



CAROLINA CATTLE CONNECTION

**Spotlight on
WAGYU**

OCTOBER 2025 • Vol. 39, Issue No. 10

PERFORMANCE LIVESTOCK & FEED CO.



Affordable Feed for All Your Needs

**PERFORMANCE
13 FEEDER BLEND**

**PERFORMANCE
HI-ENERGY PLUS 14**

**PERFORMANCE
FAST START 14**

**PERFORMANCE
15 EXTRA CALF TEXTURED**

**PERFORMANCE
EXTRA 16**

**PERFORMANCE
ULTRA GAIN 16**

Flexibility to meet a wide range of producer needs.

Balanced & fortified with minerals & vitamins.

**PERFORMANCE
12 ALL-STOCK TEXTURED**

**PERFORMANCE
12 ALL-STOCK PELLET**

**PERFORMANCE
LIVESTOCK 3-WAY PLUS**

WE FEED WHAT WE SELL

**PERFORMANCE
LIVESTOCK & FEED CO.**

Manufactured by: Performance Livestock & Feed Company
11 Redd Level Plant Rd. Martinsville, VA 24112
5767 NC 8 HWY. N. Lawsonville, NC 27022
www.performancelivestock.com Office 888-777-5912
customerservice@performfeed.com





THE CAROLINA CATTLE CONNECTION

Volume 39, Number 10 • OCTOBER 2025

The official publication of the North Carolina & South Carolina Cattlemen's Associations.

Sales & Publication Office

P.O. Box 1207
Kilmayne Office Center
120 Iowa Lane, Suite 204
Cary, NC 27511

Phone: 919-552-9111
Email: mail@nccattle.com
Website: www.nccattle.com

The Carolina Cattle Connection is printed on 30 lb recycled newsprint by BN Printing in Benson, N.C.

STAFF

Manager, N.C.	MILO LEWIS
Manager, S.C.	TRAVIS MITCHELL
Editor & Advertising Director	CASEY HINNANT
N.C. Circulation	KIM BURDGE
S.C. Circulation	TRAVIS MITCHELL

Material in *The Carolina Cattle Connection* is not to be reproduced in total or in part without the written permission of the editor. All submissions become property of *The Carolina Cattle Connection*, but we make every effort to return items such as photographs and artwork as requested.

The Carolina Cattle Connection is published monthly by the N.C. Cattlemen's Association.

A complementary subscription is included with membership to each state's association. Non-member subscriptions are \$30 per year.

All address changes for NCCA members to:
The Carolina Cattle Connection
P.O. Box 1207, Cary, NC 27512

All address changes for SCCA members to:
The Carolina Cattle Connection
P.O. Box 207 • Saluda, SC 29138

N.C. Cattlemen's Association Leadership

President - BRANDON BOWMAN
1st Vice President - JIM LEDFORD
2nd Vice President - JOEY CARTER
3rd Vice President - KEITH MURPHY
Immediate Past President - RYAN CLARK

Secretary/Treasurer - EVERETT JOHNSON
NCBA Policy Division Director - JOHN LANGDON
N.C. Beef Council Director - BROOKE HARWARD
Beef Board Director - BRIAN WARREN

Directors At Large
MATT POORE • NEIL BOWMAN • TODD SEE

Executive Director - MILO LEWIS
P.O. Box 1207 • Cary, NC 27512

N.C. Cattlemen's Beef Council Director of Consumer Information - ASHLEY W. HERRING

Administrative Assistant - KIM BURDGE

S.C. Cattlemen's Association Leadership

President - GENE CRIM
1st Vice President - ASHLEY MILLS
2nd Vice President - HASKEL SEXTON
Immediate Past President - JOE OSWALD IV
Secretary - CAROL HENDRIX
Treasurer - ERIC SEYMOUR

Board of Directors
JOHN LEWIS, Chester • JOE OSWALD IV, Allendale
RYAN WHITEHEAD, Union • ALTON SMITH, Hampton
LLOYD BAXLEY, Georgetown • JOE DAVIS, Oconee
MICHAEL HALL, Abbeville • JOHN ROGERS, Darlington
CAROL HENDRIX, Oconee • FREDDIE LEE, Sumter
BONNIE CANN, Abbeville • ASHLEY MILLS, Fairfield
HASKEL SEXTON, Sparanburg • GENE CRIM, Orangeburg
AL McCLAIN, Anderson • ERIC SEYMOUR, Columbia
RANDALL MAFFETT, Saluda

Executive Director - TRAVIS MITCHELL
P.O. Box 207 • Saluda, SC 29138
Phone: 803-609-2828 • Email: twmitch@clemsun.edu
Website: www.sccattlemen.wildapricot.org

S.C. Beef Council Executive Director - ERIN DOLL
P.O. Box 11280 • Columbia, SC 29211
Phone: 803-734-9806 • Email: edoll@scda.sc.gov
Website: www.sccattle.org

Inside Connection

SPOTLIGHT ON WAGYU

American Wagyu Association Update	Page 15
Cultivating Culture, Crafting Wagyu	Page 18
The Journey from Japanese Roots to American Plates, by Nicole Correa	Page 8
Wagyu — The History of an Ancient Asian Breed	Page 6
Wagyu in the Southeast — Spotlight on Premium Genetics and Profitable Growth, by Nicole Correa & Breanna Black	Page 10
What is Wagyu? Understanding the Unique Qualities of this Premium Breed	Page 16
Why Raise Wagyu?	Page 12

MONTHLY FEATURES

Amazing Grazing, by Dr. Matt Poore	Page 22
Ashley's Beef Corner, by Ashley W. Herring	Page 20
Director's Report, by Milo Lewis	Page 3
E.B.'s View from the Cow Pasture, by E.B. Harris	Page 24
Focus on Forages, by Katie Silver, Morgan Clark, Hunter Taylor, and Caroline Saathoff	Page 32
Have You Herd, by Emily Robinson	Page 28
The Chaplain's Corral, by Dave Harvey	Page 26
You Decide!, Dr. Mike Walden	Page 34

WHAT'S NEW IN THE INDUSTRY?

Alltech News	Page 88
Animal Agriculture Alliance News	Page 92
Boehringer Ingelheim News	Page 128
CoBank News	Page 126
Estroject Update	Page 108
John Deere News	Page 91
Neogen Livestock News	Page 54

EDUCATION, OPINIONS, AND EVERYTHING ELSE!

Beef Cuts & Recommended Cooking Methods	Page 124
Carolina Cooking	Page 96
Evolving the Conversation Around Red Meat Yield, by Dr. Jessica Lancaster	Page 38
Fall Armyworm Control In Pastures and Forages, by Dr. Terri Billeisen	Page 110
Leptospirosis in Cattle, by Damon Pollard	Page 87
Make Every Bite County With Beef	Page 131
Stock Your Protein Pantry	Page 98
Top Dollar Angus Update, by Tom Brink	Page 43
Trending in Food & Media	Page 123
U.S. Department of Agriculture News	Page 113

STAY CONNECTED TO YOUR BREED

American Angus Association Update	Page 43
American Gelbvieh Association News	Page 76
American Hereford Association News	Page 62
American Simmental Association News	Page 65
Certified Angus Beef News	Page 44
Common Ground, by Mark McCulley	Page 53
Red Angus Association of America Update	Page 58
S.C. Charolais News, by Georgeanne Webb	Page 71
The President's Letter, by Jonathan Perry	Page 50
The Simmental Trail, by Brooke Harward	Page 64

WHAT'S HAPPENING IN YOUR STATE

2025 N.C. Mountain State Fair Livestock Hall of Fame Induction, by Ellerslie McCue	Page 97
2025 South Carolina Sale Barn Cattle Receipts	Page 100
Developing a Greater Understanding of the U.S. Beef Industry Through Educational Experiences, by Andrew Weaver & Daniel Poole	Page 80
Emergency Livestock Relief Program — 2023 and 2024 Flood and Wildfire	Page 72
Large Animal Health Enhancement Grants Awarded to 10 Veterinary Practices	Page 79
National Youth Cattle Working Contest	Page 61
New Beef Extension Veterinarian — Dr. Tomas Gonzalez, by Felipe Silva	Page 94
Pasture NCCA Members for 2025	Page 84
New Online Hay Listing Service, by Sara Drake	Page 85
Pasture Management "Mile of Fence" Update	Page 83
N.C. Cattle Receipts, Trends, & Prices	Page 79
S.C. Cattle Receipts, Trends, & Prices	Page 85
USDA-NRCS in South Carolina Announces FY26 Deadline for ACEP	Page 71

NCBA & BEEF CHECKOFF — WORKING HARD FOR YOU!

A Message From the CEO, by Colin Woodall	Page 100
CattleCon 2025 Update	Page 103
Cattlemen's Beef Board Update	Page 99
National Cattlemen's Beef Association News	Page 104
National Cattlemen's Beef Association President's Report, by Buck Wehrbein	Page 102
Public Lands Council News	Page 106

THE DAIRY CONNECTION

National Milk Producers Federation News	Page 116
The CEO's Corner, by Gregg Doud	Page 125



Gulf? NO WAY! after Planting NELSON!!!

“Several years ago I made the switch to Nelson Tetraploid Ryegrass from Gulf ryegrass. **NO WAY I’m going back to Gulf...** Nelson increases forage production and extends grazing days.

With Nelson, the ranch is producing more Beef, and that means more dollars to our bottom line... with only a little extra seed cost. The extra production from this switch to Nelson really helps to reduce our costs. (fertilizer and fuel costs)

I’m staying with Nelson Ryegrass! NO WAY I’m going back... My cattle like it... and so do I!”

Nelson
TETRAPLOID ANNUAL RYEGRASS

Developed by Texas A&M

Carlos Bonnot, DVM
Bonnot/Ranch

Mixon Seed Service 803 531 1777
BWI Companies Greenville SC 800 922 8961
The Wax Company 888 CALL WAX



Seeds for Southern Soils®



THE CAROLINA CATTLE CONNECTION

Producer/In State Advertising Rates & Sizes

For Commercial Rates, contact Livestock Advertising Network at 859-278-0899.

All rates listed are for BLACK & WHITE ads only!

An additional flat rate for color will be included, regardless of size.

1 Spot Color - \$100 • Full Color - \$300

FULL PAGE

10 W x 12¼ D

\$575 - Open Rate
 \$530* - 6 Ads Annually
 \$460* - 12 Ads Annually
 *per month

HALF PAGE

\$400 - Open Rate
 \$375* - 6 Ads Annually
 \$320* - 12 Ads Annually
 *per month

Half Page Horizontal

10 W x 6½ D

Half Page Vertical

4⅞ W
 X
12¼ D

¼ PAGE

\$225 - Open Rate
 \$200* - 6 Ads Annually
 \$180* - 12 Ads Annually
 *per month

4⅞ W
 X
6½ D

2¼ W
 X
12¼ D

⅛ PAGE

\$200 - Open Rate
 \$185* - 6 Ads Annually
 \$160* - 12 Ads Annually
 *per month

4⅞ W
 X
4⅞ D

2¼ W
 X
6½ D

CLASSIFIED RATES
 (Open Rate Examples)

Please contact for Contract Rates!

1¼ inch X 1 column	1¼ inch X 2 columns
\$40	\$80
2½ inches X 1 column	2½ inches X 2 columns
\$80	\$160



By MILO LEWIS, N.C. Cattlemen's Association

Director's Report

Innovation in Action – Advancing North Carolina Cattle

As fall settles across North Carolina, cattle producers are busy evaluating herd performance, preparing pastures for winter, and planning for production and private bull sales. One exciting example of industry innovation this season is underway at the Mountain Research Station in Waynesville. In partnership with the N.C. Department of Agriculture (NCDA) and N.C. State University (NCSU), the Vytelle system is being implemented on bulls in the N.C. BCIP Bull Test program to track feed intake, growth, and efficiency with precision.

Vytelle provides detailed, objective data on individual bull performance, helping producer consignors make informed breeding decisions and improve herd productivity. Buyers at bull test sales also benefit from having access to performance information when evaluating animals. This fall marks the first implementation at Waynesville, with plans to expand the system across all NCDA and NCSU cattle research stations, giving producers statewide access to data driven tools for herd improvement.

Bulls currently being tested at Waynesville will be ready for December sales, demonstrating how research based programs can translate into stronger herd genetics. These innovations benefit all North Carolina cattle producers, whether they participate in production sales, private bull sales, or manage bulls on-farm. NCCA's investment in programs like Vytelle is funded through state assessment dollars, collected each time cattle are sold via private treaty, production sale, sale barn, or other marketing avenues. These investments support the industry, provide valuable resources, and enhance profitability.

Beyond bull testing, NCCA partners with NCDA, NCSU, and other organizations to provide education and resources that help producers thrive. From herd health and pasture management to emerging technologies, these programs deliver practical tools that strengthen operations across the state.

Whether participating in production sales, private bull sales, or local herd management programs, NCCA is here to support producers and provide resources for success. To learn more about NCCA programs or membership benefits, visit www.nccattle.com or

contact our office.

Save the Date – Join us for the N.C. Cattle Conference on February 20–21 in Hickory, N.C., for an opportunity to learn, network, and see the latest in industry innovation.

»»

SAVE THE DATES!

NC BEEF CATTLE

IMPROVEMENT PROGRAM

PERFORMANCE BULL TEST SALES

WAYNESVILLE
DECEMBER 6, 2025
CANTON, NC

BUTNER
DECEMBER 13, 2025
OXFORD, NC

»»

SPOTLIGHT on WAGYU

Wagyu – The History of an Ancient Asian Breed

Wagyu – a Japanese beef cattle breed – derive from native Asian cattle. ‘WAGYU’ refers to all Japanese beef cattle, where ‘Wa’ means Japanese, and ‘gyu’ means cow.

