

CAROLINA CATTLE CONNECTION

Spotlight on CHAROLAIS

JANUARY 2026 • Vol. 40, Issue No. 1



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By AMBER STARNES, S.C. Cattlemen's Association

Director's Report

New Year, New Beginnings!

Just as the new year brings fresh beginnings, the S.C. Cattlemen's Association is also embracing exciting changes. I am excited to step into the role of executive director and to continue advocating for and promoting the outstanding work of cattle producers throughout our state. As we begin this new chapter, I look forward to strengthening connections with our local associations and building new relationships with producers throughout South Carolina.

On behalf of the SCCA, I would also like to extend our sincere gratitude to Travis Mitchell for his leadership, dedication, and service as executive director over the past several years. His commitment has strengthened our association and supported cattle producers across the state.

As we look ahead, the SCCA is excited to kick off 2026 with our annual meeting on February 6 at the T. Ed Garrison Cattle Complex. With this event approaching, we encourage all members to renew their membership for 2026. Your continued involvement supports the growth and success of our association, and we are grateful for each of you.

Stay connected and informed by following the S.C. Cattlemen's Association on Facebook at www.facebook.com/SCBEEF.

Please note the change in the SCCA mailing address:

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Save THE DATE

2026 ANNUAL MEETING & BANQUET

FEBRUARY 6

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SPOTLIGHT on Charolais

Still Number One

By C.R. "Bud" EANES JR., C.R.E. Charolais

In the past 81 years, I have tried most of the cattle breeds out there. I have always wanted to produce the fastest growing cattle for the lowest cost. They are ruminants, so they are supposed to do it on hay and grass. Charolais have proven to be the best roughage converters! The only time I use grain — sweet feed — is to pen or load them.

I have seen so many ads and photos of cattle using shadows to make them look bigger. I've seen an ad on my iPad with the picture stretched to make the cattle look longer. Charolais don't need all that trick photography and photo manipulation. They already have it all! They were bred that way. They are truly the breed that started it all and still does it best!

The Litton philosophy is that any cow that survives culling over the years is too valuable to lose because of age. By the time a cow is 5 to 10 years of age she is at her peak of production, but at any age her calves will have the same genetic makeup.

Pictured at the right is Dr. Meinershagen, dentist, and Dr. Krautmann, veterinarian, putting nickel-chrome stainless steel caps on a 10 year old cow. This should increase her productive life another 3 to 5 years.

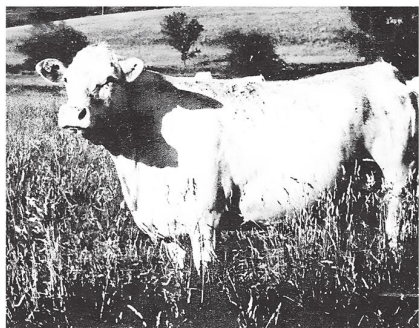
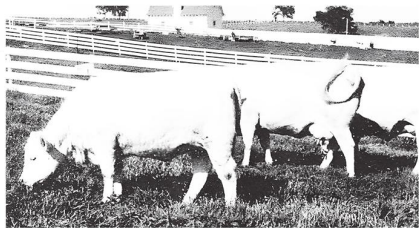
The longer a cow is maintained in the herd, the more records she has compiled and consequently the more valuable she is. These records show all of the progeny of the cow and which bloodline of bulls nicks best with this cow.

The offspring from these cows are more predictable because of the records on the cow. Many of her progeny will have produced offspring and these records are also available. The oldest cow at the Litton Ranch is 20 years old.

This does not mean that a cow can expect to live out her life in the Litton cow herd. In any herd which is making genetic improvement heifers are being produced with superior performance records to cows in the herd. When these records are passed the cow is moved out. Her progeny record is continually being compared with others in the herd.

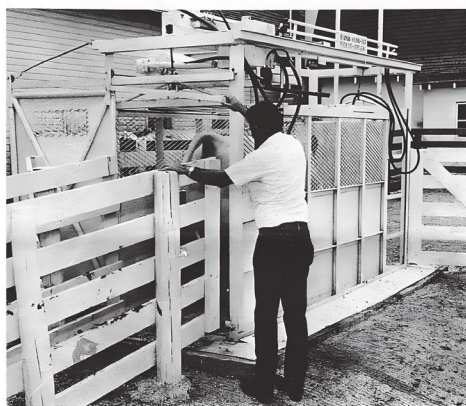
THE MOUNTAINS OF RECORDS kept on each cow may seem like too much trouble to some, but the results, such as the cow and heifer calf pictured here, are most gratifying.

Litton Pictures Are Never Retouched

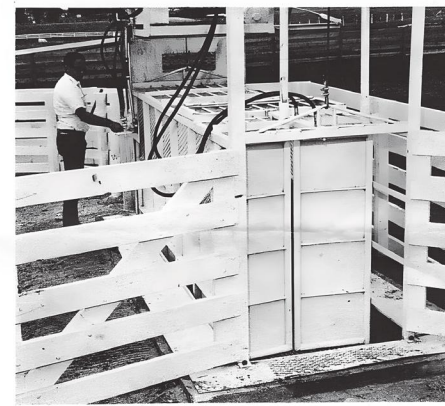


MANAGEMENT TIP

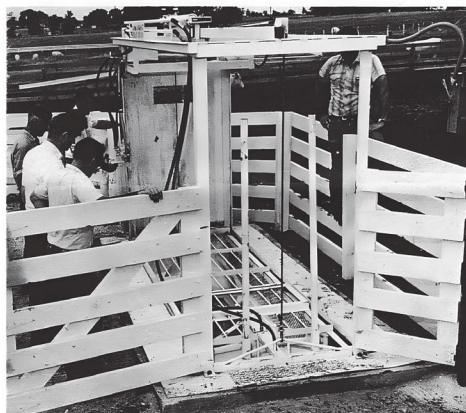
For several years the Litton herd has been closed. No animals have been brought on the premises from elsewhere for several years. The only weak link in this strong health program was when the Litton show string toured the country and then returned to the Ranch after coming into contact with other show animals. This gap was closed this month with the installation of an hydraulic dip vat pictured on this page.



1 When the animals return from a show, they go direct from the chute into the hydraulic dip vat.



2 Jim Brown of Bowman Hydro-Vat from Fremont, Nebraska who designed the vat is shown closing the doors on the vat. Below is an eight-foot deep concrete pit filled with chemical.



3 He's down there somewhere boys. The entire unit is submerged until only the bull's nostrils peak up out of the chemical. Surprisingly the animals don't appear to get excited in the least.



4 Now that wasn't so bad was it? From here the bull will walk out onto a sloped drip-dry concrete area where the chemical draining off the animal will drain back to the pit.



Leslie Lowe bought a ten-month-old Charolais bull from Blue Q Ranch. I didn't want to stunt that young bull, so I told him he could borrow my bull — Blue Q Perfect Samson 007. The last set of calves he sold out of my bull grossed over \$31,000. He sold 18 head crossed with Angus and Brahman cows for over \$1,722 per head. This year's calf crop has 23 head that he will sell in the late spring.

If you are interested in Charolais cattle, feel free to contact me at 336-472-2395 or visit C.R.E. Charolais in Lexington, North Carolina. At C.R.E. Charolais, "We don't sell the most — only the best!"

I want to leave you with a couple of old Scottish sayings:

"Facts are chieles that winna ding!" — Facts are truths that can't be denied.

"In England, they feed oats to horses; in Scotland, they feed oats to men. In England, they grow great horses; in Scotland, they grow great men!"

Please enjoy the following newspaper articles and clippings from Charolais history!



Don't put your cart before your horse...advertise that sale ahead of time! You'll see positive results.

Tuesday, July 29, 2025 HIGH POINT ENTERPRISE A5

Eanes wants to encourage next generation of cattlemen

BY JILL DOSS-RAINES
PAXTON MEDIA GROUP

SILVER VALLEY — Davidson County native C.R. "Bud" Eanes was hooked on cattle raising from age 6 when his grandfather, T.S. Eanes Sr., bought him a horned Hereford bull calf.

A city boy growing up in Thomasville on W. Main Street, his mom carried him over to the pasture the family rented in the Fair Grove community almost daily so he could care for the huge animal that was taller than him. It taught him responsibility and other life skills he carries to this day at age 81. Most of all, it began a love for cattle and led to a lifelong love of the Charolais breed. He still has 15 head of Charolais with partner Terry Lowrance.

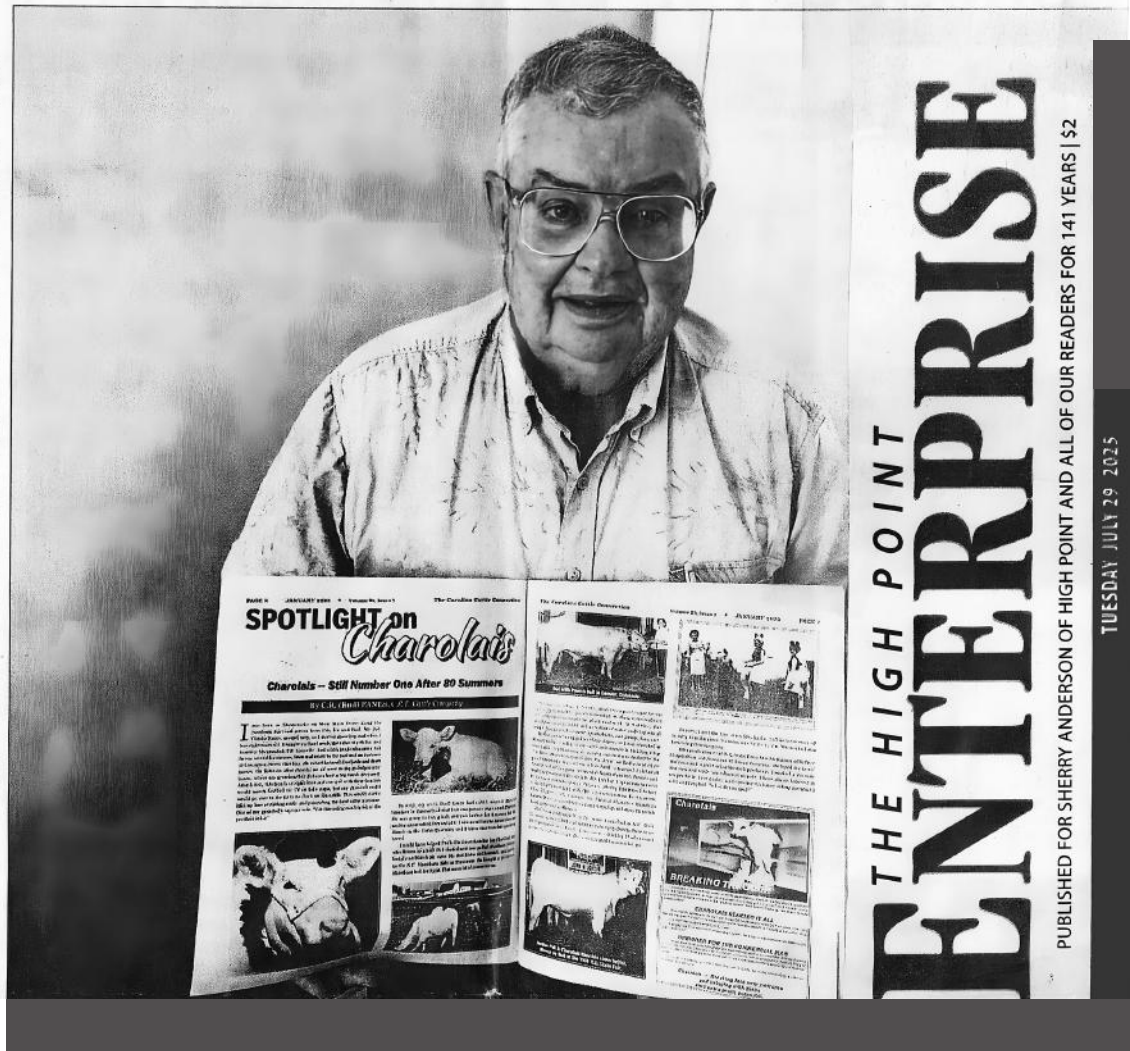
"My granddad had a fifth-grade education, but he also ran several businesses," said Eanes, now a Silver Valley resident. "He ran everything from real estate to coal and ice businesses in Lexington. We lived there too, for a while across the street from the old Cecil School. My granddad had manners. He was a good businessman. He knew the Reynold's brothers in Winston-Salem, too. ... He sold them horses."

Eanes was honored earlier this year with the opportunity to write the story of how he came to be one of the best producers of Charolais in "Carolina Cattle Connection," a trade magazine for the N.C. and S.C. Cattleman's Association leadership. The four-page spread was part of the magazine's spotlight on the Charolais breed.

Eanes was 13 when he saw an ad in Farm Quarterly for the Litton Charolais Ranch. Owned by former U.S. Rep. Jerry Litton, the ranch played a significant role in the development of the breed in the United States.

"I just knew this was the up-and-coming breed in cattle," he said. However, he couldn't get his longtime short-horn bull cattle-breeding family to listen to reason. In 1960, his dad, Hube McClamrock, bought him a polled red shorthorn bull for only \$320 at a sale in Troutman. Throughout high school, he raised cattle, not Charolais, however, and played football for the George Cushman with the Thomasville Bulldogs.

"My dad wanted me to be a football player and politician," he recalled. "I didn't want to be



C.R. 'Bud' Eanes shows two pages of the four-page spread on him that was published earlier this year in the Carolina Cattle Connection magazine, a publication of the NC and SC Cattlemen's Association Leadership.

either. I did the football, though."

He kept his cattle even when he enrolled at Wingate College. While serving in the U.S. Army at Fort Collins in Colorado Springs, Colorado, he worked at Allen Cattle Co. and during his leave time, he worked at the Bangart Charolais Ranch in Montana and eventually completed an internship with Litton Charolais Ranch in Missouri.

Next, he enrolled and graduated in 1972 from N.C. State University, and then married Kathy in 1973. Their daughter, Victoria, grew up learning about cattle and showing cows at the N.C. State Fair and the former Dixie Classic Fair. During most of his life, he has worked for agricultural-related companies, such as SuCrest Corp. He noted over the years that the Charolais breed that he had dreamed about owning was continuously setting records for earning top money at sales and shows.

Finally, his first heifer Charolais was purchased at the South Carolina Charolais Sale for \$850 and he later sold

her for \$2,250 after she gave birth to a bull calf. In 1983, his Charolais bull was the top performer at the N.C. Beef Bull Test Center in Salisbury.

"Over the years, we have donated, loaned and sold beef and bulls to the Baptist Children's Home, Nazareth Children's Home and the American Children's home," he said. "I remember when someone stole the beef from the American Junior Order Home. We were able to donate a steer to them."

In 2012, Eanes retired from public work. Actually he retired from Union Grove Feed, which he had purchased with partners in 2008. He still had his Charolais and couldn't imagine a time without them. Eanes has always sought to promote the cattle industry in any way possible. He is mentioned in 394-page book titled, "North Carolina Cattle Reflections: Connecting the Past to the Present." He donated a copy of that book to the Davidson County Public Library Genealogy Room in Lexington in 2024, which also

mentions several other Davidson County cattle farmers such R. Hargrave, Doak Finch and Coble Dairy.

"I have three grandchildren, Isabella, Eli

and Gabriel Lopez, who are interested in our cattle," he said. "Always help and encourage young people to get involved in farming and ranching. They are

our future."

Jill Doss-Raines is the senior reporter at The Dispatch. Contact me at jill.doss-raines@the-dispatch.com.



C.R. 'Bud' Eanes feeds one of his Charolais he breeds in Silver Valley. He has thought the breed were tops among cattle since reading an ad in Farm Quarterly magazine when he was 13.

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TUESDAY JULY 29, 2025

THE HIGH POINT ENTERPRISE

Dyed bovine wins show

Black (eh, white) steer makes 'em see red

By Bob Burchette

Times Staff Writer

Thomasville's Bud Eanes is laughing at a bunch of Colorado cattle owners with an "I told you so" grin on his face.

The cattlemen got duped recently, and Eanes thinks it is good for them — and it proves something that he has been saying for a long time. He even told a lot of the Colorado cattlemen how he felt about the situation as far back as five years ago.

Now his point has been proven, he says.

The point? Eanes puts it this way, "Charolais (that's a brand of cattle) are as good as black Angus (that's another brand), and maybe even better."

Most cattlemen in the Midwest won't admit that, Eanes says. But they might now, he adds with a grin. "Why?" Well, it seems that a Charolais recently was named 1972 grand champion steer at Denver's prestigious National Western Stock Show.

So what?

The development, Eanes says, is noteworthy because Charolais aren't supposed to be in the show according to the cattlemen's standards. Anyhow, the Charolais "normally" is white and a Charolais steer won the top prize in a contest supposedly reserved for black Angus. Of course, the black Angus is black.

The Charolais which won the grand prize was black. Cattlemen will tell you "there ain't no such animal." Well it was and it wasn't. Somebody got suspicious and plucked out a few of the steer's hairs.

The roots of the hair were white, they claim. Sounds of "foul" are being heard, Eanes says. "They say the white Charolais was dyed black," he adds. The judges thought the black (or white) steer was an Angus.

A hamburger sales chain thought enough of the champ to bid over \$14,000 for him. His name was given as "Big Mac," but his name reportedly is really "Jeep." Not too good of a name for a hamburger, perhaps.

Eanes, a city boy who took a liking to cattle raising several years ago through the encouragement of his grandfather, spent two years in the Army out in Colorado and was involved in cattle shows during that time. He had plenty of discussions concerning the merits of various breeds.

Most of the cattlemen, he says, didn't want a competition division for Charolais. Now that the Charolais has proven to be "tops" in competition with steers (Angus) which were supposed to be No. 1, he adds, "maybe they'll pay more attention to the Charolais."

He says, "This will bring new light to the Charolais industry. It's good for Charolais; we've been trying for years to get some recognition. And it proves my contention that these are excellent cattle. They get to a bigger weight earlier and there is less fat with the beef."

Now, he says, "I believe they will allow them (in the Midwest) to have a Charolais class and a crossbred class"

for cattle shows. Both already are being allowed, he says, in shows in the Southeast.

Eanes had a "couple short horns" before he got involved with cattle raising and shows in Colorado, but since returning home from military ser-

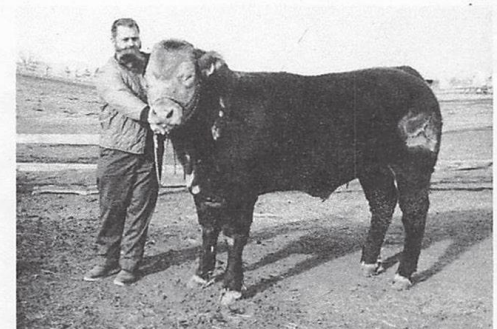
vice at Fort Carson has started his own herd of Charolais. He and his father, City Councilman Charles Eanes, have a herd of about 20 Charolais and keep part of them in the Pilot community and others at Silver Valley.

There are several other persons in this area who have become involved with raising Charolais, Eanes says. He adds, "I only do this as a sideline, but I like it."

The 28-year-old Eanes is a graduate of N. C. State Uni-

versity, which has sometimes been referred to as "cow college" because of its emphasis on agricultural and farm programs. "But I didn't go down there for that," Eanes explains.

"I majored in recreation."



BIG MAC NO LONGER CHAMP

The controversy over the black "white" steer that was named Grand Champion of the 1972 National Western Stock Show appears to be drawing to a close.

Last week Big Mac was stripped of his honors and prize money, and in his place "Old Dakota" the Reserve Grand was awarded the trophies and prize money.

Some of the speculations that have now been proven are:

1. The Angus bull that was claimed to be the sire did not qualify on two separate blood typings.
2. The Charolais bull "Atlas" did qualify as the sire having all of the blood factors which the steer possesses.
3. The brand that appeared on Big Mac was that of Skylark Ranch Co., Parshal Col. — Charolais breeders.
4. Four witnesses testified that "Big Mac" is in fact "Jeep" formerly owned by Kirk Daves and shown at the 1971 American Royal in Kansas City. Mr. Daves stated that he could recognize the steer if he had been dyed purple. Mr. Daves purchased "Jeep" from Skylark — selling him after the American Royal for \$600 to a chap from Iowa. He admits selling a steer to young Miller, the exhibitor of the Denver steer, but claimed that Jeep died and that it was another steer that was purchased by Miller.
5. Miller admitted earlier to having "touched the steer up" and he more recently admitted that "because the color did not come out as expected he later dyed him completely. There were no regulations making this act illegal".
6. The prize money and Grand Championship has been withdrawn from Big Mac and awarded to the Reserve.
7. There will be a class for Charolais sired steers in 1973.

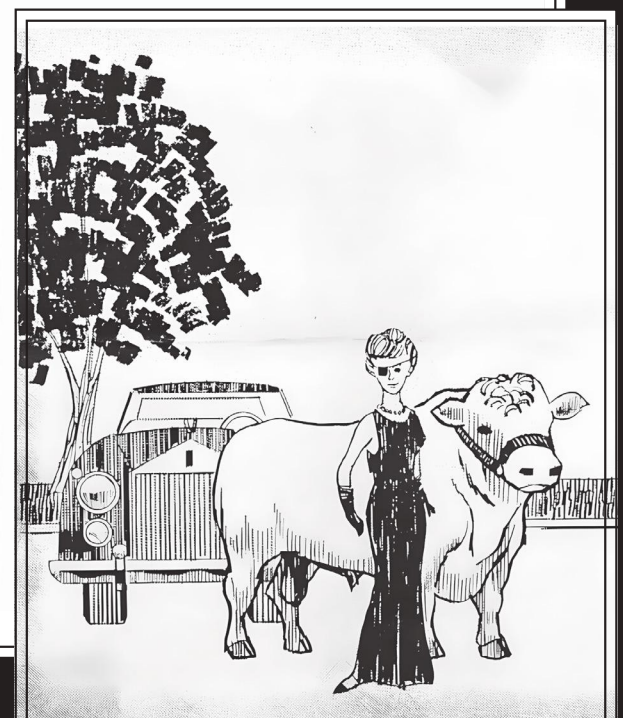
The only point that still remains in doubt

is who gets the \$14,250. "Big Mac" is the animal that sold at auction to McDonald's Hamburgers, there is no doubt about that. McDonald's are serving papers on the stock show and young Miller to get someone to take the steer back, as evidently they feel that the steer was misrepresented. While there is no doubt now about that fact, they certainly didn't buy the steer for the meat and they got 1,000 times more publicity than if all had gone as expected.

Simplify Heterosis

Using composite bulls can simplify crossbreeding systems and maintain a high level of heterosis across the herd. Producers face tradeoffs in genetic selection though, between bulls weighted toward maternal or terminal traits. Seedstock breeder Lee Leachman, at Leachman Cattle of Colorado encourages producers to use maternal crosses on part of the herd, typically heifers or younger cows, to produce the next crop of replacements. Then use a terminal-cross bull with older cows to produce feeder cattle. This requires the rancher to keep close track of parentage. Options include maintaining separate maternal and terminal herds, genomic testing for parenthood confirmation, or Leachman says, use Charolais bulls to simplify identification of terminal-cross calves. Bulls from other breeds can provide similar terminal EPDs, but using a Charolais bull allows easy identification of smoky calves for the feedlot.

12 | DROVERS April 2019 Drovers.com



Our Charolais will knock your eye out



(At right) FUYARD 1st, "The \$100,000 Bull," recently purchased by Ted Keating of Molt, Montana, and Bangart Charolais Ranch, Roberts, Montana.

Montana Breeders Pay \$100,000 For Charolais Bull



ONE HUNDRED thousand dollars was the value agreed upon by two Montana Charolais breeders in purchasing one of America's most famous Charolais bulls.

Ted Keating, president of Keating Charolais, Inc., Molt, Montana, announced in February that his ranch had concluded negotiations to purchase a half-interest in FUYARD 1st, M7261, from the American Charolais Cattle Co., Homewood, Illinois. Another Montana Charolais breeding establishment, Bangart Charolais Ranch, Roberts, had purchased the other half-interest from the Homewood, Illinois, firm last fall, paying a similar amount, which makes FUYARD a full-time resident of Montana.

"FUYARD 1st, now slightly over

three years old, is a perfectly-proportioned bull of massive muscling, weighing 2,450 pounds at the present time," Keating said. "He was selected by Animal Analysis Associated from more than 4,000 Charolais bulls in America as being 'most representative of the true French type in size, conformation, get-of-sire and fast growing progeny.'"

This outstanding bull can be seen at either the Bangart Charolais

Ranch near Roberts, or the Keating Ranch unit on U. S. Highway 10, East of Columbus, when he is not on the show circuit, Keating indicated. FUYARD 1st was recently exhibited at the 1964 International Livestock Exposition, Chicago, Illinois; Denver, Colorado, National Western Livestock Show; the Montana Winter Fair, Bozeman, and the Houston, Texas, Livestock Show.



Char-cross steer tops British show

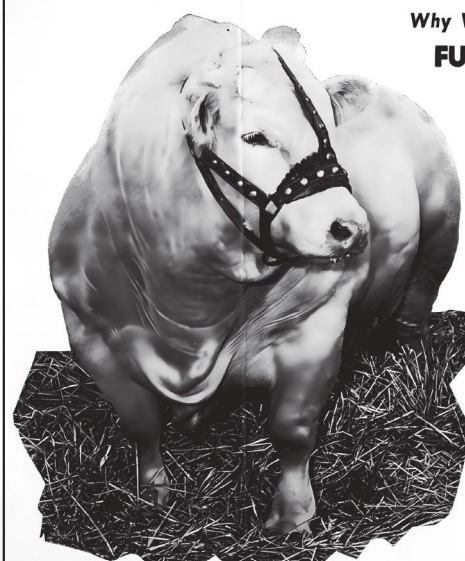


Scottish cattleman John Lascelles displays Cheers, the winner of the Supreme Champion Award at last fall's Royal Smithfield Show, Britain's premier four-day agricultural event held at Earls Court, London.

Cheers, bred by James A. Dickson of Torrax, Lintrathen, Angus, Scotland, is Charolais-Aberdeen Angus cross

steer and weighed 568 Kg. (1,250 lbs.) at nearly 18 months.

It was the fourth time Mr. Lascelles of Balmachie, Carnoustie, Angus, had the top honors at Smithfield, having won previously in 1972, 1973 and 1977 in a partnership arrangement. The Smithfield Show attracted a total of 1,686 entries in the live and carcass sections.



Why Wait for French Semen? — FUYARD 1st Is Here--NOW!

Because we want to do everything we can to advance the breed, we have decided to make FUYARD 1st semen available to a few select breeders in each state. All of those who have written about FUYARD semen will receive information by mail. Those that haven't written, please send your request immediately. First requests will receive first consideration for your area.

If you haven't seen this bull, talk to someone that has. He is 50 inches tall, 38 inches wide, 104 inches long and weighs 2,450 pounds without excessive fat.

"Comments of Those That Saw Him"

"The greatest bull I ever saw." . . . "There just isn't place to fault him." . . . "Undoubtedly in the top three in the country." . . . "I never saw a better one when I was in France last summer." . . . "There may be a better one, but I don't know where!" . . . "It was worth the trip from Florida just to see him." . . . "He's good anyway you look at him!"

Send Requests To:

Bangart Charolais Ranch
ROBERTS, MONTANA

Juan Pugibet — "A Most Methodical Breeder!"

(An address by Jacques de Choulot to the fifth annual membership meeting of the Charolais Herd Book International, A. C., March 7, 1965, in Piedras Negras, Coahuila, Mexico).

(An AMERICAN BREEDS Exclusive)

MR. PRESIDENT, Honored Guests, Ladies and Gentlemen:

I feel most highly honored being here with all of you today, and perhaps a little shy before such an intelligent audience of cattle people. Yet, at the same time, I am also very proud, because our being here together today is striking proof of Mr. Juan Pugibet's farsightedness in bringing the Charolais breed of cattle to North America, for the two-fold purpose of improving the native cattle of Mexico and of the United States. In his name, I accept your warm welcome to this meeting.

Who was Juan Pugibet? To be able to understand this man, it is necessary to know something of his background and accomplishments.

His father, Ernest Pugibet, was a Frenchman from the Southeast of France, who arrived in Mexico quite young, after a short stay in Cuba. Ernesto decided to establish a cigarette and cigar factory in Mexico City. He began making the cigarettes and cigars in his home at night and selling them in the street in a little cart by day. He started making money and hired some laborers. One day everything burned and he lost all he had. He started again. He made money again. Shortly thereafter he married Guadalupe Portilla, a member of one of the oldest families of Jalapa, Veracruz, Mexico. On that occasion he promised to double his fortune. He did not doubt it. He multiplied it a thousand times! He was a great promoter, very discerning and with a special genius for advertising. He introduced to Mexico the first airplane, the first moving picture, the first automobile and even a dirigible that bore on its sides the name El Buen Tono, which was the name of his tobacco factory. He had three children—all boys, who, in the manner of those times, were educated in France.

Juan Pugibet received his engineering degree from the Central College of Arts and Manufactures in Paris. He married a lovely lady from the District of Normandy while in France. The same year of his marriage the First World War erupted in Europe. He served in that war as

an artillery officer in the French army. He came out of the war with the French Legion of Honor decoration and the inventor of an aiming system for the cannons of that day against airplanes. He returned to Mexico after the Armistice of 1918.

During his years in France, both before and during the war, Juan Pugibet made many friends. He found time to satisfy his enthusiasm for the out-of-doors life and animals. He liked good food and from the French he learned that the main element in good food is good meat. He learned that the best beef in France came from Charolais cattle. This whetted his passion for animals and nature. Even though he was an engineer, he liked nature better than physics.

He returned to Mexico and decided to introduce Brittany Spaniels and Charolais cattle to Mexico. He imported in 1930 and 1932 two different groups of Charolais purebreds. At that time he firmly believed that the characteristics and qualities of the Charolais breed made it a very appropriate breed for Mexico, for improving the Criollo (native) cattle of the republic. He received much cooperation from the people in the Mexican Department of Agriculture at that time—General Manuel Perez Treviño and Dr. Jose Figueroa. Little by little he changed his original plan. He decided it was necessary to maintain a breeding herd of purebred Charolais at his house La Casa Blanca (The White House). (I say his house because he had a house surrounded by some 15 acres of orchard on the outskirts of Mexico City. On this 15 acres I found, when I arrived in 1937, a wolf, pheasants, hunting dogs, show dogs, rat dogs, cows and horses!)

In 1937, I received a telegram offering me a trip to Mexico to take some cattle to a buyer in Mexico. At that time I did not know anything about Mexico, except where it is on a world map. I accepted as the venture coincided with the vacations I had coming as administrator of my father's farms in France. I left for Mexico as a cowboy, with the seven bred heifers. From that

telegram, that little piece of paper the mailman gave me in France that morning, came the fact that I am here before you today, a man with a wife and six children.

When I arrived in Veracruz in September, 1937, with the cattle, I met a very ardent and enthusiastic man. Everything he did, he did with zeal. I never saw him undertake anything that it was not done methodically and correctly. This was my introduction to Juan Pugibet.

The Charolais cattle were virtually a laboratory experiment to Mr. Pugibet because, on such a very small area of land, he had so many animals.

At La Casa Blanca each Thursday all cattle were weighed. Old and young. And, each weight was recorded on a chart for each individual animal. When it rained; when an animal was weaned; when a cow was in heat; when she was bred; when a shot was given... everything was entered on the charts. All of this was carefully done until the time of his death in December, 1942.

Mr. Pugibet sold a few purebred bulls—one to Cuba and several to the United States. I still remember some of the names of the persons I had the pleasure to meet in the Casa Blanca: Messrs. Joe Pate, Charles Dick, Winston Guest, Daniel Breen, Cabalan Macari and Fred Turner.

Mr. Pugibet compiled a great deal of literature on his cattle, and also a great knowledge based on daily studies. This man used to get up at 6:00 o'clock in the morning, go to Mass, after which he would go to see the cattle. He would return to the house to have his coffee, and again went to see the cattle. At 9:00 o'clock he went to his office. At 1:00 p.m. he returned home and went immediately to see the cattle. After lunch he again visited the cattle, and then returned to his office. At 7:00 P.M. he would return home and went directly to the cattle. As you can see, this man lived half of his life with his cattle.

Now, the question has been asked of me, why I came with the third shipment of cattle. Very simple. The then president of the French Export Syndicate of Charolais Cattle, Gen. de Laguiche, was a close friend of my family and, since 1930, had enjoyed a deep friendship with Mr. Pugibet. Not that they knew each other personally—they never met—but through correspondence they had made a business deal, and later a friendship was founded on common

ideals and interests. Such was the situation when they asked me to bring the cattle to Mexico.

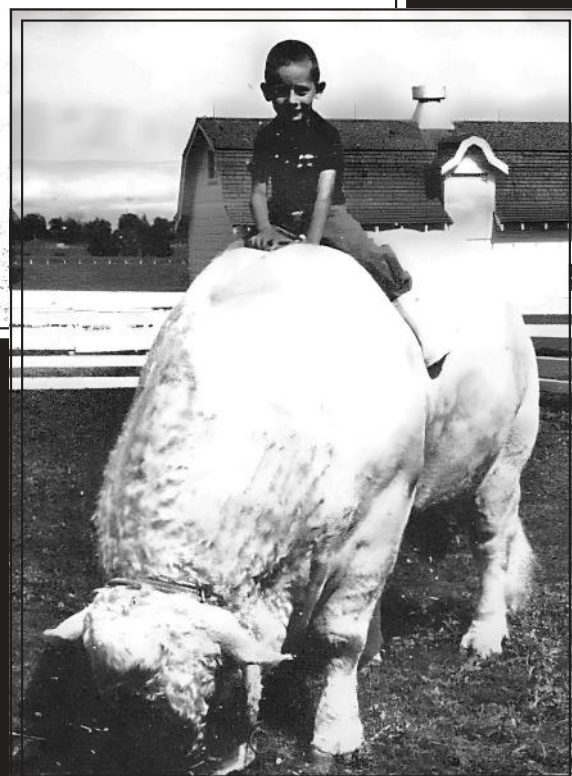
I have also been asked how Mr. Pugibet sustained so many cattle on the some 15 acres. Obviously, the 15-acre orchard was not sufficient for breeding and maintaining the number of cattle at Casa Blanca... when he died there were 40 head of purebred Charolais. In that orchard, however, he made all kinds of experiments with different grasses, and finally decided on a particular type of orchard grass, native to France, which does exceptionally well in shaded conditions. This, with the other mixtures of grasses and legumes, gave a good pasture for the cattle.

Not long after I arrived, Mr. Pugibet acquired some hilly property, several miles South of La Casa Blanca. Here, he cultivated corn and other forage crops that were made into ensilage. (Those were probably the first trench silos used in Mexico.) In this way, by the time the rainy season was over, we had enough ensilage to feed the cattle until May of the next year.

I might point out here that every day—rain or shine—the cattle were walked from La Casa Blanca to the silos and back again—A distance of several miles. I learned many things from this man that have remained with me even though the cattle are gone... Perseverance... Thoroughness... Exactness... Sincerity.

When Mr. Pugibet died, the Charolais cattle had to be sold, due to the nature of his will. We delivered the herd, intact, to Atlixco to Mr. Enrique Gilly, who followed the same system and methods we had used with the cattle. It was a pleasant surprise that I followed the cattle. At that time, Mr. Gilly called me for technical assistance in matters regarding his avocado plantations. It was thus that I came to be in daily contact with the cattle in Puebla, much as I had been at La Casa Blanca.

★ ★ ★ ★



11



American Breeds • April, 1965

SPOTLIGHT on Charolais

The Great White Charolais Cow

By JOHN DYKERS, M.D.

The great white Charolais cow is no longer a secret in the beef business. She has tremendous advantages to offer to the commercial producer, and I am seeing these gorgeous white ladies beginning to prosper in the pastures of the southeast.

The advantages of the great white Charolais cow will certainly vary with the geography and the conditions for each operation.

To appreciate the great white Charolais cow, we must look closely at many assumptions we make about beef production and the different markets for different types of beef and different consumers and different producers. New Hope Farm has vertically integrated our purebred cow/calf operations with our on-farm performance testing and processing at our own meatpacking plant and marketing our own branded beef, CharLean. Our bulls with a birth weight over 100 pounds or horned bulls are very profitable for CharLean, but they are sold as breeders only to customers with mature cows looking to add growth. We can usually make the decision on whether an animal is CharLean or breeding stock by age ten months, based on performance and EPDs. We eat a lot of excellent EPDs if they are not validated by the animal's performance. EPDs are derived from performance in the first place — birth weight, adj 205 day weight, and adj 365 day weight. Brothers and sisters are not alike — they are only kinfolk! EPDs help us summarize the family history or pedigree, but they don't tell us which genes are present in that

particular individual!

Similarly, performance is subject to misinformation, especially in ET calves raised on very different recipient cows, drought or other adverse weather conditions, and downright misrepresentation. Breeder honesty is indispensable, and breeder integrity includes checking the herd every day and having an accurate birth date. Accurate birth weights are also important, and we have a cage and load bar digital scales mounted on the front of the farm truck to get a real birth weight and height. Estimated birthweights based on tape measures of the leg or chest are worse than no birth weight at all.

Marketing CharLean gives us a peek at the complexity of pleasing many customers. We started with four bred black Angus cows; after they calved, we had them A.I.'ed to a Charolais, and after we saw how those next four calves grew, we never looked back. We crossbred commercially for several years while we built our purebred herd and our meatpacking plant, but we have been breeding only purebred Charolais for over 30 years. There are customers for fat steak, but they are dying off, and the future is in lean beef that is also juicy and tender.

Two major changes have influenced the biology/economics of producing beef...

First, we can bring the feed to the calf less expensively than we can take the calf to the feed. Classically, we have moved commercial cattle around the country chasing cheap feed. This makes sense, as feed is the biggest single cost of producing a pound of beef. But cattle don't take kindly to being handled, crowded, sorted, regrouped, trucked, chilled, heated, and missing meals! They lose precious pounds in the process, and they get sick, and they die. And they take longer to reach slaughter weight!

The second major change is the realization that the primary factor in tenderness is age. The primary quality the consumer requires is tenderness. The age at slaughter has been falling steadily for decades, and it will continue to do so. The faster we can grow that steak, the more competitive and profitable our business will be.



Great White continued on the next page

Great White continued from the previous page

We also have to compete with chicken, pork, turkey, fish, bison, and emu/ostrich as protein sources. Our big advantage with cattle is that they can eat grass and even newspaper and turn it into the highest quality protein with all the necessary amino acids that even the best vegetarian can't get.

(The fact that young cattle are less likely to actually have symptomatic Bovine Spongiform Encephalopathy will temporarily add impetus to the move to harvest cattle at a younger age, particularly for the Japanese market. Beware, however, that it is likely the prions that cause this disease are present in improperly fed young heifers and bulls, and we should not focus on youth as a control measure for BSE.)

The great white Charolais cow gives us a great start on growing. She is not a white Angus, and for most markets and pasture and feeding systems, she should not be. Most markets will not, for much longer, support heavy marbling. Marbling as a basis for grading USDA Choice is still used but has steadily been reduced in the amount required and has steadily been modified by age markers. Marbling is fat, fat is expensive to produce, and most fat is waste that the end consumer doesn't want, and we can't put it back into the cattle feed any longer. I asked NCBA — when it was still the NCA — Marketing Committee to ask the USDA to begin to explore ways to redefine Choice based on tenderness, and we should continue to push in this direction, but it may be easier to educate the consumer to look for Select than to change the bureaucracy.

The great white Charolais cow can have a calf — a real calf — with size, vigor, and growth hormone. She can drop that calf in the pasture on her own, and I've watched those babies jump up and run. If I don't put that ear tag in while the calf is still wet, I will be very thankful for my calf catch and my calf scale with a cage around it. Miss a whole day checking for newborns, and it may be too late to tag and weigh without penning. (By then that birth weight is no longer accurate.)



There is no perfect cow, as there is no perfect bull for all herds and all circumstances.

But the four-year-old Charolais cow who has had two calves and bred back to have her third calf is as near to perfection as a commercial cowman with good grass is going to get. That cow should weigh 1,300–1,600 pounds, depending on available feed and stage of gestation. She should be able to birth a 110 pound calf and never bat an eye, wean that calf at seven months and 800 pounds, and have that calf grow to slaughter weight before it is a year old, probably by 11 months, with modest marbling and almost no back fat, little kidney fat, 30–34 ribeye steaks, 24–30 New York strips, 1–18 filet mignon, 40 pounds of boneless sirloin, 140 pounds of boneless round, 100 pounds of boneless chuck, and 200 pounds of hamburger.

She should keep doing that every year for the next five years easily and maybe for ten years. All she needs is good pasture, proper supplements, and a bull worthy of her capacity.

The problem we have had up until recently has been that nobody was willing to breed down a great white Charolais cow by breeding her to anything other than a great white Charolais bull! Finally, we are crossbreeding enough Angus, Hereford, Simmental, and Shorthorn based Charolais crosses that we are developing a commercial Charolais cow herd worthy of the name. Not a single mature cow we have ever sold has come back to market; when they got home from the sale, they were home to stay. One heifer calf at side came back as an open heifer a year later, “to pay the bills!”

Calving that first calf at age 24 months is not the only strategy to profitability. Larger framed animals get that way because they don't sexually mature as early, and the long bones keep growing. It is the hormonal changes associated with sexual maturity that cause the growth plates in the long bones to close. We breed our heifers at 15 months; they are cycling by then, but the entire A.I. and catch up breeding season is only six weeks. We calve in spring (February-March) and fall (September-October), so if she doesn't catch the first six weeks, she gets one other six week exposure. If open after that, she goes to slaughter, not to the sale barn. But to chuck your investment in a replacement heifer because she is not pregnant when palpated at 18 months when she may easily get pregnant at 21 months, will be bigger by then and calve more easily and raise a better calf and have more of her growing nutritional requirements already met, would only be reasonable if you assume that the six month delay in her first pregnancy was going to signal difficulty getting pregnant for the rest of her reproductive career. If palpation or family history suggests this may be the case, take her to the slaughterhouse, not to the sale barn, no matter how great her EPDs are!

But if she does get bred, it is A.I. or clean up to a low birth weight bull, and that means she should be able to spit out a 70–80 pound calf unassisted. The second calf should be 80–90 pounds. So if she is bred to have her third calf, you know she already knows how to do the job. If she hasn't been raising a good calf by then, she goes to slaughter, not to the sale barn.



A word about birth weights. We are appropriately concerned by the data that directly relates increased birth weight with statistical increases in calving difficulty and deaths. The problem is the same one we got into when measuring the height of bulls. Height is generally proportional to length. Length is where the money is — filets, ribeyes, and New York strips. But height is not consistently related to length, and there is no economic value in a long legged bovine! There is no money between the knee and the ground! A bovine that is tall without also being long only brings the ability to jump over a fence!

The same is true of birth weights in the opposite mathematical direction. We need birth heights along with birth weights to correlate with calving ease. A cow can give birth to a 300 pound snake but die trying to calve a 30 pound bowling ball! Cimarron routinely threw 110–120 pound calves. We had zero calving problems so long as he was here and alive, and now even with his A.I., on mature cows. That 110 plus pounds was stretched out over a long calf, and we NEVER even assisted a cow, and every calf hit the ground running. The great white Charolais cow can do that in a heartbeat. Don't worry about a big birth weight EPD on a cow; it just means she can have a big calf. You are going to breed her to a low birth weight bull when she is young and not through growing and is inexperienced, but she is going to pay off for you big time from the 3rd to the 13th calf! We keep a low birth weight, high milk bull, especially to breed our heifers, and often those great heifers will add enough growth and volume that those first calves are keeper females and good breeding bulls, and the same is true for second calves.

Look at the money. A 60 pound calf that reaches 1,200 pound slaughter weight at age 18 months with nice marbling but 200 pounds of waste fat at 4,000 calories per pound has wasted 800,000 calories. Grain at 2,000 calories per pound means a waste of 400 pounds of grain or comparable other feed, and at \$160/T that is \$32. Maintenance for six months when compared to the animal ready for slaughter by 12 months; minimum 50¢ a day or \$90; total cost of growing slowly, \$122 and less tenderness. Top quality

animals of other breeds will narrow that gap, and the folks breeding Angus, Hereford, and Simmental are smart and capable of selecting breeding stock to do just that, but this is where the great white Charolais cow shines a bright light toward the future profits of cattle people everywhere there is good grass. A big cow has to eat well to maintain herself, get pregnant, give birth, nurse a big calf, and get pregnant again. Look at the money. A 30 pound difference in birth weight, 100 pounds difference in weaning weight, and a post weaning rate of gain that brings the costs to an end and puts money in the bank six months quicker. At six percent interest on a \$1,000 animal is \$30 more. Profit \$152 a head.

Just assume a 600 pound calf off a British cow and a 700 pound calf off a Charolais and only 80¢ a pound at the market. For the same gross as 100 of the great white Charolais cows, you would have to have 117 of the British breed cows. That means 17 more of everything — semen or bulls, ear tags, vaccinations, registration papers, worm medication and worming, weighing, calving, and doing it all extra every season.

I'd much rather look after 100 great white Charolais cows than 117 of anything else! The 17 cows you don't have to maintain, at \$300 a head per year, is another \$5,100 in your pocket untaxed.

The old saying from Ben Franklin was, "A penny saved is a penny earned." I say \$1 saved is \$3 earned when you figure the cost of earning it and the taxes incurred!

Disposition, feet, udder, capacity to get pregnant, carry a calf, birth the calf, mother the young one, and nurse the big one, and do it all over again. This is THE GREAT WHITE CHAROLAIS COW.



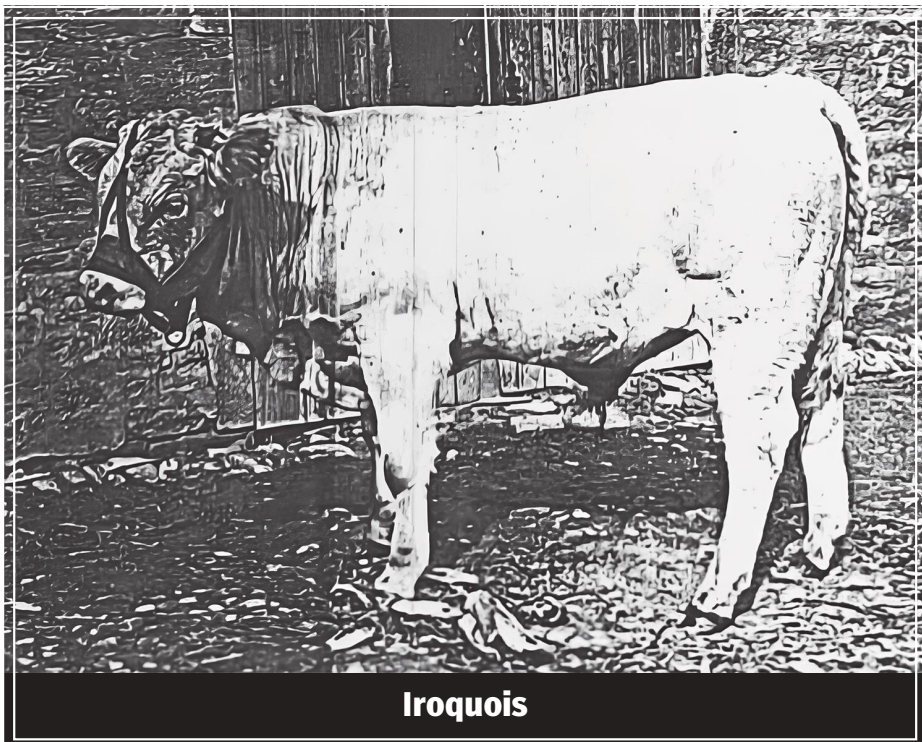
SPOTLIGHT on Charolais

Charolais Bloodlines – Linebreeding

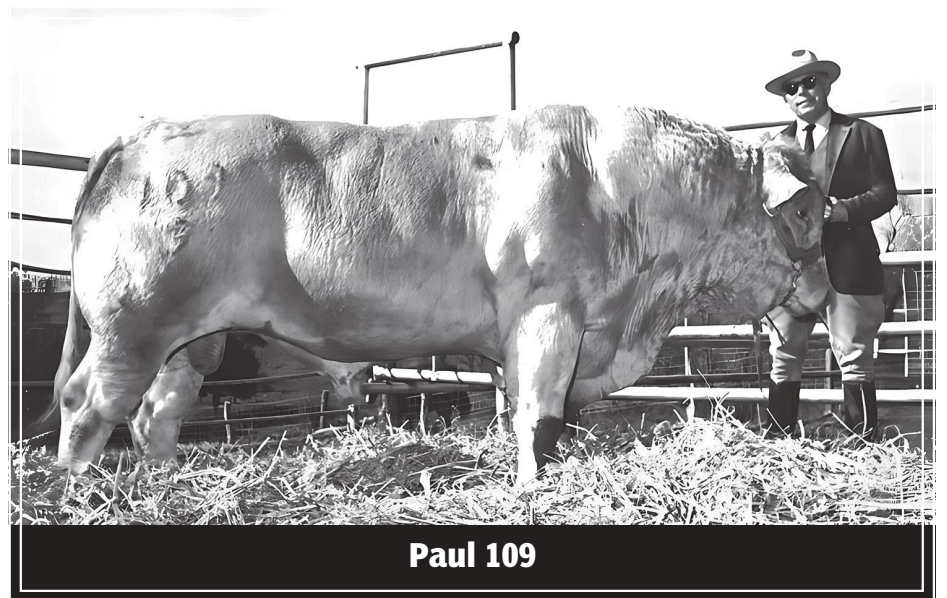
By JOHN DELLINGER

Cattle breeders throughout time have made mating decisions that they hope will result in some improvement in the cattle they produce. As discussed in *Beef Cattle Breeding, USDA Agriculture Information Bulletin No. 286*, cattlemen use one or more of five fundamental types of mating systems – random mating, inbreeding, outbreeding, assortative mating, and disassortative mating. Random mating is mating individuals without regard to pedigree or performance. Inbreeding is mating more closely related individuals than the average of a breed or population. Likewise, outbreeding is mating individuals less closely related than the average. Assortative mating is mating individuals similar in their performance or type. Finally, disassortative mating is “corrective mating” – mating individuals who are not similar in their performance or type.

I want to briefly discuss inbreeding specifically, why breeders choose to inbreed, and how inbreeding has been historically important in the Charolais breed in the United States. Finally, I want to talk about our inbreeding program in our Charolais cattle at our farm.



