions, most carcass information boils down to 1.) the amount of retail product from an animal and 2.) the quality of the beef on the animal.

**Back fat thickness:** Indicator of yield grade. External fat measured at the 12th rib, back fat thickness is used to estimate the yield percentage. As back fat increases, the percentage of retail product decreases.

**Dressed carcass yield:** Calculated as the hot carcass weight divided by the live weight multiplied by 100 and influenced by fill, muscling, fat, hide, etc. Heavier muscled cattle have a higher dressing percentage.

**Hot carcass weight:** Weight of the carcass as it leaves the slaughter floor.

**Ribeye area:** Ribeye muscle measured at the 12th rib to indicate yield.

**Yield grade:** Calculation that indicates the amount of retail product and measured in whole numbers from 1 (most retail product) to 5 (least retail product), although yield grade expressed in tenths is best for comparing animals.

**Marbling score:** Estimation of the intermuscular fat in the ribeye between the 12th and 13th rib.

### Numerical Scores

| Quality Grade | Marbling            | Score       |
|---------------|---------------------|-------------|
| Prime         | Abundant            | 10.0 – 10.9 |
| Prime         | Moderately Abundant | 9.0 – 9.9   |
| Prime         | Slightly Abundant   | 8.0 – 8.9   |
| Choice        | Moderate            | 7.0 – 7.9   |
| Choice        | Modest              | 6.0 – 6.9   |
| Choice        | Small               | 5.0 – 5.9   |
| Select        | Slight              | 4.0 – 4.9   |
| Standard      | Traces              | 3.0 – 3.9   |
| Standard      | Practically Devoid  | 2.0 – 2.9   |

Additional metrics are used to indicate palatability of the beef and influence quality grade like color, firmness, texture, and tenderness estimates like Warner-Bratzler shear force.

## Individual Feed Intake

Individual feed intake records are often taken post weaning or around yearling age. Growth is also measured during the intake test period.

**Warm-up period:** Depends on the background of the cattle and the type of feed intake system. If calves are already accustomed to eating out of bunks, a seven-day warm-up period with the feed intake system is likely adequate. For cattle that have not been bunk-broke yet, they could need up to a 21-day warm-up period.

**Feed Intake Test:** Recommend a 42-day minimum which allows for missed days due to weighing or problems with the intake measurement.

**Weights:** Animals should be weighed two days in a row (to adjust for fill) at the start of the test and at the end of the test or cattle can be weighed five times throughout the test period.

CONTINUED ON PAGE 44





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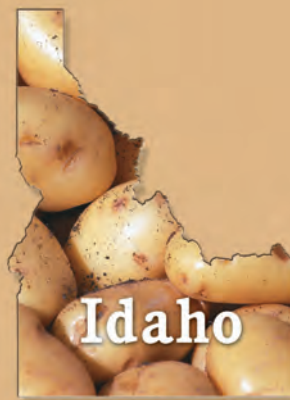
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## Fertility Records

Fertility is a lowly heritable trait and influenced by many factors. The fastest way to increase fertility is to use a crossbreeding system. Breeding soundness exams (BSE), reproductive tract scores (RTS), and pregnancy records are all valuable records for managing reproductive outcomes in your herd. These also take specialized training and in many states require veterinarians to perform the service. Scientists at Kansas State University are looking into the genetics of fertility in bulls and are seeking both BSE and pregnancy records from producers to contribute to the scope of this study.

**Reproductive Tract Scoring and Pelvic Measurements:** (four to six weeks prior to breeding). Used to assess pubertal status of heifers and cull problem breeders. Half of the heifers should be cycling (score of 4 or 5) for a successful breeding season. If less than half are cycling, consider adjustments to nutrition, timing of the breeding season, and including products that induce cycling in an estrous synchronization protocol (for instance, MGA® or Eazi-Breed™ CIDR®).

**Breeding Soundness Exams (prior to breeding season):** Performed by a veterinarian or a trained reproductive physiologist. Should include both a physical examination of the bull to determine his ability to move and physically breed plus a semen test to look for potential loss of fertility associated with sperm quality and movement.

**Pregnancy Status (timing varies depending on the method):** Blood tests can detect pregnancy as early as 30 days post-conception, ultrasound as early as 27 days, and rectal palpation 35 days or later. These require trained personnel and have various degrees of accuracy. Use of ultrasound allows for detection of heartbeat and sex determi-

nation of the fetus. If pregnancy rates fall below your expectation, consult with a veterinarian or reproductive physiologist to discuss ways to improve fertility.

## Regional Records

**Hair Shedding (ideally yearling during the spring — in most parts of the country May is best timing):** Scores are on a scale from 1 to 5 with 1 meaning hair is completely shed (ideal for heat tolerance) and 5 having a full winter coat (worst for heat tolerance). If you missed the yearling age, shedding scores can be taken on mature animals as well. Ideally the whole herd is scored on the same day by the same person. To date, hair shedding scores are not used routinely in genetic evaluation but can be used as a culling tool to reduce heat stress (consider culling cows with a 4 or 5 score especially in warmer climates).

**Pulmonary Arterial Pressure (PAP; yearling cattle):** PAP is an indicator of high-altitude disease and is used for the screening of animals who are susceptible to pulmonary hypertension. PAP testing is a veterinary procedure used to confirm the presence of pulmonary hypertension by measuring the pressure in the pulmonary artery. These measurements are typically taken at >5,000 ft of elevation in yearling cattle. A lower PAP score indicates less pulmonary stress, reduced susceptibility, and a more desirable phenotype.

PAP scores are used both to determine if an individual animal is at risk for high-altitude disease and now can also be used in genetic evaluation to predict the likelihood of an animal's progeny to have a risk of high-altitude disease.

## Hair Shedding

| Score | Definition                                 | Description                                           |
|-------|--------------------------------------------|-------------------------------------------------------|
| 1     | Slick, short summer coat (100%)            | Hair shedding is complete                             |
| 2     | Coat is mostly shed (~75%)                 | Hair shedding complete except for lower region of rib |
| 3     | Coat is halfway shed (~50% shed)           | Hair shed down the brisket and along topline          |
| 4     | Coat exhibits initial shedding (~25% shed) | Hair shed on neck and around tail head                |
| 5     | Full winter coat (0% shed)                 | No hair shedding                                      |





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American Simmental Association

To learn more about the CMP visit [www.simmental.org](http://www.simmental.org), then click Carcass Merit Program under the Commercial tab.

Questions, contact [lgiess@simmgene.com](mailto:lgiess@simmgene.com) for more information regarding this program.

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*\*The CMP is a structured young sire progeny test. Participating cooperator herds will random sample their cowherd 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.*





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**- Audrey Redalen, program participant, MN**

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

**- Madeline Smith, program participant, KY**

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

**- Carlye Rodenbeck, program participant, TX**

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

**- Jen Vaad, program parent, CO**

*"Thank you for all your hard work making this happen and working through all the kinks for us!"*

**- Brady Wulf, program participant, MN**

*"I have enjoyed the competition and learned so much over the past months."*

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## ANIMAL REQUIREMENTS

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

## CONTEST GUIDELINES

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

Winners will be announced at the 2021 National Classic Awards Banquet.  
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## CONTEST DETAILS:

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

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# Beef Abroad: Insights into the Scottish Cattle Industry

By Troy Rowan, Ph.D. Graduate Candidate at University of Missouri



**Editor's note:** Troy Rowan, recent recipient of the Walton-Berry Graduate Student Support Grant, studied abroad at the University of Edinburgh's Roslin Institute in Scotland looking at genomic signatures of selection to apply to population genetics. Roslin Institute is recognized for cloning the first mammal from an adult cell, Dolly the Sheep, pictured to the left with Rowan.

## The Scottish Beef Industry: Production and Consumption

While riding the bus to the Roslin Institute on my first day of work, I was struck by the number of sheep around! While there are certainly a higher proportion of sheep in Scotland than in the States, beef still accounts for a much larger proportion of their agricultural output: 26.1% for beef vs. 8.6% for sheep (Scottish Red Meat Report, 2019). I was also interested to see that the average beef herd size in Scotland (48) and the US (44, USDA-ERS) were roughly the same. Scottish beef production, much like in America, is deeply rooted in culture. Many operations have been in families for centuries, and their passion for maintaining the land, rearing cattle, and feeding people is as strong today as ever.