Wagyu were originally draft animals used in agriculture and were selected for their physical endurance. This selection favored animals with more intramuscular fat cells – ‘marbling’ – which provided a readily available energy source. Wagyu is a horned breed, and the cattle are either black or red in color.



Wagyu Breed History in Japan – There is some evidence of genetic separation into the Wagyu genetic strain as much as 35,000 years ago. Modern Wagyu cattle are the result of crossing the native cattle in Japan with imported breeds. Crossing began in 1868 after the Meiji Restoration in that year. The government wanted to introduce Western food habits and culture. Brown Swiss, Devon, Shorthorn, Simmental, Ayrshire, and Korean cattle were imported during this period. The infusions of these British, European, and Asian breeds were closed to outside genetic infusions in 1910.

The variation of conformation within the Wagyu breed is greater than the variation across British and European breeds. The three major black strains – Tajiri or Tajima, Fujiyoshi (Shimane), and Kedaka (Tottori) evolved due to regional geographic isolation

in Japan. These breeding differences have produced a Japanese national herd that comprises 90 percent black cattle, with the remainder being of the red strains Kochi and Kumamoto.

In Japan, there are four breeds that are considered Wagyu, and those are the Japanese Black (the predominant Wagyu exported to the U.S.), Japanese Brown (In the U.S. referred to as Red Wagyu), Japanese Polled, and Japanese Shorthorn. There are no Japanese Polled or Shorthorns being bred outside Japan. Wagyu strains were isolated according to prefecture (state), and breeds imported for crossing were not the same in each prefecture.

The production of Wagyu beef in Japan is highly regulated, and progeny testing is mandatory. Only the very best proven genetics are kept for breeding. Realizing the value of their unique product, the Japanese government banned the export of Wagyu and declared them a national living treasure. Zenwa is the government held entity in Japan that oversees the Wagyu registry for Japanese Black, Brown, Polled, and Shorthorn.





Wagyu Breed History in the U.S. – Wagyu cattle were first imported in 1975 when two black and two red bulls were imported by Morris Whitney. In 1989 the Japanese began to reduce their tariffs on imported beef, which encouraged U.S. producers to produce a high quality product for Japan. In the 1990s, there were several importations of quality Wagyu. Most were black, but a few were Red Wagyu. These cattle have the greatest influence on the U.S. herd and those in many other countries.

Most U.S. production was exported to Japan until 2003, when BSE was discovered, and Japan and other countries stopped the import of beef from the United States. However, chefs and others in the U.S. were aware of the superior eating quality of Wagyu and the domestic market then and now utilizes much of the U.S. production.

Wagyu Beef – Delicious and Healthy – The unique taste and tenderness of highly marbled Wagyu beef make for an unrivaled eating experience. That is why Wagyu beef is finding its way into the repertoires of gourmet cooks and fine restaurants across the United States.

Not only is it a gastronomic delight, but it’s healthy for you too. Health experts have discovered the monounsaturated to saturated fat ratio is higher in Wagyu than in other beef, and the saturated fat contained in Wagyu is different. Forty percent is in a version

called stearic acid, which is regarded as having a minimal impact on raising cholesterol levels. The profile of marbled Wagyu beef is more beneficial and healthier for human health.

Wagyu is also higher in a type of fatty acid called conjugated linoleic acid (CLA). Wagyu beef contains the highest amount of CLA per gram of any foodstuff – about 30 percent more than other beef breeds – due to higher linoleic acid levels. Foods that are naturally high in CLA have fewer negative health effects.



U.S. Wagyu Today – The American Wagyu Association was incorporated in Texas on March 14, 1990, and serves to register Wagyu cattle in the U.S., Canada, and other countries. The association headquarters are based in Post Falls, Idaho. The association has a vibrant membership base and continues to promote and develop a sustainable industry here in the United States.

The opportunities Wagyu beef can offer are endless. This industry caters to the breeder/feeder targeting the high end restaurant trade with highly marbled beef and to the bull producer supplying the cow/calf rearer a crossbred alternative that will offer calving ease ability and premium carcass quality in a single cross, which no other beef breed can come close to.

The Wagyu breed has a vital role to play in the U.S. to increase the quality of red meat produced in the U.S. that our health conscious consumer of the 21st century is forever seeking.



SPOTLIGHT on WAGYU

The Journey from Japanese Roots to American Plates

By NICOLE CORREA, *Clemson University*

As we feature Wagyu as our breed of the month, it's the perfect time to delve into the fascinating history of Wagyu in the United States. To shed light on this subject, I reached out to Michael DuPonte, a former extension agent at the University of Hawai'i. Known for his pivotal role in introducing Wagyu genetics to the Hawaiian Islands, Michael's connection with Washington State University played a crucial part in bringing these esteemed cattle to the United States. Additionally, Dr. Jerry Reeves, a professor emeritus at Washington State University and an influential ranch owner, provided valuable insights into the introduction of Wagyu cattle into the American market.

The journey of Wagyu cattle to the U.S. began in 1975, when a modest shipment of four Wagyu cattle was brought to the United States. These early imports marked the start of a long and complex process of integrating this prized breed into American agriculture. By 1989, the potential of Wagyu had caught the attention of the academic and agricultural communities. Faculty from Washington State University were granted a unique opportunity to visit Japan to explore Wagyu genetics and discuss the possibility of exporting live animals.

This pivotal visit led to a historic import permit being issued in 1993, allowing the entry of approximately 30 bulls and 200 cows into the United States. The promise was to supply high quality F1 meat to the Japanese market. For a time, the U.S. and Australia became significant suppliers of meat to Japan, with most of these animals being Wagyu x Angus crosses, known as F1s. Unfortunately, this promising venture faced a severe setback in 2003 due to an outbreak of Bovine Spongiform Encephalopathy (BSE), commonly known as mad cow disease. The outbreak halted the export of meat to Japan and devastated the market, leading to the sale of this unknown product at significantly reduced prices in the U.S. marketplace. This crisis severely impacted the U.S. Wagyu market for about 18 months, or until the restaurant trade realized the superiority of this product. Many producers managed to preserve their genetics and help develop the U.S. market.

Understanding the types of Wagyu cattle is crucial for

appreciating their impact and adaptation in the United States. There are four primary breeds of Wagyu, each with unique traits, but only two of those breeds are used outside of Japan.

- **Kuroge Washu – Japanese Black** – Renowned for its exceptional marbling and rich, buttery texture. However, Kuroge Washu cattle are also known for their slower growth rates, which can be a consideration in commercial production.

- **Akaushi – Japanese Red** – Recognized for its marbling and growth patterns, Akaushi is one of the two Wagyu breeds that have been integrated into U.S. breeding programs.

- **Mukaku Washu – Japanese Polled** – This breed is naturally hornless and less common. It has different traits compared to other Wagyu types, but is not used outside Japan.

- **Akage Washu – Japanese Brown** – Known for their distinctive coloration and unique characteristics, Akage Washu are another breed found only in Japan.

The integration of Wagyu into U.S. cattle herds posed several challenges. Japanese Wagyu breeds, such as the Kuroge Washu and Akaushi, had to be adapted to the American environment, which included differences in climate, feed, and breeding practices. Some key considerations when selecting genetic lines include:

- **Tajima Strains** – These are known for their superior marbling but also exhibit lower growth rates. While they produce high quality beef, their slower growth can be a drawback in commercial contexts.

- **Totori/Shamani Strains** – These strains offer better growth rates and are more suited to balancing quality with efficiency. They are often chosen by breeders who seek to optimize both marbling and growth.

In the U.S., the highest beef grade is USDA Prime. In contrast, Japan has a more detailed grading system with 12 levels, including the prestigious A5 grade. Japanese A5 beef represents the pinnacle of yield grade and marbling, but this grading system is unique to Japan and does not directly translate to American standards. American consumers have specific preferences that influence how Wagyu is bred and marketed:

- **Consumer Preferences** – In the U.S., beef that exceeds USDA

Prime is often sufficient, provided it meets size expectations (12–16 oz. or more). This has led to a focus on breeds that are optimized for feed efficiency and growth.

• **Hybrid Breeding** – Many American breeders have adopted a hybrid approach, combining Japanese Wagyu genetics with domestic breeds. This strategy aims to achieve a balance between high quality marbling and efficient growth, catering to both traditional Japanese standards and American market demands.

Today, Wagyu beef enjoys significant acclaim in the U.S. and is valued for its luxurious marbling and adaptability. American breeders have successfully integrated Wagyu genetics with local cattle breeds, creating a product that meets the expectations of both Japanese and American consumers. This evolution reflects a blend of heritage and innovation, showcasing the ability to adapt a cherished tradition to new market realities.

In summary, the history of Wagyu in the U.S. is a testament to

the challenges and successes of integrating a beloved Japanese breed into American agriculture. From its origins in Japan to its status in the U.S. and worldwide, Wagyu beef continues to offer a premium product that resonates with consumers, honoring its rich heritage while adapting to contemporary tastes and needs. As Michael DuPonte has stated, “Wagyu genetics still plays a pivotal part in the grass finishing of Hawaii’s cattle.” Given the importance of grassfed cattle to the success of the South Carolina beef market, introducing Wagyu to local herds seems like a promising opportunity. For those interested in incorporating Wagyu genetics into their herds, visit www.wagyu.digitalbeef.com for more information or, as always, contact your local livestock and forages agent.

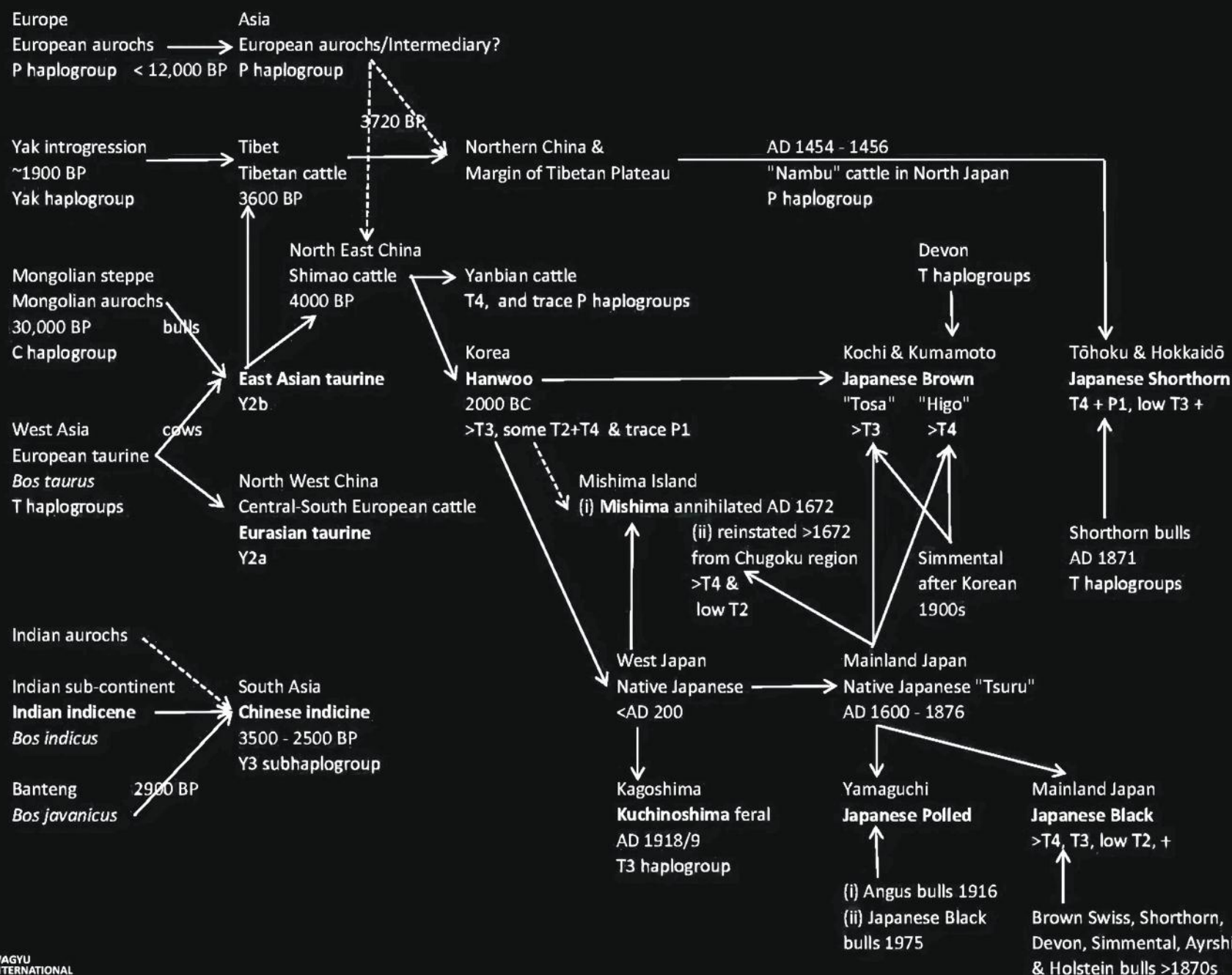
References

Dr. Jerry Reeves, Interviews January–August 2024

Michael DuPonte, Interviews January–August 2024

www.texasmonthly.com/bbq/history-of-texas-wagyu

Proposed migration and introgression of domestic cattle from Near East/Europe/Asia to Korea and Japan



SPOTLIGHT on WAGYU

Wagyu in the Southeast – Spotlight on Premium Genetics and Profitable Growth

By NICOLE CORREA & BREANNA BLACK, *Clemson University*

As the demand for premium beef continues to rise, Wagyu cattle have moved beyond luxury restaurant menus and into the strategic plans of savvy Southeastern producers. Following a deep dive into the historical roots of Wagyu in the U.S. in “The Journey from Japanese Roots to American Plate,” this spotlight explores what’s new in the Wagyu world – updated genetics, evolving market demands, and how producers in the Carolinas and beyond are embracing this exceptional breed.