Iroquois



Paul 109

Inbreeding – Inbreeding is mating animals more closely related than average. Linebreeding is a type of inbreeding in which animals are mated so that the relationship to a particular ancestor is either maintained or increased. Simply put, inbreeding – or linebreeding – reduces genetic variation by increasing the predominance of the preferred genetics. It should result in a herd being more alike in their genetic makeup, which should make the herd’s production more consistent. The effectiveness of a linebreeding or inbreeding program depends primarily upon the merit of the animal to which the linebreeding is directed. Inbreeding intensifies what is already present in the herd, including good traits and bad traits. If a genetic defect or other undesirable trait is present in the herd, inbreeding tends to bring it to light. It is important to note that inbreeding does not cause the undesirable trait – it just helps find the bad trait. But, at its best, inbreeding/linebreeding should result in improvement in consistency and make a herd more homozygous for certain traits.

Inbreeding in Charolais History – All purebred breeds of livestock are established, essentially, by finding a desirable population of animals and then inbreeding to those animals to set the desired traits. The Charolais breed is no different. The first Charolais herdbook in France, established in 1887, had just 106 animals in it. At least theoretically, all of the full French Charolais

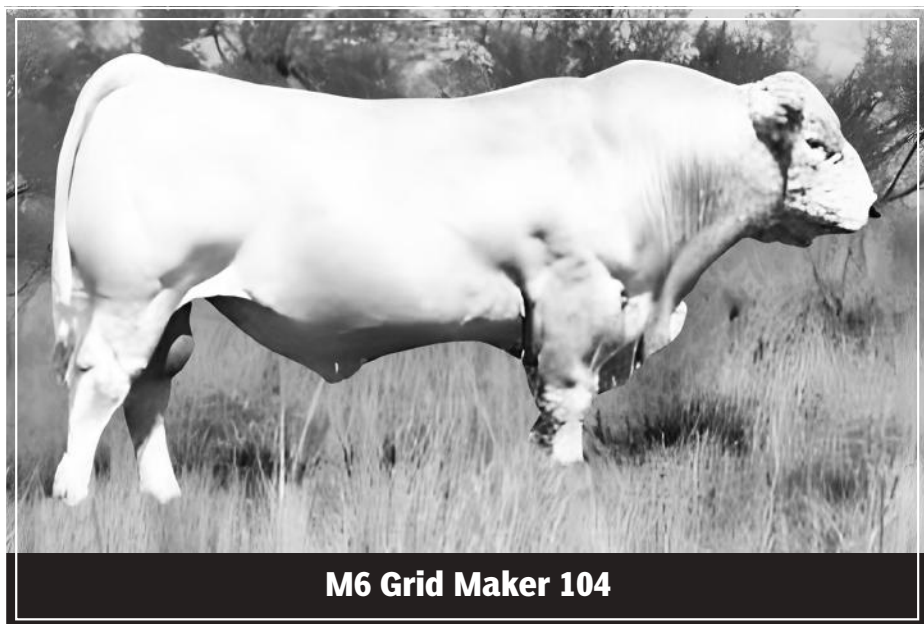
in the world would trace back exclusively to that small population. Then, when Charolais were first exported from France to North America in the 1930s, the total shipment was only 8 bulls and 29 females. Although Charolais as a breed in the U.S. was always an open registry in which you could “breed up” to officially purebred status, all of the Charolais in North America from the 1930s to the 1960s would have traced back to these 37 animals. Effectively, that resulted in most Charolais cattle in the U.S. tracing back to a bull called Iroquois imported to Mexico from France in 1930.

When polled, high performance cattle were identified in the 1960s, a bull called Paul 109 became very popular. He is linebred several times to Iroquois. A linebred descendant of Paul 109 is a bull called Frisbie Mac 257, whose son is WCR Sir Fab Mac 809. M6 Grid Maker 104 traces back to Mac 809 many times.

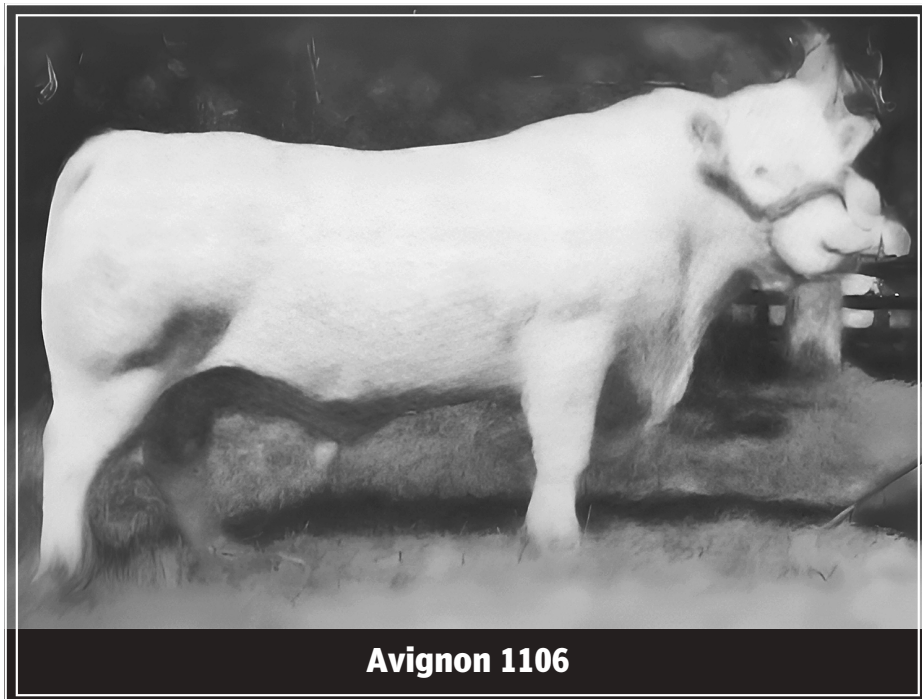


WRC Sir Fab Mac 809

In addition to that line of descent back to the Charolais cattle imported to Mexico almost 100 years ago, there have been other periods of time in which specific bulls were popular enough to stimulate a lot of linebreeding. Many cattle from the 1980s and 1990s in the U.S. were linebred to Avignon 1106, a bull imported into the U.S. in 1965. Most cattle in the U.S. today carry some inbreeding to Avignon back in their pedigrees.



M6 Grid Maker 104



Avignon 1106

Charolais Bloodlines continued on the next page

2026 SPOTLIGHT ISSUES SCHEDULE

Most of the breed associations in North and South Carolina have stepped forward and renewed their contracts for Spotlight sections in *The Carolina Cattle Connection* for 2026. If your breed is not featured as a Spotlight section and you would like to inquire on any open months please feel free to contact me. Below is the tentative schedule for the upcoming year.

2026 RESERVED SPOTLIGHT ISSUES

JANUARY	CHAROLAIS
FEBRUARY	FORAGES
MARCH	ANGUS
APRIL	PIEDMONTESE
MAY	BRAHMAN
JUNE	HEREFORD
JULY	BELTED GALLOWAY
AUGUST	SIMMENTAL
SEPTEMBER	SANTA GERTRUDIS
OCTOBER	WAGYU
NOVEMBER	BRANGUS
DECEMBER	

**For more information
about your breed’s Spotlight Issue, contact:**

THE CAROLINA CATTLE CONNECTION

**P.O. Box 1207 • Cary, NC 27512
919-552-9111 • mail@nccattle.com**

Charolais Bloodlines *continued from the previous page*



Steadfast 51

Linebreeding at our farm – Our Charolais herd is called Faraway Cattle Company. We are located in Vale, N.C., and have been breeding Charolais cattle since 2003. We have a small herd – about 20 brood cows – and have always had a breeding program that included linebreeding to M6 Grid Maker 104. It’s just our opinion that, considering all of the relevant traits, disposition, soundness, and cow abilities, the M6 Grid Maker progeny are just very hard to beat. We began our herd with a group that included a few Grid Maker cows, and we used Grid Maker and his sons consistently over the years. We always take care to try to not use cattle that have problems. We also use outcross bulls to keep the level of inbreeding at a manageable level, as well as to introduce or improve traits that

we think need improvement. But the program here consistently involves going back to Grid Maker genetics. Of course, as we noted above, linebreeding to Grid Maker involves linebreeding to all of his ancestors – all the way back to Iroquois from 1930.

As examples, here are two of our young bulls we are planning to use over the next few breeding seasons. The first is Faraway Steadfast. He is a September 2024 bull. You can see his pedigree and how he traces back to M6 Grid Maker six times.

The second bull is Faraway Luger – a March 2025 calf. You can see his pedigree and how he traces back to M6 Grid Maker four times.



Luger 4N

Details

Registration#: M1006630
Name: FARAWAY STEADFAST 51M
Birth Date: September 19, 2024
Tattoo: 51M - Left Ear
Microchip:
Foreign #:
ICAR: CHAUSAFO00001462812

FARAWAY STEADFAST 51M
M1006630
Charolais - Pure Male

No Image Available

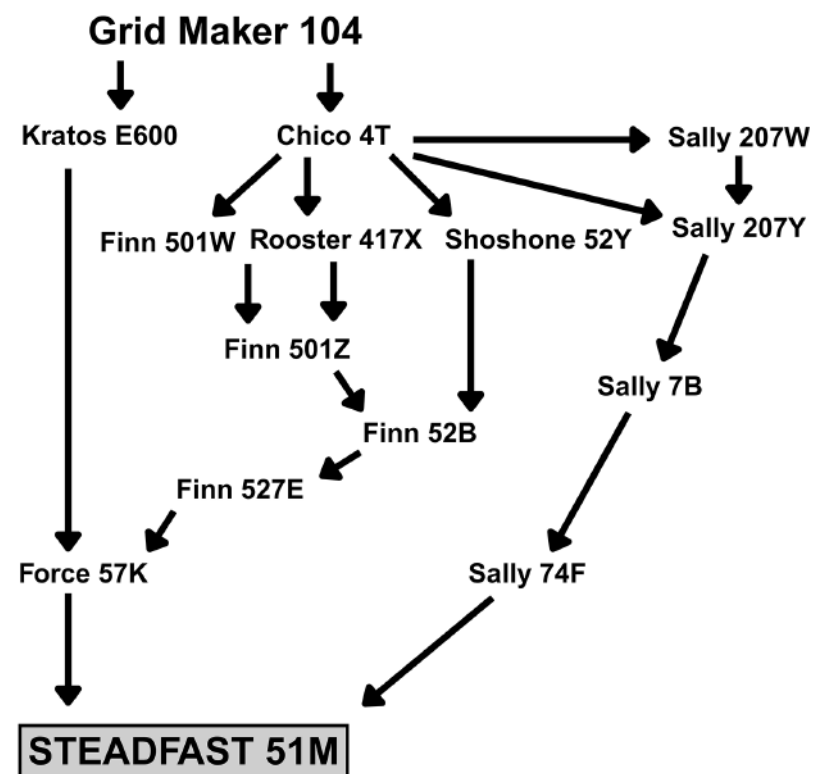
Sex: Male
HPS: Polled
Colour: White
Book: Charolais - Pure
Fraction: 32/32
Status: Active