Scottish folks eat less beef annually (47 lbs) than the average American (58 lbs), but substantially more than the average resident in the rest of the United Kingdom (38 lbs). Much of this consumption is offset by lamb, but portion size plays an important role. These differences show up at the grocery store as well, where premium cuts are significantly smaller and have less marbling than the grain-fed steaks I am accustomed to seeing.

I was also struck by the presence of Scotch-branded beef in nearly every supermarket meat case. Scottish beef has had its own branded label for the last 30 years and is held in high-regard both within and outside of the United Kingdom. To be branded "Scotch Beef" animals must have been "born, reared and processed in Scotland" and spent their time on quality-assured farms.

In addition to traceability, animal welfare and sustainability are also highly-valued by consumers, and producers are duly compensated for maintaining a certain standard. Specifically in regards to animal welfare, the Scotch Beef Council works closely with the Scottish Society for the Prevention of Cruelty to Animals to develop welfare guidelines, perform farm checks, and develop educational resources. This partnership runs counter to many of our experiences in the United States where major animal welfare institutions largely operate initiatives counterproductive to animal agriculture.

While the US has far more beef cows (31 million vs Scotland's 406,000), the entire Scotch beef herd resides in an area smaller than the state of Maine. Scotland is able to support this high-density of animals with effectively unlimited forage. Even after spending my life in grass-producing areas of the Midwest, I was struck with the sheer amount of available forage. As a result, virtually all Scotch beef is finished on grass with minimal grain inputs. This pushes the average age at slaughter to 22 months, substantially older than grain-finished cattle in the States.

CONTINUED ON PAGE 52

I've spent most of my life thinking about America as the "Land of the Free and home of the Beef." Whether it was helping on my family's beef operation as a little one, breeding cows with my dad as a teenager, or during my Ph.D. in beef genomics at the University of Missouri, the American beef industry has been the only one I've ever spent much time thinking about. That is, until I spent the last six months of 2019 in the United Kingdom working on a portion of my graduate research. This scientific visit to work at the Roslin Institute in Edinburgh, Scotland was made possible by the Walton Berry Award from the American Simmental Association.

Though I could write all day about my research (and it turns out a lot of days I do), I wanted to share some of my insights into Scottish agriculture, particularly their beef industry. It was easy for me to take an American-centric view of beef production, but my time in the UK really highlighted some of the similarities and differences experienced by our fellow producers "across the pond". While our operations and industry organizations differ in many ways, it was reassuring to see that producers abroad are focused on the same things as producers at home: improving the efficiency and sustainability of red meat production.



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# Beef Abroad: Insights into the Scottish Cattle Industry

CONTINUED FROM PAGE 50



Yearling heifers (above) and bulls (below) over-wintering at Eastfield Aberdeen Angus near Kelso, Scotland near the Scottish-English Border. Animals will typically be bedded down and fed indoors from November until May.



The photo below was taken outside of the barn on the same day. Notice the amount of forage available for late November, and that sheep are still grazing!



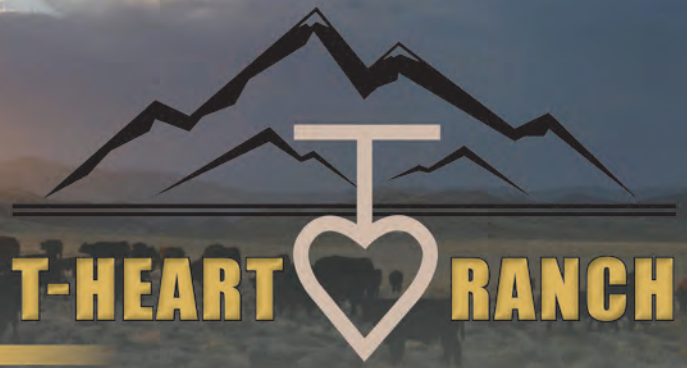
## Animal Management

Farmers and ranchers nearly anywhere in the US have been known to say, “You’re always two weeks from a drought”. In Scotland, this is not the case. While the average rainfall totals for Edinburgh are comparable to my family’s farm in Southwest Iowa, Scotland’s proximity to the ocean ensures that this rain comes consistently, particularly in the winter. The consistency of rainfall coupled with above-freezing temperatures year-round despite being on the same latitude as central Canada makes for completely saturated pastures in the winter months. Due to their dense stocking rates, producers’ land holdings are typically quite small, and any amount of foot traffic from cattle during this period would destroy a large percentage of their high-quality land. As a result, nearly all producers over-winter animals indoors, a concept that was entirely new to me.

Towards the end of my stay, I was lucky enough to meet up with a couple of veterinarians that took me out to see a few of their dairy and beef clients. By the middle of November, all of the cattle that we visited had moved indoors, were bedded down on straw, and were being fed silage and hay. They would remain inside until mid-April. In addition to raising hay to put up as silage, these management circumstances effectively require that cattle producers also grow their own wheat for straw for the following five months their animals will spend indoors.

CONTINUED ON PAGE 54





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# Beef Abroad: Insights into the Scottish Cattle Industry

CONTINUED FROM PAGE 52

## Genetic Evaluations and Selection Strategies

While most of my producer interactions in Scotland were seedstock Angus-based, it seems like the show ring is still a major driver of selection in the UK's four major breeds: Limousin, Angus, Charolais, and Simmental. While each breed's society collects performance data and reports EBVs (Estimated Breeding Values, which are 2 x EPDs), Limousin is the only breed that performs a genomic evaluation. By many accounts, Limousin appears to be the most technologically progressive breed in Scotland and the UK. They are currently undertaking initiatives involved with genomics, feed efficiency, carcass quality, and various health traits.

I was lucky to share some discussions around developing technologies with Professor Mike Coffey, at Scotland's Rural College (SRUC) and Head of eGenes, the service provider that runs all of the UK's sheep and beef and dairy cattle genetic evaluations. A major initiative of the British Limousin Cattle Society aims to use visual image analysis to accelerate genetic progress on a variety of retail value-based carcass traits. The goals of this "Carcass Traits Project" look almost identical to ASA's "Carcass Merit Program". Mike's group is a world-leader in leveraging "big data" phenotypes to help drive genetic progress on various production and health outcomes. Recently, they have been using machine learning to identify bovine tuberculosis (bTB) positive dairy animals using spectral profiles from millions of routinely-collected milk samples. Their methods are highly accurate and could play an essential role in the eradication of bTB from the British cattle population. In general,

Coffey is excited about the potential of novel phenotypes coupled with genomics to breed more productive cattle worldwide, an excitement that I most certainly share!

## Common Culture

While many aspects of Scottish beef production are different from what we are accustomed to here in the US, it is clear that many of the most important components are the same. It was immediately clear to me that Scottish farmers' devotion to caring for animals, tending the land, and producing healthy, safe, and plentiful red meat was every bit as strong as American ranchers'. It is my hope as the world becomes increasingly connected, we can increase the transfer of knowledge and shared experiences to continue driving the beef industry forward.

## Resources and Further Reading

To explore additional reading on Scottish Beef Production, please visit [simmental.org](http://simmental.org).

**ST**





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# NO is a Powerful Word



**By Bryon Wiegand, Ph.D.**

## **Editor's Note:**

*Dr. Wiegand is currently Professor of Animal Science at the University of Missouri and serves as the Technical Advisor to the Missouri Association of Meat Processors (MAMP).*

From the time we are very small children our vocabulary is built with a plethora of language choices, but none of these words seem as almighty powerful as NO! We have all experienced it, the toddler stomping the ground, crying loudly and stating emphatically that “NO, I will not hold your hand as we walk across the street.” With the discovery of this word comes a level of autonomy and realization that we as humans, at some point, are able to decide what we will and will not do. However, somewhere into adulthood, we temper the use of NO and somehow find it as an inappropriate response to many situations in life. This applies to our business decision-making and at times can be detrimental to our own well-being.