From Roots to Results – Where Wagyu Stands in 2025 – The article “The Journey from Japanese Roots to American Plate” highlights the pivotal role of Washington State University and the University of Hawai’i in introducing Wagyu genetics to the U.S. in the 1970s and 90s. The initial imports of Kuroge Washu and Akaushi cattle and the subsequent adaptation to American breeding programs

set the foundation for what is now a thriving niche industry. Today, producers have moved well beyond early trials, utilizing advanced data tracking, hybrid vigor, and direct-to-consumer models that reflect both Japanese tradition and American innovation.

Why Southeastern Producers Are Turning to Wagyu – Wagyu genetics are no longer experimental – they’re strategic. In 2025, producers are choosing Wagyu for several key reasons:

- **High End Market Access** – Wagyu beef commands premium prices, and the rise of food savvy consumers has increased demand in upscale grocery chains, butcher shops, and online direct-to-door platforms.

- **Genetic Value** – Wagyu bulls and embryos are a lucrative business in themselves. Southeast producers have capitalized on genetic sales domestically and internationally, especially with



fullblood lines.

- *Health Focused Marketing* – With growing awareness of Wagyu’s higher monounsaturated fat content and omega-3s, producers are leaning into the “healthy indulgence” branding.

Challenges to Consider – Wagyu cattle offer strong returns, but only when managed correctly:

- *Feeding & Time* – Reaching full marbling potential requires a longer feeding window (up to 30 months) and a carefully formulated diet.

- *Upfront Costs* – Breeding stock and semen from elite sires are expensive. However, strategic crossbreeding with Angus or Simmental has become a popular solution to blend growth efficiency with premium marbling.

- *Marketing & Certification* – Consumers want authenticity. Savvy producers are investing in traceability software, QR code packaging, and Wagyu specific certifications to build brand trust.

Looking Ahead – Trends Shaping the Wagyu Sector

1. *Domestic Grading Evolution* – While Japan’s A5 system still sets the global standard, U.S. producers are pushing for grading updates that better reflect Wagyu’s unique attributes beyond USDA Prime.

2. *Technology Integration* – Blockchain traceability, feed optimization apps, and genetic mapping are giving producers better insights and consumer confidence.

3. *Export Opportunities* – With trade channels expanding in 2025, Southeast Wagyu operations are now exploring exports to premium beef markets in the Middle East and Southeast Asia.

4. *Japanese Research Collaboration* – Recent research from the University of Miyazaki and Japan’s National Institute of

Livestock and Grassland Science has enhanced understanding of intramuscular fat development, guiding U.S. producers on feed strategies and genotype selection for improved marbling and meat quality.

Conclusion – Wagyu production in the Southeast has moved from curiosity to cornerstone. What began with a small shipment of cattle in the 1970s has become a high performance, data driven enterprise. For producers willing to invest in quality genetics, intensive management, and targeted marketing, Wagyu offers not just a premium product but a premium opportunity.

To explore bloodlines or connect with regional Wagyu experts, visit <https://wagyu.digitalbeef.com> or reach out to your local livestock and forages agent.

References & Further Reading

University of Miyazaki, Department of Animal Science, 2023–2024 studies

National Institute of Livestock and Grassland Science, Japan, 2024

www.koreascience.or.kr/article/JAKO201818564288685.view
www.tohoku.ac.jp/en/press/physiological_changes_in_japanese_black_steers.html

www.cambridge.org/core/journals/animal-science/article/abs/genetic-parameters-for-growth-and-carcass-traits-of-japanese-black-wagyu-cattle/BD9417CE203390EE127DC5E1E6DD3573

<https://onlinelibrary.wiley.com/doi/10.1111/asj.13533>
<https://wagyu.org/>
<https://wagyu.org/for-consumers/what-is-wagyu-beef>
<https://breeds.okstate.edu/cattle/wagyu-cattle.html>
www.absglobal.com/world-gone-wild-for-wagyu

SPOTLIGHT on WAGYU

Why Raise Wagyu?

One question we hear all the time is, “You’re raising Wagyu cattle in the American South? Aren’t they from Japan?” In an agricultural space heavily focused on Angus and other cattle breeds, Japanese luxury cattle is a unique choice.

Wagyu cattle are known for their high quality genetics and specific lifestyle regimens, making them a premium product in the beef market. But beyond the demand for top tier products, there are several reasons to raise this unique breed.

High Market Demand – The demand for Wagyu beef has soared in recent years and will only continue to grow. Wagyu’s reputation for flavor and tenderness drives an eager market, excited about the availability of premium products. And with suppliers less common in the U.S. than in places like Australia, the market is prime for growth.

Wagyu Cattle Are Adaptable – Wagyu cattle are a hardy breed. They’re genetically predisposed to being able to thrive in a variety of climates, including environments as arid and hot as Australia and more temperate areas of the United States – making them a good choice for a variety of regions.



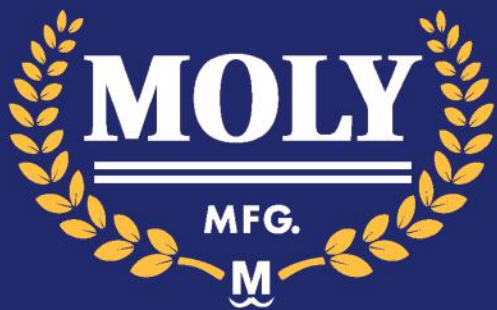
Sustainability Is Achievable – Raising Wagyu cattle aligns well with sustainability priorities. These cattle can be integrated into a wide variety of environments and support biodiversity. Their ability to finish on grass or grain allows producers to tailor their decisions to best fit their environment.

The U.S. Industry Is Growing – At Wilders we are focused on growing not just our own herd, but the U.S. Wagyu industry as a whole. We want to see new producers learn and thrive in this industry, so we focus on providing not just our genetics but a whole host of relationship first services to help others succeed.

If you’re interested in learning more about raising Wagyu as the right choice for your farm, email Jake Newbold at jake@staywild.com.



Y'all have stumbled on the best place to advertise expert A.I., superior genetics, the best in purebreds and outstanding farm supplies. Check the Classifieds in this issue!



SAFER AND MORE EFFICIENT Moly Equipment is Better by Design

Let us develop a custom facility for your operation.



SILENCER® Hydraulic Squeeze Chute



TurretGate™



Single Alleyway



All-Purpose Corral™

SECTION179.ORG

Upgrade Your Equipment,
Maximize Your Deductions
with Section 179





Pasture to Plate Perfection

Shop online with us at shopchatelfarms.com.
Take 15% off your first order with code **CATTLE15**.

At Châtel Farms, we know exceptional beef comes from exceptional cattle, which is why we start with the very best breeds: Angus and Akaushi. We raise and care for our animals in a humane and low-stress environment, resulting in high quality beef. Whether you choose a steak, roast, or brisket from our quality offerings, you'll experience a complexity of flavors and tenderness worth remembering.

Visit us online at www.shopchatelfarms.com.





WAGYU

AMERICAN WAGYU ASSOCIATION

UPDATE

Authentic Wagyu Makes Its Mark! September 3 marked a historic milestone for the American Wagyu Association. For the very first time, Wagyu beef will carry the Certified Authentic Wagyu label. Authentic Wagyu is a USDA certified beef program from the American Wagyu Association that signifies the labeled beef is Prime++ or super prime. No other certified meat program can make this claim today!

This achievement represents dedication from our breeders, ranchers, and partners, and it signifies a new era in promoting transparency, authenticity, and consumer trust in American Wagyu beef throughout the United States and beyond.

The Authentic Wagyu Program is more than a logo on the meat label — it is a seal of integrity and quality, assuring buyers and consumers that the American Wagyu beef they enjoy meets the highest standards set by our association.

The Authentic Wagyu vision is now reality. We are excited for the journey together as we build a stronger future for the Wagyu breed and industry.

Vermont Wagyu is honored to be the first farm in the U.S. to feature the Authentic Wagyu label — USDA certified and backed by the American Wagyu Association.

USDA-ARS and Vermont Cattlemen Launch Five Year Study to Improve Beef Quality and Sustainability. Scientists at the USDA-Agricultural Research Service Food Systems Research Unit in Burlington, Ver., are beginning a five year collaboration with Vermont Cattlemen LLC to characterize the productivity, meat quality, and nutrient use efficiency associated with “beef on dairy” systems. The collaboration includes two sire studies, the first of which will focus on F1 crosses of 7 Wagyu bulls bred to Holstein cows. The second study will compare the production performance of Wagyu sired versus Angus sired dairy cross F1 calves. Collaborators are also interested in determining the yield of edible product from each system per unit of feed intake.

Dr. Roger Osinchuk, an American Wagyu Association board director and a partner at Vermont Cattlemen, serves as the principal investigator on the project and will oversee much of the management, animal care, and sire selections. Dr. Osinchuk has a lifetime of experience in the cattle industry — he was raised on a commercial cattle operation in Alberta, has been running his own large animal

veterinary practice, where he specializes in beef and equine medicine, for over 30 years, and is the livestock supervisor of Vermont Wagyu.

All Wagyu semen will be sourced from AWA members. The dairy cows will be bred at Doana Farm in Shoreham, Ver., owned by AWA members Mark and Elaine Brisson.

Dr. Osinchuk and ARS scientists plan to install smart feed automated feed scale units and a GreenFeed gaseous exchange chamber to evaluate individual animal intakes and emissions of F1 crosses in both sire studies. A key goal of the team is to identify superior genetics to improve carcass quality and efficiency of beef on dairy systems and especially to increase sustainable beef capacity in the northeastern United States.

References

www.vermontcattlemen.com/our-story

<https://americancattlemen.com/podcast/american-cattlemens-podcast-with-roger-osinchuk-as-he-discusses-the-wagyu-breed-from-a-veterinarians-perspective/>

<https://vermontwagyu.com/pages/about-us>

www.ars.usda.gov/research/project/?accnNo=447987

About the American Wagyu Association. *The American Wagyu Association, Inc. was incorporated in Texas on March 14, 1990, and serves to register Wagyu and promote the breed throughout the U.S., Canada, and other countries. The Association headquarters is located at the University of Idaho Research Park, Post Falls, Idaho. The American Wagyu Association has a vibrant membership base that continues to promote and develop the Wagyu influence in America and worldwide.*

The opportunities Wagyu beef can offer are endless. Wagyu genetics cater to producers targeting the high end restaurant trade with highly marbled beef to the seedstock producer, supplying the cow/calf producers with a crossbred alternative that will offer calving ease and premium carcass quality in a single cross, which no other beef breed can.

Wagyu has a vital role to play in today's beef industry, increasing the quality of red meat produced that health conscious consumer demand.

**Regular copy deadline
is OCTOBER 5 for
the NOVEMBER issue**

**Spotlight material
is due
OCTOBER 1 for the
NOVEMBER issue**



SPOTLIGHT on WAGYU

What is Wagyu? Understanding the Unique Qualities of this Premium Breed

The number one question we get asked at Wilders Wagyu is “Why?” Why did we choose Wagyu over another cattle breed? Why is it so sought after worldwide? And more than anything, why is it so good?

Wagyu beef is renowned for its unique marbling, tender texture, and rich flavor. Originally from Japan, Wagyu has become synonymous with premium beef worldwide. The Wagyu industry has grown tremendously in recent years, even planting roots right here in Turkey, North Carolina.

To understand the unique qualities of Wagyu beef, we need to look at its origins, genetic makeup, and the meticulous care given to these cattle throughout their lives.

Throwback – Origins of Wagyu – Wagyu cattle trace back to 2nd century Japan, where the cattle began developing unique genetic traits through natural selection as Japan’s environment and isolation resulted in limited genetic mixing. Traditional Japanese farmers bred these cattle specifically for physical endurance, leading

to the development of cattle with more intramuscular fat – that’s the beautiful marbling.

From these roots, four main breeds of Wagyu cattle grew but the most famous of these, Japanese Black, accounts for most of the Wagyu beef worldwide – including what we cultivate here at Wilders.

The Genetic Edge – One of the factors that set Wagyu apart is their unique genetic makeup. Wagyu cattle have a higher proportion of intramuscular fat, resulting in fine marbling that is evenly distributed throughout the muscle tissue. Studies show that Wagyu beef has a higher percentage of healthy monounsaturated fats compared to other beef varieties. Alongside other qualities like the presence of oleic acid, this genetic makeup produces not just additional fat – but high quality fat that melts at a lower heat during the cooking process and leads to melt-in-your-mouth flavor. At Wilders Wagyu, we work tirelessly to produce the highest quality 100% fullblood Wagyu beef.





Living a Pampered Life – Husbandry practices play a crucial role in the Wagyu industry, and our cattle are raised with a focus on highly functioning, highly performing cattle. After meticulous genetic selection and insemination, we go to great lengths to care for our animals within a typical American production system so that they finish with a higher quality. Caring for the cattle is a full time job, and our team of experts goes to great lengths to ensure the health and well being of our Wagyu herd. Visit wilders.com to try this coveted delicacy for yourself, locally grown and developed for maximum quality.