Breeder:
192748 FARAWAY CATTLE CO LLC VALE NC
Owner:
192748 FARAWAY CATTLE CO LLC VALE NC

Pedigree

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graph TD
    A[EM633377 M6 GRID MAKER 104 PET] --> B[EM922746 MCF KRATOS E600]
    A --> C[F968405 FREDS MS ULTIMATE 2158 P]
    B --> D[M971979 FARAWAY FORCE 57K]
    C --> D
    D --> E[M736773 VPI FREE LUNCH 708T]
    E --> F[F1252124 FARAWAY FINN 527E]
    G[F1187790 FARAWAY FINN 52B] --> F
    F --> H[M762026 BHD REALITY T3136 P]
    I[M799123 BHD ZEN X270 P] --> H
    H --> J[F1272732 FARAWAY SALLY 74F]
    K[F1032795 BHD MS COMMISSIONER R248] --> J
    J --> L[M792787 KEYS ALL STATE 149X]
    M[F1201918 FARAWAY SALLY] --> L
    L --> N[F1137078 FARAWAY SALLY 207Y]
  
```





Both of these bulls should have the performance and soundness we need, with plenty of genetic ability to consistently pass on the traits we expect — generally, excellent calving ease, good performance, and very good carcass traits, along with being the right size and type to thrive in our management system.

We aren't sure if linebreeding is the right way to breed cattle. It takes a lifetime to figure some of this stuff out. But, so far, we have

been very happy with our decision to use linebreeding to make our herd better, and it keeps us interested in studying pedigrees and genetics. If you are in the Lincoln County area and want to see our herd of linebred Grid Maker cows, look us up. But however you choose to breed cattle, we encourage you to study the science and think about what you are trying to do. That will keep it interesting to you, and you'll make better cattle.



SPOTLIGHT on Charolais

Charolais Cow Families – Do They Matter More?

By JOHN DELLINGER

In cattle breeding, we are often faced with choices. One example is that we might have to choose between two similar females to keep or buy. The two look alike, perform similarly, have similar breeding values, and even have similar pedigrees. To us, it seems the only real difference is that one of the two is from a cow family that has some degree of popularity or fame, and the other is from a line of “just cows.” What do you do?

I think most breeders would prefer the one with the cow family history. But is there any reason to do that?

What’s a Cow Family? A “cow family” consists of the animals that descend from a common maternal line in their pedigree. That’s the bottom line of the pedigree, I guess, theoretically reaching back to Noah or Adam or evolution’s primordial ooze. Cattle breeders have long considered the cow family of a breeding animal to be very important. In the Charolais breed, the foundation herds – Yates, Michaelis, 4-T, and Thomas – sorted themselves over time as better lines of cows became evident and pushed lesser cows out of the herd. I think breeders who have had mostly closed cow herds would notice the same thing over time – the most useful cattle in the herd will likely come from a smaller number of cow families, with the less useful cow families becoming less numerous and eventually going away.

Mendel and Other Science – Mendelian genetics would say those of us who think there is something genetically special about cow families are probably wrong. Except for genes that have a dominant or recessive character, all parents, on average, are equal in their contribution of genes to their offspring. If considered over a three generation pedigree, that means, on average, each of the eight great grandparents contributes the same – 12.5 percent of the genetics. Good cows on the maternal line of descent are important – just like good parents throughout the pedigree – but not more important.

However, there is some science that suggests it might not be so simple. A small amount of an animal’s genetic code is derived from a different type of DNA – called mitochondrial DNA – which is only inherited through mothers. In the dairy industry, it’s been shown that mitochondrial DNA plays a role in the transmission of genetics for milk yield and milk fat. In beef cattle, backfat and lean yield have

been linked to mitochondrial DNA inheritance.

Another possible mechanism that might result in some “extra” contribution through the maternal line is epigenetics. Epigenetics are heritable changes in the expression of genes that occur without alteration of the DNA sequence. Epigenetic changes are thought to occur in the fetus during pregnancy in response to the environment faced by the mother. A common example is how the gene expression for fat accumulation is “turned up” in animals whose mother faced dietary deficiency during pregnancy, resulting in a heritable tendency to obesity.

All that said, the best science seems to be that something different about maternal inheritance is not likely to be all that important in the genetic code of cattle in a cow family. That does not mean, however, that some cows and their maternal ancestors are just better cattle in whatever traits breeders are selecting for. Good cattle are potentially useful wherever they fall in a pedigree.

Which actually brings up what might be really the most important reason the cow family is important. The maternal line of descent is especially important among some Thoroughbred horse enthusiasts, but only because of the lack of sufficient information about the genetic abilities of female animals. In a world where sires are subject to a great deal of genetic evaluation due to their hundreds or thousands of progeny, the bottom line of a pedigree is actually the line with the least information. Thus, it is potentially a weak spot in the pedigree. Selecting a maternal line of genetics that is known to be successful is simply a risk management strategy.

An Important Charolais Cow Family from the Carolinas – Whether they are important just because they are good animals or because they have a special genetic mechanism, such as mitochondrial inheritance, epigenetics, or as a risk management tool, there have been many successful cow families over the years in the Charolais breed. The Miss Lin 33 cow, AICA registration number 1, may be the most important cow ever. Almost every cow in the breed for the last 70 years would trace back to her many times. The Nancy cow family, which originated in the Dakotas and was developed by the Wienk family, has been extraordinarily important over the last 30 years. M6 Grid Maker 104 and many other

important cattle trace back to the Nancy family. And the Germaine cows started in Texas back in the 1950s, going to New England, and then Virginia, and by now all over the world.

Arguably, the most important cow family in the U.S. over the last 30 years traces back to Virginia and North Carolina. Grier Beam's Sunbeam Farm in Cherryville bought a heifer from JCJ Ranch in Virginia. She produced until she was 11 for Sunbeam and Rucker Charolais in Shelby. One of her daughters, Sunbeams Pearl 4176, made it to Martin Charolais in Fallston, where she produced until she was ten. One of her daughters, MCF Scepers First Lady, won a championship at the N.C. State Fair. The Martins bred her to FZ

Mighty Mac 828 and sold her in a North Carolina Charolais Sale in April 1984 to Rogers Bar HR Charolais in Mississippi. Her first calf was HBR Lady Mack 459, who would produce two very important daughters. One was HBR Lady Liz 721, who would produce JWK Impressive D040. The other was HBR Lady Performer 934, who would produce JWK Vanessa and JWK Ruby. Tens of thousands of Charolais cattle trace back to this cow family.

I don't think there is any real doubt that good cow lines are important, and, over time, it seems clear some cow lines are better than others. Figuring out whether there is any "extra" value in cow genetics compared to others in a pedigree is still a work in progress.



Sunbeams Pearl 4176



MCF Scepers First Lady



HBR Lady Mack 459

HBR Lady Liz

HBR Lady Performer

HBR Impressive D040

JWK Vanessa D029

JWK Ruby E 205

WCR Prime Cut

Many Famous Cows

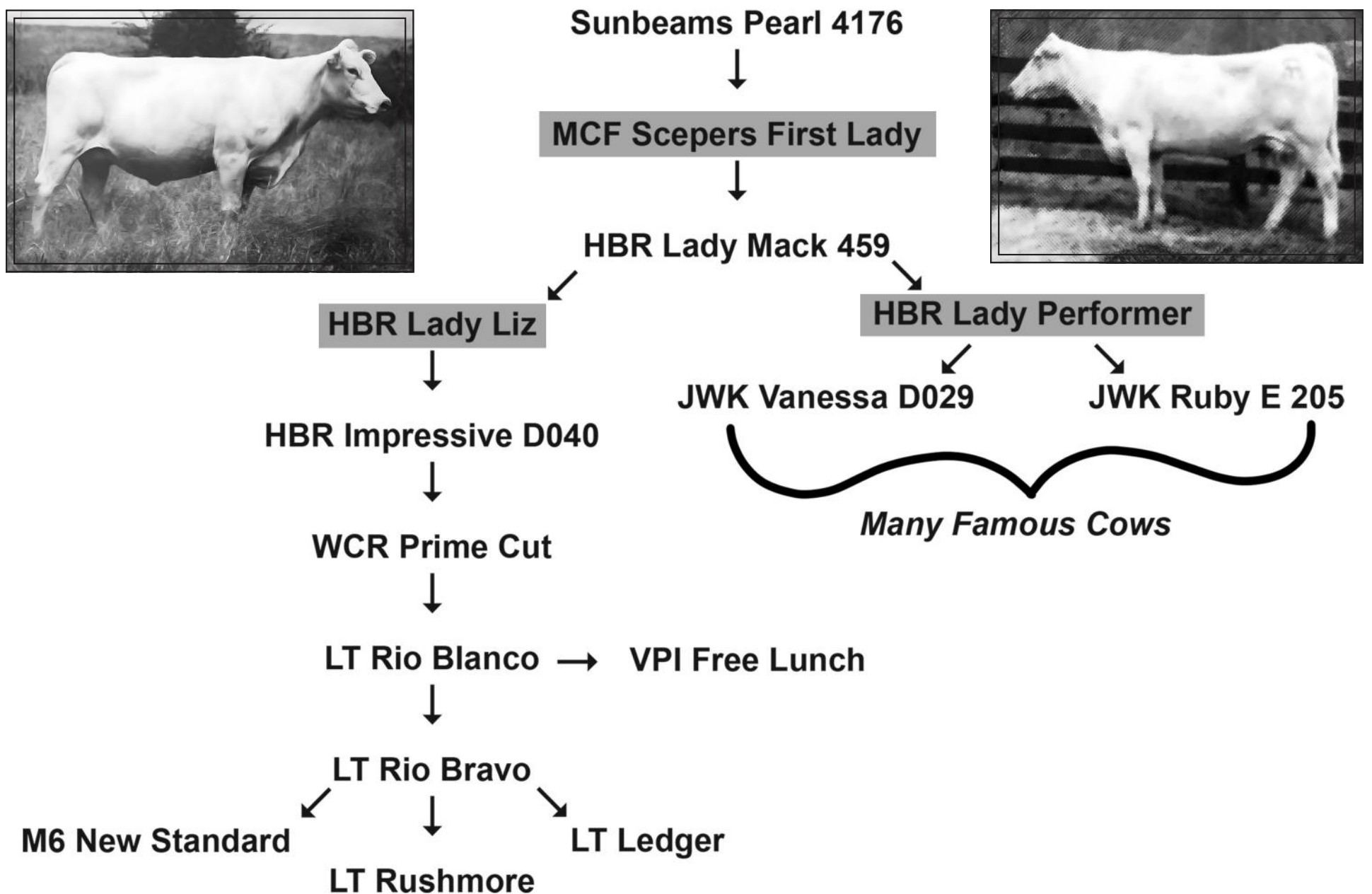
LT Rio Blanco → VPI Free Lunch

LT Rio Bravo

M6 New Standard

LT Ledger

LT Rushmore



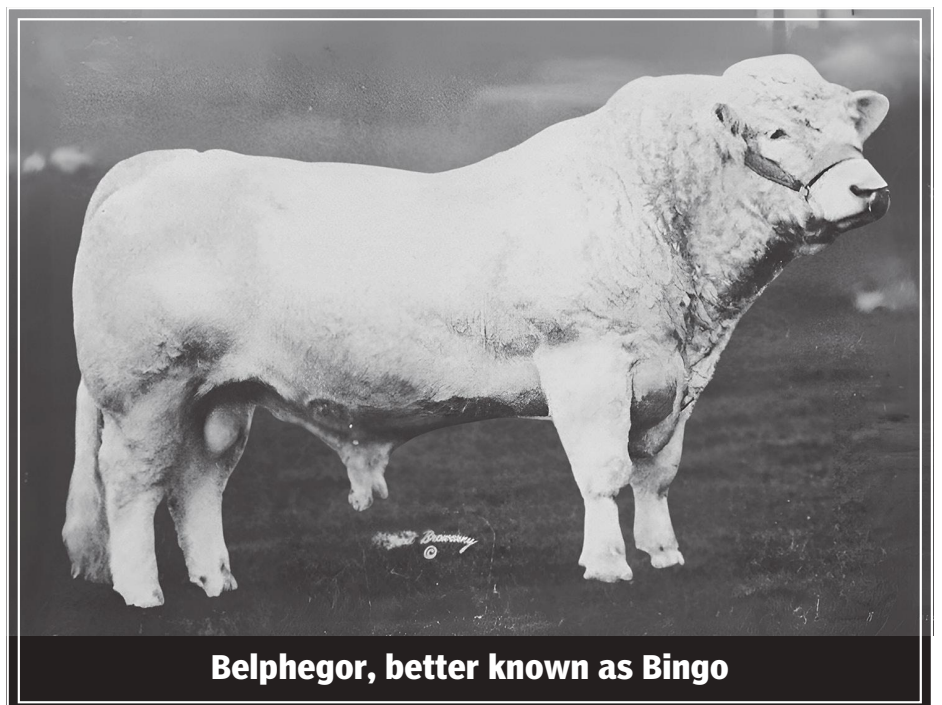
SPOTLIGHT on Charolais

A Short History of the Modern Charolais – Foundations

By JOHN DELLINGER

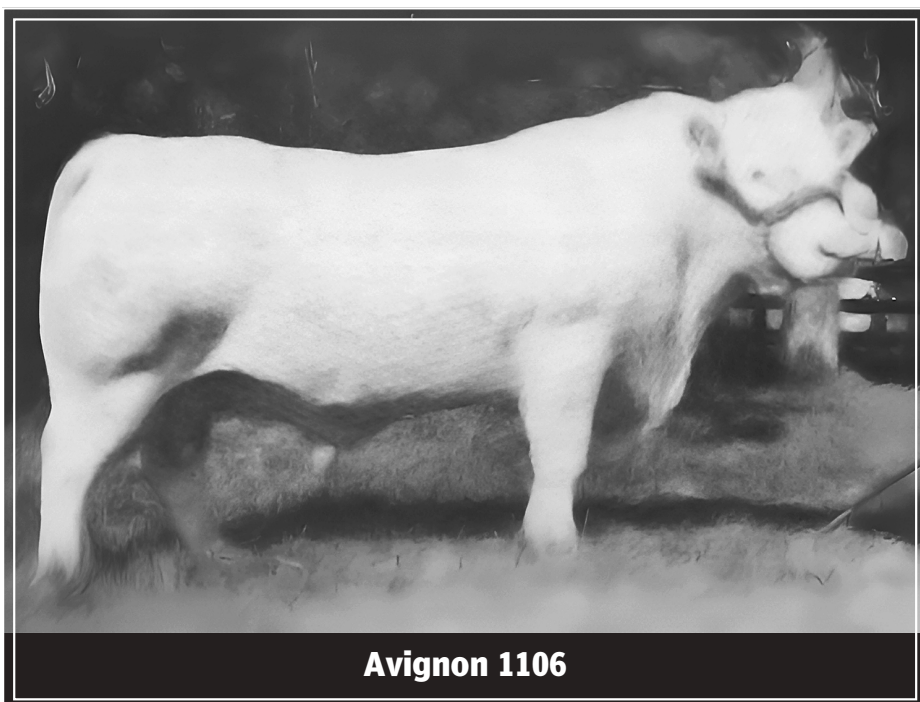
I was asked to write a short article about Charolais cattle, and I'm sure happy to talk about Charolais bloodlines. First, I should introduce myself. I'm John Dellinger. My farm, Faraway Cattle Company, is in Vale, North Carolina. We have a small herd of Charolais brood cows. Our breeding program is based on linebreeding to just a few animals. But I'm not going to talk much about my cows.

Charolais are a very old breed but have only been in the U.S. for a fairly small part of their history. The breed originated in France, perhaps as early as the 8th century. The first French registry was started in the mid-1800s. The first herd in North America was established by Jean Pugibet after World War I. He arranged for a shipment of two bulls and ten heifers to Mexico in 1930. Two later shipments in 1931 and 1937 increased the total number to 37 – 8 bulls and 29 females. The first Charolais to come from Mexico are believed to be two bulls, Neptune and Ortolan, which were purchased from Pugibet by the King Ranch in Texas and imported in June 1936. There were later imports of bulls. Notably, a bull named Wee was bred by Pugibet and imported into the United States. A large percentage of the Charolais cattle in the U.S. would trace back to Wee.

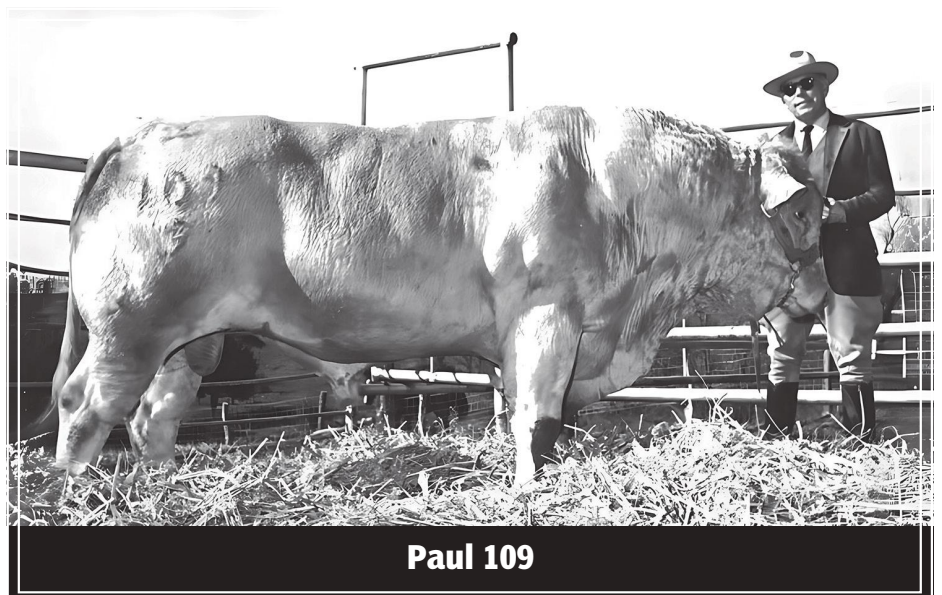


Belphegor, better known as Bingo

Because of an outbreak of foot-and-mouth disease, there were no importations of French Charolais cattle into the U.S. from the 1940s until the 1960s. This really restricted the supply of Charolais cattle in the United States. To expand the breed, American breeders



Avignon 1106



Paul 109



BR Duke 261

established a five generation “breeding up” program. This program involved using purebred Charolais bulls for five consecutive generations to produce a 31/32 Charolais animal, which was considered the equivalent of a purebred. Unless an animal in the United States is identified as a full French animal, it very likely traces back to cattle that were “bred up” to purebred Charolais. In fact, the breeding up program is the source of almost all of the polled genetics in the breed, since Charolais in France were a naturally horned breed. The polled gene in Charolais cattle in the U.S. comes from polled cows, like Angus or Hereford cows, that were the foundation cows of the breeding up program.

The American Charolais breed, as it developed based on the early importations and the breeding up program, seemed to produce a type of animal that was very useful, if a bit less imposing than the French cattle. They were longer muscled, more moderate in frame, and hardy, capable of getting by in pretty tough surroundings. Then, in the 1960s and 1970s, French cattle began arriving again. Some of the French cattle that came then didn’t work out well due to structural and genetic problems and due to a mismatch of the bulls



FWT Bar 951, better known as Sam

with the cows, which resulted in calving difficulties. However, the French cattle that did work out became very influential in adding a bit more muscle and power to the American cattle.

From here, I’m just going to mention a few bulls that have been extraordinarily influential in the current American Charolais breed. There are two French bulls that need to be mentioned. Avignon was imported in the 1960s. Nowadays, almost all of the cattle in the breed who trace back to Wienk Charolais or Lindskov-Thiel Ranch genetics have the influence of Avignon through his son, Nutmeg’s Avignon FR31. Avignon produced thousands of useful sons and daughters that were born easily and grew fast before becoming productive breeding animals. The other French bull that I should mention is Belphegor, known as Bingo. The Bingo cattle were very influential in the Wienk cattle and the Rogers cattle from Mississippi. These cattle were good doing cattle, with exceptional carcass traits and excellent milk production.



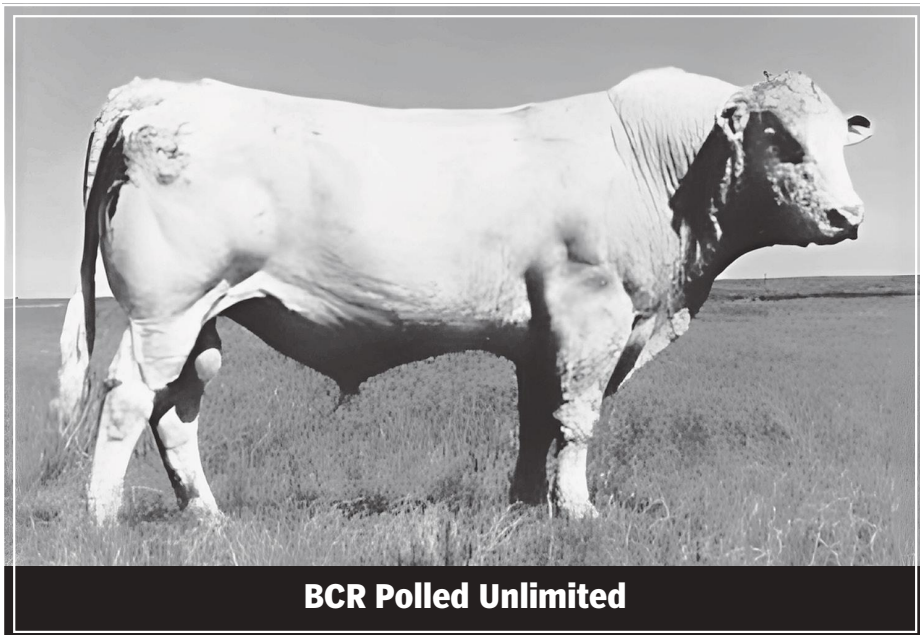
Señor of Sandrellon

The Sam line of cattle was very influential in the 1960s through the 1980s. They were an example of the earlier American style Charolais before the return of the French cattle. They sprung from the Litton Ranch in Missouri and were based on the progeny of FWT Bar 951, known as Sam. They were famous as a source of polled genetics. This bloodline has generally fallen away, but there are Sam cattle in many modern pedigrees.

By far, the most influential line of breeding in American Charolais is Paul. Paul 109 was born in 1959. He was the grandson

Foundations continued on the next page

Foundations continued from the previous page



BCR Polled Unlimited

of Señor of Sandrellan, who was a grandson of some of the original Mexican imports. Paul was a polled bull and had calves born from the early 1960s through 1999. One line of Paul breeding included a granddaughter who ended up being a grandmother of the bull BR Duke 261. BR Duke 261 subsequently produced sons that resulted in the Wyoming Wind line, the Duke 914 line, and the Mr. Perfect line. A granddaughter of Duke 261 became the grandmother of M6 Grid Maker. Between those bulls — Grid Maker, Wyoming Wind, Sir Duke 914, and Mr. Perfect — almost all of the more popular cattle in the breed are Duke 261 descendants.

Paul 109 also produced a grandson named FZ Mac 236. That bull in turn produced a grandson named BCR Polled Unlimited. All of the Lindskov-Thiel genetics trace back to BCR Polled Unlimited many times. FZ Mac 236 also produced a grandson named WCR Sir Fab Mac 809. All of the Wienk genetics trace back to Mac 809 many times.

And there are many more examples of bulls that trace their lineage back to Paul 109. The take home lesson is simply that a great deal of what is good is in the modern Charolais breed.



FZ Mac 828

There are, of course, a great many other bulls that deserve to be talked about. For example, the Michaelis Ranch cattle in Texas form a great part of the base of the breeding programs at Cobb Charolais, DeBruycker Charolais, and Eaton Ranch in Montana, three very important herds. And there are several other French bulls that contributed along the way to make the breed what it is today. We need to remember that the genetics we see today came from these founding bulls of the breed. Knowing more about them can help modern breeders make better decisions when buying herd bulls.



By **GEORGEANNE WEBB**, S.C. Charolais Association

I hope everyone had a great Christmas. We just had our 15th bull calf hit the ground the other day, so if anyone needs a bull next year, you know where to look.

I would like to explain the cover. That is the daughter of our newest Charolais member in South Carolina. Those heifers came from me, and Riley has got them all trained as her best friends. She picked out a dress the same color as their ear tags. The heifers love her as much as she loves them. They informed me the other day that Peppa and Pearl are close to calving. I told her dad he had better watch out or she would have those calves in her bedroom playing with them.

Not much going on except calving and feeding hay. I still predict we will have a big snowstorm down here after the weather we have had this year.

My son-in-law retired from the Navy after 25 years, so we now have the family back together. They live about 20 minutes from my house, so holidays will be celebrated big time from now on.

Take care of each other and call to check on folks during the winter.

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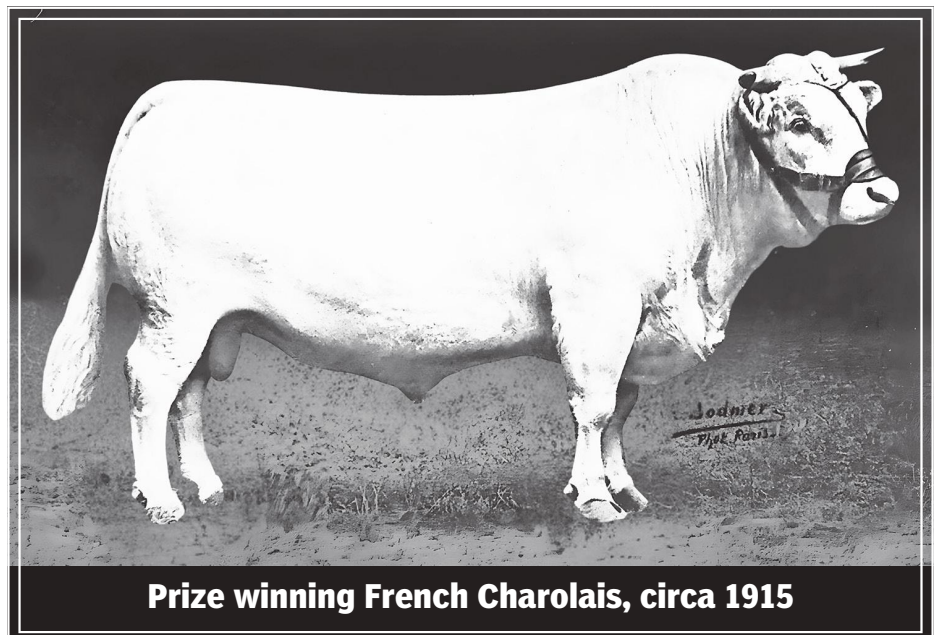
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SPOTLIGHT on Charolais

A Short History of the Modern Charolais – Show Cattle

By JOHN DELLINGER

In this series, I have written a couple of articles about the history of Charolais cattle in the United States. I wrote generally about influential bulls, and I wrote about the extra influence of a bull named BR Duke 261. Here, I thought I'd write a bit about the history of Charolais cattle in the show ring.



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I guess it's likely that cattle breeders have been showing cattle in competitions against other breeders for centuries. Modern breeds didn't develop until around 1800–1850 or so. Showing cattle competitively became a "thing," especially after there were better defined breeds and registries keeping track of pedigrees. Until the time of performance testing and the calculation of EPDs, it's likely that success in the show ring was the most important element that caused other cattlemen to be interested in a breeder's genetics.

In the Charolais breed, there have been shows in France since the 1800s at least. A show winner from about 1915 is pictured here.

The Charolais breed came to the U.S. from France in the 1930s, and there have probably been shows of some sort since then. However, it was not until the late 1960s that Charolais cattle were allowed to show in many of the major livestock expositions in America. At that time, many of the established breeds — Shorthorn, Angus, and Hereford — were still quite small by modern standards. Cattlemen from those breeds did not welcome the much bigger French cattle being shown in close proximity to their cattle because they were not interested in spectators comparing the "beefiness" of the established breeds to the Charolais. But a few breeders eventually broke through and Charolais were exhibited at the large shows in

Kansas City, Chicago, Houston, and Denver in the 60s. Perhaps the pivotal moment in the change of the type of cattle from the smaller framed “belt buckle” cattle was when a Charolais cross steer named Conoco was made grand champion steer at the 1969 International Show in Chicago. He would make a darn fine steer today.

In the meantime, the descendants of a bull named FWT Bar 951 Sam bred by Litton Charolais in Chillicothe, Mo., were being aggressively shown and promoted all over the United States.

Monarch’s Majesty — a grandson of Sam — was grand champion at the Houston show in 1969.

MGM Hijack Mae was the grand champion female at that same show. She was bred by one of the early pioneer breeders in the U.S. — Michaelis Ranch.

Show Cattle continued on page 27



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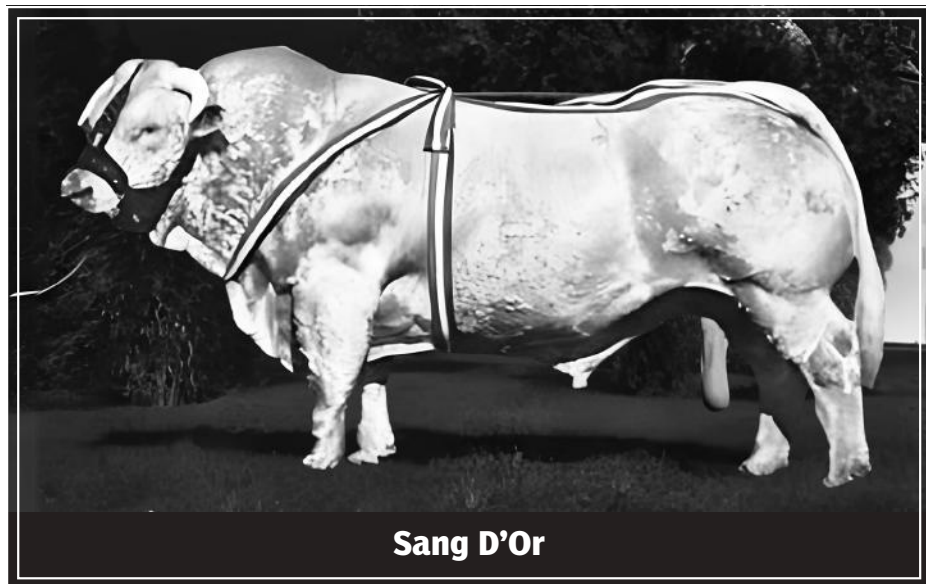
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Show Cattle *continued from page 25*



Sang D'Or

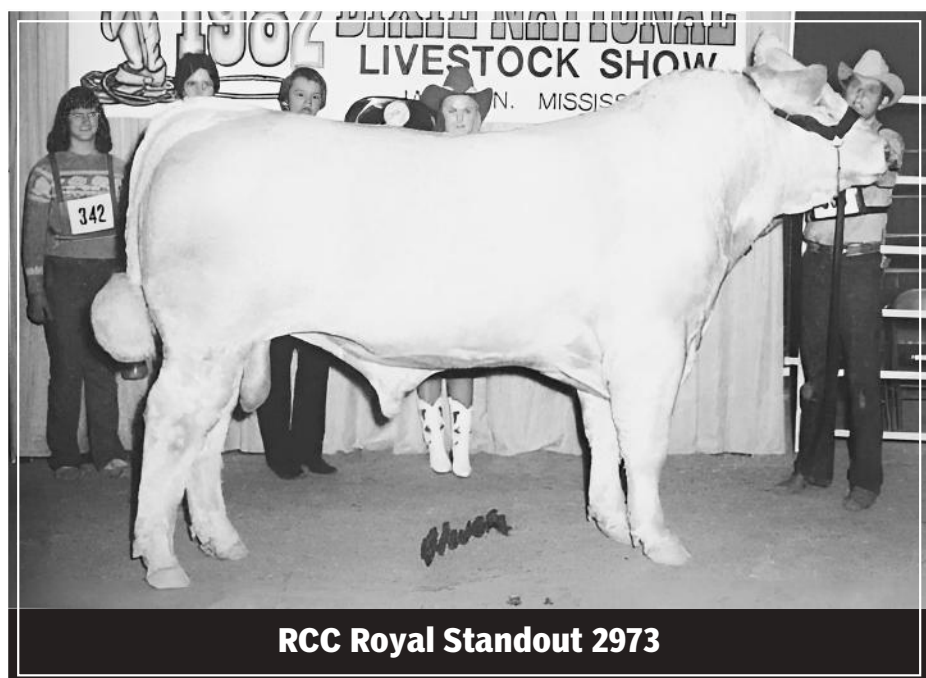
After that, the show circuit became the place to figure out who had “the best” Charolais cattle. Pretty quickly, cattle started getting bigger, mostly taller — that seems to be related to the idea that the cattle had to have the performance and size of Charolais cattle, but they needed to not be so thick to cause calving troubles. So folks naturally decided to try to stretch them out. This resulted in some useful cattle for a while — maybe a bit big, but not bad. HCR Expectation 269 was the 1978 national champion bull.

After that, it was sort of off to the races for taller Charolais cattle. Riverwood Genesis was the 1979 champion. He was a son of Riverwood Elevation, and that really started about a 20 year period when cattle related to him and his brothers dominated the breed.

Over time, the cattle got even bigger. Roxy’s Jack Dempsey was very popular — and very big. A lot of Canadian cattle still carry his genetics.

Thomas Joker was the 1992 national champion. He was probably too big and was the last really big bull to win big.

About that time, breeding value estimates were being published, and the importance of the show cattle in the breed started to wane very quickly. The availability of breeding value estimates for traits



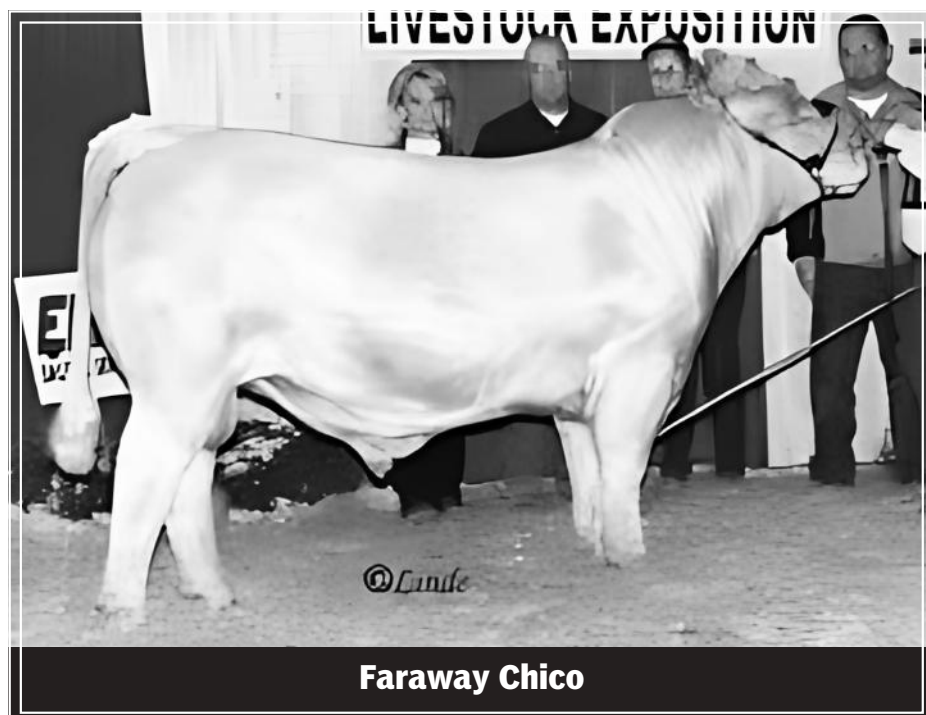
RCC Royal Standout 2973

of economic importance simply made the ranking of cattle in a show ring a less valuable measurement for breeders.

Cattle have become quite a bit more moderate in the Charolais show ring since then as well. The 2018 national champion was a cow named TR Ms Dottie 6703. She is pictured in this article from the South Dakota State Fair. Also, the 2018 champion bull named in Canada was Elder’s Honcho, who won Agribition.

Since this article is for *The Carolina Cattle Connection*, I should mention a couple of our winners. There have been many over the years, but one of the most successful show bulls with a South Carolina connection from back in the days was RCC Royal Standout 2973. He was owned by Barton Charolais in Abbeville, S.C., and shown by Wayne Templeton when he managed that herd.

More recently, my own bull, Faraway Chico, was shown successfully over a decade ago. Our herd in Vale, N.C., is based on his descendants.



Faraway Chico

Finally, since we started with a French show bull, we’ll close with another one. I don’t know this guy, but he was a winner in France in the recent past.

It seems pretty clear that, in North America, the type of Charolais cattle that wins shows has been pretty variable over the years, but comparing the French winners 100 years apart, it seems like they have a stricter ideal with regard to show bulls. No matter. Whether you show cattle or not, we should all try to breed cattle that please us, that are in demand by our customers, and that have the best chance of making money for those who care for them. If we can do that, I’m sure we’d mostly call that a good day.

The final installment in this series, for now, will center around cattle performance testing and evaluation.

**Show champions mentioned in this article can be found on the next pages*

Champions – 1960s



Conoca



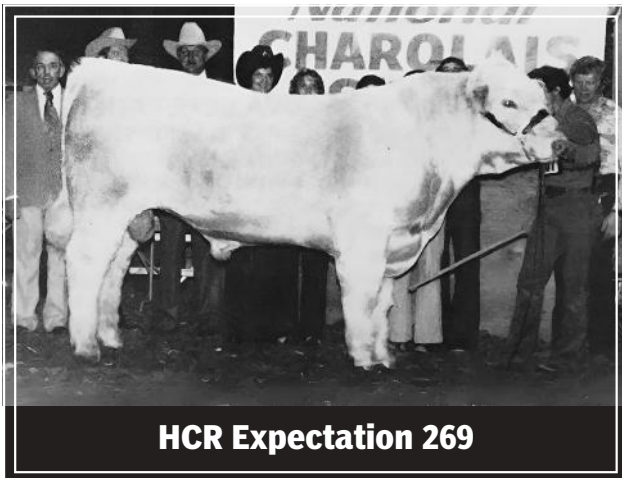
Monarch's Majesty



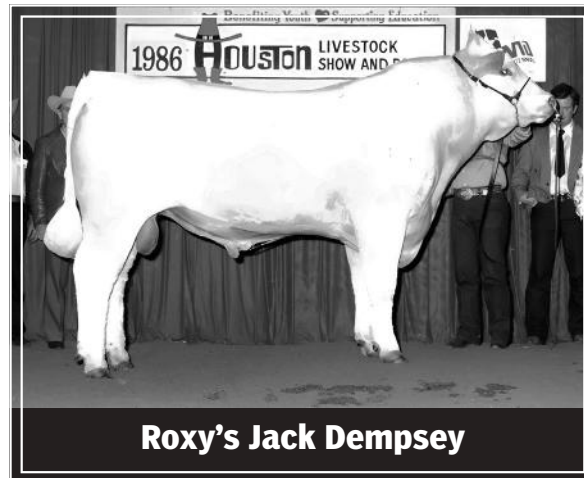
MGM Hijack Mae



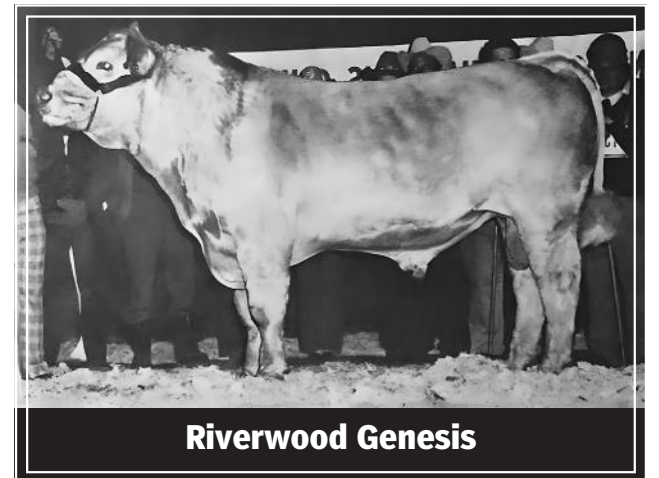
Champions – 1970s & 1980s



HCR Expectation 269



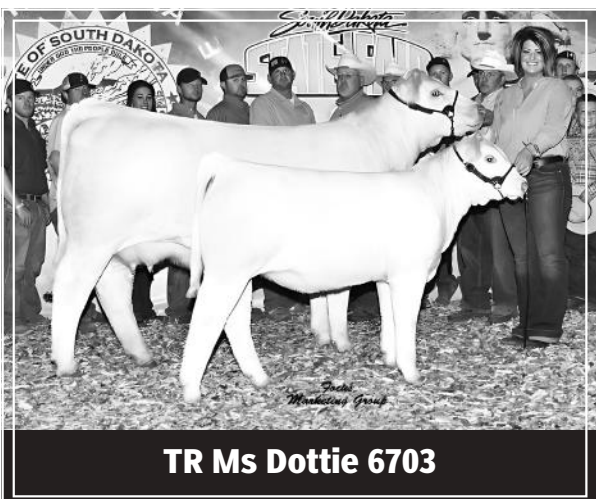
Roxy's Jack Dempsey



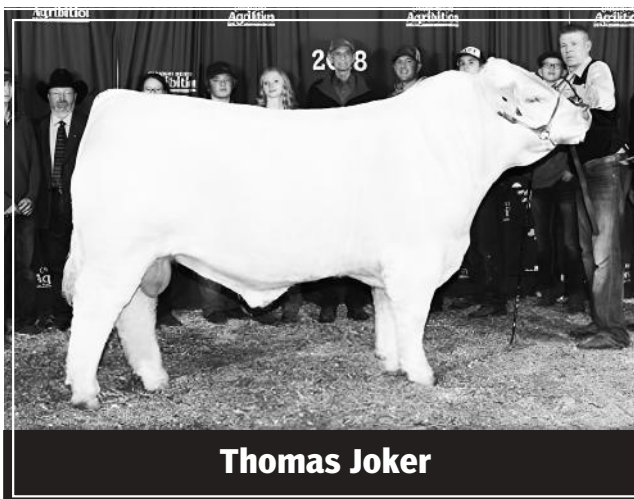
Riverwood Genesis



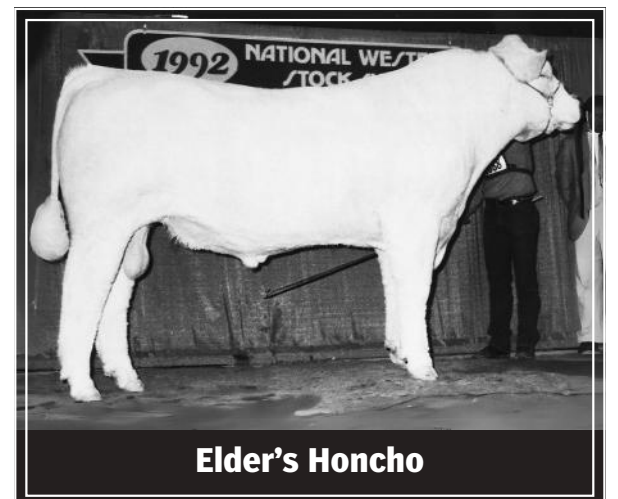
Champions – 1990s to Present



TR Ms Dottie 6703



Thomas Joker



Elder's Honcho

SPOTLIGHT on Charolais

A Short History of the Modern Charolais – The Carolinas

By JOHN DELLINGER

When I've written about Charolais cattle, I've written mostly about influential cattle. But they tell me that the seedstock cattle business is just as much about people. So here are some stories about a few of the pioneer Charolais breeders in North Carolina and South Carolina. This is not a complete list, and I'm sure I'm going to miss some important folks and probably overemphasize a few people. And there might be some mistakes. My apologies for any errors, and feel free to let me know.

Arthur Schopenhauer was a German philosopher in the 19th century. A friend suggested to me that Schopenhauer's observations on writers could be adapted to describe cattle breeders, and it'd go something like this:

Cattle breeders may be classified as meteors, planets, and fixed stars.

- A meteor makes a striking effect for a moment — the spectator looks up and cries, "There!" and then it's gone forever.

- Planets last a much longer time compared to meteors. And they outshine the fixed stars, and inexperienced observers may confuse them for fixed stars. But that is only because they are closer. Before too long, they give up their place, and their only light is reflected light, and their sphere of influence is confined only to a few of their contemporaries. The path of planets is one of change and movement, and within a few years, their tale is told.

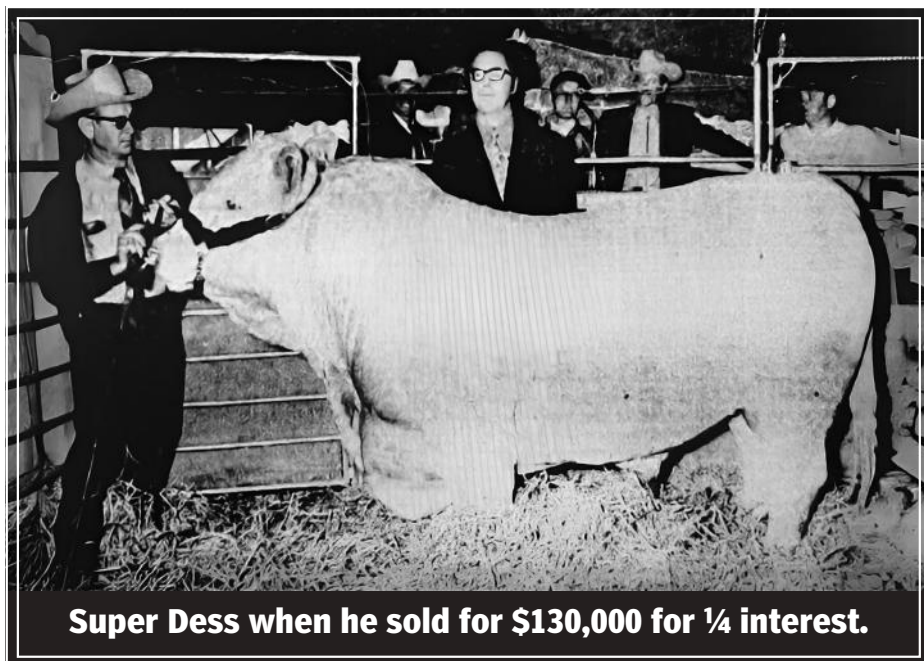
- Fixed stars are the only ones that are constant. Their position is secure. They shine with their own light. Their effect today is the same as yesterday. Their appearance does not change based on the different point of view of the observer. They belong to the universe, not just a small community. They are so far away that it can be many years before their light is visible to others.

The Carolinas continued on the next page



The Brookberry herd in Winston-Salem.

The Carolinas continued from the previous page



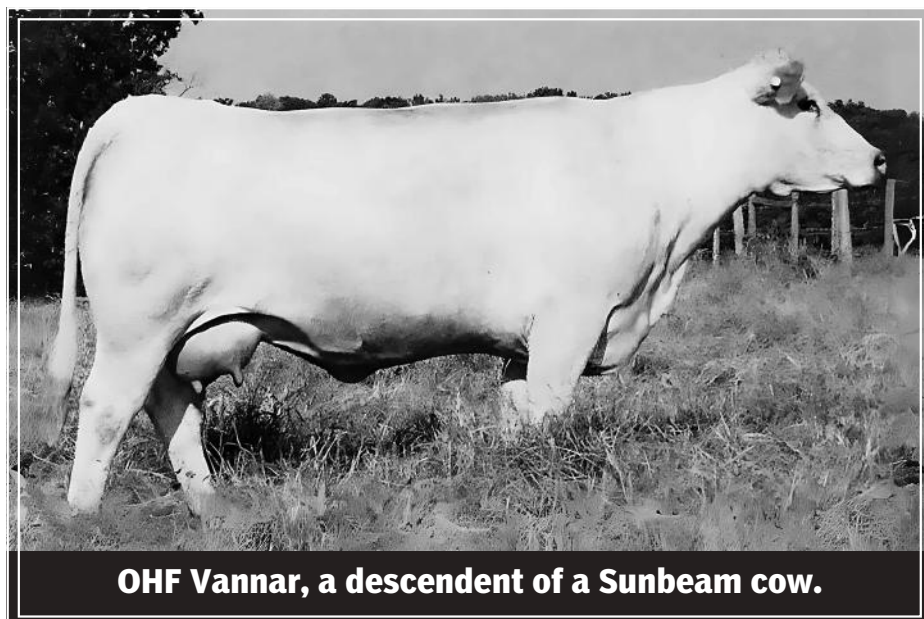
Super Dess when he sold for \$130,000 for ¼ interest.

The folks I'm going to mention will include some "meteors," some "planets," and a few "fixed stars." I'll leave the classification to the reader, though, and just tell the story.

In 1950, Charolais cattle were being bred in only three states in America — Texas, Louisiana, and Florida. There were a few bulls spread throughout the country earlier, with a few even in this general neighborhood. For example, Winston Guest, a relative of Winston Churchill and an heir to the U.S. Steel fortune, imported two bulls from Mexico to his farm in western Virginia in 1942. But by 1960, there were Charolais breeders in most of the country, including in the Carolinas.

I think the first sustained Charolais breeder in the Carolinas was John M. Jordan, Jr. in Saxapahaw, North Carolina. He was the son of Everett Jordan, a U.S. Senator from North Carolina. His family

made their money in the textile industry, and John started breeding Charolais bulls to commercial cows in the mid-1950s. Jordan worked with French cattle and polled cattle successfully. In the days when French cattle were very valuable, he sold one female at auction for \$40,000 and another for \$60,000. He eventually developed what was thought to be the largest polled Charolais herd in the world, with locations in several states. He formed Jordan Charolais Enterprises, which was an effort at vertical integration in which his ranches would raise the beef, his plants would process it, and eventually, his Jordan's Le Charolais Steakhouses and his chain of burger restaurants would serve it. In May 1971, he sold that venture and largely left the Charolais business. He sold a bull, JCR Polled Dessauny 999 (known as Super Dess), for \$130,000 for ¼ interest. Super Dess had a yearling weight of 1,685 lbs, a world record at that time, and his auction price was also a world record at the time.



OHF Vannar, a descendent of a Sunbeam cow.

Riverwood Elevation 44

Riverwood Elevation 44
205 Wt. 230 lbs. 365 Wt. 1,285 lbs. Cow Family Bulls 5/16/74

The Breeding Bull

The Breeding Bull

The true test of a great breeding bull is the impact his progeny have on the breed.

RIVERWOOD ELEVATION 44 has played a major role in the improvement of the Charolais breed and will continue to do so through the progeny of his offspring.

RIVERWOOD ELEVATION 44 is a National Grand Champion bull who has in turn sired three National Grand Champions plus countless winners of major shows throughout North America.

RIVERWOOD ELEVATION 44's pedigree represents a cross of two of the most trusted, prepotent bloodlines of the breed — AVIGNON x JNEED 1571.

RIVERWOOD ELEVATION 44 is one of the most respected bulls of the breed. Recently ten progressive breeders syndicated a 1/4 semen interest for \$350,000.

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Pine Bluff, AR 71601

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Phone 512-995-6244

July 1981 Riverwood Elevation Syndicate advertisement

It appears that the first sustained Charolais breeder in South Carolina was James McNamara in Greenville, South Carolina. He was a medical doctor. He had a Charolais herd from the late 1950s until the early 1970s. His cattle were identified with the "Isidore" suffix — for example, "Carl of Isidore." The Isidore cattle were sold out to Bar U Ranch in Mississippi and Rabbit Hill in Florida around 1970. A few of his cattle became the basis for the "Muffett" family, which was very popular in the show ring for many years after that.

The Jordan and Isidore cattle went throughout the country and provided a strong base for others. In addition, Jordan and McNamara got together in November 1963 to help form the Virginia Carolinas Charolais Association. Other early breeders in the Carolinas who were involved in that association at the formation included Hoyte Causey of Chadbourne, N.C.; Fred Mast of Valle Crucis, N.C.; Scott Gardner of Warrenton, N.C.; Paul Wallace of Wallace, S.C.; Jack Sher of Inman, S.C.; and John Ashmore of Greenville, South Carolina.

Besides being "first" or "early," I think breeders can be interesting because of their "day jobs" or, obviously, because of the impact of the cattle through the years. Hanes Ranch was in

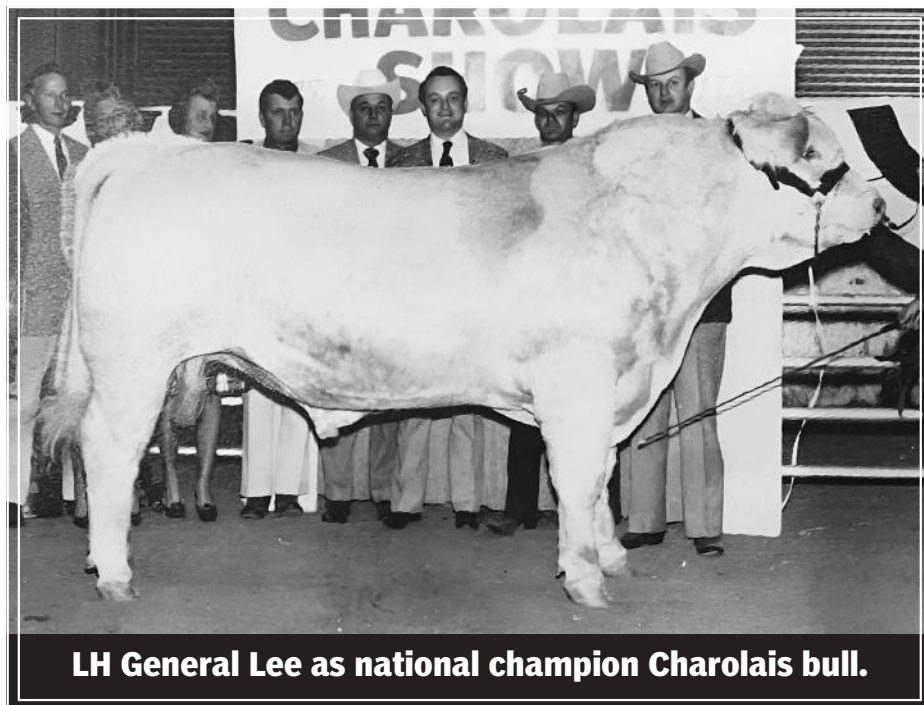
Clemmons, N.C., and was owned by the Hanes family, now more famous for Michael Jordan’s underwear. The Hanes family had Charolais from about 1964 through fall 1968. Bowman Gray, Jr., the President and CEO of Reynolds Tobacco Company bred Charolais at Brookberry Farm in Winston-Salem, N.C., from 1967 to 1969.

Grier Beam, the CEO of Carolina Freight, bred Charolais at Sunbeam Farm in Cherryville, N.C., from about 1971 to 1978. Some important cattle, including the parents of both JF Polled Addition and the foundation cow for the Three Trees Vanessa cow families, trace back to Sunbeam. It is unlikely that most folks knew that this was an important breeding program then.

The Carolina Charolais Ranch was in Lillington, N.C., in the 1960s. They eventually became part of the Jordan herd, but before that, they produced a female named CCR Nancy Bayard. That cow would eventually make her way to Spain Charolais in Missouri, where she would produce Spains Quality Poll 871. He would be the paternal grandsire of BR Duke 261, probably the most important bull in the breed in the United States.

Dr. Leroy Webb started his Charolais herd in Easley, S.C., in the late 1960s. In 1981, he was part of one of the biggest Charolais events ever in South Carolina when he joined along with a group of about ten other Charolais breeders to purchase a ¼ interest in Riverwood Elevation 44 for \$350,000, making Elevation worth a total of \$1.4 million. Two other Carolina breeders — Dr. John Giles of Morganton, N.C., and Ed Runion of Greer, S.C. — also joined that group. Dr. Giles and Dr. Webb both used Elevation well. Dr. Giles left the Charolais business around 1990, but the Webb herd is still going strong in Easley.

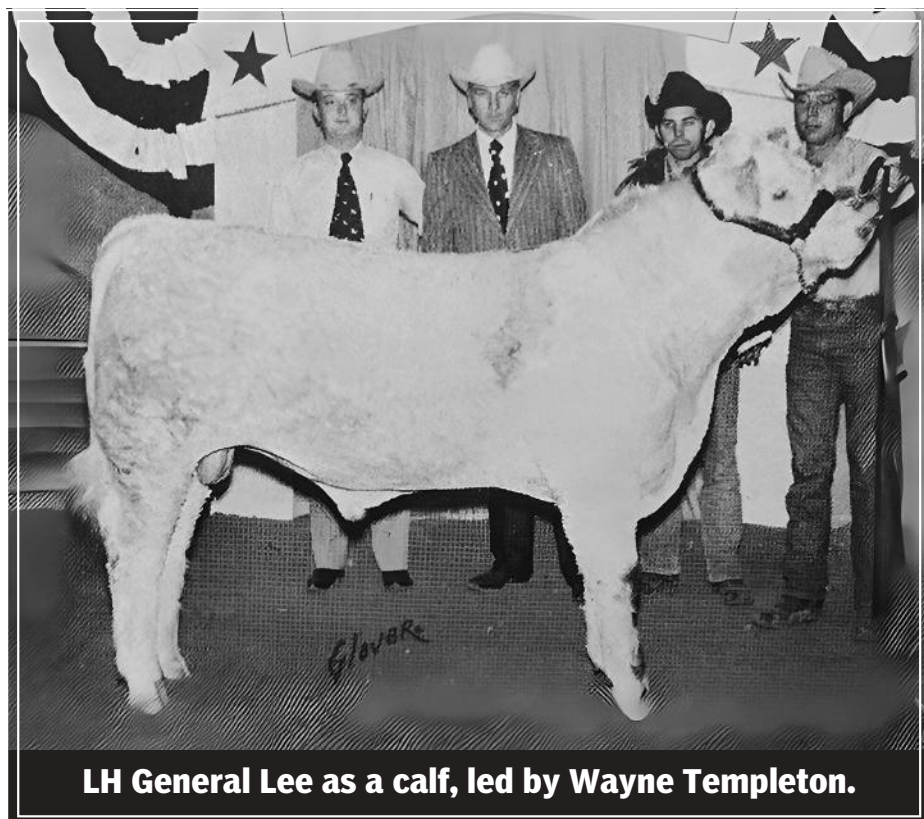
The last folks I’m going to mention are Wayne Templeton and Gerald Barton. Wayne has been in the Charolais business at least since the early 1970s when he was herdsman for LH Bar Ranch in Newnan, Georgia. LH Bar was sort of a continuation of the Ayavalla Plantation breeding program in Florida, which was owned by the Phipps family from U.S. Steel. LH Bar used a bull called FCI B47,



and they produced at least one National Champion bull, LH General Lee. General Lee would go on to be a foundation bull for Wesson Charolais in Missouri, a major herd from the 1970s to the 1990s.

Meanwhile, Gerald Barton, an attorney from New York City, struck up a friendship with another attorney, Perry Nichols, in the early 1970s. Nichols had a Charolais herd in Florida. That ended up with Barton starting a Charolais herd on Nichols’s ranch. That, of course, ended up with unpaid bills and unmet expectations and litigation, but, in short, Gerald Barton became a cattle breeder. In the Fall of 1975, Barton bought FCI B47. Around that same time, Barton hired Wayne Templeton to manage his herd in Abbeville, South Carolina. In the next few years, they built a nice herd of cattle, adding important bulls, Spains Polled Challenger and RCC Royal Standout 2973 to the mix. That herd dispersed in early 1982, and Mr. Barton went home to New York. But the genetics proved useful for years after that, and Wayne Templeton and his family have continued to breed Charolais cattle since then.

There are many others who probably should be mentioned, but you can see in the small sample that there are some “meteors,” some “planets,” and some “fixed stars” in the group. You can decide which ones are which, but I think it might be useful for cattle breeders to think about their own breeding programs and which category they want to be in.



SPOTLIGHT on Charolais

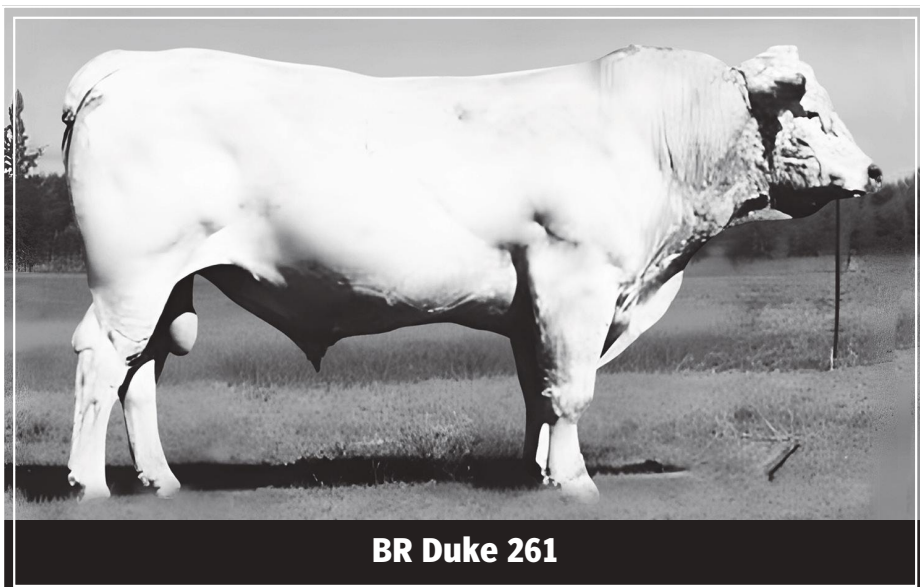
A Short History of the Modern Charolais – The Duke

By JOHN DELLINGER

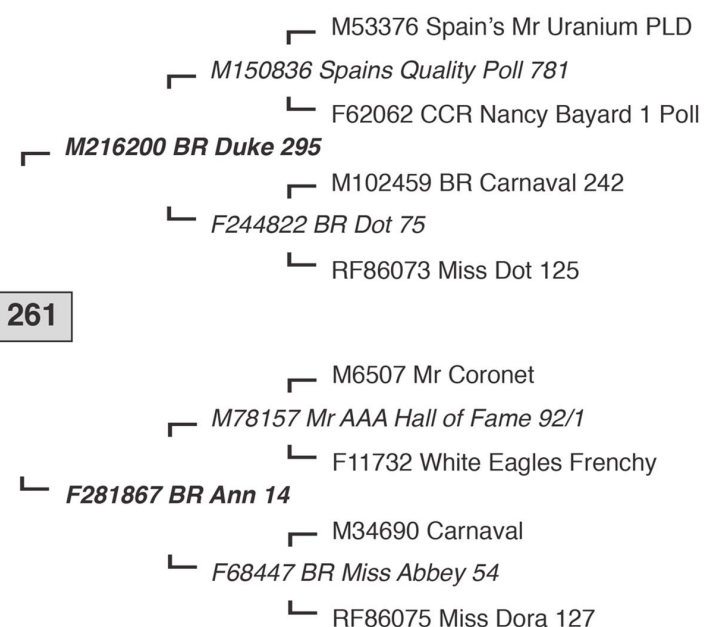
My previous article was about the history of Charolais cattle in the United States. Now, I am going to expand on some of the things I've already talked about by focusing on one bull that is among the couple of most influential bulls in modern Charolais pedigrees. This bull's heritage traces back to some of the very first cattle that came from France, through Mexico, to the U.S. in the 1930s. That base of genetics was then crossed with some French genetics that came to the U.S. in the late 1960s. And his progeny have proven to be very successful up until today.

In the mid-1980s, the Charolais breed, like most other beef breeds in the U.S., was fully caught up in a craze in which the tallest framed animals were considered the best. Every year, the cattle got taller. At the same time, the cattle became frail and light muscled. The cows didn't produce enough milk and were hard doing and difficult to maintain. Certainly, there was a need for a change. In late 1984, Wienk Charolais of Lake Preston, S.D., purchased a bull from Bauman Ranch of Carpenter, Wyo., with no fanfare. They didn't know it then, but that bull would change the Charolais breed throughout the world over the next several decades.

BR Duke 261 was calved in 1983. Wienk Charolais had their first calves by him in the fall of 1985. Since then, he has had 3,339 calves registered in the U.S., with calves being born every year through the

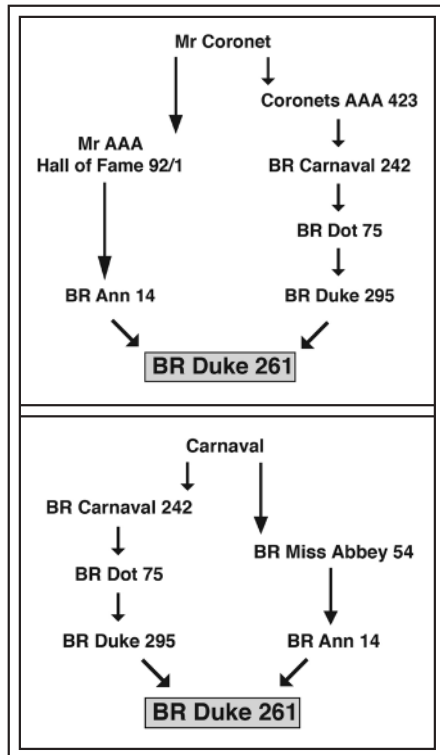


BR Duke 261's Pedigree



present. He came on the scene for a lot of reasons. He was polled. His calves were smaller framed and thicker, and the cows were good milking, good uddered, easy keeping cows. The early genetic evaluations in the Charolais breed identified him as a leader across several important traits. Even now, after over 30 calf crops, his EPDs are still respectable. He's still in the top third of the breed in weaning weight, milk, carcass weight, and marbling.

BR Duke 261 is interesting genetically because of his ancestry and because of his descendants. If you study his pedigree, several interesting patterns emerge that tie into my previous article. I talked about the original shipment of cattle into the U.S. from Mexico in the 1930s. I have charted how Duke 261 traces back twice in just a few generations to a bull called Mr. Coronet. Mr. Coronet was a grandson of cattle that were in the original importation. I also talked about the importance of the descendants of Señor of Sandrellan and Paul 109 in U.S. cattle. Señor of Sandrellan was also a descendant of the original imported cattle, and as you can see in the pedigree,



Duke 261 traces back to him and his grandson Paul as well.

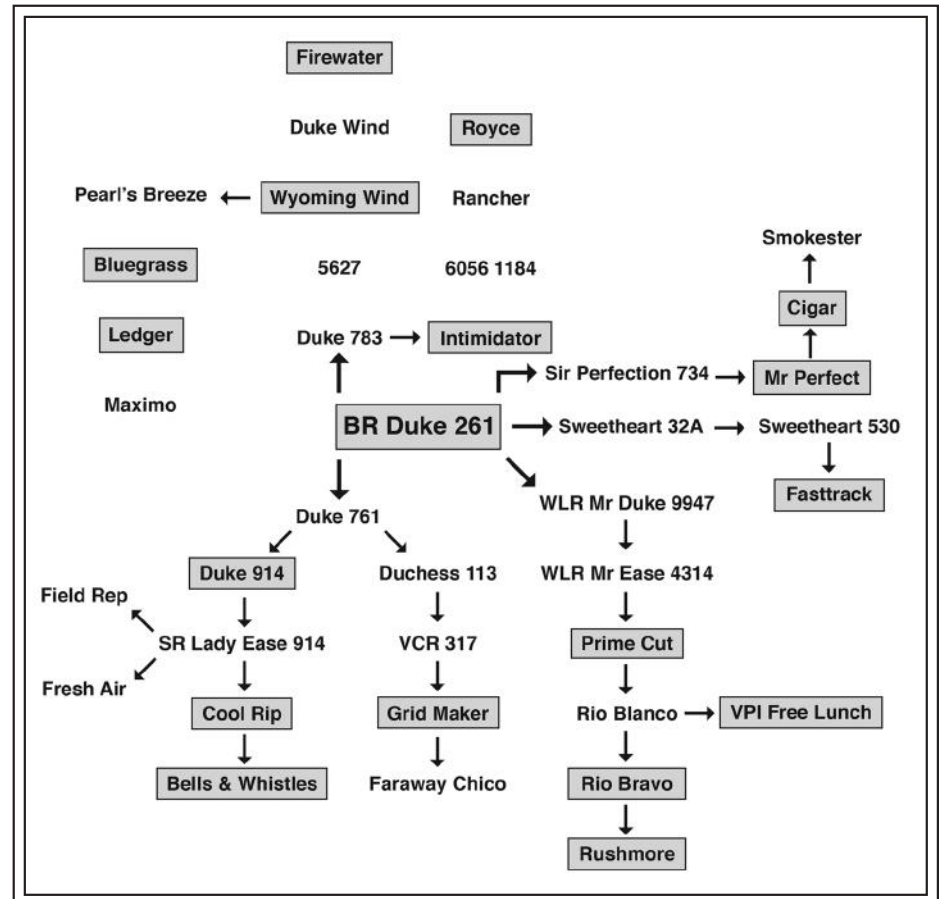
I also talked about the importation of full French Charolais bulls in the 1960s and 1970s. You can see in BR Duke 261's pedigree that he traces back to a full French bull, Carnaval, who was imported in the late 1960s. Carnaval would go on to be a very important sire and is still being used a bit today.

BR Duke 261's pedigree is interesting, but the real importance of BR Duke 261 in the modern Charolais breed in the United States is measured through his descendants. This is a diagram that shows how

a good proportion of the Charolais breed in the U.S. today are reasonably closely related to each other, at least because they can be easily traced to BR Duke 261.

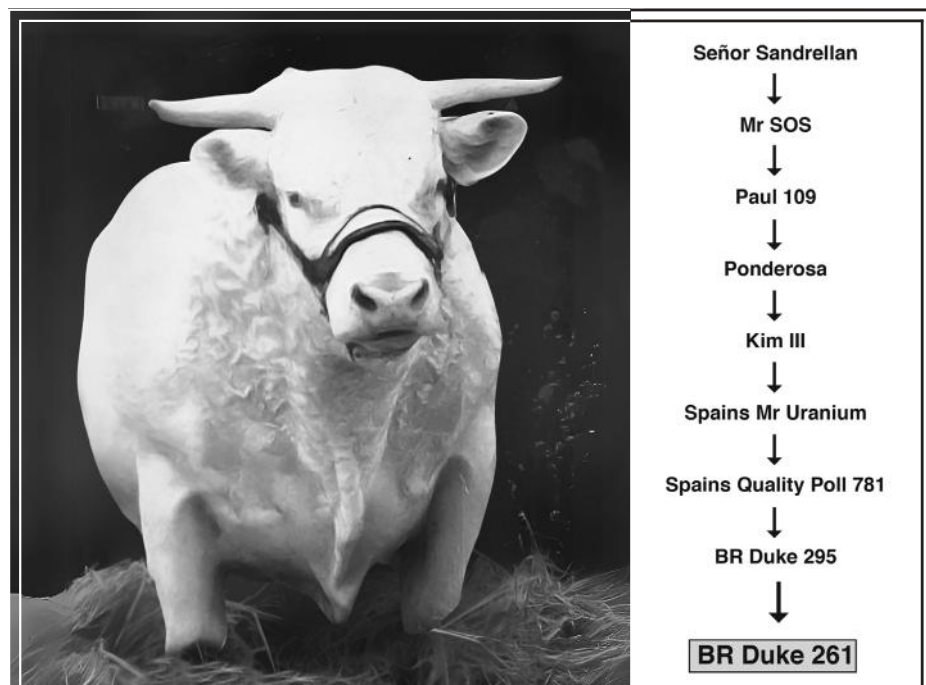
The diagram to the right shows the relationship of many of the most popular cattle of the breed through BR Duke 261. The bulls pictured to the right are a sample of the very important sires that trace back to BR Duke 261 at least once.

This is all very well known information, but what do you do with it? You could determine how closely related animals are based on the diagram. The fewer the links between animals, the closer related they are. For example, there are only three links between VCR Sir Duke 914 and M6 Grid Maker 104, so they would be something like second cousins. This kind of information might be helpful if you are trying to buy or breed cattle that are either more related or less related to each other. Of course, this doesn't take into account relationships through other ancestors, but it still might be helpful. If you were actually interested in using bloodlines that aren't related to BR Duke 261, you could search for cattle that don't show up here.


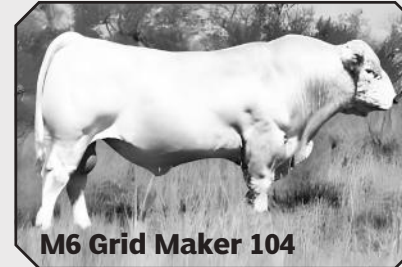


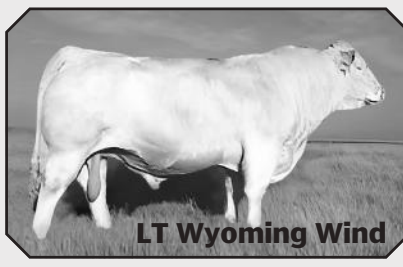



I hope this little article reminds breeders of the importance of studying pedigrees to make breeding decisions. However you structure your breeding program — whether you try to linebreed cattle or try to avoid linebreeding cattle — it is crucial that you study the pedigrees thoroughly and understand the family behind the bulls.

I hope you are enjoying this series of articles. My next installment will focus on the history of Charolais cattle in the show ring.



POPULAR CHAROLAIS BULLS

 LT Ledger 0332	 M6 Grid Maker 104
 MR Mr Firewater	 VCR Sir Duke 914
 LT Wyoming Wind	 LHD Cigar

SPOTLIGHT on Charolais

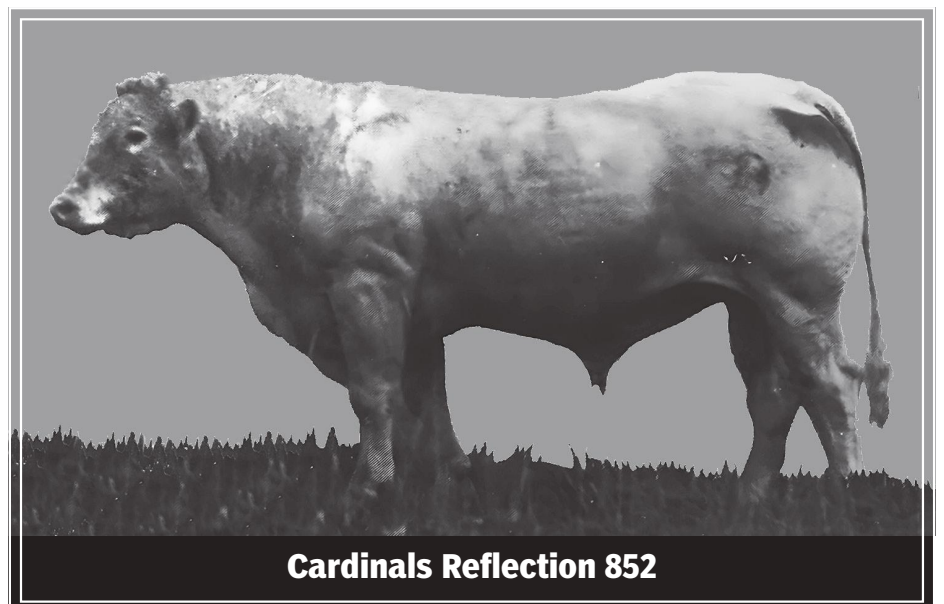
A Short History of the Modern Charolais – Performance

By JOHN DELLINGER

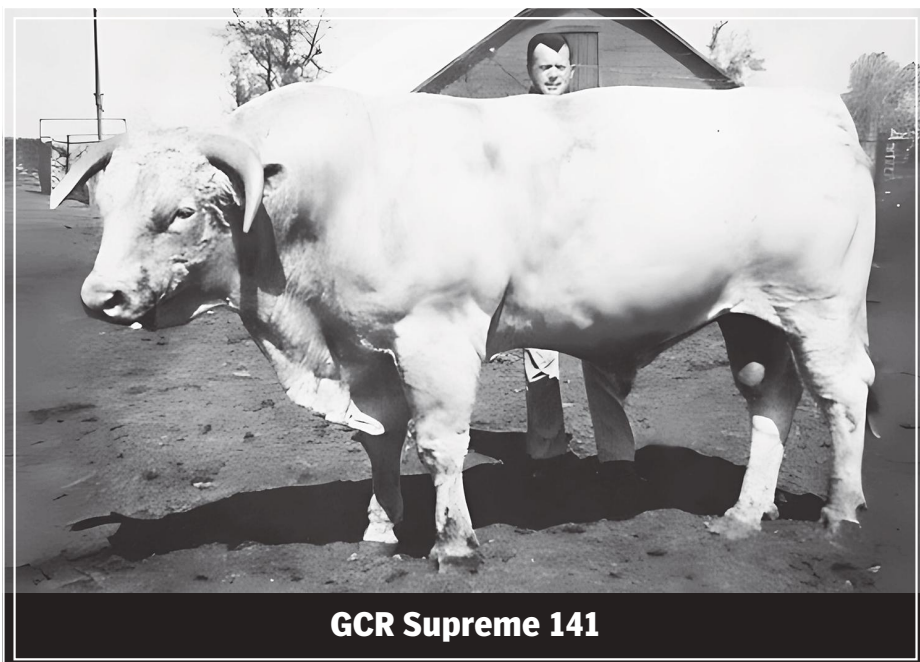
In this installment of my series on Charolais cattle in the U.S., I thought I'd write about how performance testing and evaluation of cattle since measures of performance have evolved, especially in the Charolais breed, and especially in the Carolinas.

When Charolais cattle were developed in France throughout the 1700s, and even earlier, they were generally selected for their rapid growth as lean, muscular animals. Mature size and muscularity were very important. Marbling was less important because the French markets didn't treasure that trait, and the more maternal traits, like easy keeping, milk production, and udder quality, were a bit less important. But the strict selection for fast, lean growth was paramount. As these cattle came to the United States in the 1930s and throughout the middle of the 1900s, they were quickly recognized as being something different from the more maternal, all purpose British cattle. The calves grew faster. The cattle were bigger and more muscular.

Charolais arrived in the U.S. at about the same time that scientific cattle breeding for performance was getting started. In the 1930s and 1940s, scientists determined how to objectively measure growth genetics and developed estimates of the heritability of these



Cardinals Reflection 852

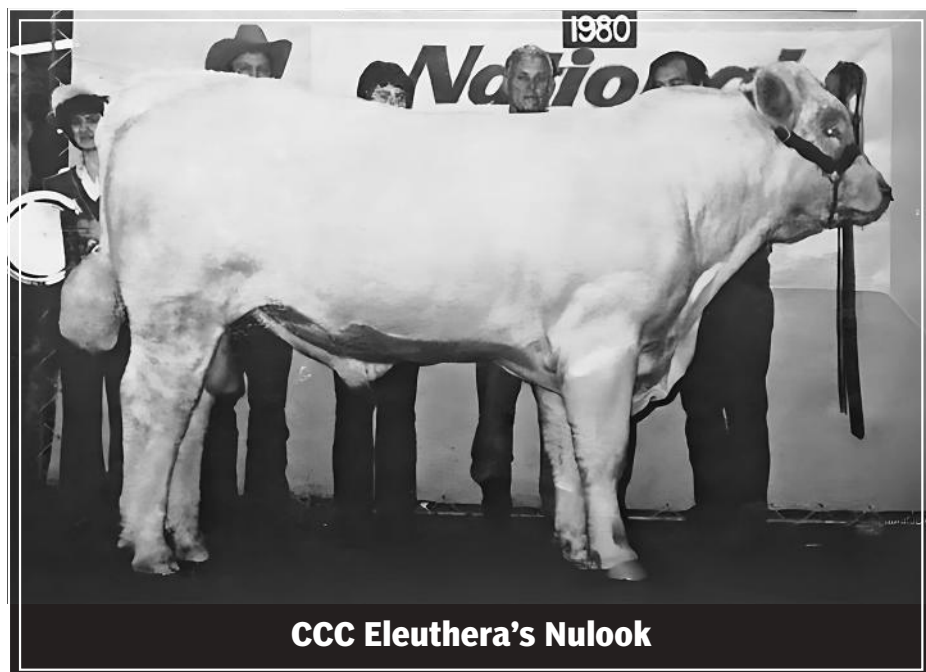


GCR Supreme 141

traits. Individual farmers and ranchers were starting to develop breeding programs based on performance and not on show ring appraisals. Central bull tests started in Texas in 1941. The "gift of Charolais," as described by Thomas King, came then, showing breeders of all breeds that extra growth was possible and giving other breeds a performance target to aim for. This was the beginning of modern performance testing in beef cattle.

One of the early efforts at promoting performance based beef cattle genetics was Performance Registry International (PRI). PRI set standards for cattle progeny evaluations. The program identified sires that were superior at producing progeny that were evaluated for growth and carcass traits as compared to standards. PRI existed for many years, and a decent number of early Charolais bulls were proven to be outstanding on the PRI program, earning the designation of "Certified Meat Sire," with various categories describing the best ones. For example, Avignon 1106 — a full French bull whose bloodlines still flow strong throughout the breed in the U.S. — was a PRI Golden Certified Meat Sire.

PRI came to an end in the 1970s, and beef cattle performance evaluation focused largely on bull tests. The Charolais breed did very well on these tests, including producing many bulls that gained



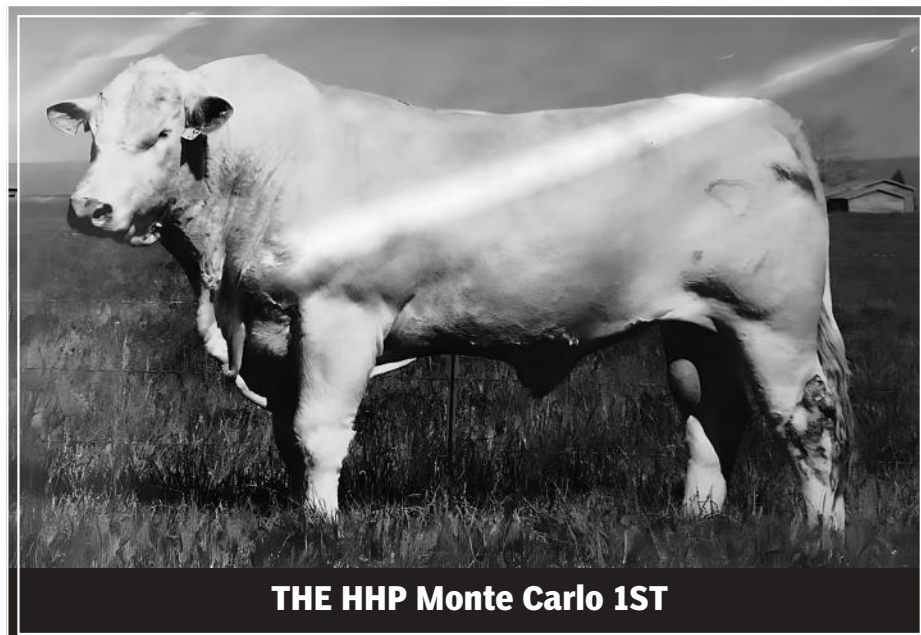
CCC Eleuthera's Nulook

in excess of five pounds of bodyweight per day over the entire test period. Cattle that stood out as being particularly strong in these tests were often fairly large framed cattle that were lean in their type. Growth is, after all, positively correlated with mature size, and gaining in lean muscle is more efficient than gaining fat. A few bulls that sired a large number of high performance cattle in the 1970s and 1980s included GCR Supreme 141, Cardinals Reflection 286, CCC Eleuthera's Nulook, and HBR Performer 181.

North Carolina and South Carolina Charolais breeders were not left behind when it came to producing high performing bull test winners. Grassy Forks Farm in Catawba, N.C., had one of the highest gaining bulls ever in North Carolina with a bull called Grassy Forks Junker. In South Carolina, the 1986 Edisto Bull Test was won by THE HHP Monte Carlo 1ST, bred by Horace Porter of Lancaster, South Carolina. The Monte Carlo bull is still very important today.

While all this was going on, the American International Charolais Association was working through initial efforts to develop breeding values for Charolais cattle. Early on, the association had a Sire Evaluation Program (SEP), which involved directly comparing

progeny of a test sire with progeny of "reference sires" that were used in every group. By comparing to the common reference sires, the association could develop Expected Progeny Differences (EPDs) for the test sires. Prominent bulls who were successfully evaluated on the SEP included Nutmeg's Avignon FR31.



THE HHP Monte Carlo 1ST

The Sire Evaluation Program continued through the 1990s and was essentially replaced by the development of methods of computing EPDs using ratios of performance traits measured on individual farms, without the need for reference sires. This program continues today. Breeders can use EPD information to make mating decisions to improve a long list of traits. Recently, these EPDs were improved by including information on the DNA of the cattle themselves.



HBR Performer 181



Throughout their existence, Charolais cattle have been well recognized as the true performance breed of cattle. Breeders have always worked hard to develop systems for identifying the best performing animals in order to continue to make progress in improving the breed.

ASHLEY'S BEEF CORNER

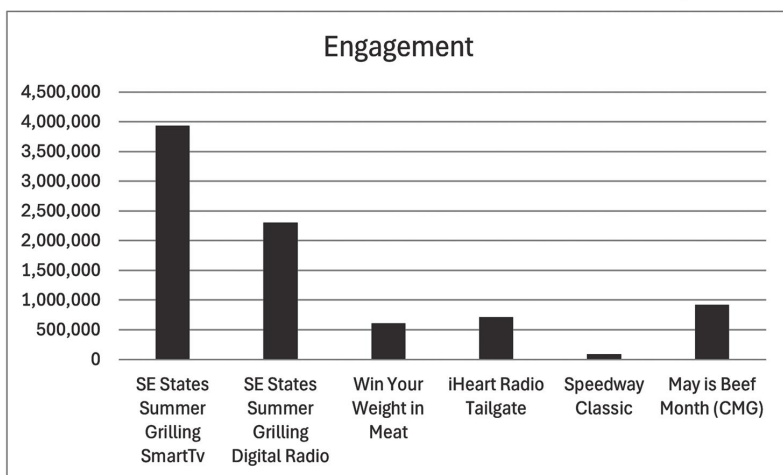
That's A Wrap!

By **ASHLEY HERRING**, N.C. Cattlemen's Beef Council



There is no better way to begin 2026 than to celebrate the N.C. Beef Council's accomplishments during the final months of 2025! I'll let the 2025 N.C. Beef Council Quarterly Report, Beef Ambassador Wrap Up, and Promotion Summary speak for themselves.

2025 Promotions Summary



Investment:

- SE States \$5,000
- Win Your Weight \$3,700
- iHeart Radio Tailgate \$0
- SE States Speedway Classic \$5,000
- May is Beef Month \$0

iHeart digital radio tailgate and Beef Month with Curtis Media Group were sponsored by NC Department of Agriculture for a total of \$18,000

2025 NC Beef Ambassadors Wrap-Up 15 participants

180

Social media posts advocating for beef

15

Masters of Beef Advocacy Graduates

45

In-person events engaging consumers in conversations about beef



Regular copy deadline is **JANUARY 5** for the **FEBRUARY** issue

Spotlight material is due **JANUARY 1** for the **FEBRUARY** issue



DECEMBER 11, 2025

North Carolina BEEF



COUNCIL®

BEEF AMBASSADORS



With a record 15 participants completing the program, their advocacy work has been exceptional. In person events, digital presence, and MBA certifications are a part of completing the program.

N.C. STATE FAIR

Our North Carolina agriculture commodities partnered to share the barnyard moovie theater with ag fact beango. The theater features farm family clips that help fair attendees learn how food is raised. Ag fact beango teaches cooking temperatures, nutrition info, and more.



CONSUMER INFORMATION, PROMOTION, & INDUSTRY INFORMATION



Farm story video - We collaborated with N.C. Farm Bureau communications to record and produce a farm family video. The clip was shared on our social platforms as well as at the N.C. State Fair barnyard. Chelsie Metzler of Chatham County grew up Pittsburgh, Penn., but was drawn to agriculture her whole life. She raises beefmaster cattle alongside her husband. The farm is her calling and escape from a corporate life.

NC Beef Backer Award - Award to be presented to Dampf Good BBQ of Cary. The restaurant is a food truck with a dedicated fan base and sells out of brisket regularly. They were also featured in a video produced by NCBA with a social media influencer.

NCSU Nutrition Club Speaker - For the first time, NCCBC was invited to be a guest speaker at a club meeting. Shared nutrition resources, production insight, and awareness of the beef industry with this group of future medical professionals with diverse career goals.



N.C. Team Beef Year Recap - Our athletes represented beef internationally and locally. Two athletes participated in the Berlin marathon. One athlete represented beef at the World Ironman Championship in Hawaii.



❖ AMAZING GRAZING ❖

Confessions of a Regenerative Farmer – Part 4: Supplemental Feed

By DR. MATT POORE, *N.C. State University*



Regenerative agriculture is a relatively new concept that accepts that much of our agricultural ground is in a degraded state, so that it regularly needs significant external inputs to make desirable yields. In my case, it is better called regenerative ranching or regenerative grazing, as all we really grow is forages to feed to our beef cattle. In this series, I have discussed several outside inputs like fertilizers and herbicides, which many regenerative ranchers don't use because of the fear that they will really hurt the ecosystem. As I have discussed, these inputs are strong tools that can be useful in some situations as long as they are used for a focused and well thought out reason rather than just becoming a default standard operating practice.

This month, I will discuss how we use supplemental feed to help us build a stronger ecosystem and healthier, more productive cattle. The basis for a pasture based beef cattle production system needs to be grazed forage. This can make up nearly all of the feed input for some classes of animals, especially in an environment where the base forage species is high quality and when management keeps the available forage at a young and nutritious state. This is not always possible, especially with a regenerative system, which often

will allow long rest periods between grazing bouts.

Also, hay that is fed when there is no forage to graze — in winter or during a drought — is often below the nutrient requirement of some or maybe all of the classes of cattle you have. If you don't test that hay and do something to plug the nutritional gap, then production could suffer. We test each lot of hay we either make or purchase, and then target it to the groups of animals that best align with its nutritional value. This is the most important step in a program to optimize the use of harvested forages.

One approach to solving this problem would be to reduce the nutrient needs of the cattle. Very small frame “grass cattle” do have lower nutrient requirements, so this is a legitimate strategy. Unfortunately, that type of cattle may not fit the marketing system you are using, which will favor larger frame cattle. If you finish cattle and sell the beef directly, then the smaller cattle might work out well for you. If you sell at the local sale barn or at an organized feeder cattle sale, then the higher prices you will see for more “conventional” cattle are something you can't ignore.

We finish about 2/3 of our calves for a local meat company. Their target carcass weight is 700 lbs, and they want a grade of mid-choice. Our 1,100–1,250 lb cows fit this market very well, but they do have higher nutrient requirements than those little 900 lb cows.

A supplemental feed that all beef producers need to use is a complete mineral supplement. A free choice mineral will provide salt, trace minerals — including zinc, copper, and selenium — and magnesium during the grass tetany season — generally during the spring. Intake needs to be monitored, and the supplement will be formulated to deliver the correct amount of each desired mineral if the intake is on target.

Many regenerative ranchers promote the use of just a “sea salt” product. These salts have very low levels of the trace minerals, and while some of the cattle with very low milk production and growth requirements may get along ok on it, it will not work in all situations. In areas with very low selenium or zinc in soils, or where there are factors that interfere with the absorption of things like copper, trace mineral deficiencies may occur, which can reduce the immune status of cattle, leading to common health issues like pinkeye.

On the other extreme, some regenerative ranchers promote a



cafeteria style mineral program that involves a multi-compartment feeding station that holds up to ten or more separate supplements. This approach is very expensive and difficult to manage and seems to me to be very contrary to the very principles of regenerative grazing.

We use a free choice mineral supplement with moderate levels of magnesium and good levels of trace minerals with little phosphorus — which is rarely deficient — that we feed year round. Cows eat about 3 oz/day at a cost of about 7¢/day for each mature cow. Regardless of what your mineral program is, do that calculation and see what your cost per day is. With the current value of cattle, a reasonable cost of about 10¢/day is acceptable.

We also use a movable mineral feeder made from a tire and a barrel. After I started building these about 20 years ago, I have never considered going to a different approach. The plans for these feeders are available on the N.C. State University Amazing Grazing website, so if you need a new mineral feeder, check these out.

As I indicated, we have a need to get a pretty high level of performance on our finishing cattle, and it has been very difficult for us to achieve this on forages alone. Getting performance from cattle on a mostly forage diet can be complicated by the interactions of fiber and starch within the animal. This is actually the area I did my Ph.D. on, working with dairy cattle. If you feed cattle on pasture more than 0.5 percent of their body weight as corn or another starchy concentrate, then you can actually hurt the value of the forage by suppressing fiber digestion, and the performance response will be disappointing.

Through many years of research, we learned that supplements that have little starch, such as soybean hulls and corn gluten feed, work well if you need to go to higher levels of performance. At home, we typically use a 50:50 mix of soybean hulls and corn gluten feed with enough calcium carbonate added to make the mineral balance correct. Depending on the level of performance needed, we will feed up to 0.5 percent of body weight to the calves after they are weaned



at 9–10 months and up to 1 percent of body weight to the yearlings if they need it to meet the quality target by the date we are due to deliver them. The ability to use this feed helps us to get the most out of our forages and still meet our target.

With our developing replacement heifers, we use the target weight concept to guide our nutrition program. After weaning, we select the heifers we will breed and then get their body weights. We determine how fast they need to gain to get to our target of about 60 percent of their mature body weight — 750 lbs — by breeding time. This has helped us have success with synchronization and timed artificial insemination. This practice allows us to select very easy calving bulls that also have great growth and carcass merit and other traits we are trying to improve in our cattle, like improving feet and udder quality. Having adequate nutrition is the key to these improved heifer programs.