**We temper the use of NO and somehow find it as an inappropriate response to many situations.**

As I participated in the [the Missouri Association of Meat Processors] Fall Board Meeting, I was struck by some of the conversations we had surrounding the way that our friends, neighbors, and fellow business owners had been dealing with the pandemic and the life it had created for many. In a true “Preach to the Choir” moment, I heard several say that we are as busy as ever. Longtime customers were angry that they didn’t book a slaughter spot for all the animals they wanted and now those slots are held by someone else.

In true customer service fashion and with the normal approach that we always take, many of us couldn’t utter that simple word when that customer asked “Can’t you squeeze in just one more spot?”. The response rolled around in our head, the little voice inside said “We are bursting at the gills here, my people haven’t had a break in five months, we can’t update the cooler because it is always full”, but inevitably we look at the customer and say “YES, bring that extra animal next week and we will work it in”. That same voice in our head tells us that we can’t afford to lose the customer and we have always worked on the premise that the customer is always right. We hustle to appease them, sometimes at the detriment of our own health and sanity. I am not saying that the customer is not the key to our success, but I am saying that using NO a little more often might be the difference between our long-term success and being steam-rolled by the overwhelming pressure of a global pandemic.

With a few exceptions, I have noticed that many of our customers are reasonable adults. While everyone has and will continue to experience the stress of the situation, most understand that almost every aspect of life is different. The calm and well-thought discussion or explanation may not be what someone wants to hear, but many people will understand your point of view if you are honest and articulate in delivering the message. Sometimes saying NO means you get home 30 minutes earlier, you actually make it to the kid’s ballgame on time, you call on that old friend that has been struggling, or you simply have time to read at least the front page of the newspaper (physically or online).

This past week, I lost a dear friend to a very short and vicious battle with cancer. He was older, but it was way too soon for him to go. In the week leading up to his passing, I was able to talk with him on the phone. While we didn’t know how much longer he would be on this earth, we did know the inevitability of the situation. Friends, the last words he ever said to me were “Don’t wait too long to do what you want to do.” Before I could reply, he had hung up the phone and we never spoke again. Trust me, sometimes NO is the best answer you could ever give . . .

**ST**



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## Milk Fever, Minerals and Chemistry: It's Just One Big Interaction!

By John McKinnon, Canadian Cattlemen

**Editor's Note:** John McKinnon writes a regular nutrition column for Canadian Cattlemen.

Mineral nutrition has been a topic of this column on numerous occasions, particularly from the point of view of meeting requirements of cattle as they move through various stages of production. One aspect of mineral nutrition that we have not paid as much attention to is how different minerals interact with one another and how these interactions influence animal health and productivity. Following are some examples of these interactions.

First a bit of chemistry: mineral elements exist in various ionic states that can have either positive or negative charges. Positively charged elements are referred to as cations (i.e. calcium, phosphorus, copper, and zinc). Negatively charged elements are called anions (i.e. chloride, sulfur). Elements with opposite charges tend to attract each other, while those with similar charges tend to repel each other. It is through these ionic interactions that different combinations of minerals in feed and water sources restrict the absorption of specific minerals and by so doing, influence animal health and/or productivity.

The first example I will give is milk fever, which is a metabolic disease that affects beef cows at or near the time of calving. Symptoms include muscle weakness and twitching, abnormal gait/staggering, hyperexcitability, failure to stand and, in some cases, loss of consciousness and death. The most consistent clinical sign is low serum calcium, a condition known as hypocalcaemia. Low serum calcium levels can result from inadequate dietary sources, failure to absorb dietary calcium, and/or failure to mobilize body calcium reserves.

Factors which predispose an animal to milk fever include age, parity number (number of times she's calved), and diet. For example, milk fever is relatively rare in heifers. However, as the animal ages and increases in parity number, milk production typically increases, which increases the cow's calcium requirement. Compounding this increased demand, older cows do not mobilize body calcium reserves as readily as younger animals and thus are at increased risk of low serum calcium levels at times of peak demand, such as the onset of lactation.

The effects of diet are somewhat more complicated. Feeding excess calcium to a prepartum beef cow might seem like a logical solution to low serum calcium levels at or near the time of calving. Unfortunately, such a strategy can have the opposite

effect in that high dietary calcium intake tends to shut down or impede the body's ability to regulate serum calcium. Specifically, mechanisms for calcium absorption and/or mobilization from bone are down-regulated in situations where dietary calcium levels are excessive.

Historically with dairy cattle, the approach was to feed low dietary calcium before calving in order to activate mechanisms for regulating serum calcium, an approach that was not always successful. A dietary approach that has proven successful, particularly with dairy cows, is manipulation of the dietary cation-anion balance (DCAB). Nutritionists calculate the DCAB from the sum of the sodium and potassium ions (i.e. the cations) minus the sum of chloride and sulfur ions (i.e. the anions) with the concentration of each element expressed in milliequivalents. Most importantly for our discussion, diets that have a surplus of anions relative to cations promote bone mobilization of calcium and help to prevent milk fever, while those with a surplus of cations have the opposite effect. In the dairy sector, it is common to see prepartum diets formulated with a negative DCAB to help minimize issues with milk fever. Unfortunately, with beef cattle, there has been very little research. But when one considers the relatively high potassium levels of some of our common forages, it would be extremely valuable to know the optimal DCAB for prepartum beef cows.

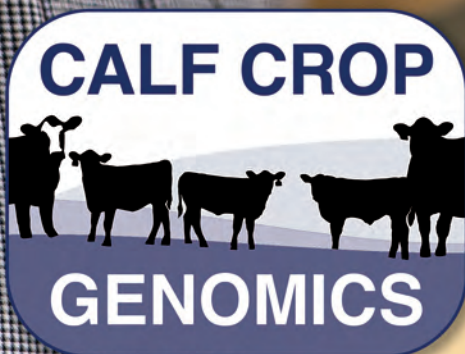
A second example is grass tetany or grass staggers. Symptoms are similar to milk fever but the condition is a result of low serum magnesium levels. As with milk fever, advancing age and parity number increases the animal's risk. In terms of diet effects, low forage magnesium levels can induce the condition as well as an imbalance in the ratio of dietary potassium to that of magnesium and calcium (concentrations again measured in milliequivalents). Known as the "Tetany Ratio," Australian research has shown that ratios greater than 2.2 are associated with an increased frequency of tetany symptoms in cattle. High ratios can be associated with forages that are high in dietary potassium and/or low in magnesium. Agronomic factors that can lead to high forage potassium levels include stressors on plant growth such as drought and the use of manure as a fertilizer, particularly with cereals grown for green feed.

A final example is the interaction that occurs between macro minerals such as sulfur and molybdenum and trace minerals such as copper. Feed and/or water sources that are high in sulfur and/or molybdenum can induce a copper deficiency in cattle despite adequate copper intake.

CONTINUED ON PAGE 60



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This is because sulfur and molybdenum separately or together can form insoluble complexes with copper and markedly reduce its availability to the animal. To counteract this effect, many nutritionists will look at the copper/molybdenum ratio of the ration, as well as total sulfur intake when making decisions on mineral formulation.

As you can see from above, mineral nutrition is a complex subject; advice from your nutritionist and/or feed company can pay big dividends.

## Tyson Becomes First in US to Verify Sustainable Cattle Production

Tyson Foods announced that it is working to verify sustainable beef production practices on more than 5 million acres of cattle grazing land in the US. If realized, this would be the largest beef transparency program in the US. The effort is part of Tyson's focus on sustainably feeding the world while taking care of people, the planet, and animals.

Working with Where Food Comes From, the largest provider of certification and verification services to the food industry, Tyson will source cattle from BeefCARE-verified beef producers

who are committed to raising cattle using practices that have a positive impact on the land and animals and who also want to promote it.