PASTURE, RANGELAND, AND FORAGE (PRF)
GOT HAY? GOT PASTURE LAND?
NO RAIN - NO PROBLEM
Let us show you how PRF can work for you!



Call us for a quote today!
Deadline to sign up for 2026 is 12/1/25

Brian Wood
Alphin Insurance Agency
910-271-2007 Mobile
800-695-8997 Office
www.alphininsurance.com



Sign Up Updates & Newsletter

Follow Us On Facebook & YouTube



Ask Us About POLICY+

Alphin Insurance Agency & RCIS are equal opportunity providers and employers.



Browny
©

SPOTLIGHT on WAGYU

Cultivating Culture, Crafting Wagyu

To understand why we raise 100% fullblood Wagyu, you first have to understand what it means and the origin behind it.

Wagyu cattle trace their roots back to Japan, where they were first bred. They were originally bred for their strength and endurance in agricultural work — traits linked to intramuscular fat that provided both energy storage and resilience. Over time, Japanese breeders refined these cattle through highly controlled breeding practices, focusing on characteristics like marbling, tenderness, and flavor. This careful genetic selection led to the distinct qualities Wagyu beef is known for today.

At Wilders Wagyu, we're committed to preserving the legacy of those original Wagyu genetics.

"Fullblood" isn't just a label, it means that our cattle are direct descendants of Japanese Wagyu — no crossbreeding, no shortcuts. Each animal in our herd is DNA verified, ensuring the lineage is pure. That commitment to traceability and integrity is the foundation of everything we do when it comes to offering Wagyu cows for sale and Wagyu genetics for sale.

Rooted in Wagyu Genetics + Long Term Focus – Wagyu beef is known around the world for its rich marbling, tenderness, and distinct flavor. But those traits only come through consistently when the Wagyu genetics are pure.

By raising 100% fullblood Wagyu cattle, we're able to preserve the qualities that make the breed special while also working to improve it. Every decision we make — from selecting donor cows



and sires to producing Wagyu embryos for sale — is centered around maintaining the integrity of the breed and building for the future.

Raising 100% fullblood Wagyu takes time. It's a long term commitment that requires careful management and intentional planning. But for us, it's the only way to do it right. We collect performance and carcass data from start to finish. That information helps guide our breeding decisions, ensuring that each generation is stronger than the last. Whether we're developing new fullblood Wagyu embryos or evaluating our current herd, data helps us stay consistent and focused. That focus is part of what sets our Wagyu sales program apart.

Quality You Can Taste – When it comes to flavor, the difference





between 100% fullblood Wagyu beef and other types of beef is easy to taste.

The marbling in 100% Fullblood Wagyu beef is fine and evenly distributed, creating a texture that's tender and rich. It delivers a balanced, flavorful eating experience that's hard to replicate — and

even harder to forget. That quality starts with Wagyu genetics and is supported by careful feeding, handling, and care throughout the animal's life.

If you want to try it for yourself, you can shop our 100% fullblood Wagyu beef — including steaks, roasts, burgers, and more — online anytime! We ship nationwide in eco-friendly packaging, with every order backed by our team's dedication to quality and customer care.

Order online, stock your freezer, and taste the difference between Wagyu raised the Wild way.

The WILD Way — We raise our Wagyu cattle in eastern North Carolina, where our team is focused on doing things the WILD way. That means verified genetics, data driven decisions, and a lot of hands-on work to ensure quality from start to finish.

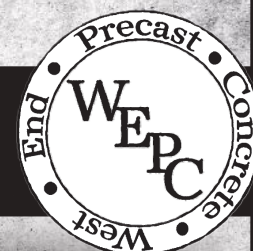
Our decision to raise 100% fullblood Wagyu impacts every part of our business — from the beef we sell to the Wagyu genetics for sale. It gives us the consistency and reliability we need to stand behind our program, whether someone is shopping for steaks, Wagyu cows for sale, or looking for high quality Wagyu genetics. And it gives our customers confidence that what they're buying has been thoughtfully raised from the start.

Whether you're a chef, a beef customer, or a fellow cattle producer, we believe 100% fullblood Wagyu offers something worth investing in — for the eating experience, for the long term value, and for the future of the breed.

West End Precast

276-228-5024

PRECAST CONCRETE FEED BUNKS



J-Bunks = \$200-\$225

U-Bunks = \$200-\$225

Calf Bunks = \$150

Water Troughs = \$400
Pads = \$250
Tanks

Truckload Discount - \$10/each

Prices FOB Wytheville, Virginia • Delivery Available

ASHLEY'S BEEF CORNER

Beef and Baseball at Bristol + Back to School



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

In early August, the southeastern state beef councils of Tennessee, Virginia, Florida, Kentucky, Alabama, and North Carolina partnered to bring beef to Bristol Motor Speedway. The special event was The Speedway Classic, a Major League Baseball game held at the track.

This unique venue and sports crossover brought over 85,000 fans to the event. We brought beef to the fan zone and shared fun games, giveaways, nutrition tips, and recipes.

Our Beef. It's What's For Dinner. display in the FanZone gave us an incredible chance to connect face-to-face with fans — sharing beef knowledge, answering questions, and celebrating the farmers and ranchers behind it all.

It was a day full of baseball, beef, and big smiles.



Back in our home state, we partnered with the N.C. Department of Agriculture and Consumer Services to feature a Back to School Beef promotion. The program was enabled by iHeart Radio, so our beef message was on internet radio. The Beef It's What's for Dinner commercials were shared statewide from August 25 to September 28. At this time, I have a midpoint recap shared here.

The financial support for this campaign is from the N.C. Department of Agriculture's marketing division. We extend a hearty

thanks for their support of beef as a valuable commodity.

iHeart Radio is streaming on smartphones, smart speakers (Alexa), laptops, etc. It's listening to the radio digitally, so anything other than your car radio. The 323,000 impressions translate to reaching 53,000 individual devices an average of 5.8 times. By the end, this campaign is on track to deliver 800,000 impressions.

Our back-to-school message featured a sizzling grill to remind listeners to choose beef during this time of year that also correlates with football season. We directed listeners to beefitswhatsfordinner.com for recipes, nutrition information, and meal ideas. It's driving beef sales by bringing beef's memorable, satisfying flavor to everyone's attention.

If you're attending the N.C. State Fair, be sure to stop by our educational exhibit in the corner of the Graham building. We're partnering with the N.C. Dairy Producers, the N.C. Soybean Growers Association, the N.C. Egg Association, and the N.C. Pork Council to bring an educational space together. Our advocacy efforts are helping consumers feel confidence in how food is produced while providing a spot to rest and enjoy the fair.

BEEF

IT'S WHAT'S FOR DINNER.®

Funded by Beef Farmers and Ranchers

BACK TO SCHOOL WITH BEEF PROMOTION RECAP

- 323,445 impressions delivered midway of campaign run (Aug. 25- Sept. 28)
- BIWFD advertising shared statewide

Supported by N.C. Dept. of Agriculture & CS



THE BEEF CHECKOFF

**Now Working Twice as Hard for YOU
—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

❖ AMAZING GRAZING ❖

Confessions of a Regenerative Farmer – Part 1: Introduction

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



Over the next several months, I will focus the Amazing Grazing column on the topic of implementing a regenerative grazing system in the Southeastern U.S., based on examples from my own production system. I have been farming in Southern Virginia and Northern North Carolina near the little border town of Virgilina, Va., for most of my life, and I consider myself to be a regenerative farmer.

When I was a child, my parents bought Pleasant Hills Farm, a small tobacco farm located six miles southwest of Virgilina. My family, including all seven kids, traveled to Pleasant Hills every summer during my childhood for one to three months to work in the tobacco and to experience the life of farm kids. This gave us insight into my father's upbringing on a small farm in Virginia. Dad wanted us to experience the hard work and rich rewards of a life in agriculture. Not all of us fell in love with the lifestyle, but as soon as I was allowed to run a tractor and Bush Hog — at age eight — I fell in love with it and thereafter identified as a farmer.

When I was in my first year in college, my folks bought a larger farm, Triple Creek Ranch, located one mile east of Virgilina. Triple Creek has a lot more pasture than Pleasant Hills, and between the two farms we ran about 100 brood cows. After college and meeting my spouse, Jeannette Moore, we moved to Pleasant Hills to operate the farm. This was hard work, and unfortunately in 1982 the future of agriculture and farmers looked pretty bleak, so we returned to graduate school to get more education and potentially more secure careers. This broke my heart at the time, as I still considered myself to be a farmer, but I had to face reality and make sure we could make ends meet as the years went by.

When I came to the end of my graduate student days, I landed the job I still hold at N.C. State University, which allowed me frequent opportunities to be on the farm. I also realized I had the perfect situation to try new practices myself before recommending them to my clients. Examples include developing mineral formulas and new mineral feeder designs, use of supplemental feeds like soybean hulls and whole cottonseed, novel endophyte tall fescue and other alternative forages, temporary fencing, alternative hay feeding programs, and grazing strategies. All of these practices were tested out on my own cows before I ever recommended them broadly. Along the way there were, of course, things we tried that

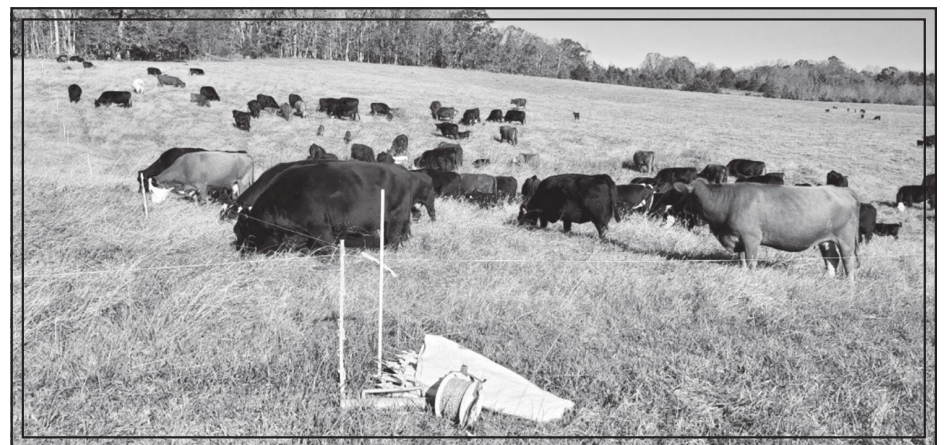
didn't work. Most of those you never heard about.

Despite my active career at N.C. State University as an Extension Beef Cattle Specialist, I still continued to identify first as a farmer. I often told folks this, and that NCSU was my second, "public" job, which is something farmers in my area often had to seek out to make ends meet.

One thing that has been with me my whole life, but that just came into focus in recent years is the understanding that our land is clearly not what it once was. Before the Civil War there was very little agriculture in our area, and the early settlers could clear the land, till it, and grow some amazing crops. This is because the topsoil had been enriched by natural processes over the millennia, which gave it a high organic matter content and the inherent ability to produce. Unfortunately, most of the land was highly erodible, so much of that rich topsoil soon washed away.

Starting in the late 1800s, the tobacco industry in our area started to thrive, and much of the land was converted to this cash crop. As it turned out, tobacco is a plant that thrives in poor quality soil, so it did quite well even as extensive tillage destroyed the health of the soil. Production was on raised beds that allowed the soil to drain in wet weather, and this obviously resulted in a lot of erosion.

Around the turn of the century, a new problem developed in our area. A bacterial wilt disease, named Granville Wilt, wiped out the tobacco crop, and this problem persisted to the point that tobacco farming was no longer a viable way to make a living on many farms. No other crop could thrive in the degraded soils. Much of the



population that had sufficient resources left our region, called the Old Tobacco Belt, and settled in the area around Raleigh, N.C., which came to be known as the Middle Belt. Residents also moved to the eastern counties of North Carolina, eventually known as the Eastern Belt, and the region along the South Carolina border known as the Border Belt. Life in the Old Belt changed dramatically, and much of the land that was cleared grew up in forest. Eventually wilt resistant varieties of tobacco were developed, and this helped bring back some tobacco production, but it never returned to the glory days of the early 1920s.

When I was a child, I remember walking in the woods and seeing trees coming right up out of raised beds. When I asked the farmer who raised our tobacco about this, he told me the story about why most of the land had been allowed to “grow up.” I also have childhood memories of the deep gullies that were on Pleasant Hills when we bought it. There were a lot of cedars and other trees growing up on the pastures that needed to be cut, and an old barn that needed to be torn down, so we put all this debris in the gullies to try to hold the land.

With help from the Soil Conservation Service, we also fixed the gullies and planted grass waterways on all the cropland to try to reduce the erosion. We also started using Italian ryegrass as a winter cover crop, but the heavy tillage needed for tobacco production continued. As kids we did a lot of work in the tobacco, learning how to hoe weeds and wiregrass, pull suckers, top, and prime. I have a clear memory of being caught in a rainstorm priming ground leaves and having balls of soil built up on my boots to the point I could not walk. I didn’t realize at the time that this was because of the complete lack of organic matter in the soil.

When I returned to the farms from graduate school, I came to realize that we had a long way to go to get to a place where we could be successful. Soil testing revealed that much of the pastureland was very low in pH (5.0), and we had very low phosphorus status. The predominant grass on the better parts of the farm was tall fescue which had been planted in the ‘60s, but the less productive land was mostly broomstraw and blackberries.