One thing we are working on in our system is getting better quality forages that will reduce the level of supplemental feed and still allow us to meet our carcass quality targets. We have a toxic tall fescue base, so the conversion of some of this land to novel endophyte tall fescue and the limited use of annual forages is the strategy we are using. This is helping, and as these upgraded pastures come online, we are finding we can dramatically reduce the amount of feed needed to get adequate performance from our growing cattle.

One thing we learned long ago is that whole cottonseed is the supplement of choice for cows in our region. We are fairly close to cotton gins, so the whole seed is readily available at a very reasonable cost. On a per pound basis, it is less than half the cost of feeding a conventional “protein tub.” There is some hand labor involved in it, but it is very good for feeding off the sod or on unrolled hay, so it is something we buy and use every year. We monitor cow body condition. If they start to slip, we start feeding a couple of pounds per day and usually don’t have to feed more than 4 lbs per day to balance any of the hay we might purchase or make ourselves.

Supplemental feed is another tool that is sometimes disparaged by folks in the regenerative grazing community. I have found that it is very helpful in our system to help us deal with variable forage quality, which may lead to low body condition and breeding rates in cows and suboptimal gains in growing cattle. Our long term goal is to reduce the amount of feed we need to use, but I am glad I have that tool available to meet our performance targets.

E.B.'s VIEW FROM THE COW PASTURE

Fifty Years Making A Circle

By E.B. HARRIS, Warrenton, N.C.



The other day, I got a phone call from a young man who introduced himself as Taylor Caudle. He told me where he was from, that he was running a deer processing place in Ayden, and that he wanted to add some beef to the lineup in his retail shop. A mutual friend told him that he might be able to pick some cattle up from me.

He went on to tell me that I probably did not remember him, but he was raised in Halifax County and went to school at Enfield Academy. He also told me that he bought his first tractor from me several years ago off one of the auctions I conducted.

We agreed on a date for him to come pick up some steers that were 1/2 Wagyu and 1/2 Angus. He arrived on the date, and we had the steers weighed and ready to load.

After we got the steers loaded, he told me he was Chuck Stokes's son-in-law. I knew Chuck and his daddy, Charlie Stokes, who was the manager of L.A. Moye Farms. When they retired, Charlie had me sell the farm equipment.

I got to thinking and said to myself, "Shucks, I bought my first registered Angus bull from Charlie Stokes." The bull was an Emulous bred bull. This is what I wanted at the time. Charlie had the Emulous bloodline.

My daddy and I loaded up one day and went down to L.A. Moye Farm in Maury, N.C., and picked up the bull and brought him back home. Here we are more than 50 years later, and his grandson-in-law is buying some of the same genetics to go back, just packing it up a little bit differently. So, what goes around comes around. It might take a year or two to happen, but it does happen.



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COWBOYS FOR CHRIST



THE CHAPLAIN'S CORRAL

Fire!

By DAVE HARVEY, *Cowboys for Christ Chaplain*

Fire! Fire! Fire! Whenever this is shouted, these words of warning surely bring instant fear and panic to those hearing them. In the old days before fire departments, trained firefighters, and emergency workers, a fire could destroy a whole town or community. Even today, with fire alarms giving spontaneous alerts and the modern techniques and firefighting equipment, a fire can still be a tragedy causing major damage and loss of lives, as we have seen recently in two different states.

Cowboys and cowgirls, if our “spiritual fire” is going out, if it is being extinguished, if the once hot flames are now only warm embers, shouldn’t we be warned? Don’t we need a cry to alert us of this terrible condition? We need a “spiritual fire going out” alarm to sound. Being lukewarm is such a terrible condition that our Lord Jesus warned us about the results in **Revelation 3:16** – “So, because you are lukewarm, and neither hot nor cold, I will vomit you out of my mouth.”

The spiritual hot flames of New Testament Christians are described in **Acts 2:1-3** – “Now when the day of Pentecost had come, they were all together in one place. Suddenly there came from the sky a sound like the rushing of a mighty wind, and it filled all the house where they were sitting. Tongues like fire appeared and were distributed to them, and one sat on each of them.” And those hot flames are readily apparent as we read about the persecutions and trials they were forced to bear. No doubt just warm embers of faith would not have carried them through the early days of the beginning church.

To endure a cold and rainy day, a couple of inches of snow, or a blistering hot afternoon certainly takes effort to serve and worship the Lord. But to continue when your family is being slaughtered or you are thrown in prison is surely a different matter. The early church suffered this and more, and with the fire of the Lord, they continued to flourish and grow.

Folks, I have seen many Christians who, after receiving Jesus Christ as their Savior, catch the fire of the Holy Spirit that John the Baptist spoke about in **Matthew 3:11** – “I indeed baptize you in water for repentance, but the one who comes after me is mightier than I, whose shoes I am not worthy to carry. He will baptize you in the Holy Spirit and with fire.” They actually seem to have been baptized in gasoline instead of water. They are ready to spread the flames of the Gospel to any and all who would give them a chance to share how good the Lord really is, as said in **Psalms 34:8** – “Oh taste

and see that the Lord is good. Happy is the man who takes refuge in him.”

So often those flames that once burned so brightly began to cool and flicker until they were almost completely extinguished because of no fuel. No fuel because of no reading and studying God’s holy word and no oxygen because of no prayer life, which causes major problems. **Revelation 3:17** tells us – “Because you say, ‘I am rich, and have gotten riches, and have need of nothing;’ and do not know that you are wretched, miserable, poor, blind, and naked.” But the Lord gives us the answer to the cool flames and no fire in **Revelation 3:18** – “I counsel you to buy from me gold refined by fire, that you may become rich; and white garments, that you may clothe yourself, and that the shame of your nakedness may not be revealed; and eye salve to put on your eyes, that you may see.”

Our Lord gives us a plan of action, a detailed description of his love, and a call to repent of those warm embers and be on fire for him. **Revelation 3:19** says – “As many as I love, I rebuke and discipline. Be zealous, therefore, and repent.” Not only does he give us a plan and tell us what to do, but he also informs us that he wants to help us and that he will be with us every step of the way. **Revelation 3:20-22** tells us – “Behold, I stand at the door and knock. If anyone hears my voice and opens the door, then I will come in to him and will dine with him, and he with me. He who overcomes, I will give to him to sit down with me on my throne, as I also overcame and sat down with my Father on his throne. He who has an ear, let him hear what the Spirit says to the churches.”

Cowboys and cowgirls, we are supposed to be prepared, armed, and ready to serve and worship our Lord and Savior, especially during these very unstable and troubled times in this country and around the world. It is imperative that we keep the fire for the Lord and the Gospel burning brightly for a lost and dying world to see. As found in **Romans 12:10-12** – “In love of the brothers be tenderly affectionate one to another; outdo one another in showing honor; not lagging in diligence; fervent in spirit; serving the Lord; rejoicing in hope; enduring in troubles; continuing steadfastly in prayer.” This means don’t be lazy in his service. We must be energized and enthusiastic with the fire burning brightly as we go to serve the Lord. May the Lord greatly bless and strengthen you and give you a thirst for his holy word and constant communication with him through major prayer as you serve him.

In Jesus’s name, Amen.

Focus on Forage

A Weed You Might Actually Want in Your Pasture – The Case for Crabgrass

By HANNAH CONOVER, SYDNEY RENTZ, and HUNTER TAYLOR, *Clemson University*

Establishing a productive summer forage does not need to be complicated, and crabgrass is often overlooked as a reliable option. Crabgrass might not be the first option that comes to mind, as it tends to have a negative reputation as a stubborn lawn weed. However, it can actually be a valuable forage for livestock. With proper establishment and some key management practices, crabgrass can provide high forage quality grazing, proper regrowth, and even reseed itself for the next season.

The first step to ensuring any successful forage stand is proper establishment, and crabgrass is no different. Prior to land preparation, soil testing should be conducted to assess the soil pH and nutrient levels, and conduct any amendments as needed. Then, proper land preparation and seed to soil contact follows – for crabgrass, this is about 0.25” in depth. Considering how shallow this is, most folks choose to broadcast crabgrass seed. When broadcasting, a rate of 8–10 lbs pure live seed (PLS)/acre is recommended. If you choose to drill instead, 3–5 pounds PLS/acre is the recommended rate. Another key factor in establishment is moisture and soil temperature. Crabgrass relies heavily on this for germination. Soil temperature should reach 60°F, which is around late April to early May, and timing planting with a good rainfall is important. Following planting, proper fertilization will be crucial to ensure plants have access to nutrients while growing. Potassium (K) and phosphorus (P) should be applied following the soil results, while nitrogen (N) fertilization management will depend on the intensity of the management applied. Nonetheless, applying at least 45 NPK lbs/acre at 30–45 days after planting would support early growth and establishment. However, for proper recommendations for your operations, please reach out to your local extension agent.

Once crabgrass has been established, it has the capability to produce proper forage mass and quality under adequate management. One major benefit of crabgrass is its ability to produce a large number of seeds, which means that if the plants are allowed to grow to full maturity, they are capable of reseeding themselves. However, the plants should be managed to reseed only towards the end of the season. Otherwise, it may compromise their forage production. If you plan on reseeding it yourself in the spring, or you are expecting

a low germination rate from the seeds that have fallen, a light tilling or knocking down of present forages will aid in regrowth. Crabgrass volunteers may even have the capability to pop up after winter annuals are gone. One thing to be mindful of, though, is the stubble height (“when to stop grazing”). The recommended stubble height is four inches for optimal regrowth. More information about the grazing management of crabgrass can be found in *South Carolina Forages*.

You may be thinking right about now, but why should I choose crabgrass? For starters, it is highly palatable to cattle. This feature, combined with its ability to hold nutrition well while stored, allows crabgrass to be a more than adequate forage companion plant. As a result of the amount of leafy material, crabgrass baleage (40–60 percent moisture) tends to store better as well. Dr. Tucker from the University of Georgia conducted a study on Mojo crabgrass that showed the addition of it in a bahiagrass pasture was able to increase both crude protein (CP) and total digestible nutrients (TDN) by 13.5 percent and 55.2 percent, respectively. Over the three year research period, they also observed that this crabgrass-bahiagrass mixture resulted in an average daily gain (ADG) on calves of 2.1–2.5 lbs per head per day. Throughout the season, crabgrass had, on average, 11–15 percent of CP and 58–63 percent of TDN. Over one growing season, there were two baleage cuttings that yielded an average of 12% CP and 65% TDN. A separate trial was done using rotational grazing with stocker steers. During this trial, crabgrass was mixed with pearl millet. The combination resulted in an average of 19% CP and 58% TDN. This trial also measured an ADG of 2.1 pounds per head per day. In addition to this, it was observed that there was an added benefit of the crabgrass filling the bare ground between the pearl millet, aiding in shading out the weeds. In summary, not only do cattle enjoy grazing crabgrass, but the data also show us that it is nutritionally valuable as well.

Crabgrass may not be at the forefront of your mind when it comes to selecting your forage, but it’s certainly worth considering. Its ease of establishment, strong potential regrowth, and scientifically proven nutritional value can make it a worthwhile addition to many operations. Whether you are looking to fill in summer gaps, improve baleage quality, or boost cattle gains, crabgrass can be a valuable piece of the puzzle.



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Clemson Corner

Solid Manure Spreader Calibration

By BRYAN SMITH, *Clemson University*

Poultry litter, turkey litter, and other solid manures are garnering more and more interest as commercial fertilizer prices rise. These manures are excellent sources of crop nutrients and therefore quite a valuable resource. However, they must be applied properly to maximize their value and to comply with state regulations.

Growers will first need to obtain manure sample results from their ag service lab of choice (university or private lab), indicating the amount of plant available nitrogen, phosphorus, and potassium in the manure. They will then need to have soil samples tested from the fields where the manure will be applied to determine the nutrients needed for that season for the planned crop. Using those two documents, growers can determine how many pounds of manure per acre will be needed to provide proper fertilization for their crop.

The critical action at that point is the proper calibration of the manure spreader. Simply guessing the application rate based on past years' experience or a neighbor's settings can easily result in either under or over application of nutrients. In the first instance, the crop will not perform or yield as expected. In the second instance, excessive nutrients can move either by leaching into groundwater or by runoff into surface water bodies. Properly calibrating the manure spreader is critically important both for economic value and for environmental protection. Manure moisture contents, nutrient contents, and manure weights vary with animal species, feed source, and even year, so yearly calibration is a must.

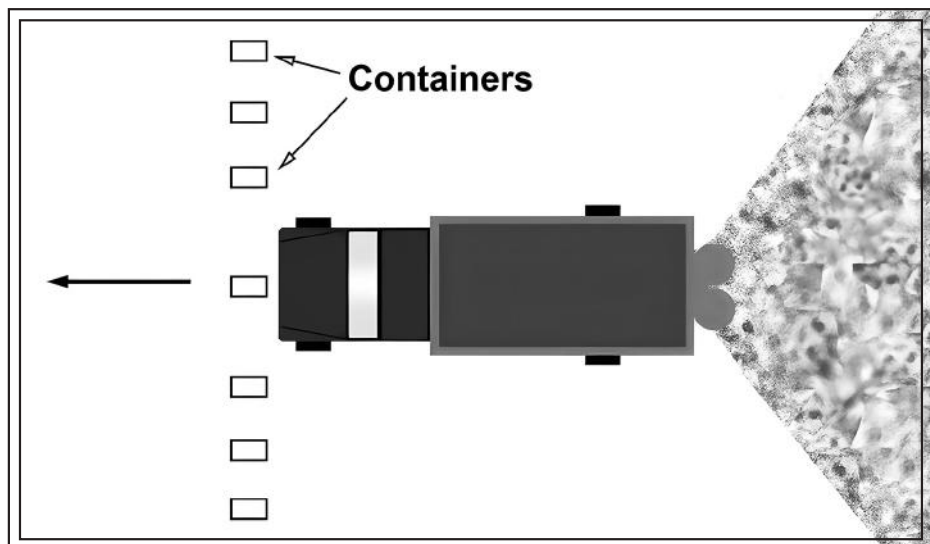
The tools needed to calibrate a solid manure spreader include five to eight shoebox sized plastic containers, a postal scale, a tape measure, the truck or tractor that will be used, and the actual driver that will be applying the majority of the manure. Using the correct driver during calibration is important, since each person will drive slightly slower or faster than another and may also make narrower or wider passes in each successive round of application. Postal scales are usually available for sale at post offices or online. The postal scale is necessary. Growers need much better accuracy than the balance beam scale in the barn or the bathroom scales at home. Several ounces makes a large difference in calibration.

1. First, weigh the empty plastic containers and record that weight. They can be weighed all together if the postal scale has enough capacity to weigh them at once. We just need the total weight of the containers.

2. Next, place the containers in a field in the path of the manure spreader. Make sure that they are placed so that the vehicle tires do not hit them and that they are placed within the normal application width of the spreader.

3. Load manure in the spreader and drive to the field. Start manure application 50–100 feet (or more) before the containers to give the spreader time to get to normal application speed and allow the spreader to begin feeding the spreader spinners at a regular rate. Drive the manure spreader completely past the plastic containers on the ground, making sure that the spread manure is no longer reaching the containers before the truck is stopped.





4. Gather the containers with manure and weigh them on the postal scale. They may need to be weighed in two or three different sets depending on the weight of the manure. Add those weights together, or weigh them all at once if the weight does not exceed the postal scale’s capacity. Take the total weight of the containers plus manure and subtract the empty weight of the containers measured in step 1 to find the weight of manure collected in the containers.

5. Next, the grower will need to measure the inside length and width of the containers. Multiply those two numbers to find the open top area of the container in square inches. If the containers are all the same size, the grower can then multiply that area by the number of containers used. The idea is to find the total area of containers that captured the manure. Divide this number by 144 to get square feet.

6. Divide the manure weight from step 4 by the square feet from step 5 to find pounds per square feet. Multiply that number by 43,560 to find pounds per acre.

7. The number from step 6 is the actual amount of manure applied per acre. If it matches the needed amount determined from the manure analysis and soil tests, then the calibration is complete. If the amount is less than desired, the grower may choose to open the gate a bit more, speed up the chain drive a bit, or slow the truck down and repeat the calibration process. If the spreader is applying too much manure, the grower may lower the gate a bit, slow the chain drive, or speed up the truck and calibrate again.

The process may take 30 minutes or more if the grower has to make a few passes to arrive at the desired application rate. Once calibrated, the application rate will be correct for that crop and field.

Here is an example calibration to illustrate the process.

1. The grower is using 8 containers. The grower weighs them on a postal scale and finds the total weight empty is 5.3 pounds.

2. The grower places them in the field.

3. The grower operates the spreader, passing over the containers.

4. The grower gathers the containers with manure and weighs them, finding they weigh 6.2 pounds with manure. The grower determines the weight of the manure collected is 6.2 pounds with manure – 5.3 pounds empty = 0.9 pounds.

5. The grower has 8 identical containers. Each container is 6 inches wide and 12 inches long on the inside edges. One container is 6 inches x 12 inches = 72 square inches. All eight containers are 72 square inches per container x 8 containers = 576 square inches.

The total measurement of containers used to capture manure is 576 square inches/144 = 4.0 square feet.

6. 0.9 pounds of manure/4.0 square feet = 0.225 pounds per square foot.

7. 0.225 pounds per square foot x 43560 = 9,801 pounds per acre of manure applied.


Small numbers make a huge difference in the process. A postal scale is critical for manure spreader calibration.

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Have You Herd

The Beef Blueprint – Unlocking the Potential of Replacement Heifers

By SAMANTHA DURHAM, N.C. State University -- ANS 402 Beef Management

Beef cattle production is a significant industry in North Carolina, comprised primarily of cow/calf operations across the entire state. Successful herd management requires careful attention to finances, nutrition, and reproductive strategy, with special emphasis on the role of replacement heifers. Replacement heifers introduce new genetics and are essential to building a herd. It relies solely on correct management since inferior growth can lead to excessive feed costs or open cows.⁶ Optimum development would be for replacement heifers to develop to puberty by 12 months, to conceive at 15 months, and to calve at two years of age.² Heifers that calve earlier in the year wean heavier and more calves throughout their lifespan, thus bringing out the essence of having well planned breeding because it will end up improving the profitability of cow/calf operations.

The process of selecting replacement heifers involves determining the number to retain and establishing the criteria for culling. The producers must decide whether to maintain the same size, decrease, or increase the herd size and then proportionally scale the number of retained heifers. Causes of culling mature cows include reproductive failure, poor body condition, low calf crop, or disease. Maturity depends on breed type, with *Bos indicus* heifers maturing later (14–18 months, > 65 percent body weight) than *Bos taurus* heifers – 12–14 months, 55–65 percent body weight.² Nutrition management also plays a crucial role. Undernutrition delays puberty and lowers pregnancy rates, whereas overnutrition is detrimental to estrus, calving ease, conception, and milk production, resulting in increased feed expenses and fewer calves produced. Nutrition for heifers and cows varies significantly. Cows are typically assessed visually through the body condition scoring system (1–9 scale, 1 = thin and 9 = obese), while replacement heifers should be assessed through body weight and average daily gain and BCS.² Growing replacement heifer BCS score should be 5 to 6. Pregnant cows' needs can be contrasted with pregnant replacement heifers in Figure 1, which illustrates the stark value differences.

Cow/calf operations prioritize the weaning of healthy, productive calves for either retention or sale. Weaning objectives during the pre-weaning period are to raise calves with maximum growth, age,

muscle, and weight.² Most calves remain on the farm from birth to weaning and are principally reliant on forage and milk as low cost sources of nutrition. However, with most North Carolina farms calving in the fall, cold temperatures and forage shortages can become problems. One effective nutritional strategy to enhance calf performance is creep feeding, which is supplying high quality grains like soybean or cottonseed meal mixed with molasses or alfalfa hay.² This encourages dry feed consumption, decreases competition, and minimizes nutritional stress at weaning. Creep feeding replacement heifers would be warranted if heifers would not be likely to achieve target weights without added feeding pre-weaning.⁵ But also keep in mind, providing nutrients in excess of the requirement for lean tissue growth potential can result in fat deposition within the udder during the prepubertal mammary growth phase, so only employ this tactic if necessary based on ADG and BCS.

During breeding, heifers should be 65 percent mature body weight. The process of weaning establishes the necessary weight gain, typically 1.0 to 1.5 lbs/day, but light heifers can be expected to gain 2 lbs/day.² Heifers should be bred before cows so that they will

Months since conception		1	2	3	4	5	6	7	8	9
Pregnant replacement heifer	TDN %DM	50.5	50.5	50.7	50.9	51.4	52.3	53.8	56.2	59.9
	CP, %DM	7.21	7.19	7.18	7.22	7.31	7.52	7.89	8.53	9.62
	DMI, lb	19.3	19.8	20.3	20.9	21.5	22.2	23.0	32.7	24.4
	Target ADG	0.88	0.88	0.88	0.88	0.88	0.88	0.88	0.88	0.88
	Shrunk BW	747	773	800	827	853	880	907	933	960
	CA, % DM	0.23	0.23	0.22	0.22	0.22	0.21	0.31	0.31	0.30
Mature beef cow (1,200 lb mature weight)	P, %DM	0.18	0.18	0.18	0.17	0.17	0.17	0.23	0.23	0.22
	TDN %DM	57.6	56.21	54.7	53.4	44.9	45.8	47.1	49.3	52.3
	CP, %DM	9.92	9.25	8.54	7.92	5.99	6.18	6.50	7.00	7.73
	DMI, lb	28.4	27.4	26.5	25.7	24.2	24.1	24.0	23.9	24.1
	CA, % DM	0.29	0.26	0.24	0.22	0.15	0.15	0.15	0.26	0.25
	P, %DM	0.19	0.18	0.17	0.15	0.12	0.12	0.12	0.16	0.16

Figure 1. Nutrient requirements for pregnant replacement heifers and cows.²

have more time for rebreeding after their first calf, which increases lifetime productivity overall. Synchronization of estrus and artificial insemination (A.I.) help to concentrate breeding, leading to a more uniform calving window and better calf performance. In natural service, select a bull with a high calving ease score, pass his breeding soundness exam, and an appropriate scrotal circumference for his age. At calving, heifers should be 85 percent of mature body weight with a BCS of 6 and must gain around 1.0 lb/day during gestation.² The third trimester is also important for the development of the calf and the production of colostrum, hence the need for appropriate nutrition. Proper weight and condition at calving result in a shorter postpartum period, better colostrum quality, reduced dystocia risk, and improved calf vigor. Following calving, heifers must maintain milk production while growing to 90 percent of their mature weight at rebreeding.² Increased energy intake during the post-calving period will increase conception or decrease calving-to-conception interval in thin heifers but will not completely offset poor condition at calving. Well conditioned heifers derive no benefit from extra energy when given 120 days for rebreeding, as seen in Figure 2.

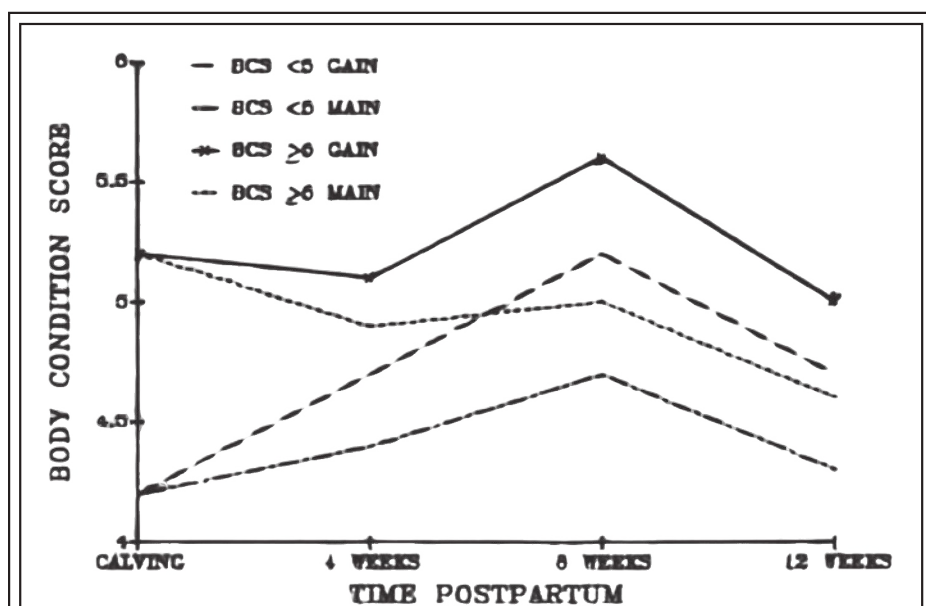


Figure 2. Postpartum body condition scores of heifers with a body condition ≥ 5 or > 5 at calving and fed to gain or maintain weight.¹

Various methods are employed to accelerate heifer development. The first is acclimation to human handling, which has been shown to get heifers to puberty quicker regardless of genetics.³ Handling affects the cortisol level, which regulates puberty hormones. Another method is to feed supplements such as monensin and lasalocid. They function through the inhibition of a specific subset of rumen bacteria and result in reduced energy loss and increased production of propionate in the rumen. It has been shown to promote body weight feed conversion and reduce gastrointestinal disturbances and possibly benefit reproductive growth.² Finally, bull exposure (biostimulation) involves exposing heifers to surgically modified bulls (gomers) to decrease the age at puberty, increasing pregnancy rates during the start of the breeding season.⁴

In summary, replacement heifer development is critical for

cow/calf production and should be properly managed by beef producers. To have maximum lifetime production, heifers should be in puberty at 12 months, pregnant at 15 months, and calve at two years old. Each stage of development of the heifer — pre- and post-weaning, breeding, gestation, and calving — has specific production and developmental goals. Thus, stage specific nutritional and management programs are critical to improving profitability in cow/calf operations.

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Have You Herd is written as a portion of ANS 402 Beef Management course requirement at N.C. State University Department of Animal Science under the instruction of Dr. Carrie Pickworth. The opinions of Samantha Durham are not necessarily those of N.C. State University or Dr. Carrie Pickworth.

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You Decide!

By DR. MIKE WALDEN, *William Neal Reynolds Distinguished Professor Emeritus, N.C. State University*

You Decide: How to Cope With the Affordability Crisis? There's a term that we're hearing more frequently today — the "affordability crisis." It implies that a significant number of households today are finding it difficult to afford the essentials of living, such as food, shelter, health care, and child care for families with young children.

Justification for an affordability crisis existing today comes from several sources. Surveys show over half — 52 percent — of households indicate they don't have enough income to afford living essentials, meaning corners must be cut. Supporting that survey is another finding that almost 2/3 of households say their work earnings are not rising as much as prices.

Actual data confirm what households are feeling. Average weekly earnings, after adjusting for price inflation, have fallen 3.5 percent since 2020. Translated, this means for the average worker, prices have risen 3.5 percent more than weekly earnings since 2020. This means a lower standard of living.

So, what can be done? How can people cope with the affordability crisis? One obvious solution is to increase earnings, either by taking a better paying job, adding hours to your current job, or taking a secondary job. Adding hours to a current job or with a secondary job is certainly not without cost. It will mean more hours away from spouses, partners, and children, with the loss of benefits from family interactions. Economists refer to this as the "opportunity cost" of taking on additional work. In this context, the benefits of working and earning more must be balanced against the "costs" of less family time.

Another coping plan is to reduce spending. There are many ways to do this. Eating at restaurants or ordering home delivered food is more expensive than preparing meals yourself at home. Hence, eating at home from meals you prepare can save serious money. Looking at all of your other spending will likely reveal other potential savings. Reducing travel, shopping, and entertainment are obvious cutbacks. Also, with most households now using multiple streaming platforms to access programming on their TVs, eliminating some of those platforms can yield significant dollar savings.

Smart shopping comes in handy when money is tight. By smart shopping, I mean comparing prices and making shifts in your purchases. If a particular product you like has become too expensive, look for cheaper substitutes. For example, when beef prices are high, consider alternatives like pork, turkey, ham, or fish. Also, when sales occur for a favorite product, buy in volume as long as you have the storage room.

Additionally, consider using the dreaded "b" word — budgeting.

Although it can be tedious and time-consuming, nothing strengthens your finances more than creating — and consistently updating — your budget. A budget simply shows you the origin of your income and how that income is spent. A budget allows you to easily see where you can make changes in your spending in order to manage financial challenges. Fortunately, today there are apps and computer programs that can make budgeting easier.

There are special considerations when coping with high shelter prices, both for renting and owning. Of course, the price of shelter depends on several obvious factors, such as the size of the house or apartment, the number of rooms and bathrooms, storage, and sometimes views.

However, equally, if not more important, is the location of the dwelling. Homes and apartments closer to locations people want to access, such as shopping, restaurants, entertainment, and offices and workplaces, will cost more.

Therefore, when your finances are tight, the recommendation is to consider housing that is away from popular locations. Oftentimes, this means in outlying suburbs, small towns, or rural areas. Yes, your job commute may be longer, but a lower mortgage payment or rent will more than cover the extra gas costs.

There's an extra recommendation for first time homebuyers. Many are stifled today by home prices and mortgage interest rates. My recommendation is to buy a home you can afford, which often means a smaller home with fewer amenities than you want. That's OK, because you can always sell the home later. Buying a less than desirable home gets your foot into the housing market. Because most homes appreciate in value over time, having a "starter home" allows you to work your way up over time to your "dream home."

Can the federal government do anything to address the affordability crisis? There are two parts of the federal government to watch. One is the Federal Reserve — the "Fed". The Fed has influence, not control, over interest rates, so it is closely watched by those looking to buy a home. The Fed has recently inched interest rates lower, and it is thought this policy could continue. If correct, homebuying should become slightly more affordable.

The other part of the federal government to watch includes the president and Congress as they work with the federal budget and legislation. Economists argue the best way to moderate price increases — or even to lower prices — is to encourage more supply. So, if beef is too expensive, we need more beef production. If vegetables are too expensive, we need more vegetables. Anything that expands production will help reduce prices.

Tariffs are a relatively new element to pricing. Economists argue that tariffs have increased some prices because U.S. companies importing foreign products are required to pay the tariffs. Interestingly, the administration has lowered some tariffs on foreign imported food products.

Ultimately, the affordability crisis should ease. But until that happens, you will have to decide how to make your life more affordable.

You Decide: Should You Be Smiling or Frowning at 2026? It's that time of year for economists to emerge and present their economic forecasts. Some say it's like the economic version of Groundhog Day. Will economists see the light of a good year ahead or the clouds of a dreary time in our future?

I've joined the economic Groundhog Day celebration for almost 50 years. But beware — Just because my colleagues and I have a Ph.D. behind our names doesn't mean we are infallible in our predictions. In fact, in many cases, our success rate in our predictions is very low. Still, our forecasts may be useful if they point to factors that may drive the economy in 2026.

But before I jump into 2026, let me give a short summary of this year's economy. I give the 2025 economy either a C+ or B- grade, meaning borderline good. On the plus side, the economy grew — meaning there was no recession — jobs were added, and the inflation rate was near 2 percent in the early part of the year. A 2 percent inflation rate is near the low point when the economy is prospering. Lower and negative inflation rates — meaning prices are falling — typically occur when the economy is bad, such as in a recession or depression.

Perhaps the best economic news for households in early 2025 was that many saw their work earnings rise faster than inflation. This means they were able to claw back some of their standard of living lost when the inflation rate was at double digit rates in earlier years.

But the second half of 2025 was a different story. The job market slowed, including some announced layoffs at major employers. The jobless rate rose in the nation but remained relatively stable in North Carolina. Importantly, the average change in prices — or inflation — accelerated, rising from around 2 percent early in the year to nearly 3 percent later in the year. As a result, households' gains in their standard of living stalled, and for some, declined.

There was one good piece of news that carried over from early 2025 to late 2025 for home buyers. Mortgage interest rates dropped throughout the year, with 30 year fixed mortgage rates falling $\frac{3}{4}$ of a percentage point.

So which economy — the good one of early 2025 or the not-as-good one of late 2025 — will prevail in 2026?

The challenge is we are entering 2026 with a large amount of uncertainty, and businesses and investors don't like uncertainty because it makes it more difficult for them to plan and anticipate the future. We have uncertainty over Federal Reserve policy. Will the Fed cut interest rates, hold them steady, or even raise them? What will happen with tariffs? Tariffs are important because many economists blame them for the acceleration of inflation in the second half of 2025. It's important to remember that tariffs are paid by U.S. importing companies and not by foreign exporting

companies. It appears U.S. companies initially absorbed the cost of tariffs early in 2025 but have now begun to pass those costs on to buyers by raising prices.

Now I will develop forecasts for 2026 based on scenarios for the uncertain factors, and I'll begin with the Federal Reserve. After World War II, Congress added two mandates to the Fed's responsibilities — keep the inflation rate low and keep the unemployment rate low. If the Fed uses its tools to focus on lower unemployment, this means cutting interest rates and creating more money. The Fed does the opposite if its focus is to lower inflation. During 2025, it appears the Fed was more concerned with jobs than with inflation. Assuming this concern is maintained in 2026, this could indicate a potential for slightly lower interest rates. Also, Fed Chairperson Jay Powell's term as chair ends in May, and President Donald Trump will likely appoint a replacement who supports lower rates. Although the Fed chair has only one vote among 12 in rate decisions, the new chairperson will likely advocate for lower rates.

The "Big Beautiful Bill" passed by Congress in mid-2025 has numerous provisions that will take effect in 2026. Among them are several measures reducing taxes for both households and businesses. The likely result is more investment, more production, and more jobs, which could lead to higher incomes for households but with no adverse impacts on inflation.

Last, if tariffs are relaxed or completely removed, the impact should be a reduction in the inflation rate. Prices will still rise, but at a slower rate, therefore setting up a situation that allows more households to see their earnings increase faster than prices.

Hence, I'm cautiously optimistic about the 2026 economy, giving it a forecasted grade of B. Still, there are many "ifs," even for economists, meaning we all have to decide.

I should add that forecasts for inflation, interest rates, and the impacts of federal tax changes apply to North Carolina just as they do nationwide. But in terms of business expansion, job growth, and economic opportunities, North Carolina will likely continue to come out ahead of the nation in 2026, just as it has in previous years. In terms of the economy, companies and investors continue to have "Carolina on My Mind."



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Estate Planning – No One Is Immune

By **BRYAN SANDERSON**, *Alltech*

There are lots of reasons to put off asking or answering the hard questions of estate planning. If you want your farm or ranch to live on, none of those reasons are good enough.

Estate and succession planning can feel overwhelming, and it's no surprise that many producers put it off. Many factors and unknowns come into play and can include fear of losing your identity, not wanting to give up control, ego, fear of things changing, and not wanting to hurt people's feelings. For farmers and ranchers, additional consideration could also include:

- Communicating your estate plans could mean the loss of your "hired hand"
- Not wanting your heirs to struggle in production agriculture like you had to
 - A worry that the heirs may take over and not know what to do
 - Not understanding current financials of the operation or the financials of retirement
 - A reluctance to spend the money for a lawyer
 - Not knowing how to get the process started
 - A sense that you don't have — or can't make — the time


These and many others are reasons why the vast majority of producers have not done estate planning or have a transition plan in place. What is yours?

A [Score.org](https://www.score.org) study looked at the survival rates of family businesses across generations and found that only 30 percent of family owned businesses survive into the second generation, 12 percent into the third generation, and only about 3 percent into the fourth and beyond. It was noted that only 13 percent of family businesses remain in the family for over 60 years. Lack of succession planning, the erosion of entrepreneurial spirit, family conflicts, and market changes were listed as some key factors for the loss of family owned businesses across generations. This study characterized family owned businesses as "any business in which two or more family members operate the company and the majority of ownership lies within a family."

It is difficult to specifically break out ag operations from the family owned business data. However, there are a lot of similarities across family owned businesses and family owned farms. Consider

USDA data that shows the number of farms in the U.S. peaked in 1935 at 6.8 million, and as of 2024, there are 1.88 million. In 90 years, the number of farms has decreased by 73 percent. The rate is similar in Canada. The more I talk to producers of all generations, the more I've learned that the number of farms has decreased because of the same key factors previously listed.


I travel and talk to people involved in and across all aspects of production agriculture and its supporting businesses. As I talk to the next generations working in and looking to enter production agriculture, there is one resounding statement I've heard, and that is that they wish they could have had the conversation about their options and what the future of the family farm looks like. They simply wanted to sit down, have a nonemotional conversation, and discuss the future and whether there is a place for them and what that looks like. Will they get to take over, and what is the timing and plan? Will they be the "hired hand" and then have everything split "three ways to make it fair" in the end and be forced to make a career change because the operation is no longer big enough to support them? Should they simply choose a different career path now because there isn't an option to be in production agriculture?



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UPDATE

Join Us in January – A Month of Giving and Celebration for the Angus Foundation. *Heifer package, donation lots, and social events fuel support for Angus education, youth, and research.* As the new year begins, the Angus Foundation invites the Angus family to “Join Us in January” for a month filled with opportunities to give back, celebrate Angus, and invest in the future of the breed. January kicks off with opportunities to support the Angus Foundation through several offerings available in conjunction with the Cattlemen’s Congress in Oklahoma City and the National Western Stock Show in Denver. The month is set to inspire another year of generous support for the Foundation’s mission of education, youth, and research in 2026.

Angus Foundation Heifer Package – Leading off the 87th National Angus Bull Sale on January 9 is the Angus Foundation Heifer Package, featuring WILKS Rita 4728, generously donated by Wilks Ranch of Eastland, Texas.

Wilks Rita 4728 exemplifies the Wilks program’s commitment to form, function, and balance. She hails from a maternal line known for consistency and performance. Her sister, WILKS Rita 4067, sold for \$100,000 in the 2024 Wilks Ranch Sale and was a headliner female of the 2025 fall production sale, selling for half interest at \$30,000. Rita 4728 ranks in the top 1% for both \$Beef and \$Combined indexes, offering elite structural correctness, powerful growth spread, and eye catching phenotype.

“She’s cowy,” said Aaron Kaiser, seedstock manager at Wilks Ranch. “She’s got the numbers, the pedigree, and the versatility to be a donor, a show heifer, or a bull producing female for a commercial operation.”

The heifer package also includes an Advanced Reproductive Technology Package from Trans Ova Genetics; trucking to the buyer donated by Lathrop Livestock Transportation; and 30 days of mortality insurance donated by Jeanne Conover, livestock insurance agent with Conover Auction Service.

The sale begins at 2:00 p.m. at the Oklahoma State Fairgrounds, with proceeds benefiting the Angus Foundation and the Angus Fund, supporting programs like the Beef Leaders Institute, LEAD Conference, and Angus University.

Fund the Future Donation Lots – A special feature of the January events is the sale of Angus Foundation “Fund the Future” donated lots. The Fund the Future program allows breeders to donate proceeds from a designated sale lot to the Angus Fund, which provides unrestricted dollars to support the breed.

Fund the Future Lots will be featured in the Bases Loaded Sale,

held on January 6 at Heritage Place in Oklahoma City; the Denim and Diamonds sale held on January 7; and your last chance to help fund the future will come in the Angus at the Congress sale held on January 8 at 4:00 p.m.

Angus Herdsman Social and Auction Highlights – The Angus Herdsman Social begins following the National Angus Bull Sale, on January 9, at the Cattlemen’s Bar in Barn 3. The event celebrates the Angus breed and features the announcement of the 2026 Angus Herdsman of the Year, along with a lively auction and raffle.

Auction items include an Angus Yeti Cooler, a Beverage Kit, a West Riley Children’s Rocking Chair, an Angus Media Marketing Package, a 2026 Kentucky Derby Trip, and a “Concerned Mothers” print by Brian Asher, among other exciting experiences and goods.

Foundation Angus Sale at the National Western Stock Show – The following week, the Angus family heads to Denver for the National Western Stock Show. On January 16, at the Foundation Angus Sale, supporters can contribute to the Fund the Future campaign through the sale of Sadler Rito Lady 5004. She is a maternal sister to Hoffman Thedford.

The Angus Foundation is excited to announce Sadler Rito Lady 5004 as the inaugural female to sell in support of the newly established scholarship honoring Dr. Barry Pollard, past president and chairman of the board.

National Western Angus Social and Auction – Following the Foundation Angus Sale on January 16, we invite the Angus family to join us at the first annual National Western Angus Social located in the Coleen and Fred Orr Western Lounge at 3:00 p.m. in the Legacy Center. The event aims to display and celebrate Angus breeders and the history of the West. The event will feature an auction and a raffle.

Whether bidding on auction items, attending the social, or supporting donation lots, Angus breeders and supporters play a vital role in sustaining the Foundation’s mission. These January occasions not only raise funds but also build momentum to advance education, youth, and research within the Angus breed.

“The ‘Join us in January’ events bring the Angus family together,” said Grant Solem, National Junior Angus Association Foundation Director. “It’s great to see breeders and supporters unite around the mission.”

Those interested in any of the upcoming events and offerings supporting the Angus Foundation in January and beyond are encouraged to contact Jaclyn Boester, Angus Foundation executive director, at JBoester@Angus.org or their regional manager. To learn more about the Angus Foundation and its mission, visit angus.org/foundation.

Fund the Future Campaign Fuels Angus Foundation’s Mission. *With breeder support and a generous matching gift, the Angus Foundation’s Fund the Future campaign raised over \$80,000 in the fiscal year of 2025 to empower education, youth, and research.* Imagine a future where every young Angus breeder steps into the industry equipped with knowledge, leadership skills, and purpose. A future where research helps cattlemen overcome challenges and where education and opportunity are never out of reach.

That future is being built today, thanks to the generosity of Angus breeders and supporters who believe in the power of giving

back. Through the Fund the Future campaign, the Angus Foundation is turning vision into reality.

Through annual production sales, consignment lots, bull sales, or private treaty offerings, breeders are stepping up to support the Fund the Future campaign, which provides unrestricted dollars to power scholarships, leadership development, and research efforts that support the beef industry, all in support of the Angus Foundation's mission.

In fiscal year 2025, 18 breeders raised over \$80,000 for the Angus Fund, helping fuel programs like the Beef Leaders Institute, Angus University, and the Raising the Bar Conference. Their generosity laid the groundwork for an even more impactful year ahead.

This year, the campaign gained additional momentum thanks to a generous matching opportunity. An anonymous donor pledged to match the first \$30,000 raised, doubling the impact of every dollar given.

"The momentum we've seen this year is inspiring," said Jaclyn Boester. "Breeders are not only giving, but they're also investing in the future of our breed. The matching opportunity helped amplify that impact, and we're incredibly grateful."

As the campaign enters its fourth year, repeat donors and new participants alike are helping fund leadership development events such as LEAD and educational programs such as the Beef Leaders Institute and supporting research that addresses challenges faced by cattlemen.

"The Angus Foundation has done a lot for our kids," said Rob Adams of Adams Angus Farm. "We had four kids go through the junior program and receive scholarships through the program. We just felt like it was an easy way for us to give back and be on the giving side rather than the receiving side."

This isn't just about giving — it's about building. It's about empowering education, investing in the next generation, and advancing innovation. Together, we're not only funding the future, but we're also shaping it.

Applications Open for Young Cattlemen's Conference Scholarship. Applications for the 2026 event are due January 30. The tour and conference, which begins in Denver and proceeds across the country to Washington, D.C., helps young leaders understand all areas of the beef business, ranging from industry structure to issues management and from production research to marketing. The program is limited to a small number of producers each year, and all participants must be nominated by one of NCBA's affiliate organizations.

Applications will be reviewed for eligibility and forwarded to the YCC Angus Representative Selection Committee for their evaluation and ranking. The recipient of the award will be notified in late February or early March. Applicants not selected are encouraged to reapply in subsequent years if still eligible.

The award will include the following:

- Registration fee for YCC paid directly to NCBA by the Angus Foundation.
- Reasonable coach class airfare from the participant's home to the beginning site of the conference and from the ending site of the conference to the participant's home.

Note: Incidental and meal expenses not covered by the

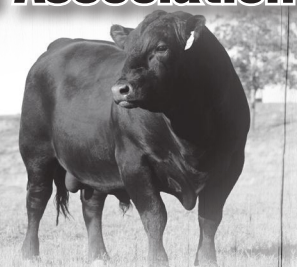
Angus Update continued on the next page

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Angus Update *continued from the previous page*

registration fees are the responsibility of the participant.

In the event that the participant selected cannot participate in the conference, the program coordinator for the Angus Foundation may offer the award to the other applicants in the order ranked by the selection committee.

Qualifications for Applicants:

- Must be an active member of NCBA
- Must be an active member in good standing of the American Angus Association
- Must be between 25 and 50 years of age

Note: Employees of the American Angus Association, its subsidiaries, or its affiliates are not eligible to apply for this award.

Application instructions can be found at tinyurl.com/YCCInformation, and the application can be found at tinyurl.com/YCCApplicationForm.

Applications Open for the 2026 Beef Leaders Institute. An immersive experience connecting Angus breeders to the entire beef value chain. The American Angus Association is now accepting applications for the 2026 Beef Leaders Institute (BLI), an exclusive program designed to strengthen leadership skills and provide a comprehensive look at the beef industry from pasture to plate. Scheduled for June 15–19, this one-of-a-kind experience is hosted in partnership with the Angus Foundation and Certified Angus Beef brand.