BeefCARE is a third-party sustainability verification program for cattle ranchers. The program uses third-party audits to verify that farmers and ranchers are using best practices in caring for animals, the environment, and the people and communities who support them. BeefCARE standards include practices such as having a cattle grazing management plan to help promote vegetative growth and diversity, water availability and quality, prevent/reduce soil erosion, and support carbon sequestration. More than 200 ranches are currently enrolled in the program, and plans are to expand the program over the next several years. The program is recognized by the US Roundtable for Sustainable Beef.

To ensure improved management of grasslands and rangelands, Tyson will also work with The Nature Conservancy to evaluate and enhance the environmental components of the current BeefCARE program. Nature Conservancy experts will provide input to Where Foods Comes From based on scientific analyses and land and livestock management experience.

CONTINUED ON PAGE 62

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"We recognize the importance of sustainable beef production practices that take care of people, the planet and animals," said Steve Stouffer, group president of Tyson Fresh Meats. "Our goal is to work with ranchers to verify and, when possible, improve those practices so that we can be transparent with our customers and consumers about how cattle in our supply chain are raised."

Sasha Gennet, director of sustainable grazing lands for The Nature Conservancy in North America, said, "Sustainability is a business imperative in the US beef industry to ensure long-term food production, economic security for ranchers and their communities, and a healthy environment for us all. Tyson Foods is setting a great example of a company that is taking proactive steps to achieve a sustainable beef system that supports farmers and ranchers while improving our critical natural resources, including soil, water, and wildlife."

This latest initiative builds on Tyson's goal for beef sustainability. In 2018, Tyson became the first US protein company to license Progressive Beef, a quality management system designed for cattle feeding operators who sell to companies like Tyson. Operators certified in the program follow best practices for animal welfare, food safety, responsible antibiotic use, and environmental sustainability, and these practices are verified twice per year through US Department of Agriculture-approved auditors. In 2020, Tyson will purchase more than 3 million Progressive Beef-certified cattle, which represents more than half of the cattle in the company's supply chain.

Sustainability throughout the food system is fundamental to Tyson's core values, which call on the company to "strive to serve as stewards of the resources entrusted to us." The company previously has set targets to improve land stewardship practices on 2 million acres of corn, partnered with the World Resources Institute to set science-based greenhouse gas reduction targets, and is collaborating with the World Resources Institute to establish contextual water targets, which take into consideration the entire watershed at 11 priority locations.

## Walmart, Cargill, McDonald's Invest \$6 Million in Grasslands

The Walmart Foundation, Cargill, and McDonald's are investing more than \$6 million in an initiative led by the World Wildlife Fund that aims to make lasting improvements to the grasslands of the Northern Great Plains.

The new program, known as the Ranch Systems and Viability Planning (RSVP) network, will support ranchers across the ecoregion — focusing primarily on Montana, Nebraska, and South Dakota — with technical expertise, training, and tools to help advance grazing practices that improve the health of the land. By improving management of one million acres over five years and avoiding conversion, this effort will result in increased carbon storage and sequestration, improved water infiltration, and better outcomes for biodiversity.

"Collaborative efforts like this can accelerate innovative, sustainable solutions and support ranchers in the beef supply chain," said Kathleen McLaughlin, EVP and chief sustainability officer for Walmart and president of the Walmart Foundation. "Sustainable grazing practices that improve soil health, absorb carbon, and reduce water consumption can help to protect the land and people who depend on it."

As ranchers continue to adapt their plans to improve conservation and economic outcomes, and share peer-to-peer learning, through the RSVP network, WWF will work with ranchers on private and tribal lands to provide extension services in one-on-one and group workshops, offer ongoing technical expertise, and provide cost share and monitoring to help ranchers design, document, and implement ranch plans.

"Ranchers are the most important stewards of the grasslands of the Northern Great Plains. As managers of over 70% of the remaining intact grasslands within this region, they hold the keys to its future," said Martha Kauffman, managing director of WWF's Northern Great Plains program. "The RSVP network will support ranching partners in planning and improving the resiliency of their operations, so they continue to provide habitat for wildlife, store carbon, filter clean water, produce nutritious food, and support communities for generations to come."

This program supports the Walmart Foundation's focus to bring more sustainable, regenerative practices to the beef industry. Investing in conservation activities in the Northern Great Plains supports the stewards of those lands and contributes to climate resilience efforts.

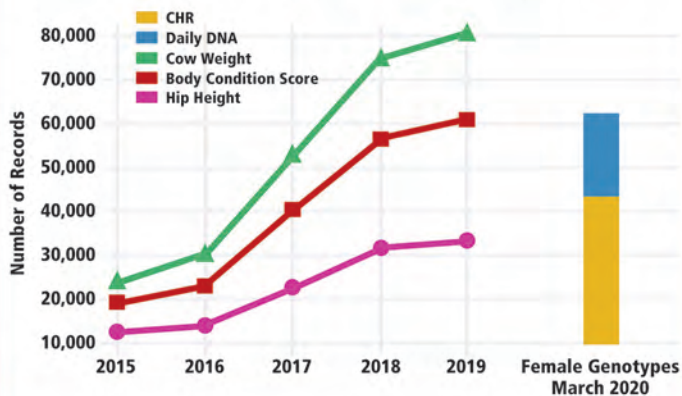
This partnership also supports McDonald's ambition to use its scale and many relationships from the farm to the restaurant to help significantly reduce greenhouse gas emissions and evolve the food system for a resilient and sustainable future.

CONTINUED ON PAGE 64



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The project is also part of Cargill's BeefUp Sustainability initiative, which seeks to reduce greenhouse gas emissions throughout the company's beef supply chain by 30% by 2030, measured on a per pound of beef basis against a 2017 baseline. Earlier this year, Cargill launched two other programs to support this goal, including a grassland restoration effort and an initiative to implement proven soil health practices in cattle feed.

The Northern Great Plains ecoregion, which comprises approximately 25% of the total area of the Great Plains of North America, remains largely intact, thanks in part to its harsh climate, which has made agricultural expansion relatively difficult until recent decades. In fact, the NGP still supports 1,595 species of plants, which provide habitat for 300 species of birds, 95 species of mammals, and 28 species of reptiles. The Missouri and South Saskatchewan Rivers, in addition to smaller prairie streams, riparian, and wetlands habitats, provide habitat for 13 species of amphibians and 121 species of fish. Grasslands have evolved to be grazed, and cattle grazing, when managed well, can deliver many conservation benefits, including healthy grasslands, improved soil, and the preservation of key habitats.

## UNL Researchers are Tracking Movements in Cattle to Improve Beef Production

Whether they are grazing, resting or getting a drink of water, University of Nebraska-Lincoln researchers are tracking the movement and behavioral patterns of beef cattle to learn how it links to efficient beef production. They are tracking the movement of 30 cows and calves. The UNL researchers are using collars with GPS and accelerometers, a technology similar to one found in a Fitbit, to collect the data on movement patterns.

Specifically, researchers are watching to see how specific behaviors shown by cattle link the animal's traits. Mitchell Stephenson, a range and forage management specialist at the Panhandle Research and Extension Center said, "When you look at the behaviors, you can link them together." He said, "Looking at production efficiency, milk production, and behavioral characteristics are really what make this study unique."

The lead researcher Travis Mulliniks, a range cow production systems specialist at the West Central Research and Extension Center in North Platte, said understanding the relationships

between cattle traits and behaviors could be used to better understand how milking ability influences cow-calf relationships and ultimately increase producer profitability and efficiency.

Mulliniks and Stephenson are working with Samodha Fernando, a rumen microbiologist in the university's Department of Animal Science, to use technology to better understand those links between traits and behaviors. This spring, the three researchers will use a three-year, \$300,000 USDA grant to evaluate the impact of milk production on cow-calf productivity, grazing behavior, and profitability.

Researchers said that if a cow produces a lot of milk, the team will analyze whether its calf spends more time nursing or grazing and if the grazing preference may be tied into average daily gain. The researchers will also evaluate the impact a cow's milk has on its calf. They will measure the cow's milking ability by periodic milking of the cows using a milking machine and recording the suckling and grazing behaviors of the calves. This will then be tied into production characteristics such as weaning weight.