After a lot of lime and fertilizer on the marginal areas, they started producing a lot better. However, it was clear how important fertilizer was, as we would fertilize with nitrogen, and then about 6–8 weeks later you could literally see when the nitrogen ran out as the dark green grass would suddenly turn yellow except where there happened to be a cow pie or urine spot. We regularly added fertilizer both spring and fall, and the grass grew pretty well, which gave us enough grass to graze for about 8 months, with about 4 months of hay feeding.

We also occasionally used herbicides in the system to kill certain weeds that were problems, like buttercups. Unfortunately, at that time the herbicides were not that good for problem weeds like horsenettle, dog fennel, and blackberries. We mowed about twice a year to keep these problem weeds in check.

In my work at NCSU I started to get involved in the Amazing Grazing Program, where I was exposed to the concepts of plant growth, soil management, and grazing management. In about 2008, I met Ray Archuleta, who worked with NRCS at the time as one of their first soil health specialists. Ray has a very different way of looking at things, and he convinced me that I still had a long way to

go in developing the kind of production system I needed.

I also met Dr. Alan Franzluebbers, who is a soil ecologist with USDA-Ag Research Service. Alan has worked his whole career developing ways to predict nutrient cycling in soils, and to help farmers be more efficient with their fertility programs. From Alan I learned that healthy soils store high levels of plant nutrients (like nitrogen, phosphorus, and potassium), which are released when soil microorganisms break down organic matter.

About 15 years ago, the term regenerative agriculture was coined to describe systems that would continuously improve the functioning of the ecosystem to help reduce the need for external inputs. First applied to cropping systems, it was quickly expanded to grazing systems, and folks started talking about regenerative grazing management.

One day I came to the realization that while we had done a lot to improve things, we still had a long way to go to make this land as productive as it once was before all the topsoil eroded away. We are faced with the great challenge of rebuilding from what remains of the original soil, essentially the “B Horizon.”

We began to graze in a much different way, with frequent animal movement, high stock density (lbs of livestock per acre on a given day), and increased residual plant material. We unrolled hay on the areas where we obviously needed nutrients. This was similar to how we had managed before, but now it was with the express purpose of improving organic matter and soil function. The stomped forage or hay was no longer “wasted” but was intentionally left to feed the soil biology.

Under our management, the productivity of our soils has slowly improved. We now use fertilizer only strategically when we know it will really give us an economical response. We no longer see the nitrogen run out like we used to in the old days.

While there are much more effective herbicides now, we use them very sparingly, only to address really bad weed problems or in other specific cases where they make sense. In general, we have managed with much longer rest periods to increase plant diversity. Because most plants are allowed to go to seed, we have a lot more clover, but also many other forbs, which we once called weeds. We also have many other grass species that grow in combination with tall fescue like purple top and gammagrass. Many of these plants are natives and are better suited to our land conditions than the needier traditional forages. We still love tall fescue as it is uniquely adapted to our conditions, and we have converted the better land to novel endophyte tall fescue.

In future editions I will expand on the concept of regenerative grazing and discuss specific things we do on our farm to continuously improve the ability of our soils to support a high level of forage production, and thereby more efficient production of beef. I don’t necessarily agree with all that is being said in popular circles about regenerative grazing and want to help our farmers better understand the principles behind continuous pasture improvement.

It is a very complex and interesting topic, and I look forward to exploring the details that have allowed us to stay competitive and to build a system that will continue to function far into the future without many of the expensive external inputs that, in some cases, can have a negative impact on the ecosystem.

E.B.'s VIEW FROM THE COW PASTURE

High Headed Cattle

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

Anyone in the cattle business may have occasionally experienced a cow that was a little different from other cows. I call them high headers, wall runners, wire stretchers, snot blowers, or just cows that think for themselves. This is based on my experiences with this kind of cattle.

I don't think there is any one breed of cattle that doesn't occasionally need a little more time being worked with. I know cattle that are handled every day and moved from pasture to pasture seem to calm down a lot faster if any of those in there are quicker than others. Cattle in larger groups sometimes don't have an opportunity for human interaction. One time in the early '70s, my brother and I fed out a group of bulls on a self feeder. When they got finished on the self feeder, they were tough to handle. Most of them would get your britches because they weren't used to relating to any human beings.

Back in the '80s, I was leasing what is known as the Connell Farm on Hwy. 158 in Warrenton. I had a set of cattle — I won't mention breed — that would raise some bodacious calves. I can credit a good set of Catahoula Leopard dogs for keeping those cattle in check so we could handle them. I know from experience! If I went by the pasture, which was half a mile along Hwy. 158, going east to

the crossroads, I would turn right to where the big catch pens were that Mr. Connell had built out of oak timbers and railroad cross ties. It was a stout pen, but it took a stout pen to handle those cattle.

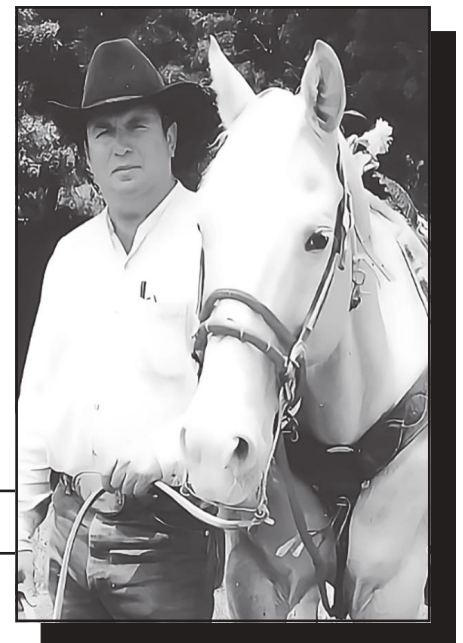
I had used Catahoulas and horses on those cows enough times that when they heard the truck with the stock trailer and the dogs coming, they would go and get inside the catch pen and wait for me to come in the pasture. If we worked the cattle and set the working chute up when we finished working them, they would go straight out in the pasture. If the dogs were lying around the trailer, the cattle would go back and stand beside the corral until we left. I would have to put up the dogs that were out to keep them from working the cattle.

The cattle were what you would call naturally born dog broke. I don't care how high headed or rough a cow is; a good cow dog can change that. I noticed if I went there without the dogs and fed them up in the catch pen, the cows had a different disposition. They were a little harder to handle if I fed them up instead of using the dogs to pen them.

A good dog in a cattle operation of any size is worth his weight in gold. I am sure there are some other breeds that work just as well. I have

seen Border Collies, Australian Shepherds, and Blue Heelers work, but I have just had my experience with the Catahoula Leopard that had a bloodline from A.W. Carter in Siler City. I know they change the dispositions of a cow's attitude a lot.

One other thing I have noticed when handling cattle is that a cow herd that is not used to small children sometimes see them as a predator out there on foot. If they are on a 4-wheeler, vehicle, or side by side it does not seem to bother them. I have seen kids walk into a group of cattle, and the cattle threw their heads like they were aliens, and it gave them a stressed look.



"If you have cattle, pastureland, or raise hay like I do, you need to call Donna Byrum. In 10 minutes on the hood of my pickup, she signed me up for a program that I had no idea about. The next time she came by the farm, she brought me a check!"

~ E.B. Harris

DONNA BYRUM
First Choice Insurance

252-792-1189 • fcipllc@gmail.com
For all your crop insurance needs!

Visit us online at cattleandhay.net



I have noticed what we call high headed cattle are some of the best mamas. They will always breed on time, every time, and raise a calf that will make the scales peg over. The only cow that I have seen these Catahoula dogs have a little more respect for and take a little more time to get them dog broke is horned cows.

Some of these cows that are out are not wild cattle — they just got out. I have seen them be out two or three months at a time, and a good set of dogs will quickly remind them where home is and most of the time try to go back home.

I just thought I would pass this along. Maybe it is time to take the last one to come in the catch pen or that looks at you with a bad attitude for a ride. Remember, all of them will end up in a package one day and taste the same.



Original drawing a cow catcher drew of E.B. riding the Ginger mare trained by Skipper Harris of Siler City.

24TH ANNUAL **110 HEAD**

E.B. & SHANE HARRIS INFLUENCE FEMALE SALE

SATURDAY 8TH NOVEMBER, 2025 • 10:00 AM • OXFORD, NC

SALE HELD @ GRANVILLE COUNTY LIVESTOCK ARENA 4200 CANNADY MILL ROAD

DIRECTIONS: From I-85, take Exit 204, go south on Hwy. 96 for 1.1 mile, turn left on Fairport Rd, go 2.4 mile, right on Cannady Mill Rd., sale ¼ mile on left @ Granville County Livestock Arena. Also from jct. of Hwy. 96 & 56 @ Wilton, take Hwy.96 north 2 miles, turn right on Cannady Mill Rd., arena approx. 6 miles on right. Watch for auction arrows leading way to sale.








All forage based cattle, fall & winter calving. All cattle EID. This is a sale with a readily available guarantee service year after year. Longest continuing commercial sale in the country & it continues. Purchaser has option to sell 1st year offspring back to E.B. & Shane w/a \$50 premium on heifers & \$25 premium on steers.

- (20) 1st calf heifers w/October calf @ side – Angus, BWF, Simmental X, Star 5, all bred to Angus CE Knollcrest bull
- (37) fall & winter calving Angus & Star 5 based bred heifers - all bred to Angus bull or composite CE bull – some Pharo influence
- (36) head of '18 model proven commercial matrons coming w/6th calf- consist of Angus, Angus X, Red Angus, Simmental X Gertrudis X, & Profit or Prestige – the highest percentage body weight weaned for percentage of cow weight that we own - all bred to Angus & Leachman bulls - All mature cows and heifers to start calving week after sale.
- (2) Jacks – 3– 5 ½ months of age.



For more info call **E.B. at 252-257-2140 or 252-430-9595, SHANE at 919-497-7990**
or visit **www.EBHARRIS.com**



Bid live on-site or live online @ bid.ebharris.com

ALL CATTLE SELL WITH A GUARANTEE THAT BUYER WILL LIKE

COWBOYS FOR CHRIST



THE CHAPLAIN'S CORRAL

Have You Asked?

By DAVE HARVEY, *Cowboys for Christ Chaplain*

John 16:22–24 tells us, “So with you — now is your time of grief, but I will see you again and you will rejoice, and no one will take away your joy. In that day, you will no longer ask me anything. I tell you the truth, my Father will give you whatever you ask in my name. Until now, you have not asked for anything in my name. Ask and you will receive, and your joy will be complete.”

In these verses, our Lord Jesus Christ is teaching His disciples, and by extension, all of His followers — Christians, a truth and a very necessary lesson. The disciples were very distraught as they had

just been told by our Lord that He was going away, and they would not be able to go to where He was going. To address their concerns, Jesus told them that on the day He leaves, they will not have to worry, even though they will not have Him to ask any questions, to teach them, or to address their concerns. Jesus clearly declares the truth of how, when, and why we are to ask the Father in His name in John 16:12–15, saying, “I have much more to say to you, more than you can now bear. But when he, the Spirit of Truth, comes, he will guide you into all truth. He will not speak on his own; he will speak only what he hears, and he will tell you what is yet to come. He will bring glory to me by taking from what is mine and making it known to you. All that belongs to the Father is mine. That is why I said that the Spirit will take from what is mine and make it known to you.” Certainly, the disciples were greatly concerned as to what they were supposed to do without Him. I am sure they wanted to ask Him where He was going and why they couldn’t follow Him, but the master of our souls understood their fears and ours, and He wanted to calm those fears with this wonderful truth.

What about you? When you are faced with a difficult situation or an unfamiliar circumstance or a big change in your life, there are certainly feelings of concern, worry, and, at times, even despair. These feelings are actually mostly normal, as we are all human — just like the disciples. They had been with Jesus for around three years, listening to His teachings and seeing His miracles, and most of them had dedicated their lives to following Him. There were many questions, and they wanted answers, which Jesus was trying to give, but those answers were very hard for them to comprehend and understand. It is a truth that is difficult to grasp, but we and they actually greatly benefited from having lost the physical presence of Jesus Christ, as we now have the promised Holy Spirit, and we also have our Lord and Savior at the right hand of the Father in the heavenly kingdom. Besides, He promised to never leave us nor forsake us in Hebrews 13:5.

What about you? Have you ever asked a question or asked for something? To be more specific, how do you ask for either? There are actually two forms of asking or petitions voiced. First, you are usually seeking an answer when you ask a question. You are asking for directions to a destination or information on where, when, or how, but you are requesting some sort of information. Then we have another type of asking, which is seeking a thing or requesting a gift, an article, an item, or something tangible that you have a need or want for.

Easy Way Cattle Care

The highest quality cattle oilers and livestock pest control products available on the market!

COMPLETE CATTLE SAVER

- Treats entire animal at one station
- Reduces Pinkeye
- Increases gains
- Helps eliminate parasites
- Applies insecticide evenly



MINERAL FEEDER

CONTROLS:

- Flies
- Lice
- Ticks
- Mosquitoes

Tyler Stortz 563-568-1769 • Allyson Stortz 563-379-6118

info@easywaycattlecare.com

P.O. Box 325 • Decorah, IA

easywaycattlecare.com

We ship anywhere in the US. • Dealerships available.

Now, some folks — and I think that most cowboys and cowgirls usually fit this type of person — put some effort into asking or seeking an answer or solution to their question or need. They are not satisfied with just any response or answer. They want the truth or the genuine article or item they are seeking. A substitute won't work, and a lie or false answer won't make it, either. It appears that the disciples can be included in this group, as they were really concerned and wanted the truth and the correct answer. Again, most folks, cowboys and cowgirls included, want the truth, and they really appreciate understanding the truth that is presented to them. We all want to know the truth, and we really want the whole truth.