What is BLI? Since its inception in 2008, BLI has equipped Angus breeders ages 25–45 with the knowledge and connections needed to thrive in a rapidly evolving industry. Over the course of five days, participants will travel through multiple states, touring facilities that represent every link in the beef value chain, from feedlots and packing plants to retail and food service. Stops include the association headquarters in St. Joseph, Mo., and the Certified Angus Beef Culinary Center in Wooster, Ohio, along with visits to leading industry partners.

Why It Matters? The beef industry is complex, and understanding how each segment works together is critical for producers who want to make informed decisions on their operations.

“Our Angus breeders are the very beginning of the food chain,” said Kara Lee, director of producer engagement at CAB. “They are raising the high quality Angus genetics that start it all. BLI helps them see how those genetics impact every step along the way to the consumer.”

Past attendees echo this sentiment. “To tour other parts of the industry, like a large packing plant, and hear about the challenges and how we, as producers, can help reduce those challenges — that is very valuable,” said Rob Phillips of RL Valley Ranch, a 2024 participant. The program not only provides insight into market trends and consumer expectations but also fosters leadership skills that strengthen the Angus breed for generations to come.

A Hands-On Learning Experience – The 2025 class, for example, began their journey at the association headquarters, learning about member resources and industry trends before setting out on their trek. Stops included Tyson Fresh Meats, Weborg Feeding Co., Buckhead Meat and Seafood, STgenetics, and Meijer retail stores. The week concluded at CAB headquarters, where attendees explored carcass specifications

and even cooked alongside chefs in the Culinary Center.

“It was a great experience to be able to see the whole industry,” said Kelsey Stabler, a 2025 attendee from Maryland. “So much of our time is spent out in the field. It was nice to finally see on such a large scale — the pasture-to-plate process.”

While the tours and discussions are invaluable, many participants say the relationships built during BLI are the most lasting takeaway. “They always say, ‘Iron sharpens iron,’” noted Cole Gardiner of Gardiner Angus Ranch, a 2024 attendee. “There are lots of minds I can now reach out to that are very knowledgeable about how to develop cattle and what’s going on in our industry today.”

Program Details:

- Dates: June 15–19

- Eligibility: American Angus Association members ages 25–45

Cost: Transportation during the program, lodging, meals, and materials are provided. Attendees are responsible for travel to Kansas City or St. Joseph, Mo., and return travel from Cleveland, Ohio.

- Application Deadline: February 15

For more information or to apply, visit www.angus.org/events/beef-leaders-institute or contact the Events & Junior Activities Department at 816-383-5100 or events@angus.org.

About the Angus Foundation. Established as a 501(c)(3) organization in 1980, the Angus Foundation remains focused on its mission to support Angus education, youth, and research. The organization has distributed more than \$4.9 million in youth scholarships since 1998 and has also invested more than \$1.4 million in beef cattle research in the past decade. For more information, contact the Angus Foundation at 816-383-5100.

ANGUS MEANS BUSINESS. The American Angus Association is the nation’s largest beef breed organization, serving more than 21,000 members across the United States, Canada, and several other countries. It’s home to an extensive breed registry that grows by more than 300,000 animals each year. The Association also provides programs and services to farmers, ranchers, and others who rely on Angus to produce quality genetics for the beef industry and quality beef for consumers. For more information about Angus cattle and the American Angus Association, visit www.angus.org.



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Healthier Soils and Stronger Herds. Noble Research Institute shared data backed management practices for land stewardship. Every grazing decision leaves a mark on the land and affects the herd that depends on it.

Effective land stewardship goes beyond isolated practices, requiring an understanding of how each decision affects forage growth, cattle performance, and long term stocking rates. When land is the foundation of the business, producers are more likely to invest time and resources into managing it intentionally.

“When we start thinking about land stewardship, think about the legacy of the land,” Aljoe said. “All of us want to be more profitable. All of us would like to see our land improve. But how do we go about intentionally making it happen?”

Aljoe expressed how management directly affects soil biology, forage recovery, and carrying capacity. Concepts such as maintaining adequate residual forage, shortening grazing periods, and extending recovery periods were explained as essential tools for producers who seek to protect and improve their resources.

“We want to minimize the disturbance, and we want to minimize the impact,” Aljoe said. “If we’re going to be grazing, we want to graze for a short period of time.”

Noble Research Institute research shows how adaptive grazing can dramatically increase grazing days. In the study, cattle moved



daily or multiple times per day produced significantly more available forage compared to herds rotated less frequently.

“I’m getting 43 percent more grazing days through this methodology over our prescriptive [grazing] approach, which is a good rest rotation,” Aljoe said. “That’s where the power of applied adaptive grazing really begins.”

Certified Angus Beef’s Kirsten Nickles, Ph.D., and Hugh Aljoe, director of ranches, outreach, and partnerships at Noble Research Institute, discussed land stewardship practices at the 2025 Angus Convention in Kansas City, Mo., in November.

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NEWS

What are the first steps someone can take to move toward more sustainable land stewardship? First, evaluate your stocking rate as the most critical decision made each year. Key drivers of profitability and land resilience include managing below carrying capacity and adjusting numbers based on rainfall variability.

Using a region's typical rainfall pattern, Aljoe explained that producers often plan around an average, which rarely occurs. Some years come in well above, and others fall short, meaning forage supply varies more than many expect. The goal is to understand the range of rainfall across many seasons and adjust stocking numbers so the herd stays in harmony with what the land can produce.

Tools that track soil health and grazing patterns reveal how small


changes influence forage recovery and long term productivity. By documenting pasture conditions, tracking decisions, and assessing outcomes, you can better identify opportunities to strengthen both land and herd performance.

“Ranch management begins with intentional land stewardship and its applied practices that align with soil health principles,” Aljoe said. “So how do you know when they’re messing up? Which ecosystem process is the weakest and should be addressed first? That’s what you get a taste of as you go into these Land Stewardship modules.”

Noble Research Institute, in collaboration with Certified Angus Beef, offers a free online Land Stewardship course designed for producers looking to strengthen their land management practices. The course teaches you how to achieve healthier soil, more resilient grazing land, and greater profitability through better land management, reducing inputs, and optimizing natural resources. Learn more at www.cabcattle.com/land-stewardship.

Who is Certified Angus Beef? *At Certified Angus Beef, we know people want to put great meals on the table. Our employees work across the beef supply chain to ensure chefs and home cooks find and prepare the best Angus beef. Led by our culinary, beef, and marketing experts, our team provides consultation, marketing materials, training, market insights, and tools that help businesses like grocery stores and restaurants thrive. Our team is also dedicated to sharing the story of family farmers and ranchers who supply the brand.*






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National Survey on Bull Selection

By FELIPE SILVA, N.C. State University

The eBEEF project has developed a survey to determine how producers are currently selecting their bulls — which traits and at what emphasis are being selected — along with data indicating their type of operation. Management information, such as breeds, percent replacements, marketing, and management level, will also be collected.

Current herd data — calving/weaning percent, percent dystocia, and performance values — as well as planning horizon information is included as well. The survey will end January 31.



Answer the survey to support researchers working in breeding and genetics and for a chance to win one of five \$100 gift cards.

To participate in the survey, scan the QR code below or visit <https://tinyurl.com/BullSelectionSurvey>.



N.C. BCIP Bull Test Sales Top Angus Consignors

Congratulations to Gerald Strickland of Hawks Nest Farm in Leicester, N.C., for having the high indexing Angus bull at the Waynesville Bull Test Sale. Lot 10, HNF Bandolier 099, is a Quaker Hill Black Bandolier son out of a Jindra Acclaim daughter. He had an index of 116, a final weight of 1,345 lbs, and an ADG of 5.0. The 15 Angus bulls in the sale averaged \$5,880. The high selling Angus bull was Lot 6, H&H Jameson 824, a Basin Jameson 1076 son that brought \$10,000.



Congratulations to Adam English of English Farms in Seagrove, N.C., for having the high indexing Angus bull at the Butner Bull Test Sale. Lot 33, EF Fireball 2464, is a GB Fireball 672 son out of a Sydgen Enhance daughter. He had an index of 120.9, a final weight of 1,520 lbs., and an ADG of 4.9. The 23 Angus bulls sold for an averaged \$5,663. The high selling Angus bull was Lot 34 HiLo Veracious M47, an HPCA Veracious son that brought \$7,500.



COMMON GROUND



A Year of Optimism

By MARK McCULLY, American Angus Association CEO

“Celebrating a diverse Angus membership.”

As I look back on the past year, I’m filled with gratitude for what we’ve accomplished together as an Angus community. The numbers tell a powerful story, but behind every statistic is the hard work, dedication, and vision of our members. For the 11th consecutive year, we surpassed 300,000 registrations, with nearly 310,000 head entered into the Herd Book in fiscal year 2025 — an increase of more than 7,000 compared to last year. Most were females, signaling breeders are building inventory. Notably, 75 percent were genomically profiled, and more than half were sire and dam verified.

The 2025 cattle market was historic, and registered Angus genetics led the way. Even with more head sold, registered Angus bulls averaged \$8,395 and females \$8,436 — up \$1,200 and \$1,600, respectively, from 2024 and nearly double 2020 prices. Incredible progress!

AngusLink also had a strong year with 287,000 head enrolled. Premiums through summer video sales averaged more than \$20 per hundredweight (cwt.) as feedlots relied on the Genetic Merit Scorecard for confidence in genetic risk management.

With beef demand at a 40-year high, Certified Angus Beef (CAB) also posted its third best year ever — 1.235 billion pounds (lb.) sold and the tenth straight year with more than 1 billion lb.

We’re fortunate not just to participate in a strong market but to lead it. That leadership comes with responsibility — to keep improving and delivering programs and services that matter to breeders and commercial producers.

Our diverse membership — Our membership is nearly 22,000 strong, representing diverse operations across the country with different environments, markets, and philosophies. That diversity is an incredible strength — but also a challenge to an association trying to balance and

serve contrasting opinions. In 2025, 75.5 percent of active members registered fewer than 20 head, accounting for 16 percent of registrations. Meanwhile, 5.3 percent registered more than 100 head and accounted for 52 percent of registrations. In 1990, herds with more than 100 head represented only 25 percent of registrations. This shift illustrates the complexity of serving both ends of the spectrum, as these producers tend to place value on different association programs and services.

Our survey revealed that many members are relatively new. In fact, 31 percent of regular and lifetime members have been with the association for less than five years. Half have been members for less than ten years and represent 22 percent of last year’s registrations. What an incredible indication of breed strength when that many new breeders are entering the business. At the same time, members with 25+ years represent 22 percent of the membership and register 43 percent of cattle. We’re blessed with both new and heritage breeders, and offering programs that serve both groups will remain a priority.

The Angus Convention was a great opportunity to gather feedback with so many members in one room. Using live polling, attendees shared ideas on the future of the business, selection tool and research needs, and priorities for the breed and association. Not surprisingly, the room was optimistic, progressive minded, and committed to advancing tools and strategies that keep Angus breeders competitive.

While it has been a year with some challenges — most importantly, 2025 marks a year of meaningful progress for our members and the Angus breed.

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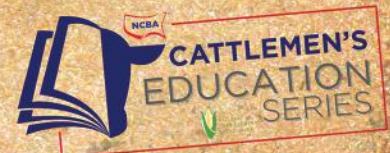
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Friday, February 20, 2026

7:30 a.m. Board of Directors Breakfast
 8:00 a.m. Registration & Trade Show Open
 8:45 a.m. Welcome
 9:00-9:45 a.m. Opening Session
 • Efficiency & Genomics in Commercial Cattle
 10:00 a.m. Morning Break
 • Hay Sampling Demonstration
 10:15-11:15 a.m. Breakout Sessions
 • Animal Health & Production
 • Nutrition & Pasture Management
 • Market Outlook & Risk Management
 11:45 a.m. Awards Luncheon
 • Keynote Address
 1:30 p.m. Trade Show Continues
 2:00 p.m. Committee Meetings (Everyone Welcome)
 • N.C. Forage & Grasslands Council
 • Stocker & Cattle Feeders
 • From Pasture to People: Getting Your Farm Ready for the Public
 3:00 p.m. Afternoon Break
 • Hay Sampling Demonstration
 3:00 p.m. Committee Meetings Continue (Everyone Welcome)
 • Purebred Breeders Council
 • N.C. Beef Cattle Improvement Program (NC BCIP)
 • Joint Legislative & Membership
 5:15 p.m. NCCA Annual Business Meeting (Everyone Welcome)
 5:00-8:00 p.m. Social & NCBA PAC/NCCA Support Auction
 6:00-7:00 p.m. ... Poster Presentations of NCCA Funded Research Projects
 8:30 p.m. Social Ends & Trade Show Closes

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 (Lobby)
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 Lee Leachman, Leachman Cattle (Hickory 4)
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 Dr. Tomas Gonzalez, N.C. State University CVM (Conover 1)
 Dr. Maggie Justice, Auburn University (Conover 2)
 Dr. Charles Martinez, University of Tennessee (Conover 3)
 Sponsored by Farm Credit Associations of NC (Hickory 3&4)
 Russ Useton, Region II Federation Vice President
 (Hickory 1&2)
 (Conover 4)
 (Conover 3)
 Janice Wright, Rooted in NC (Board Room)
 (Hickory 1&2)
 (Lake Hickory Meeting Room)
 (Conover 3)
 (Conover 1&2)
 (Hickory 2&4)
 (Hickory 1&2)

Educational Program, Presented By



N.C. Cattle Conference, Presented By



Saturday, February 21, 2026

7:00 a.m. Registration Opens
 7:30 a.m. Youth Recognition Breakfast
 9:00 a.m. Trade Show Opens
 9:00-12:00 noon Trade Show Activities
 • Skillathon Contest
 • Beef Quality Assurance (BQA) Certification
 9:00-10:00 a.m. Breakout Sessions
 • Enhancing Beef Efficiency in the Fescue Belt
 • Estate and Succession Planning
 10:00 a.m. Morning Break
 • Hay Sampling Demonstration
 10.15-11:15 a.m. Breakout Sessions
 • Farmland Preservation
 • From Pasture to Plate: Marketing Strategies from Local Beef Producers (Moderated by N.C. Choices)
 12:00 noon Adjourn

(Lobby)
 Sponsored by First Bank & Trust Company (Hickory 4)
 (Hickory 1&2)
 Brent Jennings, N.C. State University (Hickory 1&2)
 (NCSU Extension Booth)
 Dr. Benjamin Rojo, N.C. State University (Conover 4)
 Stephen Bishop, N.C. Farmlink (Conover 3)
 Sponsored by Performance Livestock & Feed (Hickory 1&2)
 Leslie Vanden Herik, American Farmland Trust (Conover 2)
 Melissa Falcone, Anna Jackson, & Jeff Bradley (Conover 1)



RECRUITING NEW MEMBERS?

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1 MILE OF PASTURE MANAGEMENT FENCING SUPPLIES AWARDED TO THE NCCA COUNTY CATTLEMEN'S ASSOCIATION

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The Winning County Association Receives:

- 16 Rolls of Pasture Management Fixed Knot 9-49-6-330 ft.
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- 40 Speed Brace Kits
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- 2 52 in. Stretcher Bars
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- 1 Knipex Wire Cutters
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- 3 Rolls of 4,000 ft. 12.5 ga High Tensile Electric Fence Wire: Class 3 Galvanized, 170 K psi
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- 12 Bags of 25 Pasture Management Wood Post Pinlock Insulators
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Alamance	3	Cumberland	10	Johnston	8	Randolph	29
Alexander	3	Currituck	0	Jones	1	Richmond	2
Alleghany	2	Dare	0	Lee	4	Robeson	24
Anson	3	Davidson	4	Lenoir	1	Rockingham	8
Ashe	0	Davie	5	Lincoln	2	Rowan	3
Avery	0	Duplin	12	McDowell	4	Rutherford	5
Beaufort	1	Durham	0	Macon	66	Sampson	5
Bertie	0	Edgecombe	4	Martin	2	Scotland	0
Bladen	1	Forsyth	5	Madison	3	Stanly	18
Brunswick	2	Franklin	12	Mecklenburg	0	Stokes	16
Buncombe	22	Gaston	1	Mitchell	0	Surry	8
Burke	24	Gates	0	Montgomery	0	Swain	0
Cabarrus	3	Graham	17	Moore	9	Transylvania	2
Caldwell	4	Granville	1	Nash	12	Tyrrell	0
Camden	0	Greene	2	New Hanover	0	Union	4
Carteret	0	Guilford	22	Northampton	0	Vance	1
Caswell	4	Halifax	1	Onslow	4	Wake	10
Catawba	19	Harnett	5	Orange	1	Warren	4
Chatham	4	Haywood	18	Pamlico	0	Washington	3
Cherokee	0	Henderson	4	Pasquotank	1	Watauga	2
Chowan	1	Hertford	0	Pender	0	Wayne	6
Clay	1	Hoke	1	Perquimans	4	Wilkes	16
Cleveland	7	Hyde	1	Person	1	Wilson	17
Columbus	3	Iredell	11	Pitt	9	Yadkin	1
Craven	2	Jackson	0	Polk	0	Yancey	2

Grand Total 563

LIMOUSIN

North American Limousin Foundation

UPDATE

December NALF Board Meeting Action Items and Updates to Membership. Several items were discussed and acted upon at the winter NALF board meeting in December. Included in the action items approved by the board was a reduction in the number of directors serving on the NALF board from 15 to 12. Also approved unanimously was the addition to the adoption of two new NALF indexes and two EPDs to be released by year's end. The NALF board also approved the association's financial commitment to Texas Tech University as they apply for a grant with the USDA for the study of accurate EPD phenotypes to utilize in the development of an EPD for Red Meat Yield in cattle.

- **The NALF board voted unanimously to reduce the number of directors from 15 to 12 members and 1 voting ex-officio, with the transition starting in 2026.**

Two position terms will expire at the end of 2026, and the third position will expire at the end of the 2027 calendar year. These two years will transition position totals from 15 to 12 members and 1 voting ex-officio starting in 2028.

Members wanting to run for the NALF board can still do so in 2026 and 2027, but they will have to run as an at-large candidate per the NALF bylaws. New positions will resume with rotations beginning in 2028 for the year serving in 2029 on the NALF board.

- **The NALF board of directors also unanimously approved the release of two new indexes via iGENDEC and two new IGS**

produced EPDs beginning on January 1.

The Mature Cow Weight and Cow Energy Requirement Yearly EPDs produced by International Genetic Solutions have been in development and are now ready for production release.

The Mature Cow Weight EPD will be utilized in both new iGENDEC indexes of \$MPI (\$ Maternal Profit Index) and \$IPI (\$ Industry Profit Index) to complement the \$TPI (\$ Terminal Profit Index) released a couple of years ago.

This will give NALF members a full suite of indexes for commercial bull buyers to utilize that address Terminal, Maternal, and All Purpose indexes moving into the future.

- **The NALF board also unanimously approved the association's financial commitment to a potential study that Texas Tech University is applying for with the USDA to analyze which phenotypes should best be utilized for the development of Red Meat Yield EPD.**

If Texas Tech is successful in their application with the USDA, they will be getting financial participation from 11 different breed associations that have cattle represented in the USMARC breed populations on feed at USMARC in Clay Center, Neb., to supplement their grant. The USMARC population cows will be bred this spring, with actual red meat CT scan analysis to occur at harvest in 2027 and 2028 after being fed at the USMARC facility.

With new technology being developed in scanning actual carcasses and the inadequacies of the current USDA yield grade system in measuring actual red meat yield and accurate yield grade, the industry could transition in the future. Actual accurate capture of cattle possessing superior red meat yield characteristics in packing houses will require breed associations and national cattle evaluations to implement an EPD so breeders can select and mate for improvement of the trait. The NALF board strongly feels this will benefit the Limousin breed in the future, and our participation in this study is of high importance moving forward.

About the North American Limousin Foundation. The North

American Limousin Foundation, headquartered in Englewood, Colo., provides programs and services, including the documentation of more than 25,000 head of cattle annually, for approximately 4,000 members and their commercial customers. The Limousin breed and Lim-Flex hybrid offer industry leading growth and efficiency while being an ideal complement to British breeds. For more information about NALF, please visit www.nalf.org.



"As president of the Duplin County Cattlemen's Association and a fellow cattleman, I encourage you to take five minutes of your time to speak with Donna Byrum. She introduced me to a program that I knew nothing about, and within six months she was on my doorstep with a check. The PRF program has been a blessing amid the changing climate and different extremes that all our farming operations have experienced."

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Trending in Food & Media

TRENDS FOR 2026

 Several media outlets reported on the list of the top 2026 food trend predictions from Whole Foods. Beef Tallow is number one on the list which also called attention to products connected to the upcoming year of the female farmer.²



The Hello Fresh State of Home Cooking Report found 71% of those surveyed find cooking to more stress-relieving than stressful and 58% have posted images of their cooking online.³



In October, Food & Wine called the re-burgerification of America its top food trend of the past 25 years, focusing on the recent rise of the smash burger.⁴

NEWS & NOTES

 Good Morning America and other media outlets discussed 'struggle meals'. Google Trends says 'struggle meal' searches hit a record high this year and have more than tripled from August to September.⁵



Google Trends reports that as of October, the #strugglemeals hashtag has been used on Instagram and TikTok in more than 5,000 and 7,000 posts, respectively.⁵



More than 620 news mentions and 8,200 social mentions were made in October about Arby's new steak nuggets, which were reviewed in The Washington Post.^{1,6}

ARTIFICIAL INTELLIGENCE (AI)

 AI company, OpenAI, posted research into how people use their AI model, ChatGPT. It found nearly 1% of all ChatGPT conversations focus on cooking and recipes.⁷



Anthropic reports that users in the U.S. disproportionately use their AI, Claude, for cooking and meal planning assistance, compared to the global average.⁸



In its State of Home Cooking report, Hello Fresh said 69% of those surveyed have used AI to get dinner on the table or are open to the idea of it.³

ARMS #110325-09

1. National Cattlemen's Beef Association. (2025). *Traditional and social media listening dashboards*. Retrieved from Meltwater: www.meltwater.com
2. Whole Foods Top Food Trend Predictions for 2026: <https://shorturl.at/831Mv>
3. Hello Fresh State of Home Cooking Report. <https://www.hellofresh.com/eat/reports/stateofhomecooking>
4. Food & Wine. <https://www.foodandwine.com/top-25-food-trends-11824480>
5. Good Morning America: <https://shorturl.at/ZZOdU>
6. The Washington Post. <https://www.washingtonpost.com/food/2025/10/30/arbys-steak-nuggets-review-protein/>
7. How people use ChatGPT, OpenAI, September 2025, <https://shorturl.at/OihEk>
8. Anthropic Economic Index Report, Sept. 2025, <https://www.anthropic.com/research/anthropic-economic-index-september-2025-report>

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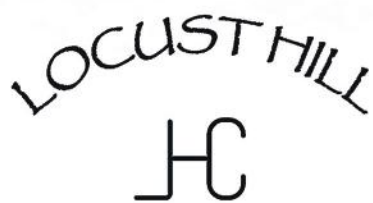
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Daughters Will Sell



American
Gelbvieh Association
NEWS

American Gelbvieh Association Elects Board of Directors.

Members of the AGA elected five candidates to the board of directors at their Annual Meeting held on December 5 during the 55th Annual AGA National Convention in Nashville, Tennessee.

Newly elected board members are Dalton Bennett of Red House, Va.; Gary Carlisle of Redmont, Utah; and Josh Phillips of Lathrop, Missouri. Re-elected to serve a second term were David Larson of Clearbrook, Minn., and Brent Overmiller of Smith Center, Kansas.

The board of directors also elected executive committee leadership for 2026. Dan Warner of Arapahoe, Neb., was re-elected president. Stuart Jarvis of Phillipsburg, Kan., was re-elected vice president. Brent Overmiller was re-elected secretary. Gregg Hartman of Pueblo, Colo., was elected treasurer.

Other members of the board include **Greg “Bubba” Anderson**

of Marion, N.C.; Zack Butler of Milton, Tenn.; Troy Forbes of De Smet, S.D.; William McIntosh of Georgetown, Ken.; John Shearer of Canton, Kan.; Mark Stock of Waukon, Iowa; and Justin Taubenheim of Amherst, Nebraska.

Retiring members of the 2025 AGA board of directors were Mark Covington of Montrose, Colo.; Tom Vehige of Billings, Mo.; and Cory Voss of Bruning, Nebraska.

Introducing the **Gelbvieh Genetics Guide**. You’ve asked for it, and we’re making it happen in 2026! The Gelbvieh Genetics Guide will serve as the source of Gelbvieh genetics for seedstock and commercial producers this spring. Advertise your herd’s leading sires with semen available to purchase. Bulls listed in the Gelbvieh Genetics Guide will all have a photo, three generation pedigree, genetic conditions, EPDs, footnotes, and contact information for semen purchases. All bulls included in the guide **MUST** have an A.I. Permit on file with the AGA. Reach out to Megan Underwood, AGA communications coordinator, at meganu@gelbvieh.org or 303-465-2333 with any questions or to commit your bulls today.

About the American Gelbvieh Association. *AGA, started in 1971, is a progressive beef cattle breed association representing approximately 1,000 members and approximately 45,000 currently active Gelbvieh, Balancer, and Gelbvieh influenced cows assessed annually in a performance oriented total herd reporting system. The Gelbvieh breed is well known throughout the industry for their maternal strengths and superior growth. With these attributes, Gelbvieh and Balancer cattle fit well into a crossbreeding system.*

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BEEF CUTS

AND RECOMMENDED COOKING METHODS

CHUCK		RIB		LOIN		SIRLOIN		ROUND		INGREDIENT CUTS	
Arm Chuck Roast 	Cross Rib Chuck Roast 	Prime Rib Roast 	Porterhouse Steak 	Top Sirloin Steak LEAN 	Top Round* LEAN 	Kabobs* 					
Arm Chuck Steak 	Shoulder Roast LEAN 	Ribeye Steak, Bone-In 	T-Bone Steak 	Top Sirloin Petite Roast LEAN 	Top Round Steak* LEAN 	Stew Meat 					
Blade Chuck Roast 	Shoulder Steak* LEAN 	Back Ribs 	Strip Steak, Bone-In LEAN 	Top Sirloin Filet LEAN 	Bottom Round Roast LEAN 	Strips 					
Blade Chuck Steak* 	Ranch Steak LEAN 	Ribeye Roast, Boneless 	Strip Steak, Boneless LEAN 	Coulotte Roast 	Bottom Round Steak* LEAN 	Cubed Steak 					
7-Bone Chuck Roast 	Flat Iron Steak 	Ribeye Steak, Boneless 	Strip Petite Roast LEAN 	Coulotte Steak LEAN 	Bottom Round Rump Roast LEAN 	Ground Beef and Ground Beef Patties 					
Chuck Center Roast 	Top Blade Steak 	Ribeye Cap Steak 	Strip Filet LEAN 	Tri-Tip Roast LEAN 	Eye of Round Roast LEAN 	Shank Cross-Cut LEAN 					
Denver Steak 	Shoulder Petite Tender LEAN 	Ribeye Petite Roast LEAN 	Tenderloin Roast LEAN 	Tri-Tip Steak LEAN 	Eye of Round Steak* LEAN 	Tenderloin Tips 					
Chuck Eye Roast LEAN 	Shoulder Petite Tender Medallions LEAN 	Ribeye Filet LEAN 	Tenderloin Steak (Filet Mignon) LEAN 	Petite Sirloin Steak 	BRISKET LEAN PLATE & FLANK						
Chuck Eye Steak 	Short Ribs, Bone-In 	KEY TO RECOMMENDED COOKING METHODS Grilling Oven Roasting Stewing Braising Skillet-to-Oven Stir-Fry Broiling Skillet Cooking Pressure Cooking Indirect Grilling Smoking <p>*Marinate before cooking for best results</p>		Sirloin Bavette Steak 	Brisket Flat LEAN 	Inside Skirt* 					
Country-Style Ribs 	 Funded by Beef Farmers and Ranchers <small>© 2021 Cattleman's Beef Board and National Cattleman's Beef Association ARMSF</small>	 <small>A cut of cooked fresh meat is considered "lean" when it contains less than 10 grams of total fat, 4.5 grams or less of saturated fat and less than 95 mg of cholesterol per 100 grams (3 1/2 oz) and per RACC (Reference Amount Customarily Consumed), which is 85 grams (3 oz).</small>		Short Ribs, Bone-In* 	Brisket Point 	Flank Steak* LEAN 					



2026 ABBA Annual Renewal Fees. We hope everyone had a wonderful Christmas! As the new year begins, we'd like to remind you that annual renewal statements and herd inventories were mailed out recently. Members can log in to their accounts and pay their membership renewal fees online.

For assistance in updating your inventory or paying your renewal fee, please visit tinyurl.com/MyAccountABBA. Additionally, if you have a credit card on file, please be aware that verbal or written consent is required to process your membership renewal.

Please reference activity fees below.

First Time Active Voting ABBA Membership — \$250

Activity Fee Rates if Paid by January 31:

- 1–50 Breeding Aged Females — \$125
- 51–100 Breeding Aged Females — \$225
- 101–200 Breeding Aged Females — \$325
- 201–300 Breeding Aged Females — \$425
- 301–400 Breeding Aged Females — \$525
- 401+ Breeding Aged Females — \$625

Activity Fee Rates if Paid by February 28:

- 1–50 Breeding Aged Females — \$150
- 51–100 Breeding Aged Females — \$250
- 101–200 Breeding Aged Females — \$350
- 201–300 Breeding Aged Females — \$450
- 301–400 Breeding Aged Females — \$550
- 401+ Breeding Aged Females — \$650

Activity Fee Rates if Paid by March 31:

- 1–50 Breeding Aged Females — \$160
- 51–100 Breeding Aged Females — \$260
- 101–200 Breeding Aged Females — \$360
- 201–300 Breeding Aged Females — \$460
- 301–400 Breeding Aged Females — \$560
- 401+ Breeding Aged Females — \$660

Activity Fee Rates if Paid After April 1:

- 1–50 Breeding Aged Females — \$170
- 51–100 Breeding Aged Females — \$270
- 101–200 Breeding Aged Females — \$370
- 201–300 Breeding Aged Females — \$470
- 301–400 Breeding Aged Females — \$570
- 401+ Breeding Aged Females — \$670

Beginning May 1, if activity fees have not been paid, members

will be charged non-member rates. No fee adjustments will be made to charges on work done prior to activity fees being paid. That being said, it is important to ensure that you submit your activity fees in a timely manner. If you have any questions regarding activity fees, feel free to contact the ABBA Office at 979-485-5528 or abba@brahman.org, and we will be happy to assist you.

About the American Brahman Breeders Association. *The American Brahman Breeders Association is the world registry for Brahman cattle, the #1 beef breed for efficiency, hybrid vigor, and environmental adaptability. ABBA provides an array of member services, educational opportunities, and a wide array of programs to assist the profitability of its members. For more information about the American Brahman breed or the many opportunities offered by the ABBA, visit www.brahman.org.*

N.C. Cattle Receipts, Trends, and Prices for the Month of NOVEMBER 2025

Cattle Receipts: 11,518 • Previous Month: 14,497
Feeder supply - 20% steers • 42% heifers • 38% bulls

SLAUGHTER CLASSES

	Avg. Wt.	Price
Cows - % Lean		
Breaker	1,510	\$140.59
Boner	1,307	\$144.71
Lean	1,060	\$126.95
Bulls - Yield Grade 1-2	1,631	\$171.77

FEEDER CLASSES

FEEDER STEERS (Medium and Large 1-2)

Wt. Range	Avg. Wt.	CWT	Avg. Price
400-450	422	378.94	\$1,599.13
450-500	472	387.82	\$1,830.51
500-550	523	352.96	\$1,845.98
550-600	575	364.65	\$2,096.74
600-650	628	322.23	\$2,023.60
650-700	666	325.60	\$2,168.50

FEEDER BULLS (Medium and Large 1-2)

Wt. Range	Avg. Wt.	CWT	Avg. Price
400-450	423	365.25	\$1,545.01
450-500	472	345.68	\$1,631.61
500-550	522	326.15	\$1,702.50
550-600	574	297.43	\$1,707.25
600-650	621	288.10	\$1,789.10
650-700	673	254.89	\$1,715.41

FEEDER HEIFERS (Medium and Large 1-2)

Wt. Range	Avg. Wt.	CWT	Avg. Price
400-450	424	331.65	\$1,406.20
450-500	471	324.27	\$1,527.31
500-550	527	305.95	\$1,612.36
550-600	567	312.49	\$1,771.82
600-650	620	278.59	\$1,727.26
650-700	658	295.34	\$1,943.34

*Source: N.C. Department of Agriculture - USDA Market News Service
Raleigh, N.C. - 919-707-3156*



By BROOKE HARWARD, N.C. Simmental Association

A successful 2025 for Simmental! Congratulations to Simmental breeders and commercial cattlemen for having a great year in 2025 with Simmental genetics. We saw record breaking feeder calf prices and sale prices in the seedstock market. We are looking forward to seeing much of that momentum carries over into 2026. Cattlemen utilizing Simmental genetics were able to capitalize on these prices, and as an association, we would like to thank everyone who has trusted Simmental genetics this past year. Hopefully we can work together to continue to utilize Simmental cattle in the coming year.

A highlight of the year was our 51st Annual Fall Harvest Simmental Sale in September. We want to, again, say a special thank




Supreme Got to Be N.C. female.

you to all the buyers, sellers, and attendees who played a part in the sale. Remember to save the date for September 5 for our 52nd sale. Be sure to be on the lookout for even more Simmental sales and events coming your way in 2026!

N.C. State Fair Report. The Simmental breed was very well represented in both the open and junior shows at the 2025 N.C. State Fair. The purebred Simmental female Bailey's Bianca 432M, shown by Shelby Candler, came out as supreme female in both the junior and open shows after winning grand champion Simmental female in both shows as well. In the junior show, Shelby also won reserve supreme female, supreme Got to Be N.C. female, and champion bred and owned female with her grand champion Percentage Simmental heifer JSF3 Donna Jean 912M. Donna Jean 912M also won champion Percentage Simmental female in the open

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Brooke Harward, Executive Secretary
Anna English, President

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PO Box 262 • Richfield, NC 28137

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The American Simmental Association's \$All Purpose Index, or \$API, predicts cow herd profitability while keeping pressure on terminal traits. Better genetics translate to increased profits for bulls used to sire replacement heifers and harvest remaining calves.

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show as well.

Other winners at this year's open show included TX Enterprises/Charlie and Amy Thomas with reserve champion Percentage heifer, Hannah Vanhoy with reserve champion purebred heifer, Shelby Candler with champion Percentage bull, and Cooper Joines with reserve champion purebred bull. Congratulations to all winners at

the fair and for showcasing the Simmental breed at such a high level! Be sure to check out our website for the full details and pictures.



Junior and open show supreme female.



Open show reserve Percentage female.



Garlic Roasted Tenderloin with Gremolata Sauce

Total Time — 1 hour, 10 minutes

- 1 beef tenderloin roast (about 2–3 pounds)
- 2 Tablespoon garlic
- 1 teaspoon kosher salt
- 2 Tablespoon freshly ground black pepper

Gremolata Sauce

- 1 medium lemon
- 3 cups fresh parsley, chopped
- 1 Tablespoon garlic
- 3 Tablespoon grated Parmesan cheese
- ¼ teaspoon kosher salt
- ¼ cup beef stock

Preheat the oven to 350°F. Combine the minced garlic, salt, and black pepper, then press evenly onto all surfaces of the beef roast.

Place the roast on the rack in a shallow roasting pan. Insert an ovenproof meat thermometer so the tip is centered in the thickest part of the beef. Do not add water or cover. Roast in a 350°F oven for 40–60 minutes for medium rare or 45–65 minutes for medium doneness.

Remove the roast when the meat thermometer registers 135°F for medium rare or 145°F for medium. Transfer the roast to a carving board and tent loosely with aluminum foil. Let it stand for 15–20 minutes. (The temperature will continue to rise about 10°–15°F to reach 145°F for medium rare or 160°F for medium.)

Gremolata Sauce – In a food processor, grate the lemon peel and squeeze 2 tablespoons of lemon juice from a lemon. Combine the lemon, beef stock, chopped parsley, minced garlic, parmesan cheese, and ¼ teaspoon of salt. Blend until the mixture is smooth and thick.

Serving – Carve the roast into slices. Season with salt, as desired. Serve with gremolata sauce on top.

Makes 12 servings.





SIMMENTAL

Executive Vice President Report

Insights into the IGS Calving Ease Update

By JON DeCLERCK, *American Simmental Association*

Why Updates Happen – Genetic evaluations evolve because science evolves. Just like your phone or computer receives software upgrades, our tools improve as new data and better methodology become available. Past approaches weren't wrong — today's tools are simply more effective.

Routine updates like this are standard across breed associations and the beef industry. Every major genetic evaluation employs comparable updates as part of their ongoing efforts to remain competitive and ensure the highest degree of accuracy. Our goal with updates is always the same — to improve the predictive power of International Genetic Solutions (IGS) EPD.

A Unified, Science Driven Decision – Before any update is released, the system undergoes validation exercises to test how well the model works and how accurately it predicts real world results. These tests use proven, peer reviewed methods to provide unbiased measures of performance.

After that, the evaluation underwent review and approval by all 25 IGS partner associations, with input from the geneticists and consultants who support many of those organizations. Each partner had the chance to look at how the update affected their own cattle, but no one could see the impact on other breeds or associations.

This was not an American Simmental Association (ASA) only decision but a system wide agreement across the world's largest and most trusted multi-breed genetic evaluation, reflecting consensus on both the science behind the update and the need to implement it now.

A Commitment We've Always Made – When I applied for this position, I pledged to continue the long standing philosophy of the American Simmental Association:

Profit Through Science – From our founders in 1968, who rejected showring fads, to the leaders who navigated Focus 2000 in Columbia, Mo., our association has always prioritized objective performance evaluation. We have always believed that genetic evaluation must be rooted in data, not preference, not politics, and not pressure.

A primary reason for forming IGS was to be honest about where our cattle truly stand in the larger beef industry. And we remain committed to that transparency today.

What Changed in This Update – This is the first major calving ease model improvement since the adoption of BOLT more than a decade ago. The IGS team has made this update a top priority for the past couple of years. With over 22.5 million cattle and more than

750,000 genotypes in the IGS database, shifts were expected.

The update centered around three scientific advancements:

1. Maternal Genomic Markers – This is a significant upgrade. Previously, models could not incorporate marker effects for calving ease direct and calving ease maternal simultaneously. New software capabilities and innovations developed by Theta Solutions, LLC now allow us to include those markers, giving a more complete genetic picture and improving prediction accuracy.

2. Improved Handling of External EPDs – When we bring in EPD from other associations (e.g., Angus), we apply a base adjustment. We refined that process, improving the consistency and accuracy of the evaluation.

3. Updated Breed-by-Decade Modeling – With millions of phenotypes spanning seven decades, grouping cattle is necessary for proper statistical power. We revised assumptions about genetic progress across breeds, reflecting that breeds have made similar improvements in calving ease over time. This refinement again enhanced model accuracy.

What This Means for Accuracy – Collectively, these improvements enable the calving ease model to explain roughly 12 percent more of the phenotypic variation observed in CE. This does not mean every individual animal's CE EPD accuracy increased by 12 percent; rather, the IGS CE evaluation as a whole is more effective at distinguishing genetics that improve calving ease from those that do not.

Your cattle did not change. But we believe the tool that describes them has been improved.

Think of it like medical advancements. Twenty years ago, evaluating heart health often required major surgery; today, the same assessment can be done with a minimally invasive scope. The heart didn't change; the diagnostic tools did. The earlier approach wasn't wrong; we simply have better technology available now.

Why This Matters – The IGS evaluation exists to serve our breeders, but also the broader commercial cattle industry. Our responsibility is to ensure our EPD predictions reflect biological reality as accurately as possible. That is how we protect the credibility of our breed and maintain our role as leaders in objective genetic evaluation.

Across the entire IGS population, the average CE change was 0.3 units. As many of you have observed, the Simmental population experienced a larger shift, averaging about 1.6 units for purebred

Simmental.

The fact that this update had a more pronounced effect for ASA underscores our commitment to science based evaluations. Regardless of the outcome, we follow the data because it reflects our mission to serve the commercial beef industry. That dedication to objectivity and integrity is exactly what our IGS partners and the industry rely on and expect from us.

Why Release Now – There is never a “perfect time” for releasing an update.

Delaying until summer:

- Would not reduce the magnitude of any shifts
- Would only postpone the adjustment
- Would leave breeders using outdated predictions for over half a year

Releasing now ensures members make selection, mating, and marketing decisions using the most current and accurate information available today.

We recognize the timing challenges, but this decision was made because it best serves the membership, IGS partners, and the cattle industry.

Moving Forward – I want to reaffirm my full confidence in the IGS team and in the science underlying this update. Updates like these are part of routine best practices in genetic evaluation. Many of you will recall similar refinements with carcass and growth traits prior to my tenure at ASA, and this process will continue.

Looking ahead, the IGS team is reviewing docility and fat traits, and we remain committed to leveraging the best science and statistical models to enhance prediction accuracy. These enhancements strengthen our evaluation, increase long-term confidence in our predictions, and reinforce the credibility of the Simmental breed within IGS. They demonstrate:

- That ASA does not manipulate outcomes.
- That we remain committed to objectivity.
- That we are fully aligned with all IGS partners in advancing science based predictions.

Thank you again for your engagement and your commitment to this association. Please continue reaching out with questions — Dr. Jackie Atkins, Dr. Elizabeth Dressler, Dr. Ben Crites, and I are here to help you make sense of these changes and support your success moving forward.

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MARCH 14, 2026

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* Lunch provided before the sale at 11:00 a.m.

Auctioneer - Darren Carter

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Sale Information

Farrah Hargett - 704-242-0270 • Bob Rhyne - 704-614-0826

Facebook - @marchmadnesscattlesale • Email - marchmadnesssale@gmail.com

In Loving Memory...

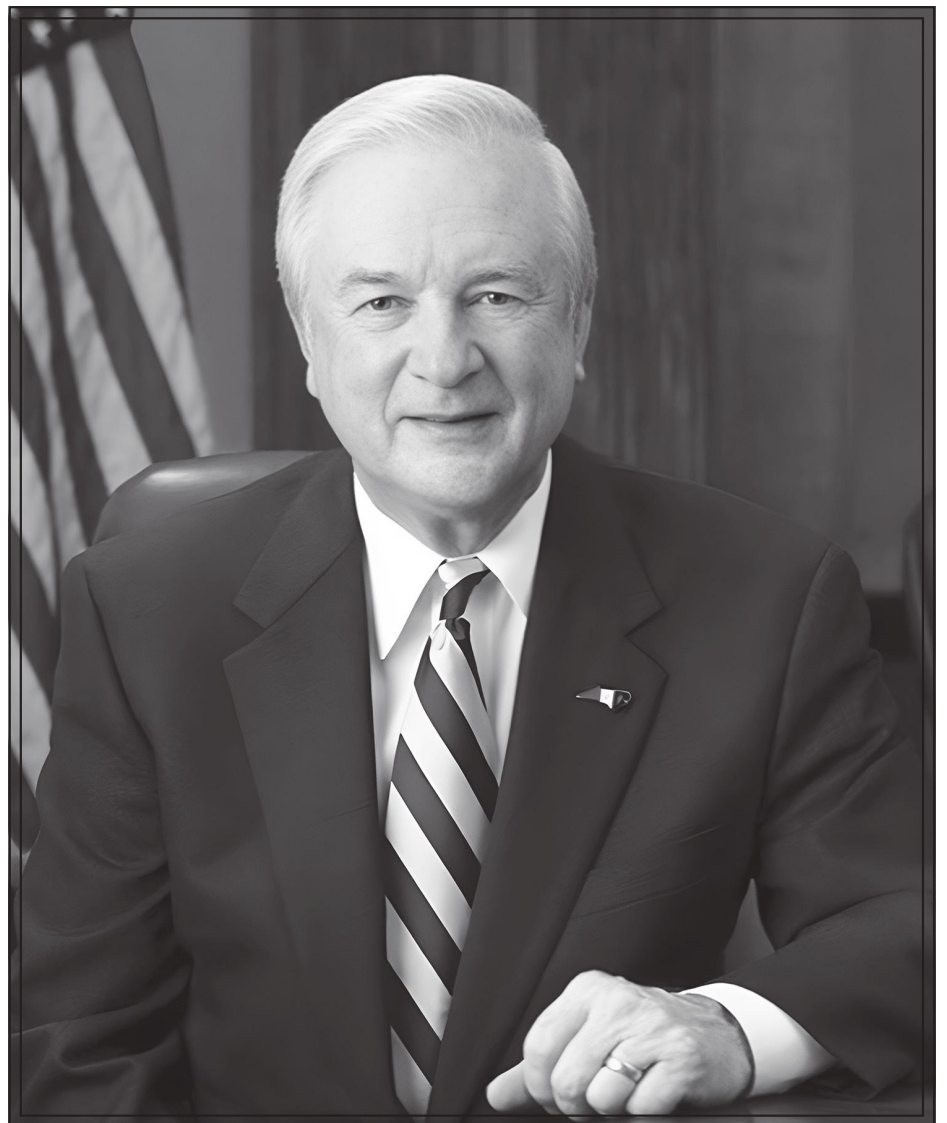
Governor James Baxter Hunt, Jr

May 16, 1937 – December 18, 2025

James Baxter Hunt Jr., a farm boy who became North Carolina's longest-serving governor, died on December 18. He was 88. Governor Hunt died at home on his Wilson County farm, where he grew up and still lived with his wife of 67 years, Carolyn Joyce Leonard Hunt..

He was born in Greensboro on May 16, 1937, the son of James B. Hunt Sr., a farmer and soil conservationist, and Elsie Brame Hunt, a beloved English teacher. He grew up on his family's dairy farm in Wilson and graduated from Rock Ridge High School. "Jimmy" met Carolyn as a senior in high school at a National Grange Youth Convention in Ohio. When they met, Carolyn was living on her family's cattle farm in Mingo, Iowa. Jimmy would frequently hitchhike for 36 hours to see Carolyn during his school breaks. Their courtship, marriage, and long life together were a true partnership.

Carolyn, a teacher, was equally committed to public education and public service, including volunteering at schools throughout her life and leadership in Friendship Force. Together, they finished college and graduate school in North Carolina, with his



undergraduate and master's degrees at N.C. State University and her undergraduate degree and his law degree at UNC-Chapel Hill. After law school, they lived for two years in Nepal, where Hunt worked as a Ford Foundation economic adviser. When they returned to Wilson County, Hunt was elected president of the state Young Democrats in 1968. He chaired a reform commission that opened state party leadership positions to minorities, women, and young people. He listened to all people and maintained a laser focus on getting things done, even if it meant a hundred phone calls or a thousand handshakes in one day. It could always be done.

During his campaigns, he drove to every county in the state, stopping to eat barbecue and shake more hands. He loved to enjoy good food, especially with his family. Whether it was Carolyn cooking a seafood breakfast or fish on Fridays at Papa Jack's, he was always game. His Christian faith was a central part of his life, first at Marsh Swamp Baptist Church and later at First Presbyterian Church of Wilson. In every place they lived, including Nepal, Jimmy loved singing in the church choir with his wife. Music gave him so much joy. He would always sing songs with his brother and their wives at the annual Hunt holiday gathering. Hunt had a great love for working on his family farm and having Simmental cattle, and he was also a voracious reader throughout his life. Reading multiple newspapers each day was a common practice.

While Hunt made an immeasurable impact on all North Carolinians, his dedication and love for his wife, children, grandchildren, and great grandchildren was above all. His passion for sports was strong, specifically N.C. State athletics. He took his



family to all the games he could and watched the ones he could not attend. Jimmy and Carolyn never forgot a birthday or anniversary, always marked by a call with a beautifully sung “Happy Birthday” song. Carolyn’s birthday was always marked by a family beach trip. Jimmy loved to swim in the ocean with his children, often floating on a raft. He cared deeply for his grandchildren and was very active with all of them. He would frequently be found fishing in the pond on his farm, swimming in the pool, or playing basketball with them. No matter the activity, he made sure to teach lessons along the way on how to stand up for what is right, always reminding them that “Hunts aren’t quitters.” His unwavering support and endless love for his family is something they will never forget.

In 1972, he was elected lieutenant governor and immediately got to work to establish statewide public kindergartens, raise teacher pay, and protect governors’ powers from legislative intrusion.

In 1976, he was elected governor for the first time — he was 38 years old. Hunt served as governor for an unprecedented four terms, totaling 16 years. Carolyn’s love and dedication to supporting her husband and raising their four children allowed Hunt to dedicate so much of his life to serving the people of North Carolina. As North Carolina’s First Lady, Carolyn welcomed a constant stream of schoolchildren and other visitors from the state and beyond to the Executive Mansion.

Hunt is remembered by countless North Carolinians whom

he led and inspired through more than 60 years of political and public service. He led North Carolina’s transformation from a poor, largely rural state of farms and factories to a fast growing magnet for research, technology, and bioscience. When he left office at the beginning of the 21st century, the state was recognized as one of the best places in the nation to live and do business.

Hunt loved North Carolina and its people. He believed in the limitless potential that can come from hard work, dedication, passion, and perseverance. His life was a direct representation of those values and many more. His family is eternally grateful for the countless memories, lessons, and love he poured into them.

Governor Hunt is survived by his wife, Carolyn Leonard Hunt; his brother Robert Brame Hunt (Margaret); his children Rebecca Hunt-Hawley (Jimmy), James Baxter Hunt III (Deb), Rachel Henderson Hunt (Olav), and Elizabeth Hunt Amigh (Kevin); his grandchildren Hannah Streeter Hawley, Joseph Thornton Hawley (Casey), Stephanie Hunt Toder (Charlie), James Baxter Hunt IV, Lindsey Derrick Hunt, Katia Hunt Nilender (Declan), Jonas Hunt Nilender, Jackson Zeak Amigh, Grace Leonard Amigh, and John Ross Amigh; and great grandchildren Isaac Harrison Hawley, Banks Thornton Hawley, Emily Lynn Toder, and Alex Harold Toder.

Condolences can be directed to Joyner’s Funeral Home and Crematory at www.joyners.net.

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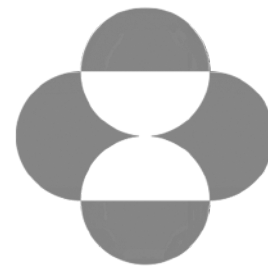
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FDA Conditionally Approves EXZOLT CATTLE-CA1 for the Prevention and Treatment of New World Screwworm Larvae. EXZOLT CATTLE-CA1 is the first in its class and the only product conditionally approved for both the prevention and treatment of New World screwworm and the treatment and control of cattle fever tick. Merck Animal Health recently announced the U.S. Food and Drug Administration (FDA) has granted a conditional approval for EXZOLT CATTLE-CA1 (fluralaner topical solution). This innovative product is in the newest class of parasiticides known as isoxazolines. The pour-on solution is effective for the prevention and treatment of infestations caused by New World screwworm (*Cochliomyia hominivorax*) larvae. It is also conditionally approved for the treatment and control of cattle fever tick (*Rhipicephalus microplus*).