The research will be performed at the university's Gudmundsen Sandhills Laboratory, a nearly 13,000-acre research facility in Grant, Hooker and Cherry counties. The grant was provided by the Critical Agricultural Research and Extension. "This is the only study that I know of, ever, that is using this technology and looking at cattle in this way," Mulliniks said.

UNL said Selby Boerman, a graduate student working on the project, milks each beef cow five times during the lactation period. She records the amount of milk produced over 24 hours and analyzes the fat and protein content, which could play a big role in the production characteristics of cows. Boerman also monitors the cow-calf pairs and records the time the calves spend nursing.

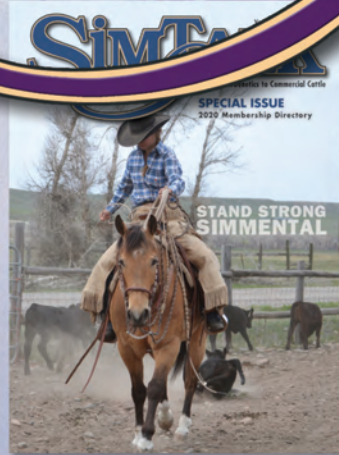
The study also involves taking fecal samples from the cows and calves. Researchers will use the samples to analyze which grasses and forbs the cows and calves consume over the growing season. "Basically, we can reconstruct their diet, even to the general idea of some percentages of different species in their diet, based on what we see in the fecal matter," Stephenson said. The data will be used to see the crossover in diet between cows and calves. They will take note of how their diet changes throughout the growing season.

The researchers said they are focused on ways that precision livestock management can add value for a producer. "Our technology collects the data, and we can see changes in behavior over time,"



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Stephenson said. "Getting this data in real time is where the technology is going and will aid producers in making decisions at the individual animal level — this is precision livestock management."

Mulliniks, too, is focused on the potential benefit of the technology for producers. "It's not as simple as range science or animal nutrition; it is very complex," he said. "That's why you can't necessarily tease apart some of these projects and why we look at it as an integrated system."

## Livestock and Sportsmen Groups Enter Conservation Partnership

The National Cattlemen's Beef Association (NCBA) and the Public Lands Council (PLC) signed a Memorandum of Understanding (MOU) with Ducks Unlimited (DU) and Safari Club International (SCI) to outline the groups' shared commitment to conservation of natural resources through sustainable multiple use. The MOU outlines these groups' efforts to cultivate healthier ecosystems, wildlife populations, and economies through active management. Hunting, fishing, and livestock grazing are all key components of successful, comprehensive management plans for our nation's public lands and resources.

The MOU highlights decades of successful voluntary conservation programs and formalizes a partnership to allow these groups to coordinate multi-sector projects in the future. Cattle and beef producers, hunters, and conservationists often engage in conservation partnerships that maintain open space, honor the cultural and historical value of landscapes, and empower local communities and rural economies. Signatories of the MOU are proud of the meaningful conservation achieved, and today reaffirmed their commitment to voluntary conservation.

"One thing cattle producers and the sportsmen communities have in common is a shared commitment to being good stewards of the land. Combining efforts under this memorandum will boost conservation efforts and management of wildlife habitat," said NCBA President Marty Smith. "We want to thank everyone who has made this partnership possible."

"This MOU is a great step in putting the hard work from long-standing partnerships on paper," said PLC President Bob Skinner. "Ranchers are true conservationists, and I am proud to partner with groups whose members also work to protect open spaces and manage our country's natural resources for a better future."

"As sportsmen and cattle producers both know, land that is used, is land that is loved," said SCI CEO W. Laird Hamberlin. "We are committed to prioritizing partnerships that help deliver results for conservation and cementing that with the signing of this MOU. SCI and its members look forward to working together in the future to ensure sportsmen, cattle producers, and the American public can enjoy these lands for generations to come."

"DU members and ranching families alike know protecting wildlife habitat and working lands go hand in hand," said Ducks Unlimited CEO Adam Putnam. "The signing of this agreement solidifies the strong bond between sportsmen and ranchers. America's farmers and ranchers both feed the world and host a wide range of wildlife on their working lands and have done so for generations. Together, we are ensuring our natural resources and our food security are provided for."

## Herd Immunity An Important Concept For Humans, Animals

*By Ellen Crawford, NDSU Extension Service*

The term "herd immunity" has come into common usage in recent months.

"This is an important term and is a concept that is critical to understand as it pertains to human and animal health," says Gerald Stokka, North Dakota State University Extension veterinarian and livestock stewardship specialist.

The concept of herd immunity is a companion concept to individual immunity.

"Individual immunity is important to us all as immunity is critical to our very survival," Stokka says. "We are constantly exposed to potential disease-causing organisms, and yet the vast majority of people are asymptomatic (show no obvious signs or symptoms of disease) or have only mild symptoms for a short period of time."

A good example of the importance of individual immunity is the practice of vaccinating horses to protect them against the disease caused by West Nile virus. The West Nile virus is transmitted to horses through the mosquito. This virus cycles between mosquitoes and bird populations, with horses and humans becoming infected when bitten by an infected mosquito.

Horses, humans, and other mammals are known as dead-end hosts because they cannot infect other like species. Preventing the mosquito bite is difficult and thus protection through vaccination is important. The vaccination of mosquitoes

CONTINUED ON PAGE 70





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and wild birds is logistically impossible at this time; thus, the need exists for an effective vaccine in the horse population.

The three objectives of vaccination are to: Induce protection against disease; reduce susceptibility of an individual to infection; and reduce infectivity (shortens time and severity) after the occurrence of an infection

In contrast, some disease-causing infectious agents are transmitted in a different manner. An example in cattle populations is the virus known to cause the disease bovine virus diarrhea, or BVD. This disease is misnamed because it rarely causes diarrhea, but it may play a role in a host of other disease manifestations, such as respiratory disease, by compromising the immune system of the animal, making it more susceptible to other infections.

This virus is spread from animal to animal through nose-to-nose contact, and also likely through the fecal-oral route. The infection is the most harmful when the developing fetus is infected.

Exposure and infection that occur early in gestation, up to 60 days, may result in absorption or expelling of the fetus. When this occurs later in gestation, from approximately day 60 to 180, abortion may result or the virus may not be recognized as foreign by the developing fetal immune system.

Provided the calf survives this infection, the calf is born with the virus and will shed (expose others to) the virus for its entire life. This becomes the number one reason this virus is maintained in cattle population.

## The Goal of Vaccination in The Case of BVD is TwoFold.

“One is to vaccinate the cow so that she develops individual immunity, which will protect her fetus from exposure and infection,” says Carrie Hammer, a professor in NDSU’s Animal Sciences Department.

The ability of any vaccine to provide this level of individual immunity 100% of the time is very limited, although research indicates vaccination can result in a high level of protection.

The second goal is to achieve herd immunity. When the transmission of a disease is animal to animal, the number of animals that are at risk of infection is important.

Once an animal is infected and survives, its immune system has won the battle and the virus is eliminated. The greater the number of survivors, or immune animals, the less likely the virus can find another susceptible one. Thus, the herd

actually protects the remaining animals that still are susceptible.

Potential pathogens differ in their ability to infect susceptible animals, and some can spread faster than others. This typically is expressed as the reproductive number. This is the typical number of new cases of infection that will be generated from an index case. For example, in the case of the herpes virus 1 (IBR) infection in cattle, the estimate is that in a herd of susceptible animals, seven new animals will become exposed and infected for each individual infection.

Of course, this depends on how close the contact, or social distance, is between animals. To use a human example, the estimate is that for each case of measles, 15 new cases will arise.

“Although estimates vary widely, the growing consensus of the reproductive number for COVID-19 appears to be between two and three,” says Paul Carson, professor of practice in NDSU’s Department of Public Health.

The goal with vaccination or exposure (new cases) is to have this number less than one.