But what did the disciples and, in turn, all of God's children gain from losing the presence of Jesus Christ? First and foremost, His death on the cross brought us eternal life by the precious blood of the Lamb of God, washing away our sins and leaving us white as snow. Isaiah 1:18 says, *"Come now, let us reason together," says the Lord. "Though your sins are like scarlet, they shall be as white as snow; though they are red as crimson, they shall be like wool."* His words were spoken but not received, because until His death, His words were only words. But at the cross, those words were certainly proven in a way that could not be refuted. Next, His resurrection declared His victory over death, hell, and the grave and established the truth of eternal life to all who would believe, as stated in John 3:16 — *"For God so loved the world that he gave his one and only Son, that whoever believes in him shall not perish but have eternal life."* Romans 5:8 says, *"But God demonstrates His own love for us in this — While we were still sinners, Christ died for us."* And Romans 6:23 says, *"For the wages of sin is death, but the gift of God is eternal life in Christ Jesus our Lord."* Then His ascension confirmed to any and all that Jesus Christ is truly the Messiah from the Father, and we have the written Holy Word of God to prove it all and give us faith,

hope, and complete truth.

The glorious promise of the Holy Spirit became a proven reality, as was evident and confirmed on the day of Pentecost, all down through the ages to this very day. His death was real, His promises are real, and His word establishes these truths for all to receive and live eternally with the truth of Jesus Christ. Now, I want to know if you have asked Jesus Christ to be your Lord and Savior? Then I want to know if you have asked Him to guide, direct, and help you serve Him. If He is your Lord, prove it with your thoughts, your words, and your actions, and let those around you see Him in those thoughts, words, and actions. God bless you as you ask, as you seek, and as you find. In Jesus's name — Amen.



**KEEP
MOVING
FORWARD**

THE Q-CATCH 74 SERIES MANUAL CATTLE CHUTE.
TAKING YOUR NEXT STEP IS EASIER THAN
YOU THINK.

Rusty Thomson & Family
CATTLE FENCING & EQUIPMENT

CONTACT YOUR AUTHORIZED DEALER, RUSTY THOMSON CATTLE FENCING & EQUIPMENT:
864-429-7062 | 2390 Thomson Quarter Rd, Sharon, SC

1-866-383-7827
ARROWQUIP.COM



Have You Herd

How BLM Land Policies Impact the American Cattle Industry

By EMILY ROBINSON, N.C. State University -- ANS 402 Beef Management

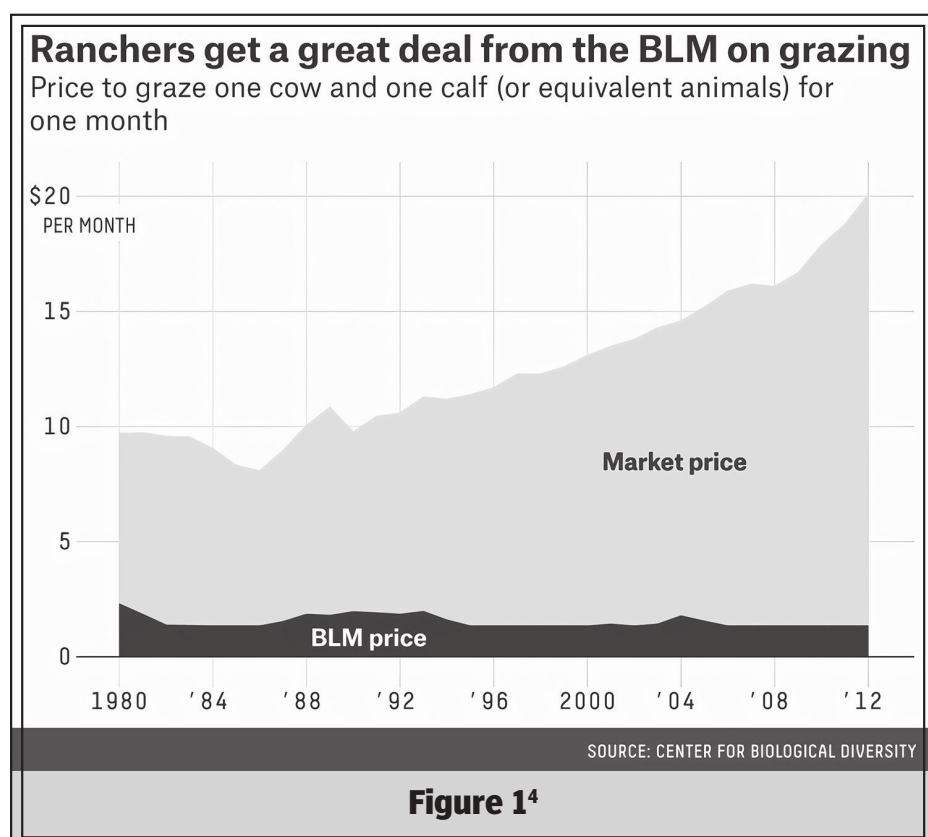
Public lands managed by the Bureau of Land Management (BLM) have long served as a source of recreation, economic activity, and conservation efforts in the United States. However, in recent years, the BLM has implemented restrictions on access to certain public lands, citing environmental concerns, land use conflicts, and the need for resource management. While these restrictions aim to preserve natural habitats and promote sustainable land management, they also have significant social, economic, and cultural impacts.

Cattle producers, particularly those in the western United States, rely heavily on public lands managed by the BLM for grazing. According to the National Institute of Health, “Livestock grazing is the most widespread use of federally managed public lands in the western states, and more than 98 percent of the public lands used for livestock grazing are managed by the Bureau of Land Management.”¹ These lands provide millions of acres of forage for

livestock, supporting ranchers who often operate in regions where private grazing land is scarce or prohibitively expensive. As you can see in Figure 1, the price to graze BLM land has remained steady for 30 years at around \$2, while private land has risen to \$20 per month to sustain one cow/calf pair. When the BLM limits access to these public lands, cattle producers face significant economic and operational challenges that threaten their livelihoods and the stability of the livestock industry.

One of the most immediate impacts of restricting access to BLM land is the financial strain placed on ranchers. Many cattle producers lease grazing allotments on public lands at lower costs compared to private lands. The BLM administers nearly 18,000 permits and leases for over 21,000 allotments, covering approximately 155 million acres of public lands used for livestock grazing.⁶ In 2021, cattle and calf production in 13 western states generated over \$16 billion in revenue.⁵ The availability of affordable public grazing land allows ranchers to keep input costs lower, ensuring economic viability in a highly competitive industry. If these leases are reduced or revoked, ranchers are forced to either find alternative grazing land — often at much higher costs — or reduce their herd sizes. This leads to decreased profitability and, in some cases, financial ruin for small and mid-sized ranching operations. Additionally, ranchers who lose access to public grazing lands may be forced to purchase supplemental feed, significantly increasing operating costs. During drought years, when forage is scarce, these additional expenses can be devastating to cattle producers who rely on low cost grazing to sustain their herds. The National Agricultural Law Center stated, “Supporters of the status quo will contend that increasing grazing fees or restricting public lands grazing privileges will cost jobs and irreparably harm local and state economies.”³

While 155 million acres of public grazing land may seem substantial, it is essential to put this figure into context. The total U.S. pasture and rangeland area is approximately 654 million acres.⁸ This means that BLM managed lands account for roughly 24 percent of the total grazing land available to ranchers. While private lands still make up the majority, the affordability and accessibility of public lands make them a critical resource for many ranchers when private pastureland is limited. Based on Figure 2, we can see



the division of public land usage and how less than half of it is being used for grazing livestock.


The financial strain of public land restrictions does not only affect the cattle industry. While conservation efforts are essential, limiting public land access can have negative economic consequences for rural communities that rely on tourism, outdoor recreation, and resource extraction. Many small businesses, including outfitters, hunting guides, and local lodges, depend on the influx of visitors to public lands. Reduced access can lead to declining revenues, job losses, and economic instability in these regions. Additionally, restrictions on grazing and resource extraction can impact ranchers, miners, and energy companies, creating conflicts between conservationists and industries that depend on public land use. Public land grazing supports employment across the West. In Wyoming, Idaho, and Oregon alone, it accounts for nearly 4,000 jobs.⁷ Reducing grazing access could lead to job losses in both the cattle industry and related sectors, such as meat processing, transportation, and feed supply.

While the direct impact of BLM land regulations is most evident at the local level, the effects ripple across the entire beef industry. Public land restrictions lead to reduced cattle production, which in turn affects the national beef supply. With fewer cattle available for processing, beef prices are likely to rise, impacting both consumers and businesses that depend on affordable beef

products, such as restaurants and grocery stores. Furthermore, a decline in independent ranching operations due to increased costs and reduced grazing access may accelerate industry consolidation. Large corporate beef producers, who can absorb higher costs or own significant private grazing land, will have a competitive advantage over smaller operations. This can lead to reduced competition, increased market power for large meatpacking companies, and higher prices for both ranchers and consumers. According to the USDA, the top four beef processing companies already control 80 percent of the market.⁸ Additionally, these disruptions affect other sectors such as feed suppliers, transportation companies, and meatpacking facilities. Fewer cattle being raised means lower demand for feed grains, which can have a domino effect on agricultural markets. This could lead to job losses and economic downfall in regions reliant on the beef industry. Ultimately, the impact of BLM regulation extends beyond just the western states.


With limited grazing land, many ranchers must downsize their herds to match the available forage. This reduction in livestock numbers can have a ripple effect throughout the cattle industry, leading to decreased beef production, higher market prices, and supply chain disruptions. Smaller herd sizes also reduce the

Have You Herd continued on the next page




LOCUST LEVEL FARMS
VERNON HILL, VA
REGISTERED ANGUS CATTLE

Bull & Female Sale



Saturday **November 8, 2025** 12:30 pm est
12065 Chatham Rd., Vernon Hill, VA

Selling over 50 Long Yearling and Yearling Angus Bulls, Elite Yearling Heifers, Spring Bred Heifers, and a Select Group of Fall Pairs!




SALE MANAGER:
Zach Moffitt Cattle Marketing and Consulting 336.736.6340
zmoffitt19@gmail.com
zmoffittcattlemarketing.com



LOT 55 LIF 007 Jolene BR A32 20930236

#1 for HP, #4 for \$M, #16 for \$F, #3 for \$C. She is the only non-parent daughter in the breed for her combination of Doc, Claw, Angle, PAP, HS, \$M and \$C! She is 1 of 3 non-parent daughters in the database for her combination of Doc, Claw, Angle, PAP, HS, \$M and \$C!




LOT 14 LIF 843 Home Town 151 20295745

He is one of only two sires in the breed with his combination of \$M and \$C; who is also wildly unique for efficiency traits, moderate frame with top 15% CW and high end product merit value. When you sort for parent sons of Home Town in the database for \$M and \$C, he is the **only** one with his combination of those indexes!

WW	+90
YW	+163
RADG	+33
HP	+19.5
FL	+1.15
CLAW	+42
ANGLE	+38
PAP	-.10
MARB	+1.08
REA	+1.10
\$M	+119
\$F	+145
\$B	+224
\$C	+410

CED	+11
BW	+3
WW	+70
YW	+130
SC	+1.57
HP	+15.5
MILK	+32
TEAT	+74
UDDR	+74
FL	+1.08
\$EN	-10
MARB	+1.58
REA	+1.51
\$M	+107
\$B	+238
\$C	+416

CONTACTS:
Mike McDowell 434.575.4850
Jon Collins 434.222.8369
Will Roberts 434.489.3370

LOCUSTLEVELFARMS.COM
Find us on 

Have You Herd *continued from the previous page*

bargaining power of independent ranchers, making them more vulnerable to competition from large corporate agricultural operations that may have the financial means to absorb these costs. Furthermore, restrictions on grazing can discourage new or younger ranchers from entering the industry. If public land access continues to decline, ranching may become financially unfeasible for small, family run operations, leading to industry consolidation and a loss of generational knowledge in sustainable livestock management.

Many ranchers argue that responsible grazing on public lands is beneficial to ecosystems. According to *Rangelands*, “The beef industry is vital to the social, economic, and ecological health of America’s grazing lands and is improving its sustainability.” Well managed grazing can help reduce invasive plant species, control wildfire fuel loads, and promote grassland health by mimicking natural grazing patterns. However, when cattle are removed from certain grazing areas due to BLM restrictions, these lands may experience overgrowth, leading to an increased risk of wildfires. Without livestock grazing to manage vegetation, some regions could also suffer from decreased soil fertility and altered plant communities, impacting overall rangeland health.

To balance conservation goals with the needs of cattle producers, policymakers should consider alternative approaches rather than outright grazing restrictions. Adaptive grazing management, rotational grazing programs, and targeted conservation easements can help protect ecosystems while allowing ranchers to continue using public lands sustainably. Collaborative efforts between the BLM, ranchers, conservationists, and local governments can lead to more effective land management policies that preserve both the environment and rural livelihoods. Incentivizing ranchers to

participate in land stewardship programs, investing in sustainable grazing practices, and providing compensation for lost grazing rights could help mitigate the economic hardships of access limitations.

In conclusion, limiting access to public lands has profound consequences for cattle producers, affecting their financial stability, herd sizes, and contributions to land management. While conservation is necessary, it is crucial to recognize the role that ranchers play in maintaining healthy ecosystems and supporting rural economies. A balanced approach that integrates sustainable grazing with environmental protection is essential to ensuring the long term viability of both cattle ranching and public land conservation efforts.