“The threat of New World screwworm represents a growing concern to U.S. agriculture, potentially causing devastating economic losses for cattle producers that could reach hundreds of millions of dollars,” said Rick DeLuca, president, Merck Animal Health. “EXZOLT CATTLE-CA1 is the first novel ectoparasiticide introduced for beef cattle in several decades, and its conditional approval reflects our commitment to bringing new, innovative solutions to market that address resistance concerns. We worked closely with the FDA to accelerate availability so that veterinarians and cattle producers will have access to a powerful new tool to protect cattle from these serious parasites, helping to safeguard the industry’s economic future and the nation’s beef supply.”



MERCK
Animal Health

UPDATE

EXZOLT CATTLE-CA1 was granted conditional approval based on demonstration of safety and a reasonable expectation of effectiveness when administered according to label directions based on global studies conducted by Merck Animal Health in recent years.

“Merck Animal Health has a proud legacy of innovation, providing science based solutions and supporting producers in adopting sustainable parasite management programs, including resistance control,” said Holger Lehmann, D.V.M., Ph.D., vice president, pharmaceutical research and development, Merck Animal

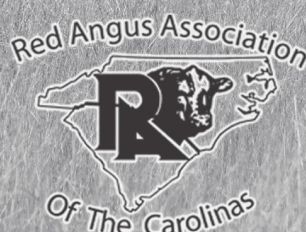
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Jeff Banfield & Madison Adams

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910-315-3821

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johnlangdon5@gmail.com

ROGERS CATTLE COMPANY
Johnny & Sharon Rogers

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Jim & Alvina Meeks

Raymond Prescott, Manager

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P & J FARMS

Andy Smith

7007 Sugar and Wine Road | Monroe, NC
704-400-3436

Health. “We are pleased that the FDA previously established an accelerated regulatory pathway for novel treatments that address life threatening diseases through expanded conditional approval and priority zoonotic animal drug designation. Without this regulatory route, the registration of EXZOLT CATTLE-CA1 would not have been possible in such a short time.”

- EXZOLT CATTLE-CA1 is a pour-on that delivers the active ingredient fluralaner to act systemically against infestations. It is approved for use in beef cattle two months of age and older and in replacement dairy heifers under 20 months. It is not approved for use in bulls intended for breeding (one year of age and older), dairy calves, and veal calves. There is a 98 day meat withdrawal period.

- EXZOLT CATTLE-CA1 is conditionally approved by the FDA pending a full demonstration of effectiveness under application number 141-617.

- EXZOLT CATTLE-CA1 will be available by prescription in 1 L or 5 L presentations in the first quarter of 2026. Use of EXZOLT CATTLE-CA1 is restricted to the labeled indications; off-label or extra-label use is prohibited by federal law for conditionally approved products. For more information about EXZOLT CATTLE CA1, visit ExzoltCattle-CA1.com.

Merck Animal Health recently received market authorization in

Mexico for this product for the prevention and treatment of New World screwworm to help control the spread of the parasite and protect cattle.

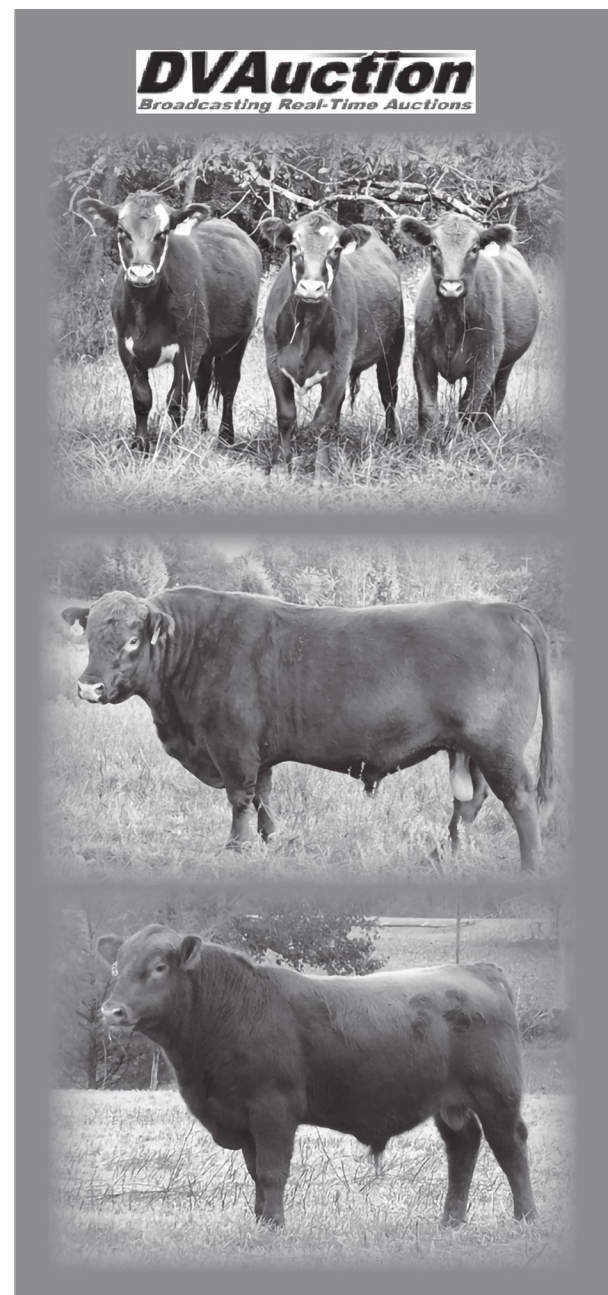
About Merck Animal Health. *At Merck, we are unified around our purpose —we use the power of leading edge science to save and improve lives around the world. For more than a century, we’ve been at the forefront of research, bringing forward medicines, vaccines, and innovative health solutions for the world’s most challenging diseases. Merck Animal Health, a division of Merck & Co., Inc., in Rahway, N.J., is the global animal health business of Merck. Through its commitment to The Science of Healthier Animals, Merck Animal Health offers veterinarians, farmers, producers, pet owners, and governments one of the widest ranges of veterinary pharmaceuticals, vaccines, and health management solutions and services, as well as an extensive suite of connected technology that includes identification, traceability, and monitoring products. Merck Animal Health is dedicated to preserving and improving the health, well being, and performance of animals and the people who care for them. It invests extensively in dynamic and comprehensive R&D resources and a modern, global supply chain. Merck Animal Health is present in more than 50 countries, while its products are available in some 150 markets. For more information, visit www.merck-animal-health.com.*

15th Annual “More Bull For Your Buck” Production Sale

January 17, 2026



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S.C. Producers Shine in the 2025 Southeastern Hay Contest

The 2025 Southeastern Hay Contest (SEHC) brought impressive results for South Carolina, with two family operated farms earning top honors in one of the most competitive categories. This year's contest set a new benchmark with 540 hay entries from ten Southeastern states, highlighting the region's dedication to forage quality.

Among those rising to the top were Maple Farms of Orangeburg County and Lindler Farms of Lexington County — both of which showcased the strong forage production that South Carolina is known for.

Clemson Extension congratulates Pam Mack of Maple Farms, who earned firstplace in the warm seasonperennial grass hay category. Her winning entry achieved a Relative Forage Quality (RFQ) score of 157, placing it above more than 160 samples submitted in the same division.

Maple Farms is a true multigenerational operation. Pam works alongside her husband, Glenn, and receives regular help from their grandson, Reid. Together, they manage a program that prioritizes proper fertility, weed suppression, and timely harvesting — strategies that clearly paid off in this year's competition.



Right behind the first place winner was Lindler Farms, operated by Ryan and Brandi Lindler and their three children. Their entry scored an RFQ of 155, earning them second place within the highly competitive warm season perennial grasses.

The Lindlers's success reflects strong agronomic practices and a commitment to improving forage quality year after year. Their results speak to both skill and consistency — traits that many producers strive for and ones that they have mastered.

A Big Win for South Carolina Forage Producers – With 162 entries in the warm season perennial grass hay category



alone, earning first and second place represents an outstanding accomplishment for both families and for the state of South Carolina.

The Southeastern Hay Contest uses the Relative Forage Quality (RFQ) index to assess nutritive value, digestibility, and overall feeding potential. Strong RFQ scores translate directly into healthier livestock, more efficient feed use, and lower supplemental feeding costs for producers.

These wins highlight the importance of:

- Regular hay testing
- Balanced nutrient management
- Effective weed control
- Harvesting at the proper growth stage
- Commitment to continual improvement

Why It Matters – High quality forage supports the long term sustainability of livestock operations, especially in South Carolina's diverse grazing systems. The achievements of Maple Farms and Lindler Farms demonstrate what is possible when producers prioritize forage quality and adopt science based management practices.

Their success also reflects the broader role of extension education, forage testing programs, and collaborative learning networks that help South Carolina producers thrive. Their outstanding showings bring well deserved recognition to South Carolina and inspire other producers to continue improving their forage systems. Congratulations once again to both families on an exceptional performance at the 2025 Southeastern Hay Contest.



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email: rushtobw@gmail.com • website: www.saludacountycattlemen.com

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Evaluation of Gained Knowledge During Reproductive Management Schools in North Carolina

By B. SANTAMARIA-CORTEZ, M. JUSTINIANO, A. McCARTY, M. BAHR, T. ASHRAF, C.E. LIMA, J. CLOTHIER, and F.A.C.C. SILVA
N.C. State University

Decreased reproductive efficiency is a persistent challenge in beef cattle reproduction, limiting herd productivity, increasing input costs, and reducing overall profitability. Poor breeding outcomes, cows getting bred too late into the breeding season, poor estrous detection, and delayed or inaccurate pregnancy detection are among the primary contributors to decreased efficiency. In addition, many producers may lack confidence or training in the use of advanced reproductive technologies, such as estrous synchronization and artificial insemination (A.I.), which hinders widespread adoption of these practices. These gaps in efficiency not only impact animal health and reproductive success but also constrain producers' ability to make data driven decisions that optimize herd performance. In the broader context of the U.S. cattle industry, improving reproductive efficiency is essential for enhancing economic sustainability and ensuring effective use of natural and labor resources.

Implementing Research Based Extension Programs to Address Reproductive Challenges – To address the previously described challenges, extension programs are increasingly emphasizing the importance of research based training for producers and agricultural professionals. N.C. State Extension developed Reproductive Management Schools (repro schools) to deliver hands-on, science driven education to cattle producers and Extension agents across North Carolina. From 2024 to 2025, these workshops were delivered to participants from 17 counties and included both classroom-style lectures and experiential learning opportunities using reproductive tracts and live animals. The educational program was focused on five major areas – selection and mating decisions, breeding season management, estrous synchronization and A.I. protocols, pregnancy diagnoses via rectal palpation, and pregnancy diagnoses via blood based tests like tail bleeding. This structure aimed to improve participants' technical knowledge, increase their confidence in applying new skills, and ultimately lead to more efficient reproductive practices on their farms.

Evaluating the Educational, Technical, and Economic Impacts of Repro Schools – This study evaluates the effectiveness of repro schools in improving participants' knowledge, confidence, and perceptions of economic benefit related to reproductive management. Five primary research questions guided this evaluation:

1. Did participants report increased knowledge and confidence in key reproductive practices following the training?
2. How useful and applicable did participants find the content and delivery of the program?
3. What was the reported level of confidence in specific technical

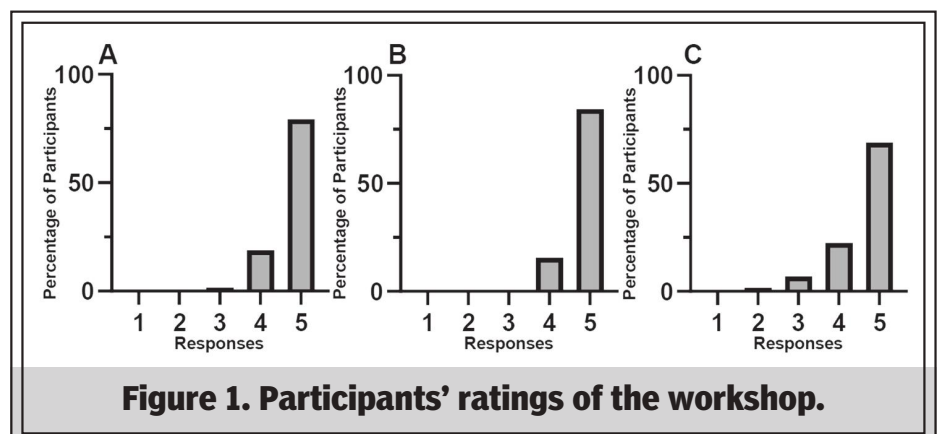
skills, including selection and mating decisions, breeding season management, estrous synchronization, and pregnancy diagnoses via rectal palpation and blood testing (tail bleeding)?

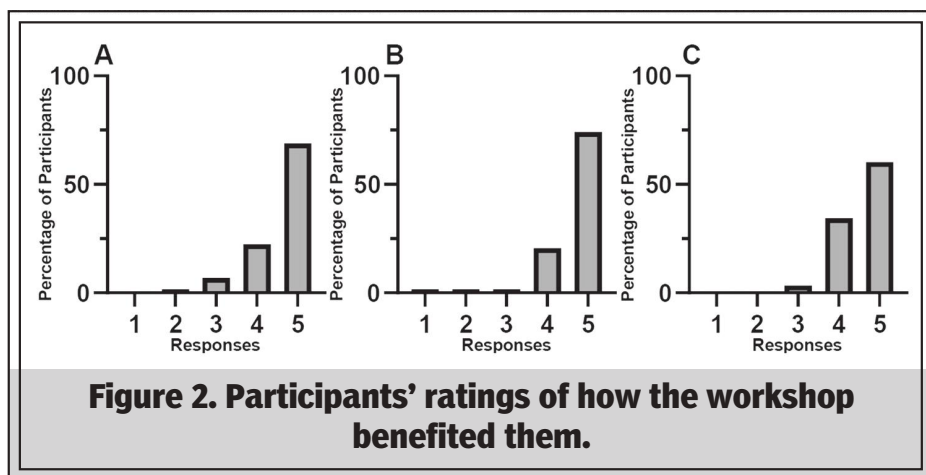
4. Did hands-on learning contribute differently than lecture content to reported gains?

5. How much return on investment did participants estimate they might gain from applying these skills to their operations?

By addressing these questions, this study sought to assess the educational impact of repro schools, provide evidence to support the impact of hands-on, research based extension programming, and provide insight into the delivery of future educational efforts within the beef cattle industry.

Survey Based Analysis and Statistical Evaluation of Training Effectiveness – The 58 participants completed post-training surveys using a five point Likert scale to evaluate content quality, delivery, and usefulness. Many also provided retrospective pre- and post- assessments, allowing for a within-subject comparison of perceived gains in knowledge, confidence, and decision-making ability. Statistical analysis was conducted using generalized linear mixed models with the GLIMMIX procedure of SAS to analyze the response data from pre- and post- training evaluations. The model included fixed effects for question (evaluated topic) and time (before and after the workshop), as well as their interaction, along with a random effect for participants. In the post hoc analysis, probabilities and odds ratios were calculated and used to make comparisons. The statistical significance was stated at $\alpha=0.05$. Beyond quantifying learning outcomes, this evaluation contributed to the broader field of extension education by highlighting how applied in-person programs can translate academic research into meaningful on-farm improvements. As the cattle industry continues to evolve, programs like repro schools offer a critical link between real



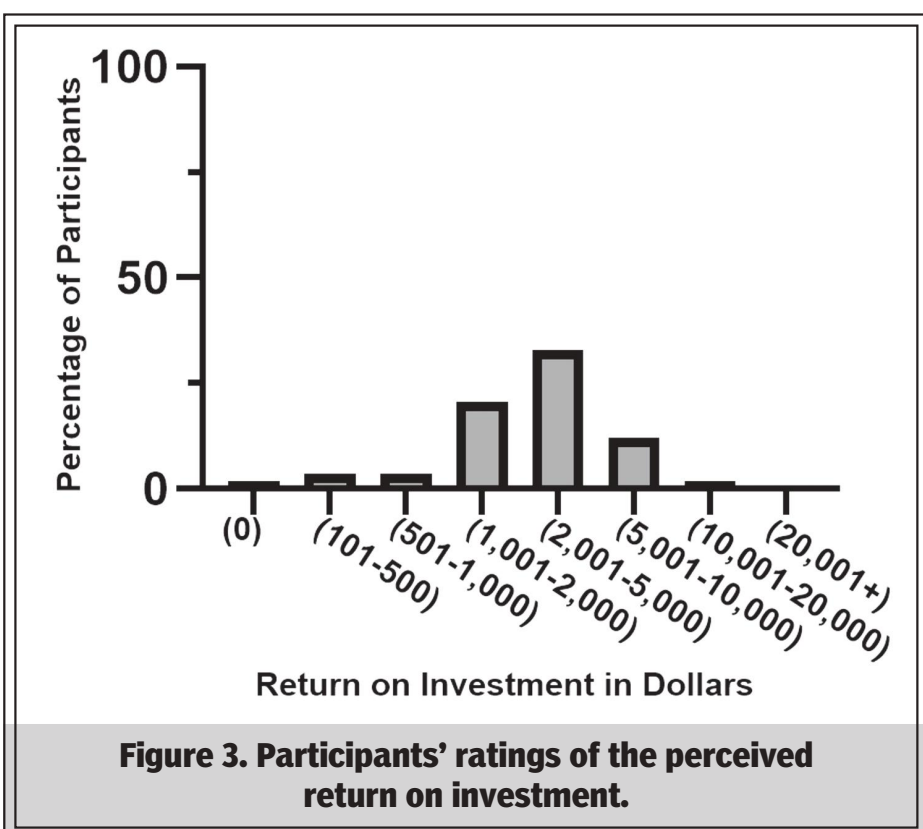


world implementation, promoting more informed, confident, and economically sustainable decision making among beef producers.

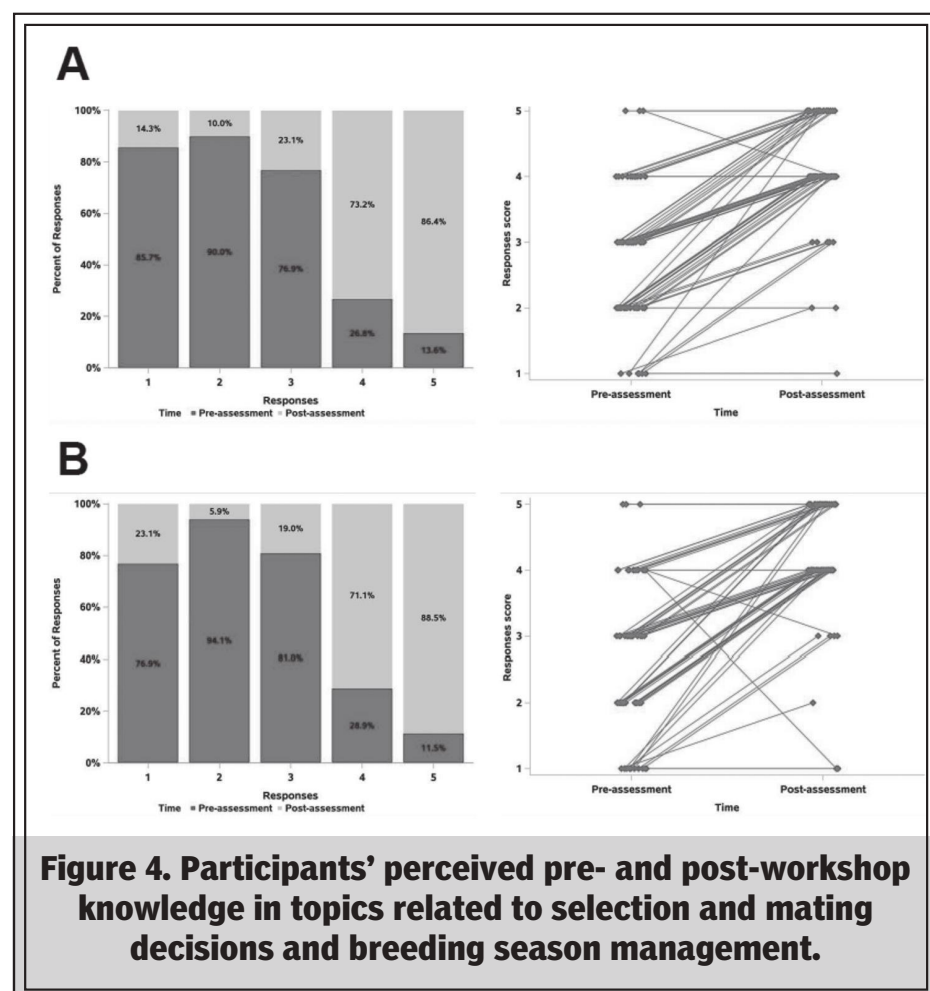
Results and Importance – Participants consistently rated the repro schools positively. Figure 1A shows that 98.3 percent of the participants felt the content was better than expected, grading the workshop as 4 and 5, while Figure 1B indicates that 100 percent of participants rated the presentation style and delivery as strong. Figure 1C demonstrates that the amount of information presented was generally considered appropriate. Collectively, these findings highlight that the program structure and delivery were well received by participants.

The workshops improved the participants' knowledge, their confidence in using the skills and information gained, and their interest in the subjects. As shown in Figure 2A, 91.4 percent of participants reported notable increases in knowledge to a 4 or 5 score after the workshop, while Figure 2B indicates greater interest in reproductive management subjects by 94.8 percent of the participants. Of special significance, Figure 2C illustrates that participants' confidence in applying reproductive skills also increased, which is crucial to improving reproductive efficiency in cattle operations.

Participants also recognized the potential financial value of the



workshop. Figure 3 shows that most participants projected that a positive economic benefit would result from the information gained, with many estimating improvements of several thousand dollars per operation. The greatest percentage of participants (34 percent) chose a \$2,001 to \$5,000 return on investment for applying the information and skills gained in the workshop; this perception underscores the practical relevance of the training to on-farm decision making. Knowledge and confidence gains were especially evident in technical reproductive practices. Finally, it is notable that 100 percent of participants who selected a \$0 return on investment reported not owning or working on a farm.



The participants' perceived knowledge pre- and post- workshop was assessed across five main areas, including selection and mating decision, shown in Figure 4A; breeding season management, shown in Figure 4B; estrous synchronization and A.I., shown in Figure 5A; pregnancy diagnosis by rectal palpation, shown in Figure 5B; and tail bleeding for pregnancy diagnosis by blood based test, shown in Figure 5C. The bar graphs in Figure 4 and Figure 5 represent the percentage of participants per score (1–5), where red indicates the pre-workshop knowledge and gray indicates the post-workshop knowledge, while the scatter plot dots represent each participant's knowledge score, varying from their perceived pre-workshop rating to the post-workshop rating.

Broadly, the bar graphs depict a greater improvement in the participants' perceived gain of knowledge, exhibited by a greater percentage of lower scores (for example, 1 and 2) during the pre-workshop evaluation and a greater percentage of higher scores (for


Repro Schools *continued from the previous page*

example, 4 and 5) during the post-workshop evaluation. In addition, individual self assessment can be observed via the scatter plots at the right halves of Figure 4 and Figure 5, where pre- and post-workshop evaluations are indicated per participant. Interestingly, improvements were different across topics per participant, although all participants self reported improvements across all topics. Figure 4A demonstrates that participants were 17.85 times more likely to report higher knowledge in selection and mating decisions after the workshop ($p < 0.0001$), with the probability of a low rating decreasing from 37.88 percent pre-training to 3.3 percent post-training. Similarly, Figure 4B shows that participants were 30.79 times more likely to report higher confidence in breeding season management tools after the workshop ($p < 0.0001$), with the probability of low ratings decreasing from 43.47 percent to 2.43 percent. In summary, participants showed substantial gains in their confidence with advanced reproductive technologies.

Figure 5A demonstrates that participants were 25.71 times more likely to report higher knowledge in estrous synchronization and A.I. after the workshop ($p < 0.0001$), and the probability of a low rating decreased from 50 percent to 3.74 percent. Figure 5B illustrates that confidence in pregnancy detection via rectal palpation increased,

with participants 48.38 times more likely to report higher ratings after the workshop ($p < 0.0001$), with the probability of a low rating decreasing from 87.39 percent to 12.53 percent. Figure 5C depicts changes in the gain of knowledge of participants in tail bleeding to conduct a blood based pregnancy diagnosis, where there was a 183 times chance of a higher score after the workshop ($p < 0.0001$); this skill represented the greatest improvement among all participants. In addition, the probability of a low rating decreased from 71.37 percent to 1.34 percent after the workshop.

Implications – Our evaluation results clearly demonstrate that repro schools are highly effective in improving participants' knowledge about, confidence in, and application of reproductive management practices. Across all measured areas, participants reported significant gains, and these were strongly supported by statistical analysis highlighting the substantial impact of hands-on experiential training. Participants also valued the program's content, delivery, and practical applications, as indicated by the majority rating the workshop content "better than expected," the presentation style "effective," and the amount of information "appropriate." These positive perceptions, combined with self reported increases in knowledge, interest, and confidence, suggest that the program was



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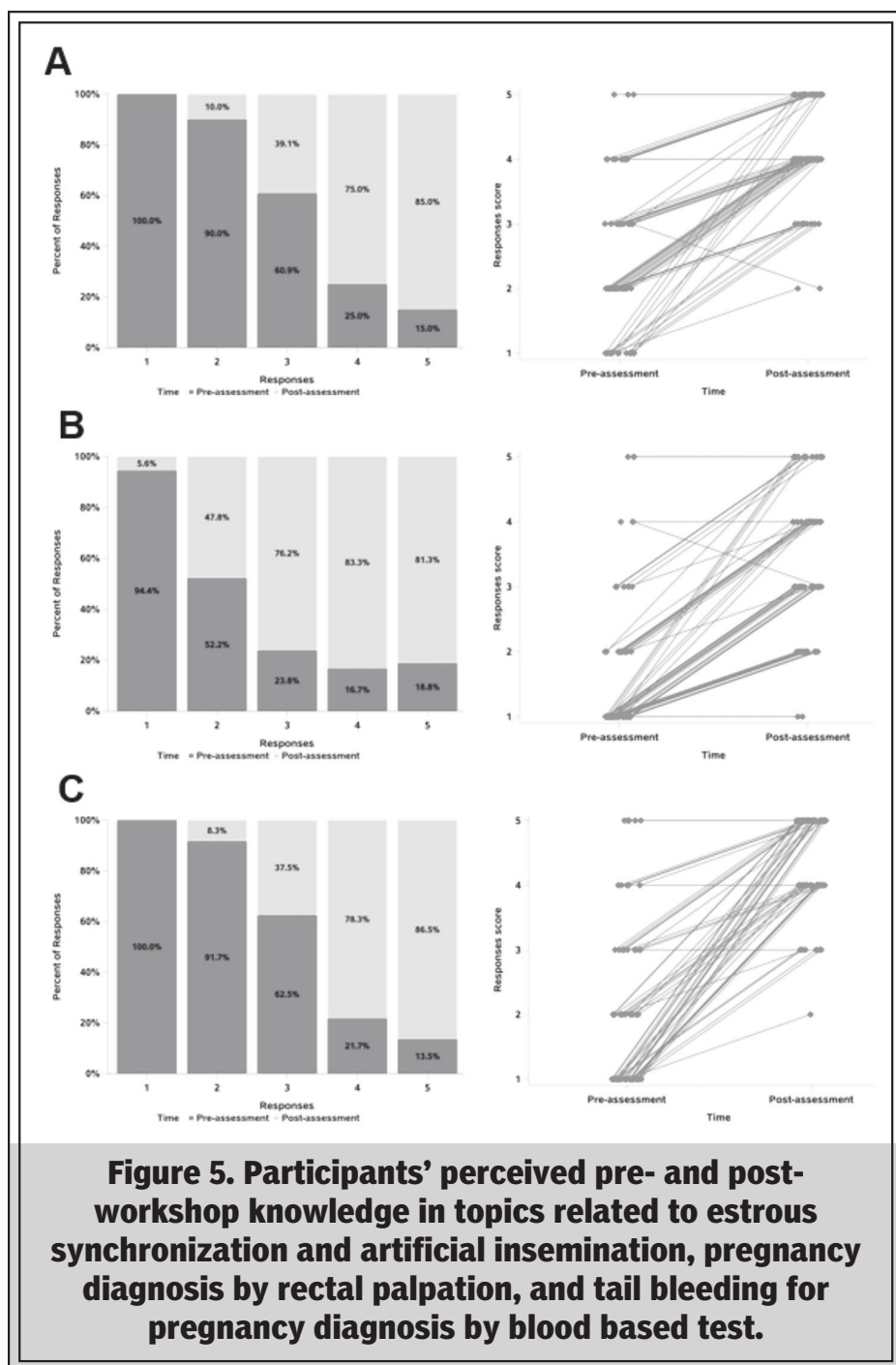
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both engaging and educationally effective.

Return on investment was another important outcome, as 82.75 percent of the participants projected that the training would give them a financial advantage, with several expecting gains of several thousand dollars per operation (100 percent of participants who did not project a return on investment stated that they did not have cattle yet or did not work on a farm). This outcome underscores the practical relevance of the program and suggests that knowledge and confidence gains may translate into real world improvements in reproductive efficiency and herd profitability. Overall, our findings highlight the importance of applied hands-on extension programs for translating research into practice. By combining lectures with experiential learning, repro schools provide producers with the skills and confidence needed to learn advanced reproductive technologies. Future work should examine long term adoption of these skills, as well as herd level outcomes such as improved conception rates, calving distribution, and realized economic returns. Nonetheless, the current evaluation demonstrates that repro schools are a valuable tool for enhancing both technical knowledge and economic decision making in beef cattle operations.

Future Reproduction Schools – For information on future Repro Schools or to bring one to your county, contact your local Extension livestock agent. In addition, subscribe to the N.C. State Extension Beef Portal at beef.ces.ncsu.edu/email-me to receive research based information and learn about upcoming events.

Acknowledgments – This project was funded in part by the N.C. Cattlemen’s Association. This work is supported by the Research and Extension Experiences for Undergraduates Program, Project Award No. 2021-673037-34642, from the U.S. Department of Agriculture’s National Institute of Food and Agriculture.

Thank you to all the participants, collaborating universities, extension offices, and research stations for their contributions in making this project possible. We also thank all the livestock extension agents who partnered with us to provide the workshops.

S.C. Cattle Receipts, Trends, and Prices for the Month of NOVEMBER 2025

Cattle Receipts: 4,694 • Previous Month: 7,309
Feeder supply - 16% steers • 43% heifers • 41% bulls

SLAUGHTER CLASSES

	<u>Avg. Wt.</u>	<u>Price</u>
Cows - % Lean		
Breaker	1,471	\$154.54
Boner	1,213	\$153.73
Lean	1,122	\$137.80
Bulls - Yield Grade 1-2	1,701	\$182.39

FEEDER CLASSES

FEEDER STEERS (Medium and Large 1-2)

<u>Wt. Range</u>	<u>Avg. Wt.</u>	<u>CWT</u>	<u>Avg. Price</u>
400-450	423	408.55	\$1,728.17
450-500	480	393.86	\$1,890.53
500-550	516	366.94	\$1,893.41
550-600	565	346.28	\$1,956.48
600-650	620	340.14	\$2,108.87
650-700	676	304.05	\$2,055.38

FEEDER BULLS (Medium and Large 1-2)

<u>Wt. Range</u>	<u>Avg. Wt.</u>	<u>CWT</u>	<u>Avg. Price</u>
400-450	419	409.94	\$1,717.65
450-500	458	379.44	\$1,737.84
500-550	524	356.98	\$1,870.58
550-600	558	342.45	\$1,910.87
600-650	611	321.93	\$1,966.99
650-700	650	306.00	\$1,989.00

FEEDER HEIFERS (Medium and Large 1-2)

<u>Wt. Range</u>	<u>Avg. Wt.</u>	<u>CWT</u>	<u>Avg. Price</u>
400-450	415	361.38	\$1,499.73
450-500	470	339.19	\$1,594.19
500-550	521	324.96	\$1,693.04
550-600	567	319.76	\$1,813.04
600-650	627	327.77	\$2,055.12
650-700	663	310.00	\$2,055.30

*Source: S.C. Department of Agriculture - USDA Market News Service
 Columbia, S.C. - 803-737-4491*

NCCA REGIONAL BOARD OF DIRECTORS MEETINGS

Mark your calendar for the meeting coming to your region soon!
 Each meeting will be held in conjunction with an NC State Extension field day.

FEBRUARY 10 – 4:00 p.m.
 Iredell Cooperative Extension
 Statesville, NC

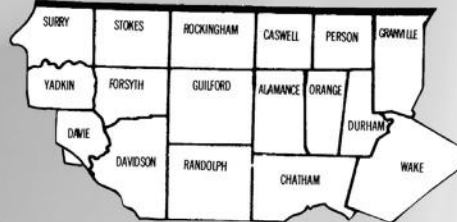
WESTERN PIEDMONT	
Alexander	Gaston
Alleghany	Iredell
Anson	Lincoln
Ashe	Mecklenburg
Burke	Rowan
Cabarrus	Stanly
Caldwell	Union
Catawba	Watauga
Cleveland	Wilkes

FEBRUARY 11 – 11:00 a.m.
 Butner Beef Cattle Field Lab
 Bahama, NC

NORTH CENTRAL	
Alamance	Orange
Caswell	Person
Chatham	Randolph
Davidson	Rockingham
Davie	Stokes
Durham	Surry
Forsyth	Wake
Granville	Yadkin
Guilford	



WEST	
Avery	Madison
Buncombe	McDowell
Cherokee	Mitchell
Clay	Polk
Graham	Rutherford
Haywood	Swain
Henderson	Transylvania
Jackson	Yancey
Macon	



SOUTHEAST	
Bladen	Moore
Brunswick	New Hanover
Columbus	Onslow
Cumberland	Pender
Duplin	Richmond
Harnett	Robeson
Hoke	Sampson
Lee	Scotland
Montgomery	



NORTHEAST	
Beaufort	Jones
Bertie	Lenoir
Camden	Martin
Carteret	Nash
Chowan	Northampton
Craven	Pamlico
Currituck	Pasquotank
Dare	Perquimans
Edgecombe	Pitt
Franklin	Tyrrell
Gates	Vance
Greene	Warren
Halifax	Washington
Hertford	Wayne
Hyde	Wilson
Johnston	

JANUARY 15 – 5:00 p.m.
 WNC Livestock Exchange
 Canton, NC

JANUARY 20 – 4:00 p.m.
 Southeastern Ag Center
 Lumberton, NC

JANUARY 23 – 12:00 noon
 East Carolina Livestock Arena
 Rocky Mount, NC

FDA NEWS

FDA Conditionally Approves Topical Drug for Cattle for New World Screwworm and Cattle Fever Tick.

Recently, the U.S. Food and Drug Administration (FDA) conditionally approved Exzolt Cattle-CA1 (fluralaner) topical solution for the prevention and treatment of New World screwworm (NWS) larval infestations and the treatment and control of cattle fever tick in beef cattle two months of age and older and replacement dairy heifers less than 20 months of age.

“This conditional approval gives cattle producers a new tool to combat two parasites threatening the well being of cattle in the United States,” said FDA Commissioner Marty Makary, M.D., M.P.H. “Although NWS has not been detected in the U.S., cattle fever tick is here. This is the first drug conditionally approved by the FDA specifically for the control and treatment of cattle fever tick.”

This conditional approval means the FDA has determined Exzolt Cattle-CA1 is safe and has a reasonable expectation of effectiveness for its intended use. The sponsor, Intervet, Inc., of Rahway, N.J., has up to five years to generate the additional effectiveness data needed to support a full FDA approval.

“The FDA is leveraging every resource and authority at its disposal to ensure producers and veterinarians have the critical products they need to protect their livestock and safeguard our food supply against NWS and cattle fever tick,” said Timothy Schell, Ph.D., director of the FDA’s Center for Veterinary Medicine. “We remain steadfast in our commitment to ensuring that animal drugs are safe and effective and that food from treated animals is safe to eat.”

Exzolt Cattle-CA1 is eligible for conditional approval because it is intended to prevent and treat serious or life-threatening diseases in cattle, it addresses unmet animal health needs, and demonstrating the effectiveness of the drug requires complex or particularly difficult studies. Exzolt Cattle-CA1 received expedited review through a priority zoonotic animal drug (PZAD) designation, an authority provided to the FDA under the Coronavirus Aid, Relief, and Economic Security (CARES) Act.

To prevent unsafe drug residues in meat from treated cattle and ensure human food safety, the slaughter withdrawal period for

Exzolt Cattle-CA1 is 98 days. This product is not for use in lactating dairy cattle, dairy calves, veal calves, or bulls at least one year old that are intended for breeding.

Exzolt Cattle-CA1 topical solution is available by prescription only and dispensed in 250 mL, 1L, and 5L bottles. The single use, ready-to-use product is applied directly to the hair and skin in a narrow strip extending along the top of a bovine’s back from between the shoulder blades to the base of the tail — withers to tailhead along the dorsal midline.

Antiparasitic drugs such as Exzolt Cattle-CA1 should be used only when medically necessary, in accordance with the product labeling, and as part of a comprehensive parasite management strategy.


About the Food & Drug Administration. FDA is responsible for protecting public health by ensuring the safety, efficacy, and security of human and veterinary drugs, biological products, and medical devices, and by ensuring the safety of our nation’s food supply, cosmetics, and products that emit radiation.

FDA is responsible for advancing public health by helping to speed innovations that make medical products more effective, safer, and more affordable, and by helping the public get the accurate, science based information they need to use medical products and foods to maintain and improve their health.

FDA also plays a significant role in the nation’s counterterrorism capability. FDA fulfills this responsibility by ensuring the security of the food supply and by fostering the development of medical products to respond to deliberate and naturally emerging public health threats.

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USDA Announces Agribusiness Trade Missions for 2026
USDA Announces Agribusiness Trade Missions for 2026. As part of President Donald J. Trump’s efforts to boost American agricultural exports and the U.S. Department of Agriculture’s (USDA) commitment to expanding and diversifying global market opportunities for U.S. agriculture, USDA will host six Agribusiness Trade Missions in 2026.

“Every single day, President Trump’s cabinet is breaking down barriers and expanding new markets to sell the bounty of American agriculture. Boosting exports is critical to the success of the agricultural economy and the American economy as a whole. Each year, USDA’s team of marketing and trade experts pinpoint new and growing global markets that offer top notch prospects for U.S. exporters,” said Luke J. Lindberg, Under Secretary for Trade and Foreign Agricultural Affairs. “This year, we are focusing those efforts on markets where President Trump has put America’s farmers and ranchers on an even playing field across the globe.”

The Agribusiness Trade Missions scheduled for 2026 include:

- Jakarta, Indonesia – February 2026
- Manila, Philippines – April 2026
- Istanbul, Turkey – May 2026
- Australia and New Zealand – August 2026
- Saudi Arabia – September 2026
- Vietnam – November 2026

USDA Agribusiness Trade Mission to Jakarta, Indonesia

– Under the Trump administration’s agreement, Indonesia would eliminate tariffs on more than 99 percent of U.S. products and address long standing barriers to U.S. agricultural trade, opening doors to expanded market access in the world’s fourth largest country.

USDA Agribusiness Trade Mission to Manila, Philippines –

In July, the Trump administration announced that the Philippines is opening its market to the United States and charging zero tariffs, while the Philippines will pay 19 percent tariffs to the United States. 2026 also marks the 80th anniversary of U.S.-Philippines diplomatic relations.

USDA Agribusiness Trade Mission to Istanbul, Turkey – This

ATM will provide invaluable engagement opportunities to address tariff and non-tariff barriers to trade, such as import bans on U.S. animal protein. Turkey is also strategically positioned as a regional transshipment hub, with this ATM connecting U.S. exporters with buyers from across the Caucasus region.

USDA Agribusiness Trade Mission to Melbourne, Australia

– Following the Trump administration’s trade wins in Australia, U.S. producers will take advantage of major trade breakthroughs that give greater access to U.S. beef exporters, as well as capitalize on comprehensive duty free market access under the U.S.-Australia Free Trade Agreement.

USDA Agribusiness Trade Mission to Saudi Arabia – This

ATM will allow USDA to engage with Saudi officials on technical issues and non-tariff barriers affecting U.S. agricultural exports to the 23rd largest export market. Saudi Arabia is the largest economy and gateway to the Cooperation Council for the Arab States of the Gulf (GCC) which together imports over \$3 billion in U.S. agricultural exports annually.

USDA Agribusiness Trade Mission to Vietnam – USDA



maintains a large footprint in Vietnam, working to increase market opportunities for U.S. producers in one of the fastest growing Southeast Asian economies. This ATM to Vietnam will capitalize on several key market wins, including preferential access for certain U.S. agricultural products, including specialty cheese and meats, as well as improved market access for U.S. peaches and nectarines.

Additional information about USDA trade missions can be found at www.fas.usda.gov/topics/trade-missions.

USDA to Expand Crop Insurance Access for Farmers and Ranchers, Boosting the Farm Safety Net.

U.S. Secretary of Agriculture Brooke L. Rollins recently announced major updates to federal crop insurance, reducing red tape for farmers, modernizing long standing policies, and expanding access to critical risk protection beginning with the 2026 crop year. The Expanding Access to Risk Protection (EARP) Final Rule streamlines requirements across multiple crops, responds to producer feedback, and strengthens USDA’s commitment to putting America’s farmers first.

“President Trump is cutting burdensome regulations and strengthening the farm safety net to ensure the future viability of American agriculture. Across the Trump Administration, we are removing burdensome regulations that were strangling small businesses. For every new regulation, President Trump has eliminated a remarkable 48 – lifting a weighted blanket from the American economy,” said Secretary Brooke Rollins. “With this new rule, we are delivering real, meaningful relief by modernizing the system, expanding access to crop insurance, and making it easier, not harder, for farmers and ranchers to protect their operations and keep doing the work that keeps America fueled and fed. We are continuing to put Farmers First every step of the way.”

Reducing Regulatory Burdens:

- *Improving Land Access Through Prevented Planting Relief* – Removes the “insured” requirement from the “1 in 4” rule for prevented planting payments. Producers must still show the land was planted and harvested (or adjusted for an insurable cause of



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FEBRUARY 10, 2026
5-7 PM
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Iredell County Cooperative Extension
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TOPICS:
2026 BEEF CATTLE
MARKET OUTLOOK

CULLING AND
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FOR KY-31 SYSTEMS

NEW WORLD
SCREWORM UPDATE

TO REGISTER:
CALL: 704-873-0507
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loss) in one of the previous four years.

- **Streamlining Production Reporting** – Allows policyholders switching Approved Insurance Providers (AIPs) to submit production reports directly to their new provider, reducing confusion and paperwork.

- **Expanding Direct Marketing Options** – Allows insurance under the Dollar Plan for direct marketed fresh market tomatoes and peppers beginning with the 2027 crop year, reflecting specialty crop business practices in Northeastern states.

- **Simplifying Dispute Resolution** – In accordance with Executive Order 14192, Unleashing Prosperity Through Deregulation, it removes the “automatic nullification” rule and shifts fact finding authority to the courts, reducing administrative burdens on policyholders and AIPs.

- **Deregulating Coverage Dates** – Removes termination, cancellation, and end-of-insurance dates from federal regulations and places them in policy provisions, enabling more flexible, county level updates.

Additional Policy Updates

One Big Beautiful Bill Act (OBBBA) Implementation:

- Incorporates provisions from Manager’s Bulletin 25-006.
- Extends beginning farmer and rancher eligibility from 5–10 crop years.

- Updates additional premium subsidy rates — 15 percent (years 1–2), 13 percent (year 3), 11 percent (year 4), and 10 percent (years 5–10).

Revenue Protection Clarifications:

- Establishes that harvest prices will equal projected prices when insufficient data prevents use of the approved methodology.

- Creates a reimbursement process for policyholders who paid additional revenue protection premiums in such cases.

Crop Specific Improvements:

- **Fresh Market Tomatoes** – Extends end of insurance period by one month in Tennessee and South Carolina to better cover late season hurricanes (2027 crop year).

- **Fresh Market Peppers** – Adds insurance dates aligned with northern growing seasons to support Dollar Plan expansion into Northeastern states.

- **Safflower** – Moves the contract change date from December 31 to November 30, aligning with other spring crops and simplifying enrollment.

- **Effective Dates and Public Comment** – The EARP Final Rule became effective November 30 for crops with a contract change date on or after that date (2026 crop year) and for the 2027 crop year as specified. USDA will accept public comments until January 27.

- **Additional Information** – Producers should contact their local crop insurance agent or visit the RMA website for guidance on how these updates may affect coverage options.

RMA supports American agriculture by providing world class risk management tools through federal crop insurance and education programs, offering coverage for more than 130 crops, and

continuously improving policies based on producer feedback.

T **Trump Administration Announces \$12 Billion Farmer Bridge Payments for American Farmers Impacted by Unfair Market Disruptions.** President Trump, alongside Secretary Brooke L. Rollins, U.S. Secretary of the Treasury Scott Bessent, Senate Agriculture Committee Chairman John Boozman of Arkansas, Senator Deb Fischer of Nebraska, Senator John Hoeven of North Dakota, Representative Austin Scott of Georgia, and farmers from Arkansas, Iowa, Indiana, Kansas, Louisiana, Pennsylvania, Ohio, and Texas recently announced the USDA will make \$12 billion available in

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Leveraging Technology to Improve Pastures and Cattle Performance

By MIGUEL CASTILLO, N.C. State University

New technologies are transforming the livestock industry, giving land and livestock managers powerful tools to improve efficiency, animal health, and profitability. Further strengthening the link between technology and day-to-day ranch success are unmanned aerial vehicles (UAVs) to plant forages or control weeds in pastures, electric fencing to manage livestock, and precision feeders that can track individual intake and performance. Together with foundational knowledge of pasture management and animal husbandry, these innovations have the potential to help livestock operations become more productive and resilient in a rapidly changing agricultural landscape.

We invite you to attend the upcoming field day at the N.C. State Butner Beef Field Laboratory on February 11 from 12:00 noon to 4:00 p.m.

Topics and demonstrations to be addressed include

- Use of UAVs to improve pastures
- Strategies to introduce clovers in tall fescue pastures
- Heifer development and selection
- Precision feeding for better genetic, management, and marketing decisions
- Increasing fertility through supplementation

Visit go.ncsu.edu/2026pasturesandcattleworkshop to register online or contact your local county extension agent.



LEVERAGING TECHNOLOGY TO IMPROVE PASTURES & CATTLE PERFORMANCE



FEBRUARY 11, 2026
12:00 noon - 4:00 p.m.

NCSU Butner Beef Cattle Lab
8800 Cassum Road • Bahama, NC 27503

Registration - \$10 (Includes Lunch)

Register at go.ncsu.edu/2026pasturesandcattleworkshop

TOPICS INCLUDE:

- Unmanned Aerial Vehicles (UAV) for Improving Pastures
- Strategies to Introduce Clovers into Tall Fescue Pastures
- Heifer Development & Selection
- NCSU Research Studies Utilizing:
 - Precision Feeding for Better Genetic, Management, & Marketing Decisions
 - Vytelle Feeding System
 - Increasing Fertility Through Supplementation



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one time bridge payments to American farmers in response to temporary trade market disruptions and increased production costs that are still impacting farmers following previous policies that resulted in record high input prices and zero new trade deals. These bridge payments are intended in part to aid farmers until historic investments from the One Big Beautiful Bill Act (OBBBA), including reference prices that are set to increase between 10 and 21 percent for major covered commodities such as soybeans, corn, and wheat, reach eligible farmers on October 1, 2026.

Of the \$12 billion provided, up to \$11 billion will be used for the Farmer Bridge Assistance (FBA) Program, which provides broad relief to United States row crop farmers who produce barley, chickpeas, corn, cotton, lentils, oats, peanuts, peas, rice, sorghum, soybeans, wheat, canola, crambe, flax, mustard, rapeseed, safflower, sesame, and sunflower. FBA will help address market disruptions, elevated input costs, persistent inflation, and market losses from foreign competitors engaging in unfair trade practices that impede exports. The FBA Program applies simple, proportional support to producers using a uniform formula to cover a portion of modeled losses during the 2025 crop year. This national loss average is based on FSA reported planted acres, Economic Research Service cost of production estimates, World Agricultural Supply and Demand Estimates yields and prices, and economic modeling.

Farmers who qualify for the FBA Program can expect payments to be released by February 28. Crop insurance linkage will not be required for the FBA Program; however, USDA strongly urges producers to take advantage of the new OBBBA risk management tools to best protect against price risk and volatility in the future.

The remaining \$1 billion of the \$12 billion in bridge payments will be reserved for commodities not covered in the FBA Program, such as specialty crops and sugar, for example, though details, including timelines for those payments, are still under development and require additional understanding of market impacts and economic needs.

The \$12 billion in farmer bridge payments, including those provided through the FBA Program, are authorized under the Commodity Credit Corporation (CCC) Charter Act and will be administered by the Farm Service Agency (FSA).

To submit questions, justification for USDA farmer bridge aid, or to request a meeting on farmer bridge aid, producers can reach out to farmerbridge@usda.gov.

Additional Farmer First Actions Taken by the Trump Administration – In addition to \$12 billion in bridge payments, the Trump Administration has been working around the clock since January 20, 2025, to put American farmers first after inheriting one of the worst farm economies the country has experienced in decades. The following actions have been taken to date and together show historic investments and bold and unrelenting dedication to helping our nation's farmers thrive again.

Over \$30 Billion in ad hoc assistance delivered to farmers since January 2025:

- Emergency Commodity Assistance Program (ECAP) is helping

farmers recover from the economic hardships of 2024. This program distributed more than \$9.3 billion to over 560,000 farmers for soy, corn, sorghum, and other row crops.

- Marketing Assistance for Specialty Crops (MASC) is helping specialty crop producers recover from rising input costs and other market disruptions stemming from the Biden Administration. This program distributed over 1.8 billion in assistance to over 52,000 producers.

- The Supplemental Disaster Relief Program (SDRP) is helping producers recover from severe weather events in 2023 and 2024. This program has distributed nearly \$6 billion to over 388,000 farmers, with up to an additional \$9 billion to be distributed over the next four months.

- Over \$2.5 billion via block grants delivered to states and sugar beet and cane processors via block grants to cover losses from 2023 and 2024 that were left uncovered by existing USDA programs.

Trump Supported OBBBA Farmer Wins – With the signing of the One Big Beautiful Bill in July, President Trump has made crop insurance more workable and affordable for American farmers and ranchers. Crop insurance is an essential risk management tool that allows American farmers and ranchers to endure weather and market volatility. The bill increases crop insurance premium support for beginning farmers and ranchers by expanding the definition from five to ten years of experience, enabling more producers to qualify for assistance over a longer period. These improvements will result in over \$400 million in savings every year for America's farmers on insurance premiums.

For the first time in over a decade, the statutory reference prices for the farm safety net programs, ARC and PLC, were raised by 10–21 percent for major commodities such as corn, soybeans, and wheat. Thanks to OBBBA, USDA is also expanding eligibility for these price support programs by adding more than 30 million new base acres to the program, making them eligible for future PLC or ARC payments starting in crop year 2026.

OBBBA extended the marketing assistance loan programs through 2031 and updated loan rates for major commodities beginning in the 2026 crop year, providing stronger loan rates for crops like wheat, corn, cotton, and soybeans.

The bill included historic investments in the domestic sugar programs, and USDA made them available starting October 1. The loan rate for raw cane sugar has increased to an average of 24 cents per pound for the 2025–2031 crop years, with refined beet sugar rates increased to an average of 32.77¢ per pound.

OBBBA invested in USDA's major conservation programs, including the Environmental Quality Incentives Program (EQIP), Conservation Stewardship Program (CSP), and Agricultural Conservation Easement Program (ACEP). These funds will result in over \$34B in conservation work on agricultural land over the next ten years.

OBBBA provides \$285 million a year for agricultural trade promotion and facilitation. This is in addition to the existing \$234 million per year of funding for MAP and FMD. These dollars are key

to opening and expanding foreign markets.

OBBBA included many important tax provisions for farmers and ranchers. Some of the most impactful provisions for agriculture are the permanency of the 20 percent qualified business income deduction, full bonus depreciation, and the \$15 million per individual estate tax exemption, now also indexed for inflation. With the current land values, equipment costs, and input prices, even modest sized farms can easily exceed that threshold, meaning upon the owner's death, far more family operations would face massive tax bills than previously estimated. A permanent bonus depreciation means that farmers can continue to write off the entire cost of new equipment, land improvements, new barns, and other capital upgrades in the year of purchase, rather than depreciating them over many years.

Oversight on Competition & Farmer Input Costs – On September 26, the USDA and the Department of Justice signed a Memorandum of Understanding that represents a joint commitment by both agencies to protect American farmers and ranchers from the burdens imposed by high and volatile input costs — such as feed, fertilizer, fuel, seed, equipment, and other essential goods — while ensuring competitive supply chains, lower consumer prices, and the resilience of U.S. agriculture and the food supply.

On December 6, President Trump signed an executive order to stop price fixing, anti-competitive behavior, and foreign influence that drives up prices and threatens the security of America's food supply. This EO recognizes that sectors including seed, fertilizer, and farm equipment may be vulnerable to anti-competitive manipulation that results in higher prices for farmers and seeks to take aggressive action, in part by the establishment of task forces created to investigate price fixing and anti-competitive behavior, especially regarding foreign owned entities.

These actions combined reiterate the Trump Administration's commitment to scrutinizing competitive conditions in the agricultural marketplace, including antitrust enforcement that promotes free market competition.

Lowering Farm Labor Costs through Deregulatory Actions – Farm labor costs alone increased 47 percent since 2020, largely due to the high cost of utilizing the H-2A program to secure seasonal labor under the Biden Administration, which artificially inflated Adverse Effect Wage Rates set by the U.S. Department of Labor (DOL) using USDA's Farm Labor Survey, which was never designed to be used for setting government mandated wage rates and is duplicative of other DOL data sources. As such, USDA discontinued this survey while DOL issued a bold new interim final rule that decreased wage costs for H-2A agricultural employers, resulting in initial savings of at least \$2 billion. Additionally, the U.S. Department of Homeland Security issued a final rule, effective October 2, to streamline the filing process for certain temporary agricultural worker petitions. These actions combined are making farm labor more affordable and more accessible for American agriculture.

USDA is prioritizing the purchase of healthy U.S. grown commodities to feed those most in need through Section 32 buys – This year alone, USDA has provided nearly \$1 billion in Section 32 purchases, all of which benefit the charitable feeding network.

- On November 24, Secretary Rollins announced a \$30 million

Section 32 buy of American grown oranges, grapefruit, and mandarins.

- On August 6, Secretary Rollins announced a \$2 million Section 32 buy of invasive Chesapeake Bay blue catfish.

- On August 1, Secretary Rollins announced up to \$230 million Section 32 buy of Alaska pollock, catfish, apples, beans, and cranberries.

- On May 23, Secretary Rollins announced a \$67 million Section 32 buy of American groundfish, pears, cherries, shrimp, and beans.

USDA will continue to buy Section 32 commodity purchases to support American seafood, fruit, vegetable, and tree nut producers for distribution to U.S. food banks, schools, and other outlets serving low income individuals. These actions support President Trump's vision to Make America Healthy Again through U.S. local farmer grown, healthy, and nutritious commodities.

This is the most pro-biofuels administration in history – President Trump recognizes how important the Renewable Fuel Standard is for American corn and soybean farmers. EPA Administrator Zeldin delivered the boldest Renewable Volume Obligations ever and provided much certainty in the market for our producers while delivering lower prices at the pump for consumers. The RVO gives the markets the incentive to invest in American products for American consumers and to export around the world.

EPA's decision to allow the summer sale of E-15 constituted 2025 year round E-15 and continues to deliver immediate relief to consumers, give more choices at the pump, and drive demand for corn grown, processed, and used right here in America. America's national security depends on our energy security, and biofuels are a crucial asset that brings more jobs and helps farmers in rural America.

List of Trade & Market Access Wins to Date – USDA announced applications are now open through January 23 for the \$285 million America First Trade Promotion Program (AFTPP), a key component of the Trump Administration's work to expand global market access and create new export opportunities for America's farmers, ranchers, and producers.

Additionally, President Trump and his administration have worked to pen new trade deals and trade frameworks with more than 15 countries.

- Switzerland and Liechtenstein will invest at least \$200 billion in the U.S., remove tariffs on several agricultural products, allow for market access for American beef, bison, and poultry, and remove non-tariff barriers for poultry and dairy.

- El Salvador has removed non-tariff barriers, including fumigation requirements and arbitrary geographic indicator restrictions on dairy product names.

- Argentina will allow access for U.S. poultry and poultry products within one year and simplify red tape for U.S. exporters of beef, beef products, pork, and pork products. Argentina also has agreed to protect U.S. exporters' use of certain meat and cheese terms, preserving market access and creating the potential for new opportunities in the region.

- Ecuador has reduced or eliminated tariffs on American nuts,

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USDA News *continued from the previous*

wheat, and wine and will reduce major non-tariff barriers for many agricultural products regarding import licensing and facility registration requirements.

- Guatemala will address and prevent barriers to U.S. agricultural products in its market, maintain science and risk based regulatory frameworks, and maintain efficient authorization processes for agricultural products.

- China committed to delaying new export controls on rare earth minerals and resuming large purchases of U.S. soybeans, sorghum, and more. To date, China is already purchasing additional soybeans, wheat, and sorghum.

- Malaysia will provide significant market access for U.S. products like dairy, horticultural products, poultry, pork, rice, and ethanol; recognize the U.S. food safety systems for U.S. meat, poultry, and dairy products; streamline its halal certification of U.S. food and agricultural products; and open market access for U.S. sorghum.

- Cambodia will eliminate 100 percent of its tariffs on U.S. products, while the U.S. maintains a 19 percent reciprocal tariff rate for imports from Cambodia. It will also recognize the U.S. scientific guidelines for most U.S. agricultural goods and food.