“When this occurs, not enough new cases are generated to propagate the infection, and an outbreak will soon be extinguished,” Carson says. “Therefore, the goal of herd immunity is the reduction of infection or disease in the susceptible segment of a population as a result of immunity (through vaccination and/or natural infection) in a substantive proportion of the population.”

The chances of exposure and infection decrease with an increasing number of individuals who are immunized. This results in a decrease in the transmission of the pathogen within the group such that new infections become controlled or extinct.

The threshold for which we can expect to see herd immunity is directly related to the contagiousness of the pathogen (the reproductive number). Using the example of COVID-19, with a reproductive number of 2.5, the proportion of the population needing to be immune to halt further spread would be 0.6 (60% of the population needs to be immune to stop the spread).

In the livestock business, the use of vaccinations is two-fold. It is used to protect individual animals from developing a disease and/or having signs and symptoms of a disease. In addition, it is used to reduce the severity and duration of disease and to increase the amount of exposure required to cause infection.

“When the transmission of a pathogen does not involve animal-to-animal transmission such as

CONTINUED ON PAGE 72





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West Nile virus in horses, this is a critical individual animal immune response,” Stokka says. “When transmission is animal to animal, not only is individual immunity important, but the development of group or herd immunity is critical to reduce the spread/shedding of the organism and subsequently the number of new infections that develop.”

## Experts Discuss Matching Cattle Needs to Feed Resources

By K-State Research and Extension

Cool, crisp mornings and school activities filling the calendar are two signs that fall is on the horizon. Just as families make plans, cattle producers need to be looking into their fall grazing options, according to the team of experts at Kansas State University's Beef Cattle Institute.

“Producers need to be thinking now about planning for fall grazing whether that is stockpiling pasture or planting perennial grasses to minimize the use of stored forages such as hay,” said K-State veterinarian Brad White.

White was among a group of experts who recently discussed fall grazing on CattleChat, a weekly podcast produced by the BCI.

Phillip Lancaster, a research assistant professor and beef cattle nutritionist for BCI, said that stockpiling is removing cattle from a pasture to allow late season forage growth to accumulate for grazing in the late fall and winter after the plant enters dormancy. K-State veterinarian Bob Larson added this can be done with or without adding fertilizer to the pasture.

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"If producers use stockpiling as a management strategy it is important to know if that forage is a good option because not all forages will work well," White said.

Larson added: "Effective stockpiling means that cattle are removed from the pastures at the right time to allow for good regrowth and not just putting them out on old, nasty, tall, dormant forage. For example, cool-season grasses such as a fescue work well for this."

As with any management strategy, it is important to assess the costs, said K-State agricultural economist Dustin Pendell.

"Think about the costs tied into feeding the harvested forages in the winter, not to mention the amount of time it takes to feed the cattle, and weigh that against the investment of letting the cattle graze late into the season," Pendell said. "If you add on fertilizer, that is another expense to include in your calculations."

Larson said that the dollars per calorie of feed may be similar, but the labor of feeding stored forages versus letting the cattle graze is much different.

"Producers need to look at all the costs, not just the cost of the calories but also the cost of getting those calories into the cows," Larson said.

Lancaster pointed out that stockpiling can happen with both a perennial forage as well as on a planted winter annual.

"Producers need to consider the nutritional requirements of the animal consuming this forage," Lancaster said. "For example, if I am going to put spring calving cows in late gestation on a field, then a winter annual may not be the most cost effective. But if there are calves that are going to be weaned in

CONTINUED ON PAGE 74

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the next month and backgrounded on my pastures, the winter annual may provide some high-quality forage and add weight to the calves."

Backgrounding allows the calves to graze pastures until they are ready to enter the feed yards.

Options for overseeding annuals could include winter wheat, ryegrass, or fall oats, Lancaster said. "The benefit of overseeding with those types of plants is that cattle will get a small benefit from fall grazing," White said. This strategy will also provide some early spring grazing opportunities for cows that are ahead of rebreeding.

Lancaster said with this management plan, rebreeding rates often increase because it keeps the cows in good body condition.

The group agreed that the best strategies to follow will always be the ones built around the nutritional needs of the animal.

Here are their top five considerations for fall grazing plans:

Be open to trying new things and be sure to talk to others who've tried it.

- Consider grazing on cover crops or winter annuals.
- Remove cattle from forages if you plan to stockpile cattle on them in the fall.

- Determine the appropriate amounts and optimum timing for fertilizer applications.
- Develop a strategy to minimize storage forage to maximize the grazing days.

## Genetics Related to Cattle Temperament

A strong association between the genes influencing cattle temperament and autism in people has been discovered by researchers with the University of Queensland (UQ) in Australia. UQ genomic professor Ben Hayes said the research by his interdisciplinary team, headed by Dr. Roy Costilla, could lead to improved animal welfare and meat quality.

"The research doesn't mean that cattle have autism, [but] rather, that cattle share an overlap of genes with humans that are critical in brain function and response to fear stimuli," Hayes said.

Temperament is an important trait for day-to-day management of cattle.

"We knew that genetic factors were likely to influence temperament in cattle, and we thought that genes involved in behavioral traits in humans could also influence temperament in cattle," he

CONTINUED ON PAGE 76

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said. "We found that genes known to contribute to autism spectrum disorders also influence temperament in cattle."

Hayes said the outcome was important because it opened the way for research conducted on behavioral traits in humans to shed further light on temperament in cattle.

"It can be distressing having an animal that has a poor temperament in the herd and stirs up all the other cattle, putting them into a state of stress," Hayes said. "If we can identify those animals early or breed to eliminate them, we can potentially reduce the stress of the whole mob."

"That has great implications for welfare — not only of the cattle but also the people handling the cattle who are less likely to be charged or kicked."

Hayes said there was an association between a calmer temperament in cattle and better meat quality. "The cattle industry's standard for measuring temperament is 'flight time' — the speed in which cattle move after release from an enclosure. What a producer wants is cattle that move calmly and slowly from the enclosure, rather than an animal that charges out in an aggressive or stressed state."

"Our study found flight time is about 35% heritable, which is very significant," he said. "It means

you can make a lot of progress by breeding for better temperament; it's about the same as milk production in dairy cattle, and we've made big breeding gains there." The same genes were identified in other genomic research conducted on domestication of foxes.

"The same genes just come up again and again," he said. "Some DNA variants in those genes are more common in people with autism; and in cattle, some DNA variants in those same genes are found to make the cattle more fearful in new situations and have a reactive temperament."

UQ noted that the study is the first time whole-genome sequencing has been used to analyze temperament in beef cattle. The researchers looked at 28-million datapoints per animal for the 9,000 cattle with temperament records in the initial study and then validated the results in more than 80,000 cattle from Ireland.

The team will incorporate the temperament data into a panel of markers available for producers that would also provide breeding values for fertility.

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sis was conducted primarily in northern cattle Bos indicus breeds and was validated in Bos taurus cattle," he said.

The study was a result of cooperation among Australian researchers, the beef industry, and international collaborators from Ireland and Brazil.

## NCBA Policy Supports US CattleTrace

The National Cattlemen's Beef Association (NCBA) board of directors adopted a new policy in support of US CattleTrace and its mission of advancing disease traceability in the US cattle industry. The policy resolution was brought forward by state cattlemen's associations in Florida, Kansas, Kentucky, Missouri, Tennessee, Texas, and Washington.

"The NCBA policy process starts with individual producers – it's a true grassroots process. To see this policy resolution receive unanimous support through the committee process and with the board of directors further demonstrates that US CattleTrace is a producer-led, industry-driven effort to advance disease traceability," said Callahan Grund, US CattleTrace executive director. "We thank NCBA for its support and are excited

to work with the organization going forward. Support from NCBA, individual cattle producers from across the country, and our partners throughout the industry will be paramount to the success of achieving a robust animal disease traceability system in the United States."

The policy resolution calls for NCBA to support the expansion of US CattleTrace and directs the organization to encourage and help facilitate state-affiliate support and educational efforts. Animal disease traceability is a priority in the US beef cattle industry and has been included in both the 2016-2020 and the 2021-2025 Beef Industry Long Range Plans. In 2016, the plan called for a feasibility study, which has been a guiding document for US CattleTrace, and the newly released plan supports aggressive animal disease traceability growth and expansion targets.