References

¹Kauffman, J.B., et al. (2022) “Livestock Use on Public Lands in the Western USA Exacerbates Climate Change: Implications for Climate Change Mitigation and Adaptation.” doi.org/10.1007/s00267-022-01633-8.

²Overly, A., et al. (2022) “Economic, social, and environmental impacts of cattle on grazing land ecosystems.” www.sciencedirect.com.

³Salvo, M.N. (1998) “The declining importance of public lands ranching in the West.” <https://nationalaglawcenter.org>.

⁴Fitch, R.T. (2016) “Public Lands Livestock Grazing Got You Down? Take Action.” <https://rtfitchauthor.com>.

⁵Munch, D. (2023) “Public lands grazing vital to the rural west.” www.fb.org.

⁶Bureau of Land Management. (n.d.) “Programs: Rangelands and grazing: Livestock grazing.” www.blm.gov.

⁷Melotte, S. (2024). “Rural counties dependent on recreation industry show best recovery from pandemic employment loss.” <https://sierranevadaally.org>.

⁸Winters-Michaud, C.P., et al. (2017) “Major uses of land in the United States” www.ers.usda.gov.

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 Emily Robinson are not necessarily those of N.C. State University or Dr. Carrie Pickworth.

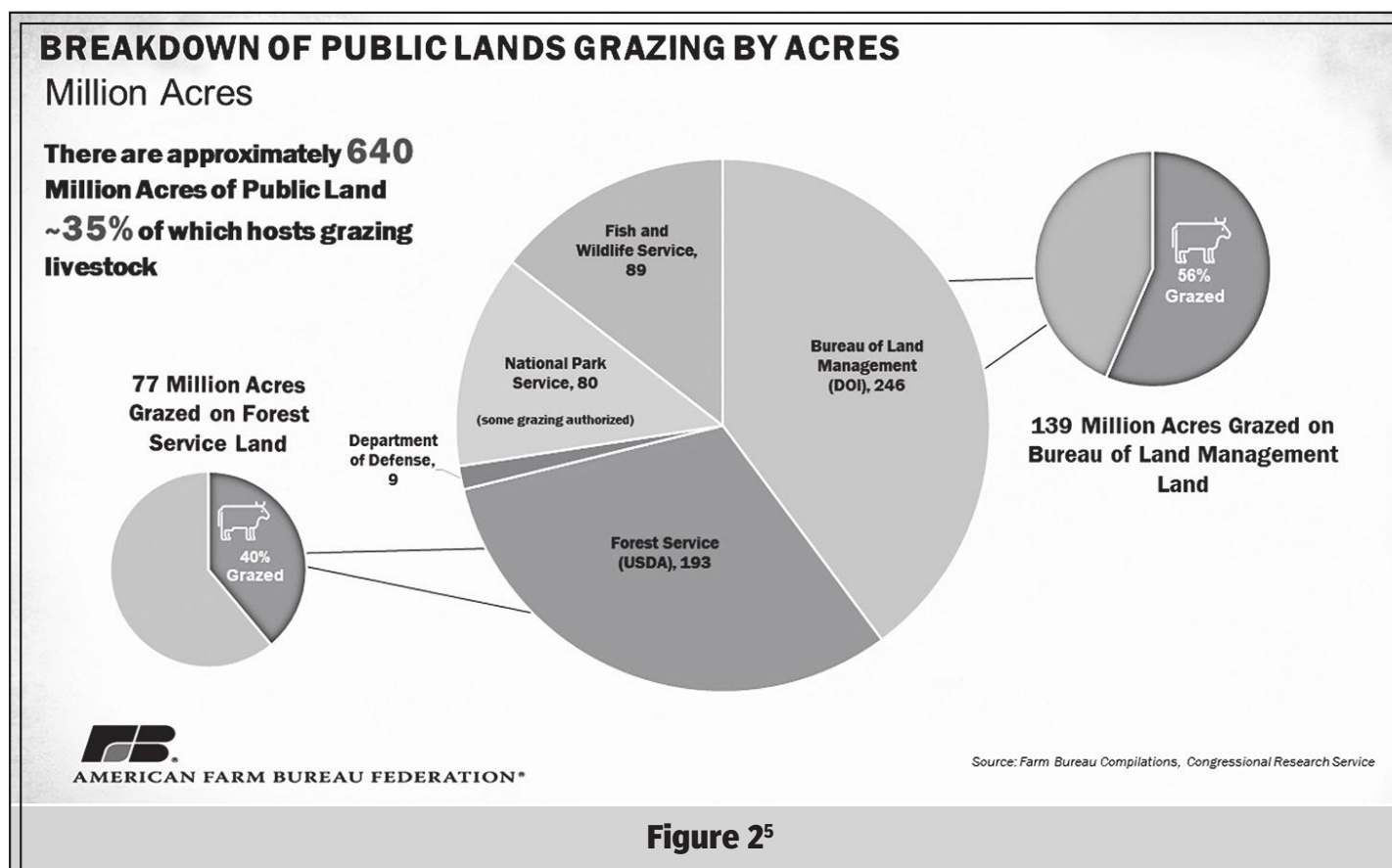


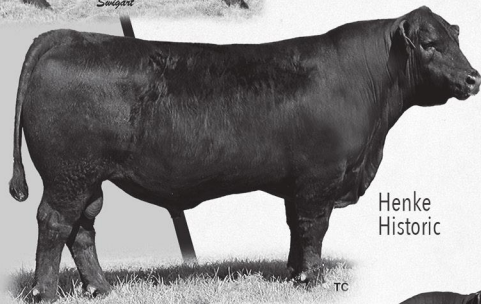
Figure 2⁵



KCF
Bennett
Exponential



KCF
Bennett
Culmination



Henke
Historic



KCF
Bennett
Monument
J338



KCF
Bennett
Eagle H550



KCF Bennett
Dominion
K510



Yon
Discipline



KCF
Bennett
E906

Featuring
175 BULLS

TOTAL PERFORMANCE BULL SALE

DECEMBER 5, 2025 FRIDAY, 12:00 NOON EST

- ✦ 12 MONTH UNCONDITIONAL GUARANTEE
- ✦ FREE WINTERING AVAILABLE
- ✦ NATIONWIDE DELIVERY AVAILABLE
- ✦ COMPREHENSIVE DATA ON EVERY BULL
- ✦ GENOMICALLY ENHANCED EPDS

*Angus, Hereford,
Gelbvieh and Balancer Bulls*



Paul S. Bennett (434) 941-8245	Dalton G. Bennett (434) 664-7946
Jim G. Bennett (434) 664-7935	Brian R. Bennett (434) 664-8309
Scott R. Bennett (434) 660-7268	

P.O. Box 117 • Red House, VA 23963
Martha Johnson, Office Manager
(434) 376-3567
knollcrest@knollcrestfarm.com

LiveAuctions.TV

www.knollcrestfarm.com



REGISTER FOR SALE

Sale book available upon request PRE-REGISTER for the Sale at www.KNOLLCRESTFARM.com or by scanning the QR Code

Focus on Forage

Understanding Hay Analysis and Storage Tips

By KATIE SILVER, MORGAN CLARK, HUNTER TAYLOR, and CAROLINE SAATHOFF, *Clemson University*

Providing cattle with hay is typically an essential practice in any operation — big or small. Making sure you reach the most potential from this resource is something that can be easily overlooked yet has the capacity for significant impact. Understanding the importance of hay quality will help to appreciate the benefit of sampling properly, interpreting analysis results, and utilizing best storage and feeding practices.

Importance of Quality Hay – No matter what performance goals you have for your cattle, providing them with high quality forages should be a top priority. Forages, such as grass and hay, improve digestion in the rumen, which contributes to the overall health of cattle and helps them reach their full potential. Whether it is peak growing season for the pastures or the cattle are mostly consuming their forages in the form of hay, their nutritional requirements should be met just the same. The first step is actually knowing what these requirements are. The diet can then be evaluated afterward.

Each class of cattle has its own specific dietary demands. Growing steers, replacement heifers, pregnant and lactating cows, and bulls are going to perform best when they are being fed appropriately. For example, a dry, mature cow is going to have lower energy and crude protein requirements in her diet than a growing, pregnant replacement heifer or a mature, lactating cow. Depending on your specific operation and production goals, it is important to formulate a unique nutrition plan. If the nutritional requirements of cattle are not being met, they may display this in several different ways. Reproduction, growth, body condition, hair coat, behavior, and health are just a few things that could be negatively affected by poor nutrition. If this begins to occur, reevaluating the nutrition plan will be necessary.

The nutritional content and quality of hay can vary based on many different factors. The quality, however, cannot fully be understood unless a quantitative analysis is done and the nutrient content is revealed. Having this type of analysis aids in clearer decision making when it comes to feeding your cattle. If the hay doesn't quite meet the quality that your cattle need in their diet, there are supplementation options that you can provide for them to potentially fill the gaps.

How to Sample – The process of sampling hay, in many ways, can be as important as the results. This is a result of needing to give

the lab an accurate representation of the hay. The best method for sampling is to use a hay probe. The probe should be inserted close to horizontal to the ground, pointing toward the core. Weathered sections of the hay should be avoided when possible so that a true representation is tested. When using this method, roughly two quarts of material are needed. When a hay probe is unavailable, the sample can be gathered by hand. This is less accurate since it only tests a particular area of the hay bale. When sampling in this manner, the edge and the core should be avoided, as they will have vastly varying quality from the area in between. This method also requires more material to ensure that there is enough material to be tested. When sampling for the lab, it is always better to have more material than what might be needed. The sample can then be taken to your local extension office, where it will be sent to the diagnostic laboratory.

Test Results – The only way to understand the nutritional value of the hay that is being fed is to test the hay and interpret the results. Always compare your results using the dry matter basis column. This is the result of the forage without water. A few different values in the analysis that are important to know are crude protein (CP), acid detergent fiber (ADF), neutral detergent fiber (NDF), relative feed value (RFV), and nitrates.

Crude protein (CP) is the measure of protein content in hay. It is important for the development of bone, muscle, and milk production. Lactating cattle have the highest CP needs at 11 percent daily. During mid to late lactation, CP needs drop to 9 percent. A dry, pregnant cow has the lowest CP needs at 7 percent until the last 60 days before calving.

Fiber is measured through the values of acid detergent fiber (ADF) and neutral detergent fiber (NDF). The NDF value is a measure of the total cell wall, which consists of lignin, cellulose, and hemicellulose. The higher the NDF value is, the less forage is consumed by the animal. Acid detergent fiber (ADF) is the estimation of the forage that is indigestible by the animal. This value refers to the portions of the forage cell wall that are made up of cellulose and lignin. The higher the ADF value is, the less digestible the forages are to the animal. These values combine to form the total digestible nutrients (TDN) value on the analysis.

Relative feed value (RFV) provides a single number estimate of the energy value of a forage, haylage, or silage. Full bloom alfalfa

You Decide!

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

You Decide: Good or Bad Direction on Inflation? Inflation continues to be one of the top issues in the country. Although some prices have fallen, many are still rising, and, what's more troubling, are rising at a faster rate. Households' hopes of prices returning to pre-pandemic levels have so far not been fulfilled.

So, is the direction of inflation good or bad for consumers? I'll try to give you the facts and then let you decide.

It is important to note that there are two reasons to watch the inflation rate. The first reason is obvious. Inflation measures the rate at which prices are increasing. The faster prices rise, the lower our standard of living, because households can't afford to buy as much. The only exception is if household income rises at a similar or faster rate than prices.

The second reason to follow inflation is that it will give you a clue as to where interest rates are headed. When inflation moderates, two forces occur that can put downward pressure on interest rates. First, lenders will not need to charge as much for the "inflation premium" included in interest rates. When lenders make loans, they must be compensated for the declining value of dollars repaid in the future. If those dollars are expected to decline less in the future due to lower inflation, then borrowing rates will be lower.

Second, Federal Reserve, or Fed, officials are more likely to lower their interest rates when the inflation rate is lower. Although the Fed doesn't control other interest rates, those rates tend to move in the same direction as the Fed's rates.

The national inflation rate is based on a comparison of the weighted average of all prices over a period of time, where prices more important to consumers' budgets receive a higher weight in the average. I think a year-over-year time period is the best comparison because it gives a longer perspective, and seasonal differences in prices are not a factor.

In looking at the trends in the year-over-year all-item inflation rate, there is good news and bad news. The good news is the latest year-over-year inflation rate for July shows a 2.7 percent increase. This is much less than the 9.1 percent rate for June 2021 to June 2022. The bad news is that the most recent rate is higher than the 2.3 percent rate between April 2024 and April 2025. This means we've recently been in a rising inflation rate period rather than a declining inflation rate period. Most economists point to tariffs as the cause. Because tariffs increase the price of imports, and because tariffs are paid by the U.S. importers, some companies are motivated to pass those tariff costs on to consumers through higher prices.

Let me be more detailed about inflation by examining price trends for specific categories of products, such as essentials like food, shelter, and energy.

Inflation for food has followed the same pattern as all-item inflation, but stronger. In August 2022, the food year-over-year inflation rate was 11.4 percent. By October 2024, the rate had fallen to 2.1 percent. Today, the rate has increased to 3 percent, higher than the overall 2.7 percent rate.