- The EU will provide market access for U.S. agricultural goods like tree nuts, sorghum, and more and is working to commit to a simpler regulatory agenda.

- Thailand will eliminate tariffs on 99 percent of U.S. goods, including most food and agricultural products, and expedite access for USDA's Food Safety and Inspection Service certified meat and poultry products, giving American producers unprecedented access to the market.

- Vietnam will accept preferential access for U.S. agricultural goods, including specialty cheese and meats, and is already improving access for U.S. peaches and nectarines. Vietnam will pay the United States 20 percent tariffs on all goods and 40 percent on any trans-shipped goods.

- South Korea will pay a 15 percent tariff to the United States.

- The European Union will purchase \$750 billion of American energy and address non-tariff barriers for farmers and ranchers — pork and dairy products.

- The Philippines is opening their market to the U.S. and charging zero tariffs, while the Philippines will pay 19 percent tariffs to the United States.

- Indonesia will eliminate 90 percent of tariffs on American exports, including for all agricultural products.

- Japan agreed to \$8 billion in American agricultural purchases, including corn, soybeans, ethanol, fertilizer, and sustainable aviation fuel. Japan will increase U.S. rice imports by 75 percent.

- The United Kingdom will create \$5 billion in new agricultural export opportunities. \$700 million in ethanol and better market access for American beef.

At the same time, President Trump is securing new market access for American agricultural producers around the world. For example, wine exports to Mexico are up 30 percent in 2025, reaching \$18 million; South Korea has purchased \$1 billion in corn, more than double from 2024; Bangladesh purchased \$172 million in soybeans; Costa Rica streamlined its dairy access for U.S. producers; and India cut its bourbon tariff in half.

About the U.S. Department of Agriculture. *USDA is made up of 29 agencies and offices with nearly 100,000 employees who serve the American people at more than 4,500 locations across the country and abroad. We provide leadership on food, agriculture, natural resources, rural development, nutrition, and related issues based on public policy, the best available science, and effective management.*

We have a vision to provide economic opportunity through innovation, helping rural America to thrive; to promote agriculture production that better nourishes Americans while also helping feed others throughout the world; and to preserve our Nation's natural resources through conservation, restored forests, improved watersheds, and healthy private working lands.

Our strategic goals serve as a roadmap for the Department to help ensure we achieve our mission and implement our vision.

When President Lincoln established the U.S. Department of Agriculture, he called it the "People's Department." At USDA we are working tirelessly to be a model department that serves all people of our great Nation. For more information, visit www.usda.gov.



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Bureau of Land Management
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FOR MORE INFORMATION CALL 769-366-4821

BEEF



Beef Promotion and Research Program PRIVATE TREATY SALES CHECKOFF INVESTMENT FORM

Information is required by (7 CFR 1260.201). Failure to report can result in a fine.
Information is held confidential (7 CFR 1260.203).

Today's Date: _____

Seller's Name: _____

Buyer's Name: _____

Address: _____

Address: _____

City: _____ State: _____ Zip: _____

City: _____ State: _____ Zip: _____

Seller's Signature: _____

Buyer's Signature: _____

Both the seller & the buyer are responsible for making sure that the \$1.50 per head assessment is collected and remitted to the Beef Promotion & Research Board.

Total Number of Cattle Sold: _____ x \$1.50 Per Head = \$ _____

Date of Sale: _____

Person remitting assessment form: Seller Buyer

* State of Origin of Cattle: _____

* If cattle purchased came from another state within the last 30 days, indicate from which state the cattle were purchased.

**Send Report and Remittance to:
SOUTH CAROLINA BEEF COUNCIL
P.O. Box 11280
Columbia, SC 29211**

According to the Paperwork Reduction Act of 1995, an agency may not conduct or sponsor, and a person is not required to respond to a collection of information unless it displays a valid OMB control number. The valid OMB control number for this information collection is 0581-0093. The time required to complete this information collection is estimated to average 1.8 minutes per response, including the time for reviewing instructions, searching existing data sources, gathering and maintaining the data needed, and completing and reviewing the collection of information.

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To file a complaint of discrimination, write USDA, Director, Office of Civil Rights, Room 326-W, Whitten Building, 14th and Independence Avenue SW, Washington, DC 20250-9410 or call 202-720-5964 (voice and TDD). USDA is an equal opportunity provider and employer.

CattleCon 2026 Highlights Not To Be Missed. CattleCon 2026 is just around the corner, and there are plenty of “don’t miss” events in store. The largest beef and cattle industry event of the year will be in downtown Nashville, Tenn., before you know it!

While CattleCon officially begins on February 3, arrive early for the D.C. Issues Update and NCBA Regional meetings on February 2. During the D.C. Issues session, NCBA Senior Vice President of Government Affairs Ethan Lane will share insights about NCBA’s policy work. NCBA Region meetings give cattle producers the opportunity to engage in insightful conversations regarding significant local matters that could potentially influence operations.

A new event at CattleCon 2026 is the Prime Cut Awards — featuring the National Environmental Stewardship Award and Beef Quality Assurance Awards. This signature event on Tuesday evening brings together cattlemen and women for a night of celebration, connection, and industry pride.

The Sustainability Forum on February 5 focuses on legacy in action. The engaging discussion brings together producers and experts who have navigated — and are navigating — the challenges of succession planning and generational transfer. Whether producers are just starting to think about the future or actively planning for it, this session will help families build a business worthy of being passed on. Don’t miss this chance to prepare for tomorrow — today.

Also on Thursday, the NCBA Town Hall is an open “state of the industry” forum where producers and NCBA leaders tackle the issues shaping the beef business. Hear updates on key policy priorities, market conditions, and the challenges and opportunities ahead.

Throughout CattleCon, keynote speakers including Dale Earnhardt, Jr., Jon Acuff, and Jimmy Yeary are sure to inspire and spark innovation. The CattleFax team, including CEO Randy Blach and atmospheric scientist Matt Makens, will also provide a glimpse into what 2026 and beyond have in store for the industry.

This annual convention brings cattle producers from across the country to conduct the business of the industry. Producers will also guide both Beef Checkoff and NCBA policy programs, and the National Cattlemen’s Beef Association, the Cattlemen’s Beef Board, American National CattleWomen, CattleFax, and the National Cattlemen’s Foundation will hold annual meetings during the event.

A variety of registration options are available, and all include Cattlemen’s College education sessions and demonstrations. For more information and to register and reserve housing, visit convention.ncba.org.

2025-2026 Clemson University Bull Test Update

The 2025–2026 Clemson Bull Test has ended, and the bulls were weighed off test on November 18. The bulls at this year’s test have continued to impress and push the boundaries of average daily gain and performance. Almost all of the breeds and age groups pushed their average daily gains over 4 lbs/day, which exceeds our goal of 3.5 lbs/day. Our consignors continue to bring the best of the best to the test and prove they are making great improvements in their bull development programs..

As a reminder, we have Angus, Red Angus, Hereford, Simmental, SimAngus, Balancer, and Ultrablack bulls in the test program. Bulls must meet certain thresholds with their average daily gain, weight per day of age, and adjusted yearling weights to make it to the final sale. We also screen bulls heavily for temperament and structural soundness, and all sale day bulls must pass a breeding soundness exam.

Our 50th Annual Clemson Bull Test Sale is quickly approaching and will be held on February 7 at the T. ED Garrison Arena in Pendleton, South Carolina. We will have a great offering of bulls and a diverse offering of heifers from several farms. We look forward to seeing everyone on sale day.

If you are interested in receiving a catalog, please reach out to Lindsey Craig at lcraig@clemson.edu to be added to the mailing list. Sale day videos and the online catalog will be posted on our Clemson University Bull Test website when they become available.



UPDATE!

NCBA President's Report

Why You Can't Miss CattleCon 2026

By **BUCK WEHRBEIN**, *National Cattlemen's Beef Association*



As 2025 moves into the rearview mirror, I hope you found time to slow down and enjoy the company of those who matter most. The holiday season is a chance to reconnect with family, honor cherished traditions, and savor a great beef meal. It's a meaningful time to reflect on the year, express gratitude, and appreciate the many blessings in our lives. We're fortunate to be part of an industry that not only feeds families but does so with the safest, highest quality product in the world.

As I reflect on last year, it's that statement, "safest, highest quality product," that I'm most proud of. I've been fortunate to meet many of you across the country, and, if there's one resounding commonality, it's the effort each of you puts into the cattle you raise and the product you produce. It's not an easy task and one that's finally experiencing its due. Consumers want our product, period. It's the result of decades of innovation and continuous improvement that got us to this point, but we all know this doesn't mean we can take our foot off the gas. Continuing to improve and adapt is what will continue pushing us forward as an industry, and focusing on producing the safest, highest quality beef in the world is the North Star.

Constantly improving and adapting is also not a simple task. It can be difficult to figure out where to go to get the information you need to make sound business decisions and meet the people who can serve as a sounding board for what's next. To me, that's why CattleCon is an event cattlemen and cattlemen can't miss.

CattleCon is more than a convention. It's a place where your voice matters. Whether you're attending region, policy, or Checkoff meetings, your participation helps guide the decisions that move our industry forward. This is your opportunity to be heard, to collaborate, and to lead. These meetings are also where you're likely to find producers who are most like you, whose priority is propelling the industry and their operations forward.

Business meetings aren't the only place to network; there's plenty of opportunity for that at various sessions, receptions, and evening events. Our general sessions will inspire, inform, and spark meaningful conversations. You won't want to miss the NCBA Town Hall, the D.C. Issues Update, or the CattleFax Outlook session. We'll also celebrate excellence with the announcement of the 2026

Beef Quality Assurance award winners, the 2025 Environmental Stewardship Award Program national winner, and recognize many deserving scholarship recipients.

We're also proud to offer Cattlemen's College sessions and demonstrations as part of your registration this year. These are packed with insights from industry experts who understand the challenges you face and offer solutions to improve your bottom line. If you're looking to sharpen your skills, expand your knowledge, or simply stay ahead of the curve, this is the place to do it.

And of course, the NCBA Trade Show is a highlight. With more than seven acres of exhibits, it's the largest in the business. Whether you're looking for the latest equipment, exploring trending topics, or reconnecting with friends, the NCBA Trade Show floor is where it all comes together.

Let's also not forget the next generation. From the Career Crawl in the NCBA Trade Show to welcoming members of 4-H, FFA, and Block & Bridle, we're investing in the future of agriculture. Watching young producers engage, learn, and grow is one of the most rewarding parts of this event.

The location of this year's CattleCon can't be beat; there's something special about Nashville. Plus, we'll be in the heart of downtown with fantastic music and unmistakable energy around every corner. From the moment you arrive, you'll be surrounded by iconic landmarks just steps away: Lower Broadway, the Ryman Auditorium, the Country Music Hall of Fame, and the Johnny Cash Museum, to name a few. But while the sights and sounds of Nashville are unforgettable, the real reason we're gathering is to shape the future of the beef industry — together.

So, why should you register for CattleCon 2026? Because it's more than an event — it's where we come together to learn, lead, and celebrate the strength of our community. It's where we build a better future for the beef cattle industry. There's something for everyone, no matter the size of operation or region of the country.

Join us in Nashville. Be part of the conversation. Be part of the progress. And most of all, enjoy the experience.

Happy trails and happy New Year! I look forward to seeing you in Music City.



The National Cattlemen’s Beef Association is fighting for American Cattle Producer’s rights in Washington, D.C. with policies created by cattlemen, for cattlemen. NCBA begins and ends with individual members.

As a grassroots driven organization, individual producers set the course for NCBA’s advocacy work in Washington, D.C. by submitting policy resolutions on the local and state level. NCBA’s 44 State Affiliate associations present their desired proposed policies at NCBA national committee meetings. From there, proposed resolutions are voted on. After proposed policies pass through national meetings, a ballot is sent to every NCBA member where they have the choice to vote for or against all proposed policies. Once approved, passed resolutions become official NCBA policy for the next 5 years.

NCBA MEMBER BENEFITS:

- **New Members** receive a FREE 1L Bottle of Cydectin Pour-On from Elanco
- **Members receive BIG discounts at:**
 - » AmeriWind Fans
 - » Big Bend Trailers
 - » Cabela’s & Bass Pro Shops
 - » Caterpillar Equipment
 - » Cowboy Cauldron
 - » Dell Technologies
 - » Ferrellgas
 - » John Deere
 - » Montana Silversmiths
 - » New Holland
 - » Roper & Tin Haul Apparel
- **Communication**
 - » Monthly subscription to National Cattlemen Newspaper and Magazine
 - » Weekly Beef Bulletin email newsletter

NCBA POLICY WINS:

- Secured a Supreme Court victory to curb Waters of the United States (WOTUS) regulation.
- Sued the Environmental Protection Agency to block further WOTUS regulation.
- Led the call to halt beef imports from Brazil and Paraguay for animal health concerns.
- Secured reauthorization of animal health legislation to keep cattle medicines and treatments available to cattle producers.
- Defended farmers and ranchers from burdensome environmental regulations.



SCAN QR CODE TO JOIN ONLINE

JOIN NCBA TODAY.

NCBA Vision

To be the trusted leader and definitive voice of the U.S. cattle and beef industry.

NCBA Mission

To serve the cattle and beef industry by improving the business climate, growing beef demand, and increasing the world's access to U.S. beef.



National Cattlemen's Beef Association



WE'RE
WORKING
FOR YOU **HERE**

Initiated 1898, the National Cattlemen's Beef Association is the oldest and largest national trade association representing America's cattlemen and women. With more than 25,000 individual members and 60 state and breed affiliates, NCBA serves as the collective voice of the U.S. beef industry. We strive to advance the economic, political, and social interests of the U.S. cattle industry and to advocate for its policy positions and economic interests.

The decisions being made today in Washington, D.C. will impact America's farms and ranches for generations to come. To continue our way of life, we need to make sure our needs are being met in our Nation's Capital. Over 98% of the United States population is NOT involved in agriculture. With less than 2% of American's producing the

food for the entire US and beyond, we must stand together. Anyone with a stake in the beef and cattle industry needs to be a member of NCBA to ensure our voices are being heard loud and clear.

The National Cattlemen's Beef Association's goal is simple: **making business operations better for you.** We promote policies in Washington that give you the freedom to run your ranch and defend you and your property from government overreach. Every day, we see a new threat in Washington, D.C. targeting our farms, fields, and feedlots. "Animal rights" and fake meat activists pour thousands of dollars into regulating us out of business. It's hard to keep track of all these threats, especially when you have your operation to run. That is why you need a team like NCBA to advocate on your behalf.

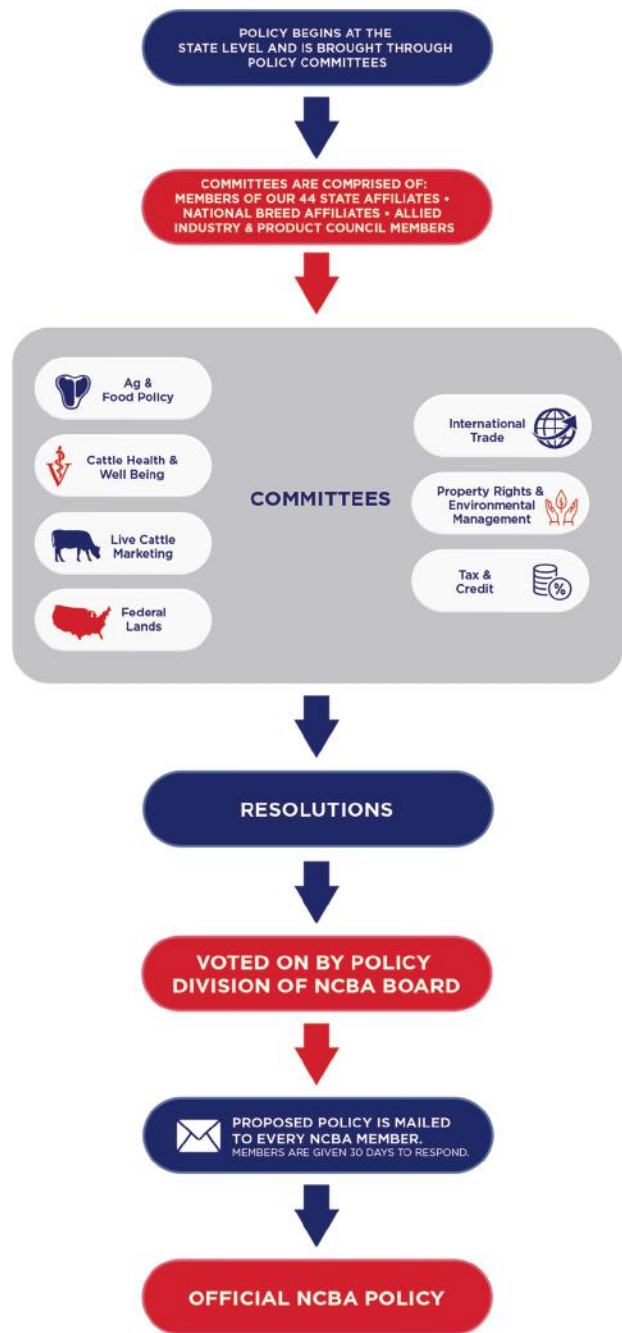
NCBA IS WORKING EVERY DAY TO FIGHT FOR YOUR RIGHTS WITH POLICY CREATED BY CATTLE PRODUCERS, FOR CATTLE PRODUCERS. TO CONTINUE OUR FIGHT, WE NEED YOUR HELP. JOIN NCBA TODAY AND HELP PROTECT THE FUTURE OF OUR INDUSTRY.



SO YOU CAN KEEP
WORKING
HERE



HOW NCBA DRAFTS POLICY



The National Cattlemen's Beef Association serves your interests through defending your operation and property from government overreach, protecting the legacy of your farm/ranch with tax relief, expanding trade opportunities that add value to your cattle, and protecting the beef industry from attacks by animal rights activists.

NCBA's policy process begins and ends with individual members. As a grassroots driven organization, individual producers set the course for NCBA's advocacy work in Washington, D.C. by submitting policy resolutions on the local and state levels. NCBA's state affiliate associations then present their proposed resolutions at our annual national meetings. From there, passed resolutions are collected on a ballot and mailed to every NCBA member where they have the choice to vote for or against all proposed policies. Once approved, passed resolutions then become official NCBA policy.

Our grassroots policy process ensures that cattle producers of all sizes and in every region are well represented in the halls of Congress, the White House, and federal agencies.

AS AN NCBA MEMBER, WE SERVE YOUR INTERESTS BY:

- Promoting the policy of cattlemen in our Nation's Capital.
- Defending your personal liberties and private property rights against government overreach.
- Protecting the legacy of your farm or ranch by advocating for tax relief.
- Adding value to your cattle by expanding trade opportunities.
- Delivering new and innovative education opportunities to help you improve the management of your farm and ranch.
- Protecting the beef community from attacks by animal rights activists.

JOIN TODAY!



NAME _____

BUSINESS/RANCH NAME _____

ADDRESS LINE 1 _____

CITY/STATE/ZIP _____

CELL PHONE _____

OFFICE PHONE _____

EMAIL _____

RECRUITED BY _____

NCBA PRODUCER

COW-CALF PRODUCER

- HERD SIZE
- 1-100 \$160
 - 101-250 \$320
 - 251-500 \$480
 - 501-750 \$693
 - 751-1000 \$960
 - 1001-1250 \$1,227
 - 1251-1500 \$1,493
 - 1501-1750 \$1,760
 - 1751-2000 \$2,027
 - 2001+

\$2,027 + \$0.4053/head =

STOCKER/FEEDER

\$160 + \$0.4053/head =

ASSOCIATE MEMBERS

NON-CATTLE OWNERS, NON-VOTING

- Individual \$160
- Business \$213
- Student \$53 (24 or younger)

TOTAL AMOUNT PAID

PAYMENT METHOD

- Check Visa Mastercard American Express

Card # _____

EXP _____ CVC _____

Signature _____



Checks payable to National Cattlemen's Beef Association

A Message from the CEO

Over Already?!

By COLIN WOODALL, *National Cattlemen's Beef Association*



It was a whirlwind of a year, and none of it has been dull. We started 2025 on high alert as the New World screwworm (NWS) began its invasion of Mexico. I am happy to admit that I was wrong when I said earlier this year that these critters would be in the United States by the end of summer. They got close, with one case being found just 70 miles south of the Texas border. While we bought ourselves some much needed time, this is still a significant threat for the cattle business.

Fortunately, the Trump administration and Secretary of Agriculture Brooke Rollins realized the grave threat NWS posed to

cattle producers. Secretary Rollins has since committed funding and a location for the construction of NWS sterile fly production and distribution facilities. While we know sterile insect technology will help us eradicate NWS, we were encouraged by USDA's commitment to fund emerging technologies that could provide tools to combat NWS before the sterile fly facility in Texas is up and running. Genetic engineering, electron beams, and mobile fly facilities all hold promise. The fight against NWS is far from over, and NCBA remains engaged with our state partners, USDA, and state animal health officials to ensure we are as prepared as we can be.

The future is decided by those who **show up**.

Keep cattle producers **showing up**! Our industry's future rests on cattlemen and women sharing their story, advocating in Congress, and sharing the truth about our industry. This is only possible with a **strong NCBA membership**. Help secure the future of our industry by recruiting your friends, family and neighbors to **join our fight**. Recruit new members and be rewarded for your support with special gifts and prize drawings!



Scan QR code
and join us today!



To learn more, visit [NCBA.org](https://www.ncba.org) or
call us at 866-233-3872

To get better cooperation out of Mexico, Secretary Rollins closed the border to the import of cattle, bison, and horses. As a result, we saw a renewed focus from the Mexican government to do more in combating NWS in its own country. I believe her actions and the Mexican response helped slow NWS progress. Closing the border wasn't without consequence, though. Many NCBA members rely on cattle coming out of Mexico, and NCBA's policy supports cross border trade with our neighbor to the south. However, we made the decision to support the secretary's actions, knowing it would put even more pressure on Mexico to step up their response.

International trade discussions have been a big part of our engagement with President Trump and his administration. When the president made the decision to use tariffs, we made the calculated decision to find ways to use his approach to our advantage. It worked in getting Australia reopened to U.S. beef after 20 years, and it brought other trade partners, such as the United Kingdom, to the table to discuss more access for our beef. The use of tariffs ended up costing us beef access to important countries like China. The Trump team is aware of the importance of our export markets, and we continue to advise U.S. Trade Representative Jamieson Greer and his staff on crafting deals that provide us opportunities rather than taking them away. In all our trade actions, we remain committed to holding our trade partners to their commitments.

The spring and early summer were consumed by the One Big Beautiful Bill. As we have shared, the tax and farm policy wins we achieved were huge, especially by making so many of the tax provisions permanent. Our engagement in the debate and votes surrounding this bill once again reminded Congress that NCBA and the rural vote can influence the outcome of legislation. We also led the largest agriculture and small business coalition working to pass the One Big Beautiful Bill.

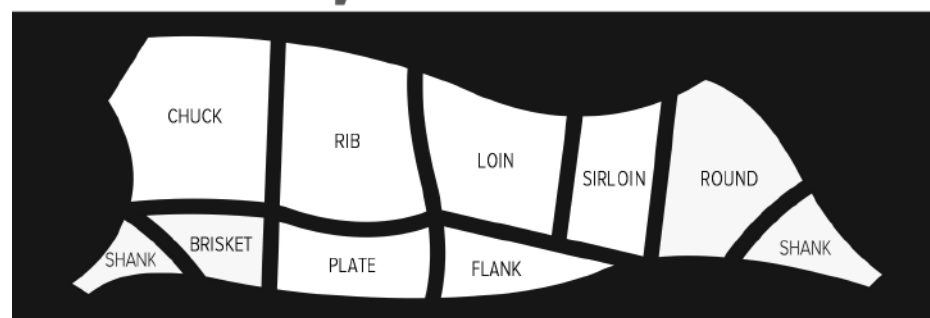
While most of 2025 saw the price for cattle strengthen, we encountered how seemingly small comments could change the game. Secretary Rollins's habit of throwing out teasers about pending decisions or announcements always moved the market. The big one of the year was President Trump's comment back in October about getting the price of beef down. The underlying message that we needed to take a lower price for our cattle didn't sit well. After thorough debate and discussion, we made the decision to challenge the president. Our public critique of the president's comment and his plan to import more Argentine beef captured national media attention, but it also got the administration's attention. As a grassroots organization built on more than 127 years of principle, it is easy to take a firm stand even when the risk is high.

The damage to the cattle markets has been done, and many of you have shared the losses you've incurred. All attributed to a proposed plan that wouldn't have done anything to lower beef prices. The uncertainty caused by comments like these rattles the markets and should be a great reminder that government interference causes more problems than it solves.

Last year was a mixed bag for us. There were some significant victories coupled with a lot of unforeseen curveballs. What will 2026 bring? We won't take our focus off NWS and will continue our education and outreach efforts to make sure everybody is prepared once they arrive. We will continue to work with the administration

to craft trade deals that add more to our bottom line. We will work to keep the government from causing further harm to our markets. Our biggest challenge will be keeping legislators and policymakers focused when a very important midterm election becomes center stage. NCBA's Political Action Committee (NCBA-PAC) will be making key investments to get new Members of Congress elected who support the cattle business and are willing to speak up for us. There is no doubt 2026 will probably go faster than 2025.

Want to buy beef from a farmer?



Scan with your phone's camera to open a directory of North Carolina beef farmers. meatsuite.com



Want to Sell More Meat in Bulk?



List Your Farm Online for FREE



www.meatsuite.com

Visit the site and click "sign up" to add your farm.

Sign up

MEATSUITE is an online directory of farms selling meat in bulk. The site is promoted in counties across NC and receives thousands of page views per month!

For more information about Meat Suite, contact Lee Menius at lamenius@ncsu.edu



United States Department of Agriculture
National Institute of Food and Agriculture

NCBA Pushes to Reduce Frivolous Environmental Litigation in House Hearing.

The House Natural Resources Subcommittee on Oversight and Investigations recently held a hearing on the Abuse of the Equal Access to Justice Act (EAJA). Todd Wilkinson, South Dakota cattle producer and National Cattlemen’s Beef

Association (NCBA) past president, testified on the rampant EAJA abuse by environmental groups that have become repeat litigants as soon as Congress discontinued reporting requirements in 1995.

“EAJA was created with the best intentions to allow Americans to challenge government actions without facing crushing legal costs. Unfortunately, like so many well intentioned programs, it became vulnerable to abuse when oversight faded. Today, EAJA allows payments not only to parties who prevail in court but also to those who settle or enter consent decrees. This allows radical



National Cattlemen’s Beef Association

NEWS

environmental groups to collect EAJA fees while forcing agencies to change policy through settlements,” Wilkinson said. “Too often, these lawsuits are filed with the sole purpose of coercing federal agencies into settlements that drive policy changes. That’s not responsible governance — that’s forced manipulation. Congress needs

to reform EAJA to stop this rampant abuse for financial and political gain by improving reporting requirements, establishing financial limitations on tax-exempt organizations, and capping the legal fees paid to these groups under EAJA.”

Background – In 2013, the U.S. Chamber of Commerce found that 71 sue-and-settle cases resulted in more than 100 new regulations and more than \$100 million in new annual compliance costs for federal agencies. Since that time, costs have continued to stack up, straining already tight budgets and greatly reducing government efficiency. EAJA has the right level of financial limits for individuals and businesses, and these limits should be amended to include non-profits. Groups whose sole mission is to sue the federal government should not be able to continue coming back to EAJA to fund their political efforts.

NCBA Congratulates USTR, USDA Officials on Confirmation.

NCBA congratulated two Trump administration officials on receiving Senate confirmation — Dr. Julie Callahan to serve as Chief Agricultural Negotiator in the Office of the U.S. Trade Representative and Dr. Mindy Brashears to serve as Under Secretary for Food Safety at the U.S. Department of Agriculture.

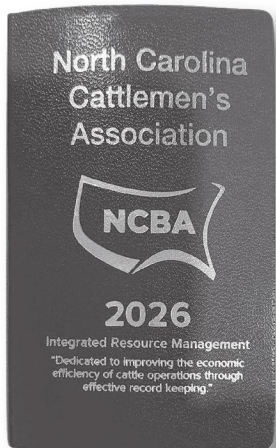
“NCBA congratulates Dr. Julie Callahan on her confirmation as Chief Agricultural Negotiator,” said NCBA Executive Director of Government Affairs Kent Bacus. “President Trump has made it a priority to sign new trade deals and open new markets to high quality American beef. We look forward to working with Ambassador Callahan to make good on those promises and strengthen America’s cattle and beef industry through new trade opportunities.”

“NCBA welcomes Dr. Mindy Brashears’ return to the U.S. Department of Agriculture as Under Secretary for Food Safety,” said NCBA Senior Director of Government Affairs Sigrid Johannes. “Dr. Brashears brings extensive knowledge of the cattle industry and the beef supply chain, as well as experience from President Trump’s first term. We look forward to working with Under Secretary Brashears to help ensure a safe, wholesome food supply while protecting consumer trust in the work of America’s cattle producers.”

About the National Cattlemen’s Beef Association. NCBA has represented America’s cattle producers since 1898, preserving the heritage and strength of the industry through education and public policy. As the largest association of cattle producers, NCBA works to create new markets and increase demand for beef. Efforts are made possible through membership contributions. To join, contact NCBA at 866-BEEF-USA or membership@beef.org.

IRM RED BOOKS ARE HERE

We would like to thank Performance Livestock & Feed Company and Carolina Stockyards for again sponsoring this book.



The 2026 version is now available to help cattle producers effectively & efficiently record daily production efforts, which can help enhance profitability and reduce stress levels. In addition to Beef Quality Assurance (BQA) best practices and proper injection technique information, it has more than 100 pages to record calving activity, herd health, pasture use, cattle inventory, body condition, cattle treatment, A.I. breeding records, and more. It also contains a calendar and notes section.

Simply return the order form below, along with \$10.00 for each book to:
N.C. Cattlemen’s Association
P.O. Box 1207
Cary, NC 27512

You can now order them through our website at www.nccattle.com/resources/merchandise/red-book-order-form.
You can also call our office at 919-552-9111 or email us at kim@nccattle.com.

Order Form Number of Books _____ x \$10.00 = _____

Name _____

Address _____

City, State, Zip _____

Phone _____

COW CAMP 103: Back to the Basics

Area Beef producers are invited to join N.C. Cooperative Extension Wednesdays, Feb.18 and March 11, from 4:00 - 8:30 p.m., at the Franklin County Center Annex, 103 S. Bickett Blvd., Louisburg, for a Winter learning series that will include discussions about beef cattle production.

Registration is required, register at the below links. Registration fee of \$35 each session includes a beef dinner. For more information, contact the Cooperative Extension office, 919-496-3344, or martha_mobley@ncsu.edu.



Meeting 1- Wednesday, February 18, 2026 4:00-8:30 p.m.

- Part 1: Basic Infrastructure for Beef Production
 - Part 2: Reproductive Management for Beef Cattle
 - Part 3: Managing Health and Animal Welfare for Beef Cattle
- Register Online at below link or Scan Code

<https://go.ncsu.edu/smallfarmbootcamppart1>

(Register by Feb.16th)



Meeting 2 -Wednesday, March 11, 2026 4:00-8:30 p.m.

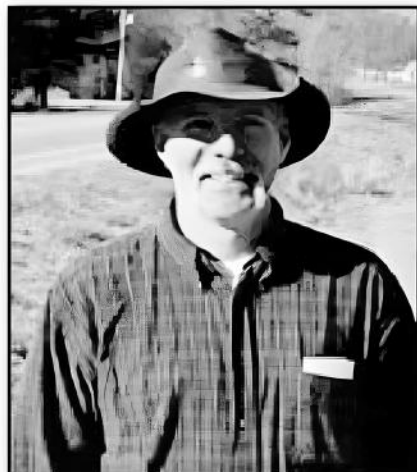
- Part 4: Basics of Nutrition for Beef Cattle
 - Part 5: Forage Systems for Beef Cattle
 - Part 6: Genetics for Beef Cattle
 - Part 7: Direct Marketing Your Beef: In's and Out's
- Register Online at below link or Scan Code

<https://go.ncsu.edu/smallfarmbootcamppart2>

(Register by March 9th)



The 5-County Beef Tour (3 farms) in June 2026 will conclude the series.



Paul Gonzalez, Agricultural Agent, Sampson County



Martha Mobley, Agricultural Agent, Franklin County

Join two of NC Cooperative Extension's livestock agents with over 60 years experience in the beef cattle industry in N.C. and over 53 years experience as livestock agents; Martha L. Mobley, Franklin County, and Paul Gonzalez, Sampson County, joke that their cattle farms are "experiment stations," as they usually try something out before it is recommended to regional producers.

In their spare time, Paul's family breeds and raises premier polled fullblood Salers cattle. Martha's family has produced quality commercial cattle, Black Angus x Simmental, either for direct marketing to the consumer, video stocker sales, or breeding stock. Both have in-depth knowledge of various aspects of marketing cattle, either individually or in truckload lots.

NC COOPERATIVE EXTENSION



NC State University and N.C. A&T State University commit themselves to positive action to secure equal opportunity and prohibit discrimination and harassment regardless of age, color, disability, family and marital status, gender identity, genetic information, national origin, political beliefs, race, religion, sex (including pregnancy), sexual orientation and veteran status. NC State, N.C. A&T, U.S. Department of Agriculture, and local governments cooperating. Persons with disabilities and persons with limited English proficiency may request accommodations to participate by contacting Martha Mobley at 919-496-3344 or email martha_mobley@ncsu.edu or fax 919-496-0222.



Supporting Accurate Nutrient Data for Beef. Every day, Americans rely on nutrient data to shape their understanding of the foods they choose and how to make the best decisions for their health. Whether reading a nutrition facts label, browsing a recipe online, using a health app, or following dietary advice from experts, accurate nutrition information is essential to ensure consumers have the resources they need to make informed decisions for their health and well being.

When it comes to beef, accurate, up-to-date nutrient composition

data is critical to reflect today’s wholesome and nutritious beef supply. That’s why the National Cattlemen’s Beef Association (NCBA), a contractor to the Beef Checkoff, led the Nutrient Data Improvement Project — a multi-year, multi-phase, science backed initiative in collaboration with USDA and nutrition and meat science academic partners at leading research institutions, including Texas A&M, Texas Tech, and Colorado State University.


The goal of the Nutrient Data Improvement Project was to update and expand the nutrient data available for beef cuts to reflect today’s more closely trimmed, diverse options and to reflect the continuously evolving beef supply. The data collected and analyzed included detailed information on beef’s comprehensive nutrient profile, such as total protein, individual amino acids, fat and fatty acids, and cholesterol, as well as essential vitamins and minerals like iron, zinc, selenium, choline, B vitamins, and vitamins A, D, E, and K. Data collection also included beef cut moisture content and moisture loss in cooking, which was also analyzed to calculate USDA cooking yield data, which helps consumers to calculate the amount of beef to purchase to feed their crowd.

Each of these nutrient data components contributes to accurately reporting beef’s nutrient density, which is foundational for communicating beef’s nutritional advantages. Without updated and accurate beef nutrient data that is representative of the retail market, the industry’s advancements in nutrition science risk being overlooked or even miscommunicated in nutrition labeling, dietary guidance, and public health communications.

“Lean meat cuts, such as strip steak, top sirloin, and 93% lean ground beef, provide high quality protein, iron, vitamin B12, zinc, and other essential nutrients. These foods can play a valuable role in a balanced, health promoting eating pattern,” said Michelle Cardel, Ph.D., R.D, chief nutrition officer at WeightWatchers. “By expanding our ZeroPoint Foods list in December 2024 to include these nutrient dense options and by grounding our decisions in the USDA’s latest nutrient data, we’re helping our millions of WeightWatchers members enjoy lean beef without the need to track, weigh, or measure — making it easier to choose smart, satisfying protein options with confidence.”

The use of nationally representative, scientifically validated beef nutrient analysis data, made available through USDA’s publicly available dataset known as FoodData Central, is far reaching and serves as an authoritative source of data for:

- Beef Checkoff cross functional programming
- USDA and FDA food labeling
- Clinical nutrition guidance



Are You A Member Or Know Someone Who Should Be! Join Now!

North Carolina Cattlemen’s Association
MEMBERSHIP APPLICATION

Name _____

Address _____

City, State, Zip _____

County _____ Phone No. _____

Email Address _____

Recruited by: _____


Please check type of membership you want:

NCCA (1 year) - \$25.00 NCCA (5 years) - \$100.00

NCCA (Lifetime) - \$500.00 NCCA Student Membership - \$10.00

Payment Options: Check (made payable to N. C. Cattlemen’s Association)

To pay by credit card, scan the QR code:



Please return with payment, to:
N.C. Cattlemen’s Association
P.O. Box 1207 • Cary, NC 27512
919-552-9111 • www.nccattle.com



- Menu innovation and nutrition information
- Nutrition and health research
- Online health and wellness platforms and apps
- Nutrition education programs for school foodservice, extension, and community nutrition programs

“Without the beef nutrient data research and analysis, consumers today would have obsolete nutrition information on beef,” said Heather Buckmaster, executive director of the Oklahoma Beef Council. “Consumers love beef for its taste, and this work showed they could also love it for the nutrient rich role it can play in a healthy diet.”

Checkoff dollars are working hard to ensure beef is accurately represented in the national conversation about nutrition. Investments in the Nutrient Data Improvement Project are delivering trusted, science based data that supports beef’s role in a healthy diet. This data is now being used by health professionals, retailers, researchers, and millions of consumers, helping them choose beef with confidence by reinforcing beef’s nutritional value.

Project Impact:

- New and updated data for more than 50 popular beef cuts of varying quality grades publicly available through USDA FoodData Central for export into any nutritional analysis software programs and applications for diet assessment and recipe analysis. Examples include:

- MyFitnessPal, over 200 million users
- WeightWatchers resources referenced by over 3.3 million subscribers
- Recipe websites, including sites like Beef. It’s What’s for Dinner., Taste of Home, USDA My Kitchen, and American Heart Association Heart Check Certified
- Identification of 36 beef cuts meeting the government guidelines for lean or extra lean
- Addition of gold standard food and nutrient composition in the scientific literature through the publication of seven peer reviewed manuscripts. The scientific papers have since been cited in 48 additional scientific publications, for multiplied reach and impact.
- New, invaluable research

relationships with both well established and emerging researchers and graduate students in academia and government.

About the Beef Checkoff. *The Beef Checkoff Program was established as part of the 1985 Farm Bill. The checkoff assesses \$1 per head on the sale of live domestic and imported cattle, in addition to a comparable assessment on imported beef and beef products. States may retain up to 50¢ on the dollar and forward the other 50¢ per head to the Cattlemen’s Beef Promotion and Research Board, which administers the national checkoff program, subject to USDA approval.*

About NCBA, a Contractor to the Beef Checkoff. *The National Cattlemen’s Beef Association (NCBA) is a contractor to the Beef Checkoff Program. The Beef Checkoff Program is administered by the Cattlemen’s Beef Board, with oversight provided by the U.S. Department of Agriculture.*

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—Nationally and at Home**

Have You Sold Cattle on the Farm?

If so, be sure to send in your checkoff investment.

- **It's the LAW to pay the National \$1.00 Checkoff per head on all cattle sold.**
- **It's a wise investment to contribute to the North Carolina Cattle Industry \$1.00 Assessment per head on all cattle sold.**

The National (\$1.00) Checkoff and the State (\$1.00) Assessment provides funds needed to help promote beef and the cattle industry.
The Beef Checkoff program is run by producers like you and has played a vital role in increasing the demand for beef.
The North Carolina Cattle Industry Assessment will support youth activities, promotion, issues management, research, and education.

**National Beef Checkoff/North Carolina Cattle Industry Assessment
PRIVATE TREATY SALES CHECKOFF/ASSESSMENT INVESTMENT FORM**

Both the seller and the buyer have the responsibility to have the \$1 per head assessment for the National Beef Checkoff and the \$1 per head assessment for the North Carolina Cattle Industry Assessment collected and remitted to the N. C. Cattlemen's Beef Council. This form is designed for the seller to use in private treaty sales of North Carolina cattle.

Date of Sale _____

Seller's Name _____

Address _____

City _____ State _____ Zip _____

Seller's Signature _____

Buyer's Name _____

Address _____

City _____ State _____ Zip _____

Buyer's Signature _____

National Beef Checkoff

Total Number of Cattle Sold _____ x \$1.00/head = \$ _____

North Carolina Cattle Industry Assessment

Total Number of Cattle Sold _____ x \$1.00/head = \$ _____

Total Amount Remitted \$ _____

FOR OFFICE USE ONLY
 Check No.: _____
 Postmark Date: _____

Person remitting assessment Seller Buyer

Send Form and Remittance to: **N.C. Cattlemen's Beef Council**
P.O. Box 1207
Cary, NC 27512

NCBA and PLC Secure House Passage of Gray Wolf Delisting. Recently, the Pet and Livestock Protection Act, introduced by Representatives Tom Tiffany (R–Wisconsin) and Lauren Boebert (R–Colorado) passed the House with a bipartisan vote. The National Cattlemen’s Beef Association (NCBA) and Public Lands Council (PLC) have been strong supporters of this legislation, which would reissue the 2020 rule delisting gray wolves in the lower 48 states and ensure that the delisting cannot be overturned in federal court again.

“For too long, ranchers have grappled with the pendulum swing of regulatory determination on the gray wolf. The last three presidents have concluded that the gray wolf is fully recovered, yet lawsuits from activist groups have forced the agency to back away from sound science and keep the wolf listed,” said NCBA President Buck Wehrbein. “Restoring the 2020 wolf delisting through the Pet and Livestock Protection Act will give management decisions and certainty back to cattle producers, who are suffering financially and emotionally from wolf depredations that increase every year. NCBA extends our gratitude to Congress for passing this legislation and urges the Senate to act.”

Gray wolves were delisted during the first Trump administration in 2020, but this rule was vacated by a U.S. District Court ruling in 2022. Since being listed under the ESA in 1974, the gray wolf population has seen tremendous recovery, exceeding recovery goals by 300 percent.

“The science is clear. Gray wolves have long since recovered and remain listed only because of political pressure from activist groups. Ranchers and rural communities across the West face the daily consequences of unchecked wolf populations, which threaten both livestock and pets,” said PLC President Tim Canterbury. “Returning management authority to the states ensures that decisions are made closer to those directly impacted on the ground. Ranchers proudly support this bill, and PLC thanks Representatives Tiffany and Boebert for standing with ranchers and rural communities.”

House Passage of NEPA Modernization Provides Regulatory Relief to Ranchers. The Standardizing Permitting and Expediting Economic Development (SPEED) Act, modernizing the National Environmental Policy Act (NEPA), recently passed the House. House Natural Resources Committee Chairman Bruce Westerman (R–Arkansas) and Representative Jared Golden (D–Maine) originally sponsored this bill to speed up NEPA permitting processes. NCBA and PLC have consistently pushed to modernize NEPA to allow livestock producers to be able to quickly carry out critical conservation work.



“Many livestock producers rely on federal permitting under NEPA to make range improvements and carry out other voluntary conservation work to maintain working lands and prevent degradation. Unfortunately, outdated NEPA processes have made permitting for livestock grazing much more difficult and costly, which limits the amount of conservation work that can be done and leaves working lands in much worse condition,” said NCBA Executive Director of Natural Resources and PLC Executive Director Kaitlynn Glover. “This legislation speeds up federal permitting by reducing

bureaucratic red tape and not letting NEPA be weaponized by frivolous litigation. NCBA and PLC thank Chairman Westerman and Representative Golden for their work on this important legislation.”

About the Public Lands Council. PLC represents public lands ranchers in Washington, D.C. Since 1968, PLC has worked with Congress and the federal land management agencies to maintain a stable business environment in which livestock producers can conserve the West and feed the nation and world. Visit www.publiclandscouncil.org to learn more.

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CATTLEMEN'S ASSOCIATION NORTH CAROLINA

NC STATE EXTENSION

FARM BUREAU NORTH CAROLINA

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INCORPORATED

NEWS

By SHELIA GROBOSKY, *BioZyme*

Where Does Thanks Live in the Barn? *Thank you.* Those two little words pack a lot of punch. Think about it. Even wee little ones are taught sign language for “thank you” or the abbreviated “ta-ta” to express gratitude. In a culture where young people seem increasingly entitled, words like “please” and “thank you” seem to be foreign to many young people.

However, as a member of Gen X who grew up in a stern 4-H family, I have also raised my daughter to write thank you notes for everything — big and small. Extending a handshake and saying thank you to her 4-H buyers and sponsors at the fair isn’t enough. Those supporters

also receive a handwritten, personalized note the following week.

Gratitude is vital. I always appreciate a judge who encourages the young exhibitors to thank their family, friends, advisors, and mentors for helping them get to the show during their final drive speech. Several years ago, our family attended the National Junior Summer Spectacular Swine Show in Louisville, Kentucky. We had not even gotten out of the grounds, and our daughter was already thanking us for taking her to Louisville to show her trio of pigs. Those two words and her tone of appreciation made every late night and early morning truly worth it.

Thanks for 40 Great Years! At BioZyme, we have a lot to be grateful for — especially when it comes to young people and our Sure Champ brand. We’re beginning to wind down our 40th birthday tour celebration and ramp up plans for the start of a successful next decade. This birthday tour has been epic and one we won’t soon forget!

Our team has traveled from coast to coast, meeting Sure Champ users, making slime, eating birthday cupcakes, and handing out shirts, buckets, stickers, and sunglasses. We are truly thankful for the friendships we have made, the smiles we have shared, and the fist bumps and high fives we’ve exchanged this summer and fall.

We know that your animals are thankful, too. They might not say thank you, but they show it every day in the barn.

A gentle nibble from a lamb or goat is their way of saying thank



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you for the Sure Champ Clench when they had an upset tummy. Running to the water cup is your barrow's way of expressing gratitude for the pump of Liquid Boost in their water.

Perhaps your calf looks up with a big, rough tongued lick between bites of grain. That is its way of saying thanks for the Sure Champ Cattle and Extreme with ClariFly. Our animals don't have the words, but they do have the expressions to show thank you. Thank you for giving them the products to feel and look their best.

However, at BioZyme, we do have the words. Thank you. Thank you for trusting our research proven, scientifically backed products, which have helped animals for the last 40 years. We are truly grateful and humbled by the customers who have become friends and found their way to the backdrop feeding Sure Champ products.

We are looking forward to the next 40 years of helping you #preptowin! We know your animals are, too.

About BioZyme Inc. *With a continued commitment to excellence, the BioZyme Stockyards location earned the American Feed Industry Association (AFIA) and Feedstuffs 2024 Feed Facility of the Year honor. BioZyme Inc., founded in 1951, develops and manufactures natural, proprietary products focused on animal nutrition, health, and microbiology. With a continued commitment to research, BioZyme offers a complete line of feed additives and high density, highly available vitamin, mineral, trace mineral, and protein supplements for a variety of animals, including cattle, pigs, poultry, sheep, goats, horses, and dogs. BioZyme brands include AO-Biotics, VitaFerm, Gain Smart, Sure Champ, Vitalize, DuraFerm, and Backyard Boost. With headquarters in St. Joseph, Mo., the company reaches a global market of customers that stretches into countries across five continents. For more information about BioZyme, visit www.biozymeinc.com.*

Feed Efficiency Starts With the Right Protein Source

Protein plays a critical role in milk production and cow health, growth, and reproduction. For years, the industry has aimed to meet dairy cow needs by including more protein in rations than needed to ensure an adequate supply. However, ongoing research suggests that feeding more protein doesn't necessarily correlate with better performance.

Feeding excess protein can have unintended consequences, including wasted energy and reduced efficiency. By looking closer at the amino acid balance of a ration and optimizing it rather than focusing on total protein level, you can help reduce nutrient waste, conserve energy, and improve overall feed efficiency.

How is protein used by a dairy cow? True protein consists of amino acids, which are composed of nitrogen and carbon. Crude protein, on the other hand, includes both amino acids and non-protein nitrogen sources.

"When we talk about protein in dairy diets, we need to consider what the rumen microbes can use," says Essi Evans, Ph.D., E+E Technical Advisory Services. "The microbes are not particular about whether nitrogen comes from a true protein or non-protein source as long as it's accessible to them."