"We are humbled to have NCBA's support and partnership," said Brandon Depenbusch, US CattleTrace Board of Directors chairman. "To truly achieve a nationally significant animal disease traceability system in the United States, we need partners across the industry — individual producers in all segments, industry organizations, like NCBA, technology, data and identification companies, and private-sector traceability organizations. This new partnership is a critical step in the expansion of US CattleTrace and disease traceability."

In August 2018, CattleTrace Inc. was formally established as a private, not-for-profit corporation to securely maintain and manage the data collected as part of the disease traceability pilot project. A board of directors with representatives from cow-calf, livestock market, and cattle feeding sectors was named to lead CattleTrace Inc. In January 2020, the board voted to change the name to US CattleTrace Inc. to formally establish the multi-state initiative to advance disease traceability.

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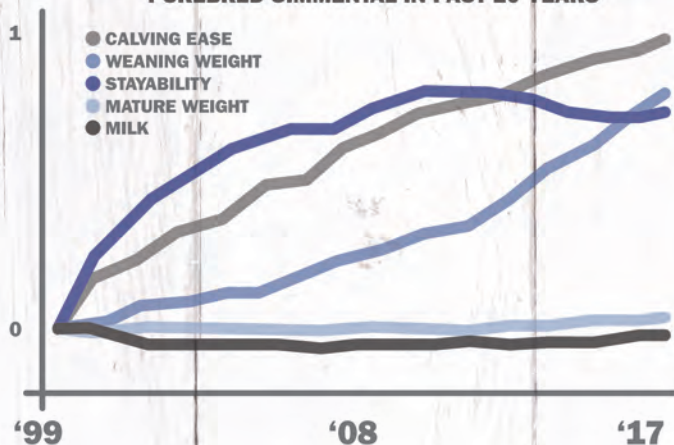
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# CALENDAR

## OCTOBER

- 24 Cattlemen's Preferred Sale — Ratcliff, AR
- 24 C&C Farms' Clear Vision Fall Production Sale — Winder, GA
- 24 Clear Choice Female Sale — Milan, IN
- 24 Pennsylvania Fall Classic Sale — Waynesburg, PA
- 26 Rust Mountain View Ranch's Female Dispersal Sale — Mercer, ND
- 30 26th Annual Hokie Harvest Sale, Virginia Tech — Blacksburg, VA
- 31 7P Ranch's 45th Annual Production Sale — Tyler, TX
- 31 Genetic Opportunity Sale — Albemarle, NC
- 31 Haase SimAngus Private Treaty Sale — Windsor, MO
- 31 High Ridge Farms' Genetic Opportunity Sale — Albemarle, NC
- 31 Red Hill Farms' "Bulls and Females of Fall VI" — Lafayette TN (pg. 92)
- 31 Yon Family Farms Fall Sale — Ridge Spring, SC

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- 1 Hawkeye Simmental Sale — Bloomfield, IA
- 1 Triangle J Ranch's Annual Female Sale — Miller, NE (pg. 47)
- 2 Hanel's Black Simmentals' Female Sale — Courtland, KS
- 2 Harriman Santa Fe Annual Bull Sale — Montrose, MO
- 7 24th Annual Southern Showcase Sale — Rome, GA (pgs. 35, 51)
- 7 Cason's Pride and Joy Elite Female Sale — Russell, IA
- 7 Hilltop Simmentals' Dakota Ladies' Bred Heifer Sale — Worthing, SD
- 7 Irvine Ranch 16th Annual Production Sale — Manhattan, KS
- 14 Anderson Land and Livestock Private Treaty Bull Sale — Stanfield, OR (pg. 13)
- 14 Deer Creek Farm's Annual Bull Sale — Lowesville, VA
- 14 Gibbs Farms' Bull and Replacement Female Sale — Ranburne, AL (pgs. 35, 93)
- 14 SK Cattle's Complete Simmental Dispersal Sale — Aberdeen, SD
- 15 Houck Rock Creek Ranch's Fall Private Treaty Bull Sale — Allen, KS
- 16 Biehler Simmentals' Production Sale — Linton, ND (pgs. 14-15)
- 20 Heartland Simmental Performance with Class Sale — Waverly, IA (pg. 21)
- 21 9th Annual Strickland-Driggers Bull Sale — Glennville, GA (pg. 35)
- 21 Best of Both Worlds Sale — Newark, OH
- 21 Callaway Cattle Company's 8th Annual AffordaBULL Sale — Hogansville, GA (pg. 35)
- 21-24 LMC and Friends Giving THANKS Online Sale VI — [www.lamuneca.com](http://www.lamuneca.com)
- 21 Southern Cattle Company Bull Sale — Marianne, FL (pg. 91)
- 21 Stanley Martins Farms' Herd Reduction Sale — Decorah, IA
- 21 Timberland Cattle's Fall Bull Sale — Vernon, AL
- 21 Yardley Cattle Company's Annual Female Sale — Beaver, UT (pg. 6)
- 27 Chestnut Angus Female Sale — Pipestone, MN
- 28 Felt Farms' Foxy Ladies Sale — West Point, NE
- 28 Nolan and Bagby Performance Cattle's Breeding For the Future Bull and Female Sale — Rockfield, KY (pg. 90)
- 28 Right By Design Sale — Middletown, IN
- 30 WLB Livestock Complete Dispersal — Douglas, MB

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- 5 Jewels of the Northland — Clara City, MN (pg. 72)
- 5 Next Step Cattle Company's 8th Annual Bull Sale — Livingston, AL
- 5 T-Heart Ranch's Fall Female Sale — LaGarita, CO (pg. 53)
- 5 The Source Sale Volume VI — Nashville, GA (pg. 35)
- 5 Tom Brothers Ranch Private Treaty Bull Sale (Opening Day), Campbellton, TX (pg. 77)
- 5 Western Choice Simmental/SimAngus™ Sale — Billings, MT (pg. 89)
- 11 Southern Cattle Company's Arcadia Bull Sale, Marianna, FL (pg. 91)
- 12 Cowboy Logic Bull and Female Sale — Talmo, GA (pg. 35)
- 12 Hartman Cattle Company's Customer Appreciation Sale — Tecumseh, NE
- 12 NDSA Annual Showcase/Sale — Mandan, ND (pg. 88)
- 12 North Alabama Bull Evaluation Sale — Cullman, AL
- 13 Trauernicht Simmental Nebraska Platinum Standard Sale — Beatrice, NE (pg. 23)
- 18 Buck Creek Ranch's Grand Event — Yale, OK (pg. 11)
- 19 South Dakota Source Sale — Mitchell, SD

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- 15 Diamond Bar S Bull Sale — Great Falls, MT
- 19 Powerline Genetics' Bull Sale — Arapahoe, NE
- 22 Ellingson Simmentals' Annual Production Sale — Dahlen, ND (pg. 46)
- 23 Forster Farms 42nd Annual Production Sale — Smithfield, NE
- 29 Double J Farms' 47th Annual Private Treaty Bull Sale — Garretson, SD (pg. 47)
- 30 J&C Simmentals' Annual Bull Sale — West Point, NE (pg. 47)
- 31 Triangle J Ranch's Bull Sale — Miller, NE (pg. 47)

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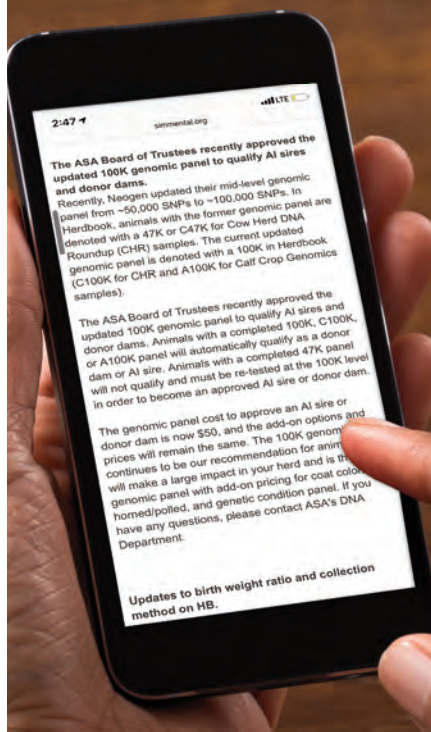
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# CALENDAR

CONTINUED

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- 1 APEX Cattle "Heterosis Headquarters" Bull and Bred Heifer Sale — Dannebrog, NE
- 1 Gateway Simmental 41st Annual "Breeding Value" Bull Sale — Lewistown, MT (pg. 1BC)
- 3 Begger's Big Sky Genetic Source Bull Sale — Wibaux, MT
- 3 Lazy C Diamond Ranch's Production Sale — Kintyre, ND
- 4 Hart Simmentals' Power Bull Sale — Frederick, SD
- 4 Stavick Simmental's Annual Sale — Veblen, SD (pgs. 7, 69)
- 5 Cow Camp Ranch's Annual Sale — Lost Springs, KS (pgs. 3, 61)
- 5 Kunkel Simmentals' Annual Bull and Bred Female Sale — New Salem, ND
- 6 39th Annual Klain Simmental Ranch's Production Sale — Ruso, ND
- 6 Powerline Genetics' PAP Tested Bull Sale — Castle Dale, UT
- 6 Prickly Pear Simmental Ranch's Bull Sale — Helena, MT
- 6 Value Based Genetics Sale — Decorah, IA
- 7 Hartman Cattle Company's Simmental Bull Sale — Tecumseh, NE
- 8 Dakota Power Bull Sale — Valley City, ND
- 9 Edge of the West Production Sale — Mandan, ND (pg. 46)
- 10 Jackpot Cattle Company's Bull Sale — Wessington, SD
- 10 River Creek Farms' Spring Bull Sale — Manhattan, KS (pgs. 5, 61)
- 11 Felt Farms' Brand of Excellence Bull Sale — West Point, NE
- 11 Lassel Ranch Simmental's Annual Bull Sale — Glendive, MT
- 12 Bata Brothers/Bell Family 23rd Annual Bull Sale — Rugby, ND
- 12 Bred For Balance Sale — Starbuck, MN (pg. 37)
- 13 Kenner Simmentals' 25th Annual Production Sale — Leeds, ND
- 13 Mississippi/Dixie National Simmental Sale — Jackson, MS
- 13 Rousey SimAngus™ Bull Sale — North Platte, NE (pg. 51)
- 13 Rydeen Farms' 23rd Annual "Vision" Sale — Clearbrook, MN (pg. 6, 46)
- 14 Oak Meadow Farms 3rd Annual Production Sale — Cresco, IA
- 15 Bulls of the Big Sky — Billings, MT (pgs. 29, 69)
- 15 Houck Rock Creek Ranch's Spring Private Treaty Bull Sale — Allen, KS
- 15 Iowa Simmental "Mark of Excellence" Sale — Des Moines, IA
- 16 QBVJT Power By Design Sale — Oakes, ND
- 19 32nd Annual Power Bull Sale — Carstairs, AB (pg. 46)
- 19 Dakota Xpress Annual Bull and Female Sale — Mandan, ND (pg. 46)
- 19 R&R Cattle Company's Annual Production Sale — Chamberlain, SD
- 19 Sandy Acres' Bull Sale — Neligh, NE (pg. 47)
- 20 7P Ranch's 27th Annual Spring Bull and Female Sale — Tyler, TX
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- 20 Yon Family Farms Spring Sale — Ridge Spring, SC
- 21 Bred For Balance Annual Sale — Starbuck, MN
- 24 C Diamond Simmentals' Annual Production Sale — Dawson, ND
- 25 Illinois Performance Tested Bull Sale — Springfield, IL
- 26 Mid-America Simmental Sale — Springfield, IL
- 27-3/6 Hofmann Simmental's "Buy Your Way" Bull Sale — Clay Center, KS

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- 1 Hanel's Black Simmentals' Black and White Bull Sale — Courtland, KS
- 1 Sweet 16 Online Bull and Female Sale — [www.lot1.com](http://www.lot1.com)
- 2 Hill's Ranch's Bull Sale — Stanford, MT (pg. 69)
- 3 Klein Ranch's Annual Production Sale — Atwood, KS
- 4 17th Annual Cattleman's Kind Bull Sale — San Saba, TX
- 4 Brink Simmentals' Phone Auction — [www.brinkgenetics.com](http://www.brinkgenetics.com) (pg. 74)
- 4 Keller Broken Heart Ranch's Annual Sale — Mandan, ND (pg. 46)
- 5 Eichacker Simmentals' Annual Bull and Female Sale — Salem, SD (pg. 69)
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- 13 Northwest Select Simmental Sale — Stanley, ND
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- 19 Sunflower Genetics' Annual Production Sale — Maple Hill, KS (pg. 61)
- 20 Altenburg Super Baldy Ranch's 29th Annual Bull Sale — Fort Collins, CO
- 20 Cattlemen's Choice Sale, Fredonia, KS

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## Annual Meeting and Banquet — December 11, 2020

## North Dakota Simmental Association Classic SALE

# December 12, 2020

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

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

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*9th Annual*

# Bull and Female Sale

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**Cattlemen's Livestock Market**  
**210 Stamps Road • Rockfield, KY 42274**

**Sale Offering:**

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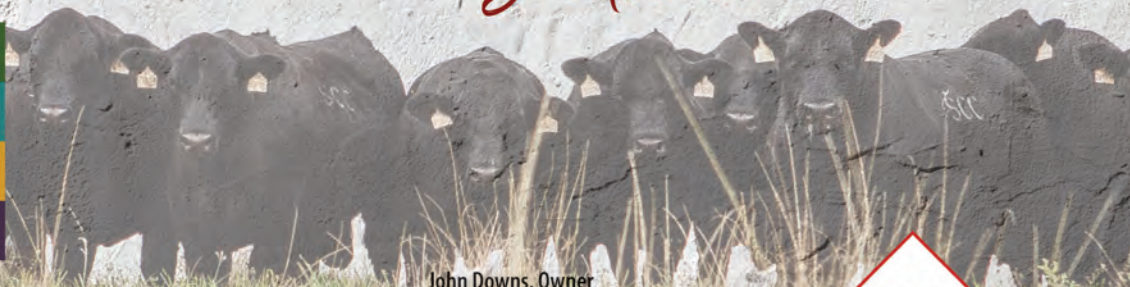
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| 11.0 | -0.2 | 86.1 | 145.0 | 0.37 | 5.5 | 8.9 | 18.8 | 16.1 | 36.4 | -0.47 | 0.77 | -0.067 | 1.29 | 173.3 | 98.0 |
| 70%  | 40%  | 10%  | 3%    | 2%   | 75% | 99% | 10%  | 10%  | 35%  | 4%    | 2%   | 35%    | 1%   | 1%    | 1%   |

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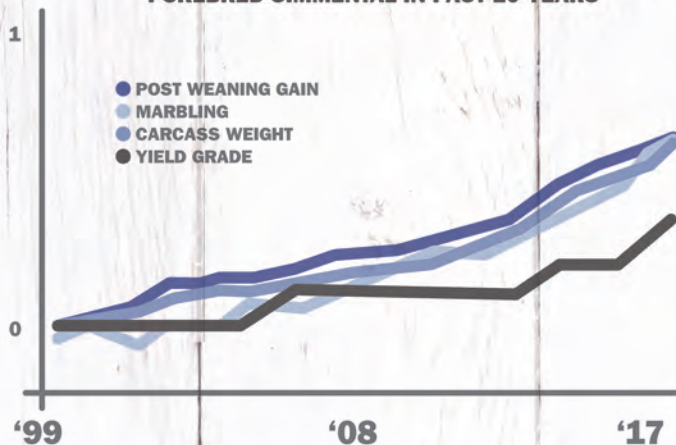


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