In order for nitrogen to be used by rumen microbes, it needs to be both soluble and degradable. The microbes use this nitrogen to grow and digest fiber and other nutrients, which supplies energy to the cow and supports microbial growth. The microbes help supply the majority of the protein that is needed by the cow. They also provide amino acids in the proportions that the cow needs for all her protein requiring functions.

Solving the protein puzzle – In general terms, about 8–10 percent of ration dry matter is converted into microbial protein. The remainder of the cow's diet needs to supply the rest of the amino acids she requires to thrive. The closer this balance of amino acids

aligns with the cow's requirements, the less energy she spends synthesizing the proteins she needs.

Think of amino acid balance as a puzzle — about half of the pieces are provided by the microbial protein. If the rest of the dietary pieces are readily available and fit properly, the cow completes the puzzle efficiently. If pieces are missing or there are too many, energy will be diverted from milk production to managing the imbalance, either by compensating or disposing of the excess.

"Every gram of excess protein that a cow doesn't use is a gram she must eliminate," says Dr. Evans. "That disposal costs energy that could otherwise be used to support milk production."

In one beef cattle study, feeding excess protein from corn byproducts — poorly balanced proteins — increased maintenance energy use by more than five percent.¹ This energy was spent breaking down the excess protein, converting it into urea via the liver, and then sending the urea to the kidneys to be excreted.

Another study determined that excess dietary protein directly impacts milk gross energy output, which means the disposal of any protein overage has a direct effect on milk yield.²

What is the "ideal" protein for dairy cows? To help farmers visualize amino acid balancing, Danish researchers explored the concept of an "ideal" protein for dairy.³ An ideal protein may be from a single source, or it can be formed from mixtures of protein ingredients that collectively meet the ideal amino acid requirements while minimizing excess that must be disposed of through the liver and kidneys.

The researchers presented an example where they calculated amino acid needs for a cow producing 66 pounds of milk and evaluated how well different feed ingredients — barley, corn,

Protein Source continued on the next page

Protein Source *continued from the previous page*

soybean meal, canola meal, and fishmeal – filled the gap left after microbial contribution, as seen in Table 1.

Using estimates for how much each amino acid would be available from rumen microbes, they calculated the deficit by subtracting the microbial supply from the total needs and then determined how much protein from each of the ingredients would be needed to fulfill the deficit.

For each ingredient, the protein inclusion rate stopped when the limiting amino acid was met. To demonstrate the excess, the deficit was subtracted from the amount of the ingredient provided after the first limiting amino acid was met. The values are zero for the limiting amino acid. The total overage is the amount that must be processed by the cow.

“This research demonstrates that some proteins are better aligned with the cow’s amino acid requirements,” says Dr. Evans. “For this example, canola meal stands out as a highly efficient source.”

This example found that canola meal and fishmeal were the proteins that best meet the needs of the cow. Corn protein is a poor source of amino acids when it comes to meeting the needs of cows for milk production. The amino acids from barley and soybean meal are intermediate sources.

Precise feeding pays off – While meeting the amino acid needs of cows is essential for milk production, doing so conservatively is

more important, as it’s the cow’s energy use that determines how she performs. By meeting cows’ amino acid requirements and avoiding excess, less energy is wasted.

However, these energy losses may not be considered by ration formulation programs, and consequently, an opportunity for greater milk production and improved feed efficiency can be lost.

“When formulating rations, it’s important to go beyond just meeting crude protein levels,” explains Dr. Evans. “Targeting the right amino acid profile helps you reduce energy waste and optimize protein utilization and milk production.”

By focusing on the quality of protein sources, particularly those like canola meal that deliver amino acids more efficiently, you can improve milk yield, reduce energy waste, and support long term performance.

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Amino acid	Needs	Microbial supply	Deficit	Barley	Corn	Soybean meal	Canola meal	Fishmeal
Amount, g								
Lysine	99.7	81.8	17.9	17.9	17.9	26.6	21.5	28.7
Methionine	31.4	25.4	6	8.7	13.1	6	8	10.5
Threonine	68.4	58.6	9.8	16.9	21.5	16.7	17.5	16.1
Isoleucine	66.6	64.1	2.5	17.9	20.9	20.6	15.3	15.4
Leucine	113.1	85.1	28	34.8	74	33.4	28	28
Valine	75.9	68.5	7.4	25.6	32.2	20.6	20.4	18.9
Phenylalanine	59.4	56.4	3	25.2	28.6	21.4	15.6	14.4
Overage								
Lysine				0	0	8.7	3.6	10.8
Methionine				2.7	7.1	0	2	4.5
Threonine				7.1	11.7	6.9	7.7	6.3
Isoleucine				15.4	18.4	18.1	12.8	12.9
Leucine				6.8	46	5.4	0	0
Valine				18.2	24.8	13.2	13	11.5
Phenylalanine				22.2	25.6	18.4	12.6	11.4
Total				72.4	133.6	70.7	51.7	57.4

Table 1. Calculating the ability of feed ingredients to meet the demands of milk production.³



Boehringer Ingelheim

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Modern Dry Off Success – Four Trends Driving Better Cow Care.

How these forward thinking dairies are solving today's dry off challenges. Today's dry off challenges look different than those of the past. More cows are entering the dry period at higher production levels — a sign of progress, but one that brings added considerations for cow comfort and mastitis risk.

“It's time to ask ourselves, ‘What can we do better at dry off?’” said Linda Tikofsky, DVM, Boehringer Ingelheim. “We're more attuned to animal well being today, and that's reshaping our approach.”

Dr. Tikofsky works with dairies across the country and sees consistent trends among those with the most success. Here are four practices she sees shaping today's most effective dry off protocols:

1. Prioritizing cow comfort as nonnegotiable – An increased focus on cow comfort has been one of the more significant dry off protocol shifts in the past few decades, according to Dr. Tikofsky.

“Cows dried off while giving large amounts of milk may experience serious discomfort,” she explained. “They vocalize more and are less likely to lie down. From a well-being standpoint, we're addressing those concerns more these days.”

High producing cows are also more likely to leak milk, even when using a teat sealant, and are at higher risk for mastitis post calving.

Progressive producers like Ben Smith, owner of Cool Lawn Farm in Bealeton, Va., are prioritizing cow comfort by improving dry cow facilities, enhancing cooling, and implementing new protocols to reduce milk production at dry off.

“Cow comfort is the most important part of dry off,” said Smith. “Antibiotics and treatments can help, but I don't think any of it matters if you don't make cow comfort a priority.”

2. Emphasizing collaborative decision making – Decision making on the dairy is no longer a one person job. Many of the most successful farms rely on their team of experts with specialized knowledge to enhance performance.

“Farms today have different departments, with experts heading up each one — calf specialists, parlor manager, feeding personnel,” stated Dr. Tikofsky. “They are the best of the best in their specific area. And we're bringing a bigger think tank to the table with outside consultants.”

This collaborative decision making is driving better dry off performance for many farms. “The farms I see doing the best job are collaborating with their veterinarian to review records, monitor disease incidences, and tweak dry off protocols,” noted Dr. Tikofsky.

At Larson Acres in Evansville, Wis., their veterinarian was integral in their decision making when they were looking to improve cow comfort at dry off. “We select products if they are recommended by our veterinarian,” said Jim Trustem, the farm's herd manager. “We go to our vet for the final answer and ask, ‘Is this worth doing?’ and our vet says, ‘Yes.’”

3. Monitoring metrics that matter – Success isn't anecdotal — it's measured. Dr. Tikofsky said many of her customers are measuring their dry off success by evaluating mastitis incidence and somatic cell counts (SCC) post freshening.

“Start by looking at your data to see where you are now and where you want to go,” she recommended. “What's the weak point you can address?”

Dr. Tikofsky suggested aiming for less than two percent of any disease incidence post freshening and monitoring SCC before and after the dry period. If SCC increases during that time, look for ways to improve your dry off protocols to prevent bacteria from entering the udder.

Using data to monitor lying time and rumination can also give an indication of how comfortable cows are at dry off.

Corinne Banker, who operates Blue Hill Farm LLC in Morrisville, N.Y., with her husband, says data helped them make important changes to their dry off program. “We had always known dry off was a difficult transition, especially at our level of milk production,” said Banker. “We would try to do our best to slow down late lactation production, but there were always some cows that just wouldn't stop. The data from our [ear] tags helped us realize just how much our cows were struggling at dry off. After that, we were on a mission to find out how we could make the experience more comfortable for them. BOVIKALC DRY has been a game changer for us.”

4. Cultivating a culture of continuous improvement – An innovative mindset and embracing new tools have led the way in helping producers solve the modern problems of dry off on their operations.

“We have a relatively high herd average when it comes to milk production, and slowing cows down for dry off has always been a challenge,” asserted Trustem. “We tried changing their diet, but we thought there might be a better option out there.”

Trustem, along with Smith and Banker, has turned to BOVICALK DRY acidogenic boluses as part of their dry off protocols to address these challenges and continually improve the performance of their herds.

Their approach reflects a larger shift in the industry — one that prioritizes continuous improvement and practical solutions to meet the evolving demands of today's high performing herds.

Start with your veterinarian to identify the changes that will make the biggest difference in your herd.

About Boehringer Ingelheim. Boehringer Ingelheim provides innovation for preventing and treating diseases in animals. The company offers a wide range of vaccines, parasite control products, and medicines for pets, horses, and livestock to veterinarians, animal owners, farmers, and governments. As a leader in animal health, Boehringer Ingelheim values that the health of humans and animals is deeply connected and strives to make a difference for people, animals, and society. Learn more at www.bi-animalhealth.com.

The CEO's Corner



Dairy = Growth, Expansion, Opportunity, and Optimism

By GREGG DOUD, *National Milk Producers Federation*

I love where we are in this industry right now. We are right where we want to be.

Yes, there are going to be challenges. Yes, there is going to be uncertainty. But we're in expansion mode. And I love it.

What I want the theme to be today, in our industry, is growth and expansion and opportunity and optimism. I understand that that's tough to do when you're in Washington, D.C., these days. It's a tough place to do business. It's a tough place to get anything done.

But the relationships that the National Milk Producers Federation has are unbelievably strong. Whether it's with Senator John Thune or Chairman G.T. Thompson — up one side of the aisle and down the other — or the unbelievable work that has gone into getting whole milk in schools by Senator Roger Marshall from Kansas and Senator Peter Welch from Vermont. It's bipartisan work.

I want to give you a quick status on whole milk in schools and where we are. We're so close on this one. This is a huge thing, not just for U.S. consumers and for all of us who have kids in school, but it's just doing the right thing.

Meanwhile, the One Big Beautiful tax bill is a monumental accomplishment in terms of our global competitiveness. I know the tariffs are disruptive, but that's a small piece of what amounts to a U.S. industrial policy. We have a tax policy that I think makes us really competitive globally. Not only does that help us on the farm in terms of confidence and investment, but the bill holds other benefits as well — the Section 199A depreciation, the estate tax, the increase in the reference prices for soybeans and wheat, and the extension of

DMC through 2031 — all were in that bill, folks. That was a critical piece that we got done.

In terms of global competitiveness, we also have to continue with trade deals. USTR is working day and night. These deals are going to matter. We've got deals done with Malaysia and Cambodia. And you say, "Well, my goodness, is that a really big deal?" Yes, because these deals got rid of barriers, we got rid of restrictions. We've got some really good trade agreements coming, too, in terms of Indonesia, Vietnam, Thailand, and the Philippines. If you've noticed, and think about where the president was recently in those countries, those are all the countries that border China, folks. And that's the really interesting thing. In terms of strategy, the president said, "Well, I'm going to make sure that I go visit all these countries first before I talk to President Xi in China." That's not by coincidence.

Having the opportunity to have duty free access into Southeast Asia is something that we have wanted across all of agriculture, and in particular in the dairy industry, for a long, long time. That's going to make a huge difference for us.

Along with these opportunities, we also have some of the best leaders in this industry. Our new NEXT program is an exciting part of our trade future. Its implementation and the federal milk marketing order have been really, really smooth so far. The ability for you to be unanimous in what you wanted as an industry, as you presented this to the government, made all the difference.

As a former government official, I can tell you, when you're not unanimous, that gives that government official the ability to kind of pick and choose what they want to do. When you come in and say, "This is unanimous; this is what we want to do," you've got no wiggle room as the government official. You've got to implement this. And that's why you were so successful in this.

I want to talk briefly about 2026. At NMPF we have done some strategic planning, and we've got some work to do on government, governance, and leadership development. The YC program is an unbelievable asset for us in this industry. Thank you all for participating in that. But one of the things we're going to change at National Milk as soon as this meeting is over is that we're going to



try to have a new lease on life on state issues. You've got somewhere between 150 and 200 different pieces of state legislation in the food business right now and in agriculture. We're going to try to tackle this, not to lobby on these issues, but just to keep track of what we have going on and to be able to coordinate.

On the trade side, we've got the USMCA review. We're constantly dealing with China. We've got a farm bill to finish, and then, of course, we have a midterm election coming this fall. And a challenge to 2026 is you're going to have your folks that represent you at home say, "Well, we'll get to that after the midterm election."

Well, this immigration issue can't wait for that, folks. It is,

without question, our number one issue in dairy, but across all of agriculture, in my opinion. And I think, to give you the charge today on all of this, I think we need to remind our elected officials that we've got to milk the cows every day. We have to do what we do every day. We don't have time to wait for the inconvenience of an election to get things done in Washington.

So your charge today is this — We are expanding, we are growing, we are doing well. We have great relationships, and we look forward to the year we have ahead. I'm optimistic.

Note – This column is adapted from remarks given on November 11 at NMPF's Annual Meeting.

AI Enabled Monitoring System Could Help Keep Dairy Calves Healthy

Bovine respiratory disease (BRD) — a type of pneumonia — is the leading cause of death for dairy calves after they become accustomed to food other than their mothers' milk, resulting in economic losses of over \$1 billion annually for the U.S. cattle industry. To detect BRD in dairy calves before they show obvious symptoms and reduce those costly losses, a team of researchers at Penn State, the University of Kentucky, and the University of Delaware, funded by a new three year, \$1 million grant from the U.S. National Science Foundation, intend to create a system that uses modern sensing technologies and advanced artificial intelligence (AI).

"We know that early detection can save the lives of calves, reduce antibiotic use, and improve farmers' profitability," said Melissa Cantor, assistant professor of precision dairy science and lead collaborator at Penn State, in the College of Agricultural Sciences. "So, we will build an explainable, affordable, and widely applicable AI system called CalfHealth to detect calf pneumonia early using wearable sensors and robotic smart feeders, among other tools. We'll also develop an understanding of how to get farmers to adopt and trust such a system that combines computer science, animal science, economics, and behavioral science."

The other co-principal investigators on the project are Simone Silvestri, professor in the Department of Computer Science at the University of Kentucky, and Michelle Segovia, associate professor of food and agribusiness marketing at the University of Delaware. The work is a continuation of research Cantor and Silvestri published two years ago.

The CalfHealth system will incorporate several innovations, according to Cantor. It will feature multimodal detection, meaning it will monitor several data types, combining behavior data from low cost sensors calves will wear, such as

accelerometers that track the young animals' steps and lying down resting times. The plan is that the system will observe feeding behavior from precision robotic feeders, and it will detect breathing patterns using a non-invasive and inexpensive Wi-Fi based sensing system.

The AI will use a deep learning approach called attention mechanisms to determine which behaviors or breathing changes matter most for detecting illness at any given time. The system will incorporate other types of AI learning so that it can immediately work across many farms despite differences in size, layout, and management styles, Cantor noted, a feature she said is critical for real world adoption.

Cantor noted that CalfHealth could be of use beyond dairy farming — for example, for beef cattle, other calf diseases such as diarrhea and detecting early signs of emerging epidemics such as avian influenza — but farmers need to be able to use it first.

"To enhance explainability, the system will include an interactive, farmer-facing chatbot powered by a selection of language models," she said, explaining that users need to understand the technology and how it works before they can trust that it will help manage their livestock. "The chatbot will explain why the system flagged a calf as at risk and allow farmers to ask questions, including a 'what if' analysis, such as, 'What if a calf's feeding drops but its breathing stays normal?'"

The researchers plan to study how to build trust between farmers and AI tools through behavioral science experiments. They will also test CalfHealth on multiple farms, measuring the impact of early detection on calf health and farm profitability. Finally, they will evaluate what encourages farmers to adopt such technologies or keeps them from doing so. The research project will include workshops for farmers, veterinarians, and industry stakeholders, as well as presentations to local communities and demonstrations of the technology.



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NEXT Holds First Meeting as Monthly Assisted Export Sales Top 15 Million Pounds. NEXT held its inaugural meeting in November to establish expectations, provide an in-depth report on program operations, and identify steps to keep the program nimble and responsive to market conditions as the program itself saw another successful period of boosting U.S. dairy exports.

NEXT member cooperatives secured 107 contracts in November, adding 15.4 million pounds of product in NEXT assisted sales in 2025. These products will go to customers in Asia, Oceania, the Middle East/North Africa, and South America and will be shipped through February.

The sales mark another month of progress for NEXT, which has seen strong results out of the starting gate in the second half of the year.

NEXT (NMPF Export & Trade), which provides a means to move domestic dairy products to overseas markets by helping to overcome U.S. dairy's trade disadvantages, was launched at NMPF's June board meeting. November's joint annual meeting provided an opportunity for NEXT members to meet on their own on November 9.

Meanwhile, the NMPF board at its meeting approved a Strategic Advisory Group for NEXT to shape the program by providing direction on programmatic initiatives and enhancements. Members of the group consist of representatives from participating cooperatives, as well as two non-voting advisory positions. Michigan farmer and chair of the Michigan Milk Producers Association, Doug Chapin, will serve as the NEXT Strategic Advisory Group chair, with NMPF's Will Loux serving as the program's first executive director.

The advisory group will reconvene in this month, as participants look to build upon the program's initial success. Anyone interested in participating in NEXT should contact Will Loux at wloux@nmpf.org.

NMPF Celebrates House Passage of the Whole Milk for Healthy Kids Act. Gregg Doud recently stated, "It's hard to overstate the significance of congressional passage of the Whole Milk for Healthy Kids Act, not only because it represents major progress in improving the nourishment of American schoolkids, but also because of what it says about how persistent, long term effort can still bring bipartisan success in Congress.

"Since 2012, when federal nutrition rules took whole and 2% milk out of school meal programs, dairy farmers and their cooperatives have pointed out the flaws in that decision, which wasn't aligned with consumer choice. What was true then became even more true in years to come, as newer research consistently showed the value of milk at all fat levels and consumers moved even further toward fuller fat varieties in their purchases.

"And now the day has arrived. We thank Chairman Glenn "G.T." Thompson of Pennsylvania and Representative Kim Schrier of Washington for their critical roles in championing the most recent version of this important legislation to the finish line and the many other congressional leaders who preceded them in their efforts to protect access to nutritious milk in schools. Dairy doesn't succeed without tireless advocates on Capitol Hill, and it's been an honor to work with these members and their staffs in this effort.

"The next step, after a presidential signature, is implementation. We pledge our fullest support to federal officials and school districts across the nation to help with the implementation of this important legislation. Congress made a positive difference today. We are thrilled to be a part of it."

Young Dairy Leaders Prepare for Future Board Service at Annual Meeting. More than 70 young dairy farmers and co-op coordinators representing 12 NMPF member cooperatives met for leadership training during the National Young Cooperators (YC) Program's annual Leadership and Development Program, held in conjunction with the joint annual meeting.

The professional development event held November 9–11 focused on what it means to serve on a board of directors, with speaker sessions detailing cooperative governance fundamentals, CEO insights on cooperative success, financial fundamentals, ways to manage group conflict, and a hands-on workshop about strategic leadership and fostering healthy practices that support long term business success. The Young Cooperators also got a rundown of the dairy industry in Texas and went on a group tour of the Fort Worth Stockyards, complete with a cattle drive of Texas Longhorns.

YC chairpersons Tim and Megan Schrupp of Eden Valley, Minn., helped lead the programming. "Engaging with fellow young



dairymen and women through the National YC Program, we have observed the determination, talent, and sense of community that defines this new generation of dairy leaders,” Megan said.

“Continued investment from groups such as NMPF, focusing on leadership, innovation, and collaboration, means that the future of dairy farming rests in capable hands, ensuring our industry will continue to nourish and connect communities for generations to come,” Tim added.

The National YC Program has provided training and leadership development opportunities to beginning dairy farmers for more than 70 years and aims to provide producers with the education, tools, and resources they need to improve their leadership skills, profitability, and resilience through year round virtual and in-person programming.

NMPF runs the program, which is funded by its members with support from Farm Credit, Ever.Ag, Monument Advocacy, Medgene, and Agri-Services Agency. The YCs invite employees and owners of dairy farms that are members of an NMPF member cooperative and under the age of 45, as well as co-op staff, to participate.

USDA Updates Dairy Program Grading Branch Plant Survey Manual

Notice To Trade – The U.S. Department of Agriculture (USDA) Agricultural Marketing Service (AMS) today announced updates to the Dairy Program Grading Branch (DGB) Plant Survey (PS) Manual. The changes within the PS Manual will take effect on February 1. PS Manual updates reflect USDA’s commitment to fostering partnerships and alignment with the industry’s quality control efforts and continuous modernization.

The DGB Plant Survey Inspection Program is a voluntary inspection service that evaluates dairy manufacturing facilities to ensure compliance with established quality, sanitation, and operational requirements outlined in 7 CFR 58 Subpart B, General Specifications for Dairy Plants Approved for USDA Inspection and Grading Service. Updated inspection criteria will ensure sanitation, equipment, and processing practices are up to date with current technology and industry practices and standards. With these updates, the Plant Survey Program will provide clearer expectations for inspections, creating efficiencies that will minimize plant downtimes and streamline services.

For more information about the updates to DGB’s Plant Survey Manual, please visit www.ams.usda.gov/services/auditing/dairy-plant-survey-program to review the manual and customer guidance document and to view the webinar. You can also email dairyinfo@usda.gov or amanda.limback@usda.gov for further information.

NMPF, USDEC Testify on USMCA Dairy Priorities at USTR Hearing. NMPF and USDEC Executive Vice President for Trade Policy and Global Affairs Shawna Morris testified today before the Office of the U.S. Trade Representative (USTR), urging the administration to leverage the 2026 U.S.-Mexico-Canada Agreement (USMCA) Review to ensure that the agreement’s anticipated benefits for U.S. dairy producers and exporters are fully achieved.

“USMCA is a critical agreement for the U.S. dairy community,” said Morris at the hearing. “It’s crucial that the review address targeted implementation problems with Mexico and Canada to create an even stronger agreement that will be up to the task of facilitating U.S.-Mexico-Canadian trade for years to come.”

Throughout her testimony, Morris highlighted a few key priorities, including combating Canada’s continued manipulation of its administration of dairy tariff-rate quotas (TRQs) that deny U.S. exporters the meaningful market access guaranteed under USMCA. She also focused on Canada’s circumvention of USMCA dairy protein export disciplines, which has resulted in continued offloading of low priced dairy proteins, undercutting U.S. products in both domestic and global markets.

Morris urged the administration to ensure Mexico upholds its USMCA commitments to protect common cheese names such as “parmesan” and “provolone.” The issue is increasingly pressing as ongoing European Union trade negotiations with Mexico seek to restrict the use of generic terms in the U.S.’s largest dairy market.

The testimony builds on joint comments submitted by USDEC and NMPF on October 31, as well as an August 5 testimony and two filings provided to the U.S. International Trade Commission on July 15 and November 17 as part of its Section 332 investigation into U.S. global competitiveness on nonfat milk solids. An investigation report due in spring 2026 will be an important resource for USTR to address Canadian attempts to evade its dairy protein export disciplines.

NMPF, USDEC Praise Bipartisan Call for USMCA Dairy Enforcement. The NMPF and the USDEC recently commended 74 House lawmakers for sending a bipartisan letter urging the U.S. government to leverage the USMCA 2026 Joint Review to address concerns over the deal’s dairy provision implementation.

The letter to U.S. Trade Representative Jamieson Greer highlights Canada’s attempts to evade its dairy commitments by misallocating its USMCA dairy tariff rate quotas and continuing to export artificially low priced dairy proteins without appropriate limits. It also touches on Mexico’s need to fully implement common cheese name protections agreed to as part of USMCA. The lawmakers called on the administration to ensure these issues are resolved during the upcoming review process.

“USMCA raised the standard for what a trade agreement could be and promised new opportunities for U.S. dairy farmers,” said Gregg Doud. “Unfortunately, the Canadian government has continued to evade its dairy trade obligations, and U.S. dairy farmers are not seeing the full benefits USMCA intended. We commend Representatives Tenney, DelBene, Wied, and Costa for championing

NMPF News continued from the previous page

this effort and working with the Administration to hold our trading partners accountable.”

“Our industry thrives when trade agreements deliver real results for the people they are meant to support,” Krysta Harden, president and CEO of USDEC said. “Representatives Tenney, DelBene, Wied, and Costa are standing up for our dairy producers and processors by ensuring our trading partners honor their trade obligations. We are grateful for their leadership and for their commitment to securing the full benefits of USMCA for U.S. dairy. USDEC is committed to working closely with both Congress and the Administration to address these dairy issues as the USMCA Review moves forward.”

U.S. dairy exports to Mexico and Canada last year exceeded \$3.6 billion, accounting for 44 percent of total export value. USMCA preserved duty free access for U.S. dairy into Mexico and introduced a series of provisions to expand market access into Canada and discipline trade distorting practices, both of which Canada has failed to fully implement.

Dairy Industry Praises Julie Callahan Confirmation as Chief Agricultural Negotiator. The NMPF, USDEC, and the Consortium for Common Food Names commended the Senate confirmation of Dr. Julie Callahan to serve as Chief Agricultural Negotiator for the Office of the U.S. Trade Representative.

“Dr. Callahan will be an incredible chief agricultural negotiator,” Gregg Doud, president and CEO of the National Milk Producers Federation, said. “This is a critical position for U.S. agriculture, and Dr. Callahan is the right person for the job. Her work to open new markets and opportunities for U.S. agricultural producers is second to none. U.S. dairy will be greatly served by her skilled hand and her commitment to delivering meaningful, lasting results.”

“Congratulations to Dr. Julie Callahan on her confirmation as Chief Agricultural Negotiator,” Krysta Harden said. “This is an important moment for American agriculture, and her leadership comes at exactly the right time. Dr. Callahan’s deep understanding of global markets and unwavering commitment to America’s farmers and food manufacturers will serve the country well. We look forward

to working with her to expand market access, resolve long standing trade barriers, and champion U.S. dairy on the world stage.”

“Dr. Callahan’s confirmation as Chief Agricultural Negotiator marks a truly important moment for American agriculture and for U.S. leadership in global trade,” Jaime Castaneda, executive director of the Consortium for Common Food Names, said. “Few individuals combine the depth of expertise, diplomatic talent, and unshakable commitment to America’s producers that Dr. Callahan brings to this role. She has demonstrated herself as a champion for the rights of American producers to use the common food and beverage terms that global consumers have come to know and love. We look forward to joining her in the fight to preserve and grow global market opportunities for our farmers, ranchers, and exporters for generations to come.”

About the National Milk Producer’s Federation. NMPF was organized in 1916 to provide a forum for dairy producers and the cooperatives they own to participate in public policy discussions. NMPF advocates policies to Congress, U.S. and foreign government agencies, industry organizations, the news media, and the public.

We use our unique resources to harness the ever changing climate in the politics and marketing of milk and dairy products from farm to table to promote the economic well being of dairy producers and their cooperatives through coordinated industry efforts.

NMPF addresses policies concerning milk pricing, domestic and international market development, agriculture credit and taxation, environmental issues, food safety and health, animal welfare, product standards and labeling, and research and biotechnology.

Our mission is to foster an economic and political climate in which dairy producers and the cooperatives they own can thrive and prosper. Achieving such success assures consumers of adequate supplies of wholesome and nutritious dairy products at affordable prices.

This helps improve the bottom line of the associate members who provide services to dairy producers and cooperatives that they represent. For more information, visit www.nmpf.org.

2025 South Carolina Sale Barn Cattle Receipts												
	January	February	March	April	May	June	July	August	September	October	November	December
Darlington	950	949	1,581	586	688	903	723	1,210	1,410	1,465	838	
Laurens	966	779	603	614	619	726	499	1,141	800	1,079	635	
Orangeburg	770	809	610	403	509	574	613	1,293	1,022	1,100	603	
Saluda Livestock Market	2,218	2,297	2,089	1,773	2,353	2,829	2,348	4,060	3,254	2,100	2,094	
Saluda Stockyards	760	507	604	466	465	796	379	1,282	946	1,403	370	
Williamston	2,193	1,847	1,481	1,130	509	1,863	1,396	2,285	1,671	2,444	1,312	

A WORD FROM



N.C. A&T College of Agriculture and Environmental Sciences Debuts Community Resource Page.

The College of Agriculture and Environmental Sciences (CAES) at N.C. Agricultural and Technical State University (N.C. A&T) has added a “Community Resources” page to its website, designed to help members of the East Greensboro, Triad, and North Carolina communities find support, especially when facing unexpected challenges.

The page, www.ncat.edu/caes/community-resources/index.php, links to educational and practical information offered through Cooperative Extension at N.C. A&T and CAES outreach programs, but primarily focuses on community resources outside the college and the university. Many, such as the Aggie Source Food Pantry and the N.C. Agromedicine Institute, have collaborated with the college and N.C. A&T Cooperative Extension staff to address critical, immediate needs and to provide long term educational programs.

“N.C. A&T and the college are parts of a larger community,” said Radiah C. Minor, interim CAES dean. “Our research, education, and outreach address very fundamental community issues, such as providing food for a growing population, sustaining an environment that can produce that food, and understanding nutrition and wellness. We are here as a resource, and it’s our hope that this page will help them navigate external resources to find the best fit and the best service for their needs.”

Recognizing that farming today brings stress and uncertainties, the page includes mental health resources for farmers and rural families in addition to those for urban families.

“Whether it’s the result of severe weather events and more droughts and floods, producing agricultural products takes its toll,” said M. Ray McKinnie, Cooperative Extension administrator and associate CAES dean. “We want our farmers and community members to be mindful of their mental well being and know who they can turn to for help.”

Transportation resources are prominent on the page and include information on transport for those with limited mobility and senior citizens, as well as information on home delivery programs. Nutrition education resources and a resource finder section round out the offerings on the page.

Check the Resource Finder through the Small Farm Resource and Innovation Center, which provides links to civic groups, aid organizations, Cooperative Extension experts, and others who can help.

The Community Resources page will be continuously updated.

N.C. A&T University Farm Grows to Largest Size Ever with Land Purchases.

N.C. A&T’s farm will expand by nearly 90 acres to its largest size in its 124 year history thanks to several recent purchases of adjacent land.

“For the university to be able to expand with a land purchase, particularly farmland, in an urban area as densely populated as

Greensboro is nothing short of amazing,” said Jerome Harper, director of real property for the university. “It’s rare to find this much available land within the city limits.”

N.C. A&T has acquired 18.39 acres at 3321 Old McConnell Loop for \$1.13 million, Harper said. In November, the university finalized the purchase of 52.44 acres at 751 JFH Dairy Road for \$2.1 million. That purchase comes as an addition to the 17.47 acres at 3321 McConnell Loop bought by the university in October for \$1.05 million.

The three parcels will boost the university’s farm from its current 492 acres to nearly 581 acres. Funding for the acquisitions was provided by Title III education grant funds.

“We are thrilled to be able to add this land to our University Farm and continue to expand our land grant mission of research, teaching, and outreach,” said Radiah C. Minor, of which the farm is a part. “North Carolina is one of the nation’s top agricultural states, and as the ‘A’ in A&T, our college looks forward to growing our animal and horticultural offerings to support this industry.”

Although the land has been farmed in the past, it will take some time to restore it to viable agricultural production, said Daniel Cooper, the farm’s superintendent. One possible use for the land may be as pastureland for the beef cattle herd currently located closer to Gateway Research Park’s South Campus.

“We have a lot of options for the land,” said Cooper. “The process of clearing it, running soil tests, and amending the soil for viable agricultural production will take some time, however.”

Established in 1901, shortly after the university’s founding in 1891, the farm is comprised of seven animal units, two horticultural research areas, and more than 20 sponsored research projects, which support the college’s \$40 million research portfolio, one of the largest at the university.

The farm, which supports research, teaching, and outreach to the community through Cooperative Extension at N.C. A&T, moved from campus onto a larger site on East Market Street in 1931 and to its current location on McConnell Road in the mid-1950s.



A Livestock Merchandising Class With a \$328,000 Bottom Line

By **MARYA BARLOW**, *Virginia Tech*

The auctioneer's chant filled the Alphin-Stuart Livestock Arena as more than 100 buyers packed the stands, eyes fixed on video screens showing cattle up for bid.

Students scanned the crowd, signaling offers and recording sales. Behind the scenes, classmates tracked online bids and coordinated logistics from serving food to loading cattle onto trailers.

For students in the Livestock Merchandising class, the Hokie Harvest Sale is more than an auction. It's the culmination of months of planning and one of the School of Animal Sciences' most enduring hands-on learning traditions.

Now in its 31st year, the course has given more than 2,060 students a front row seat to the business of animal agriculture and raised almost \$4.5 million through the sale of 1,554 head of cattle, 433 horses, and 46 swine. Proceeds go back into the School of Animal Sciences to fund teaching, research, and herd improvements that strengthen Virginia Tech's livestock programs.

This year's sale, held on October 31, set a record, generating

\$328,500 from 61 head of Angus, Simmental, Charolais, and Hereford cattle. More than 170 buyers took part in person and online.

"Hokie Harvest is a time when we can showcase Virginia Tech's students, livestock, and facilities," said Dan Eversole, associate professor and extension beef scientist who leads the class. "It's also a great chance to connect with alumni, friends, and buyers who've supported our students from the very beginning."

Eversole launched the course in 1995 to give students full responsibility for planning and running a livestock auction. Throughout the semester, industry experts join the class to share insights on marketing, catalog design, and presenting livestock.

Students put those lessons to work on committees that handle everything from advertising and budgeting to setup, food service, and cleanup.



Hokie alumnus Thomas Carper takes the mic as the sale's auctioneer



Herdsman Mead Stolarz directs cattle from the barn to the pasture.



Sale day registration committee members Paula Ramos and Alison Ezzell welcome guests.

"This class gives students practical experience that can't be replicated in a traditional classroom," Eversole said. "They learn how to communicate with buyers, understand market dynamics, and appreciate the business side of beef production."

Inside the beef barn on auction day, junior Paula Ramos was registering guests. An animal and poultry sciences major who hopes to work in livestock production, Ramos said she enjoyed learning the marketing side of managing an auction.

"I actually really liked designing and creating the ads," she said. "It made me realize how much thought goes into how you present an animal — and how to connect that with what buyers are looking for. I think that most of the principles we learn in this class can take you anywhere."



Dan Eversole reviews sale picks with Dennis Pearson, a longtime Hokie Harvest buyer.

For McKenzie Kirby, a senior raised on a farm in Mechanicsville, the class gave her a chance to reconnect with a beloved tradition.

“I grew up going to cattle auctions, and I missed them,” she said. “This class was a great way to wrap up my time here with something hands-on. We get to see everything we’ve been working on all semester come together in one night.”

The cattle are raised at Virginia Tech’s Beef Cattle Center, a year round teaching and research facility overseen by Eversole and managed by Chad Joines, director of beef cattle operations.

Known for its high performing herds and strong genetics, the center also supports student learning and outreach across the College of Agriculture and Life Sciences and the Virginia-Maryland Regional College of Veterinary Medicine.

A Hokie tradition – High quality cattle and Hokie hospitality draw loyal alumni and repeat buyers year after year. Dennis Pearson, a graduate of the College of Agriculture and Life Sciences and owner of Soldiers’ Hill Angus in Warrenton, has been attending the sale for more than two decades.

“I’ve done very well with the cattle that I’ve purchased here,” he said. “It’s been economically advantageous and a good way to stay connected. You’re adding quality to your herd and giving back to the program.”

Eversole said that longstanding community support is what has sustained the class for three decades and will ensure it continues to give students the skills they need for careers in the livestock industry.

“Our students are thirsty for hands-on experiences,” he said. “This is a real life situation. You’re watching future industry leaders in action.”



Buyers fill the arena for the 2025 Hokie Harvest cattle sale.



Lilly Barnett and Colby Crutchfield scan the crowd from the arena floor, watching for bids.



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Upcoming Events

ANGUS

- Jan. 3 — 17th Annual EBS Farms Annual Bull & Female Sale, Norwood, N.C.
 Jan. 10 — Baxley Family Farms Annual Production Sale, Georgetown, S.C.
 Jan. 31 — Tokeena Angus 31st Annual Bull & Female Sale, Seneca, S.C.
 Feb. 7 — 50th Annual Clemson Bull Test Sale, Clemson, S.C.
 Feb. 7 — N.C. Angus Association Annual Meeting, Concord, N.C.
 Feb. 12 — UGA 33rd Edition Focus on Genomic Enhanced EPDs Bull Sale, Athens, Ga.
 Feb. 21 — 4th Annual Blue Ridge Brutes Bull & Commercial Female Sale, Mt. Airy, N.C.
 Feb. 21 — Locust Hill Cattle Company 5th Annual Bull & Female Sale, Pelham, N.C.
 Feb. 21 — Yon Family Farms Spring Bull & Female Sale, Ridge Spring, S.C.
 Feb. 28 — Saluda County Cattlemen's Association
 34th Annual Replacement Heifer Sale, Saluda, S.C.
 Mar. 14 — March Madness Replacement Female & Bull Sale, Monroe, N.C.
 Apr. 11 — Knoll Crest Farm Spring Bull & Heifer Sale, Red House, Va.
 Apr. 25 — NCAA 42nd Annual Spring Fever Sale, Union Grove, N.C.
 Sep. 26 — Biltmore Fall Production Sale, Asheville, N.C.
 Dec. 5 — 51st Annual Union County Performance Tested Bull Sale, Monroe, N.C.

BRANGUS

- Feb. 7 — 50th Annual Clemson Bull Test Sale, Clemson, S.C.
 Feb. 21 — Yon Family Farms Spring Bull & Female Sale, Ridge Spring, S.C.
 Feb. 28 — Hunt's H+ Brangus Bull & Female Sale, Calhoun, Ga.

CHAROLAIS

- Jan. 3 — 17th Annual EBS Farms Annual Bull & Female Sale, Norwood, N.C.

GELBVIEWH

- Feb. 21 — 4th Annual Blue Ridge Brutes Bull & Commercial Female Sale, Mt. Airy, N.C.
 Feb. 21 — Locust Hill Cattle Company 5th Annual Bull & Female Sale, Pelham, N.C.
 Feb. 28 — Saluda County Cattlemen's Association
 34th Annual Replacement Heifer Sale, Saluda, S.C.
 Dec. 5 — 51st Annual Union County Performance Tested Bull Sale, Monroe, N.C.

HEREFORD

- Jan. 26 — 2026 N.C. Junior Hereford Association Judging in January, Raleigh, N.C.
 Feb. 7 — 50th Annual Clemson Bull Test Sale, Clemson, S.C.
 Feb. 28 — Saluda County Cattlemen's Association
 34th Annual Replacement Heifer Sale, Saluda, S.C.
 Mar. 14 — March Madness Replacement Female & Bull Sale, Monroe, N.C.
 Mar. 28 — N.C. Hereford Classic Sale, Union Grove, N.C.
 Apr. 11 — Knoll Crest Farm Spring Bull & Heifer Sale, Red House, Va.

RED ANGUS

- Jan. 17 — Bull Hill Ranch 15th Annual "More Bull For Your Buck" Production Sale, Gray Court, S.C.
 Feb. 7 — 50th Annual Clemson Bull Test Sale, Clemson, S.C.
 Feb. 21 — 4th Annual Blue Ridge Brutes Bull & Commercial Female Sale, Mt. Airy, N.C.
 Mar. 14 — March Madness Replacement Female & Bull Sale, Monroe, N.C.

SANTA GERTRUDIS

- Mar. 14 — March Madness Replacement Female & Bull Sale, Monroe, N.C.
 May 9 — Santa Gertrudis Breeders of the Carolinas Sale, Zebulon, N.C.

SIMMENTAL

- Jan. 3 — 17th Annual EBS Farms Annual Bull & Female Sale, Norwood, N.C.
 Jan. 10 — Baxley Family Farms Annual Production Sale, Georgetown, S.C.
 Feb. 7 — 50th Annual Clemson Bull Test Sale, Clemson, S.C.
 Feb. 21 — 4th Annual Blue Ridge Brutes Bull & Commercial Female Sale, Mt. Airy, N.C.
 Feb. 21 — Yon Family Farms Spring Bull & Female Sale, Ridge Spring, S.C.
 Feb. 28 — Saluda County Cattlemen's Association
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 Mar. 14 — March Madness Replacement Female & Bull Sale, Monroe, N.C.
 Dec. 5 — 51st Annual Union County Performance Tested Bull Sale, Monroe, N.C.

WAGYU

- Nov. 7 — Wilders Wagyu StayWILD'26 Production Sale, Turkey, N.C.

OTHER SALES

- Feb. 7 — 2026 Clemson Bull & Heifer Sale, Clemson, S.C.

OTHER EVENTS

- Jan. 15 — NCCA Western Region Board of Directors Meeting & Extension Field Day, Canton, N.C.
 Jan. 20 — NCCA Southeast Region Board of Directors Meeting & Extension Field Day, Lumberton, N.C.
 Jan. 23 — NCCA Northeast Region Board of Directors Meeting & Extension Field Day, Rocky Mount, N.C.
 Jan. 26 — 2026 N.C. Junior Hereford Association Judging in January, Raleigh, N.C.
 Feb. 3-4 — N.C. Food Innovation Lab Entrepreneurial Bootcamp, Kannapolis, N.C.
 Feb. 3-5 — NCBA's CattleCon 2026, Nashville, Tenn.
 Feb. 4-6 — 2026 Southern Farm Show, Raleigh, N.C.
 Feb. 6 — 2026 S.C. Cattlemen's Association Annual Meeting, Clemson, S.C.
 Feb. 10 — NCCA Western Piedmont Region Board of Directors Meeting & Extension Area Beef Conference, Statesville, N.C.
 Feb. 11 — NCCA North Central Piedmont Region Board of Directors Meeting & Extension Field Day, Butner, N.C.
 Feb. 18 — Cow Camp 103: Back to the Basics, Meeting 1, Louisburg, N.C.
 Feb. 19 — 2026 N.C. Forage & Grasslands Council Winter Conference, Hickory, N.C.
 Feb. 19-21 — U.S. Department of Interior Bureau of Land Management Wild Horse and Burro Program Adoption Event, Monroe, N.C.
 Feb. 20-21 — 2026 NCCA Cattle Conference, Hickory, N.C.
 Mar. 11 — Cow Camp 103: Back to the Basics, Meeting 2, Louisburg, N.C.

LIVESTOCK MARKET SALES

- Jan. 5 — Harward Brothers Livestock Market Weekly Sale, Turnersburg, N.C.
 Jan. 5 — Saluda Livestock Exchange Weekly Sale, Saluda, S.C.
 Jan. 6 — Mid-Atlantic Cattle Sales Video Auction, via macsvideo.com
 Jan. 7 — Stanly County Livestock Market Weekly Sale, Norwood, N.C.
 Jan. 12 — Harward Brothers Livestock Market Weekly Sale, Turnersburg, N.C.
 Jan. 12 — Saluda Livestock Exchange Weekly Sale, Saluda, S.C.
 Jan. 14 — Stanly County Livestock Market Weekly Sale, Norwood, N.C.
 Jan. 15 — Elite Livestock Marketing Group Video Auction, via live-ag.com
 Jan. 20 — Mid-Atlantic Cattle Sales Video Auction, via macsvideo.com
 Jan. 21 — Stanly County Livestock Market Weekly Sale, Norwood, N.C.
 Jan. 26 — Harward Brothers Livestock Market Weekly Sale, Turnersburg, N.C.
 Jan. 26 — Saluda Livestock Exchange Weekly Sale, Saluda, S.C.
 Jan. 28 — Stanly County Livestock Market Weekly Sale, Norwood, N.C.



Cattlemen Serving Cattlemen

As cattle producers ourselves, we know exactly how important sale day is for you and your family. Our experienced field reps and staff will work for you and represent your cattle before, during, and after the sale to make the process easy and efficient. And with buyers across the country bidding on your cattle through the competitive bidding process, we will also help you get top dollar for your cattle. Give us a call today to learn how we can work together to sell your load lots on the video sale.



UPCOMING SALES

JANUARY 6 & 20

FEBRUARY 3 & 17

MARCH 3 & 17

APRIL 7 & 21

LOCAL REPS

Visit our website for a full list of field reps.

Marcus Harward • 704-322-0840
Owner - NC, SC, VA, GA

Chuck Doolittle • 704-221-1447
NC, SC

Jeff Martin • 910-379-9173
Eastern & Central NC

David McDannald • 864-360-0481
Upstate & Midlands SC

Jimmy Dagenhart • 704-425-3587
Western NC & Virginia

Brooke Harward • 704-322-9770
Office Manager

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NC, Upper SC, Southern VA

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NC, SC

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NC, SC

Austin Landreth • 864-484-7153
Upstate & Midlands SC, NE Georgia

Romaine Cartee • 912-531-0580
Georgia

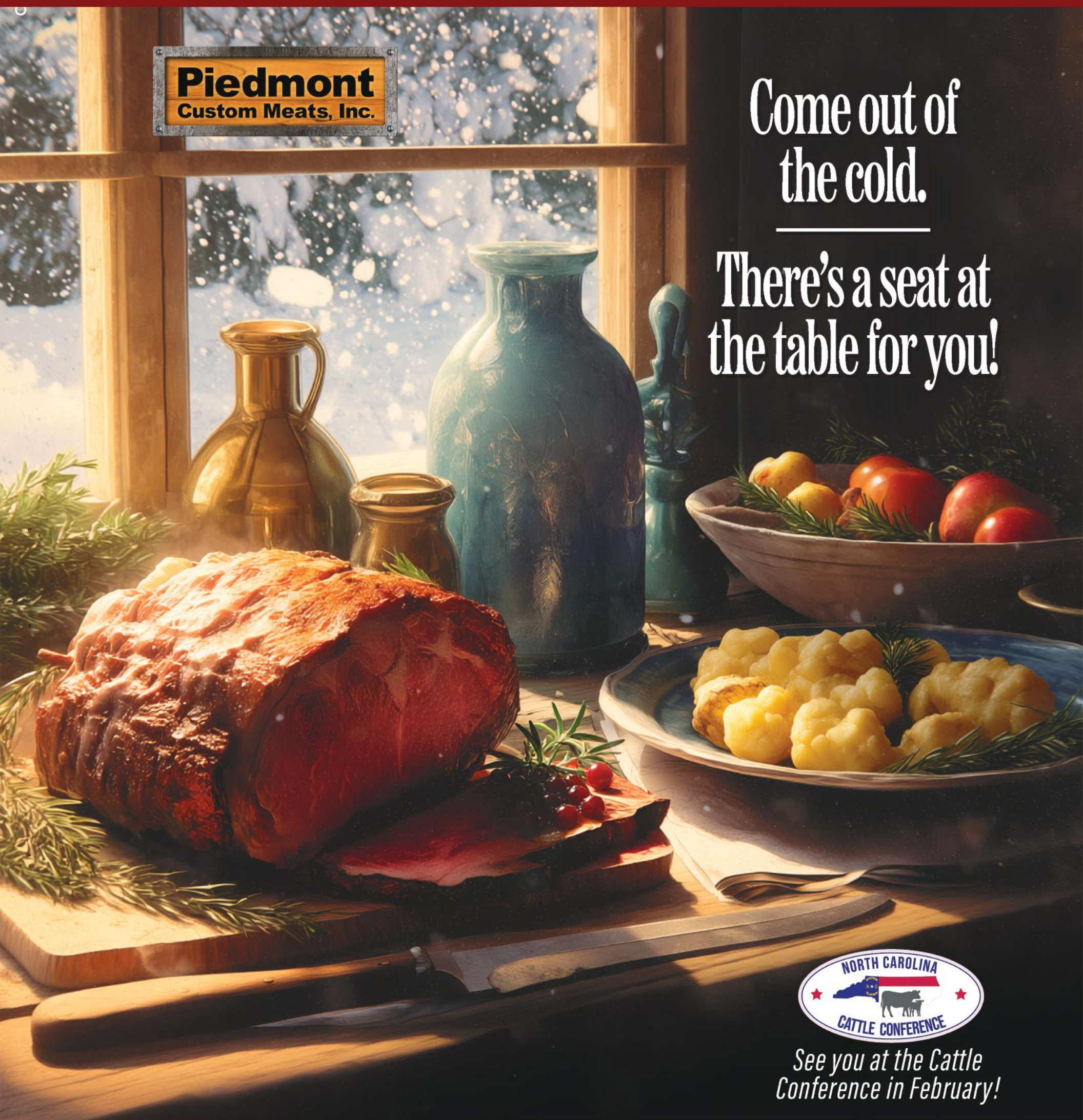
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