The federal government's measure of shelter prices includes a combination of ownership and rental dwellings, and for ownership dwellings, it accounts for both the purchase price of the home as well as the financing costs. The recent peak year-over-year inflation rate for shelter was in August 2023, when shelter prices increased 8.2 percent from the previous August. Since then, the inflation rate of shelter prices has steadily declined to today's year-over-year rate

EBS FARMS 17TH ANNUAL BULL & FEMALE SALE

THE *Select Sale*



JANUARY 3, 2026

NORWOOD, NC | DV AUCTION

Selling Angus & SimAngus bulls and registered and commercial females

of 3.7 percent. Again, this means shelter prices are still rising, but at a much slower rate than two years ago.

The best recent news on inflation is gas prices. In the summer of 2021, gas prices were rising, in some cases by 50 percent on a year-over-year basis. But since the summer of 2023, gas prices have gone in the opposite direction, sometimes dropping as much as 25 percent year-over-year. Other energy prices have followed the same pattern, but with less volatility.

The conclusion is inflation is still with us, as it usually is. For most products and services, prices are always rising. How fast is the question? Fortunately, with the inflation rate much lower than it was just after the pandemic, the average worker's wages have been keeping pace with price gains.

But some economists worry about the future, and the reason is one word — tariffs. By making imports more expensive, tariffs are creating the potential for domestic companies to increase the prices they charge consumers. This hasn't yet happened in a widespread way, with less than 1/4 of businesses raising prices due to tariffs. Yet this may change because currently, prices paid by retailers for inputs are rising much faster than prices charged by retailers.

Along with consumers, the Fed is also closely watching trends in the inflation rate. To lower their interest rates — with other rates usually following — Fed officials have to be convinced the inflation rate is at least contained. If the inflation rate is rising or is higher

than desired, the Fed is worried that if it lowers interest rates and stimulates more borrowing and spending, the surge in buying could push up prices at an even faster rate.

Hence, the eyes of consumers, as well as government officials such as those in the Fed, will be on tariffs, potential tariff agreements, and whether more companies begin to increase their prices to offset tariff costs. Many think agreements to lower tariffs would be the best outcome in terms of inflation.

Inflation is always an issue of how much is occurring, not whether it is occurring. Inflation rates are much lower today than they were immediately after the pandemic. But recently, the rates have begun to trend up, not down. Can this be reversed? You decide.

You Decide: Is the Housing Market Improving for Buyers? Ever since the pandemic, the housing market has been difficult for buyers, especially for young and first time buyers. Housing prices have been rising at a rate much faster than both the overall inflation rate and the growth in household income. At the same time, mortgage interest rates jumped 4.5 percentage points between 2020 and 2023.

These changes put potential buyers in a double bind. Not only are homes more expensive, but financing the purchase is also more costly. As a result, the average monthly mortgage payment as a share

You Decide continued on the next page

LA

3rd Annual Lorson Angus Sale

SATURDAY, NOVEMBER 1, 2025 AT 1 P.M. EDT

ROCKINGHAM COUNTY FAIRGROUNDS • 4808 S VALLEY PIKE, HARRISONBURG, VA CCI LIVE

LA 4F19 OF 1HT5 FIREPROOF



21088612

CED	WW	YW	DMI	TEAT	UDDR	MARB	REA	\$M	\$W	\$B	\$C
+9	+71	+131	+57	+75	+71	+2.11	+1.09	+77	+78	+282	+443

SHE IS 1 OF 13 NON-PARENT FIREPROOF DAUGHTERS FOR HER COMBINATION OF \$F, \$G, \$B AND \$C! SHE IS THE ONLY NON-PARENT DAUGHTER IN THE ANGUS DATABASE WHEN SORTED FOR CED, BW, DMI, PAP, MARB, RE, AND \$C! DONOR PROSPECT HERE!

LA 4P19 OF A119 PRIME TIME

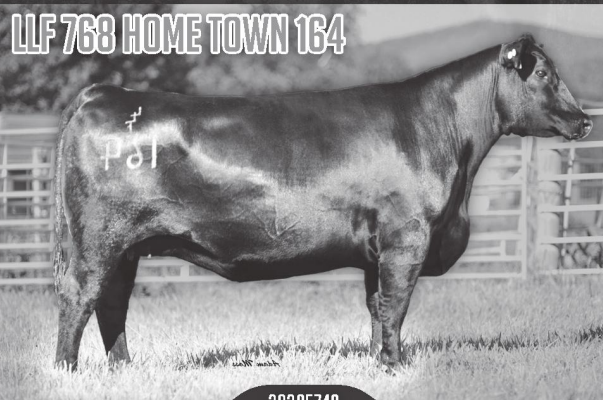


21051477

CED	BW	WW	YW	SEN	MARB	REA	\$M	\$B	\$C
+13	+4	+68	+117	+2	+2.36	+96	+86	+266	+431

AMONG NON-PARENT DAUGHTERS OF PRIME TIME SHE IS #1 FOR SEN, #6 FOR \$M, AND #8 FOR \$C.

LLF 768 HOME TOWN 164



20295748

CED	BW	WW	YW	TEAT	UDDR	FL	CLAW	ANGLE	MARB	REA	\$M	\$B	\$C
+16	-6	+78	+135	+75	+57	+1.13	+37	+38	+1.68	+1.16	+114	+229	+411

ONE OF THE MOST UNIQUE DONORS IN THE BREED CONSIDERING HER COMBINATION OF PRODUCTION, MATERNAL, MANAGEMENT, AND CARCASS TRAITS!

Offering: OVER 70 ANGUS ELITE OPEN HEIFERS, DONORS, DONOR PROSPECTS, BRED HEIFERS, AND PAIRS, AND A SELECT GROUP OF ANGUS BULLS!



ZACH MOFFITT CATTLE MARKETING & CONSULTING
336-736-6340 • ZMOFFITTCATTLEMARKETING.COM

AUCTIONEER WILL THOMPSON • 704-616-8553



LORSON ANGUS CHRIS LORSON • 570-337-9427
2206 PINE WOODS ROAD, JERSEY SHORE, PA 17740
JASON AREHART • 540-290-4251
JASONAREHART@YAHOO.COM

You Decide *continued from the previous page*

of a new buyer's income doubled between 2020 and 2023.

Hence, it should not be a surprise that homebuying and homeownership declined in North Carolina this decade. In 2024, the percentage of households that were homeowners was 65 percent, down from 69 percent in 2020 and well below the 72 percent at the beginning of the 21st century.

These changes are troubling for several reasons. First, many households who would prefer to live in single family homes instead of high density units are being denied that choice. In addition, single family homes have traditionally been a way for young households to build wealth as their home increases in value over time. Among all households, including homeowners and renters, home values account for almost a quarter of all wealth. Among homeowners, home values account for half of their wealth. And unlike many investments, such as stocks, it is rare for home values to decline.

Some argue there are also nonfinancial benefits to owning a home. Children living in homes have more access to outdoor activities, thereby getting more exercise and exposure to fresh air and sunshine. Homes with outdoor space, in particular, can provide opportunities for children to have chores, thereby allowing them to learn about work and responsibility. Finally, there may be a psychological benefit to the family from the pride of owning and maintaining a home.

How can we return to an economic environment where home affordability improves and more households — especially young households — can easily purchase a home? The answer is easy. We need more homes built, we need home prices to stop outpacing household income, and we need lower mortgage interest rates.

Accomplishing this combination is not easy, but there are some positive signals giving us hope. Home construction has been inconsistent, both for the nation as a whole and in North Carolina. Understandably, there was a big drop in home building during the pandemic. Subsequently, there was a strong rebound immediately after the pandemic. But the rebound was cut short by the surge in inflation in 2022 and 2023, which pushed up construction costs.

But once the Fed enacted policies to lower the inflation rate, housing construction recovered. However, during the past two years — 2024 and 2025 — there's been an erratic pattern in home construction with no clear path. Experts think uncertainties related to interest rates, tariff rates, and the economic health of households are affecting

builders. However, one piece of good news is that home construction today is running at a higher level than before the pandemic.

Home prices continue to rise in North Carolina, but the pace has slowed. When price changes are tracked for homes with the same features — such as square footage or number of rooms — there's been over a 70 percent rise between 2020 and 2025. But $\frac{3}{4}$ of that increase occurred between 2020 and 2022. Since then, home prices have been rising at single digit annual rates.

Lastly, an overall measure of housing affordability that accounts for home prices, mortgage interest rates, and household income shows bad news and good news. The index sank by more than 50 percent from 2020 to 2024. But during some months in 2025, the index rose very modestly, mainly due to moderating home price inflation, some reduction in mortgage interest rates, and improvements in household income.

So, what's the conclusion? Are there any signs that the housing market is getting better for buyers? Also, what should you look for to anticipate that buying a home will become easier?

The analysis I've presented does indicate some positives in the housing market in terms of moderating price increases, continued construction, and modest declines in mortgage interest rates. Indeed, in the past two years, the 30 year fixed mortgage interest rate fell $\frac{3}{4}$ of a percent to near 6.5 percent. This is certainly higher than the sub-3 percent rate immediately after the pandemic. But that historically low rate was a result of the Fed pumping enormous amounts of cash into the economy to overcome the COVID-19 recession. We later paid for that policy with an annual inflation rate of over 9 percent. While the Fed won't push mortgage rates back to 3 percent, they have strongly indicated they are ready, perhaps as early as September, to support lower interest rates, including mortgage rates. So, watch for interest rate announcements from the Fed.

If the Fed does lower interest rates, the action could cause increased home construction as builders become more optimistic about households' ability to purchase homes. This could moderate home price increases to be more in line with the improvements in worker earnings that have been occurring. Therefore, if you're in the market to buy a home, continue to watch trends in construction and prices. There may be some good news ahead.

The housing market has been tough for buyers in recent years. But are there some changes occurring that could make a home purchase easier? You decide.

You Decide: Is "Buy Now, Pay Later" A Good Deal? "Buy now, pay later" offers have been gaining popularity, especially among young people. They offer a quick and easy way to obtain what you want now. About half of households now use them. But what are the ramifications, and what do they mean for your long term financial health? In short, are the programs a good financial decision, or should they be avoided?

Borrowing is not new in the economy. Consumer loans became popular in the 1920s due to dramatic changes in lifestyles. The economy was booming, household incomes were rising, people were



**Have you forgotten something?
Make sure your cattle loving friends are members of your state and national associations!**

moving from rural areas to cities, electricity was becoming more common, and the availability of electricity led to the emergence of refrigerators, washers, dryers, vacuums, radios, and numerous other consumer products we take for granted today. Vehicles were also replacing horse powered travel.

Consumer loans were offered to allow households to more easily purchase these products, many of which were too expensive for the average person to buy with cash. The amount of cash needed to purchase the product was loaned to the individual, and the individual then repaid the loan in equal payments over a specific period of time. Interest was also charged on the loan. If the borrower did not make all the payments, the lender could take — repossess — the item.

Borrowing for long lasting items, like homes, vehicles, and appliances, actually makes economic sense. The borrower is matching the benefits from the item with payments for the item. For example, if you have a 30 year home loan, generally called a mortgage, and you live in the home for 30 years, your periodic loan payments compensate for the benefits you enjoy from the home. Of course, if you sell the home before the loan is paid, you'll use some proceeds of the sale to pay the loan balance. Usually, home values increase over time, so owners make profits on home sales. Indeed, home value increases have been more consistent than stock value increases.

The lesson is that borrowing is a tactic that can best be justified when the spending is used for something that provides value and use over many years, even something like a washer or stove.

But there are also examples beyond items like homes, vehicles, and appliances where borrowing makes sense. College graduates certainly don't look forward to repaying their college loans once they graduate. But the graduates should look at the college loan as an investment. Why? The average college graduate will earn between \$1 million and \$1.2 million more in work earnings over their lifetime than the average high school graduate. When this result is realized, college loans may not look that bad!

There's another use of borrowing that also makes economic sense. This is when the borrowing is done for a very short period of time. For example, when my wife and I indulge in eating out at a restaurant, we use our credit card for payment. That way, we don't have to carry cash, which could be substantial if our dinner is for a special occasion, like a birthday or anniversary. But we always make a point of paying that expense on our next credit card bill so we're not charged interest. I call this "convenience borrowing."

The toughest questions are about borrowing that is in between the type that matches payments to benefits and convenience borrowing. I'm referring to borrowing for something that gives you immediate pleasure but that you'll pay for over time. Remember, when you borrow, you will pay more in total than if you paid in cash at the purchase. Time is money because money can always be invested and earn returns over time. As a result, lenders charge an interest rate on the loan amount to give them a profit on their money and also to cover future inflation.

It's these in-between purchases that can be an issue. Say you have a very serviceable cell phone but are attracted to the new version that has many additional features. You would really like to have those features, but the new phone costs in the four figures,

and you don't have the cash. So, you borrow and have monthly payments for several years. You are initially very excited about your new phone, but your excitement quickly dissipates. Psychologists call this process a "hedonic treadmill." More commonly, it is known as "buyer's remorse." Ultimately, you wish you hadn't bought the phone and instead used the money for payments for something else, like food, rent, or even savings.

It's not just people who struggle with borrowing. We don't have to look any further than the federal government, which currently has a \$37 trillion debt. As with individual borrowers, some of this debt is for investments that have long term benefits, like medical research, education, transportation, and national defense. But other debt is for spending that only provides one time benefits. Proposals have been made to separate federal financing into two parts, in which borrowing can be used to finance spending that provides continuing long term benefits, whereas borrowing would not be allowed for spending that only gives one time benefits.

There's a lot of overlap between economics and psychology when it comes to borrowing. The long term costs of borrowing, how long the benefits of borrowing will last, and the investment returns versus the psychological returns from what borrowing provides are all important elements to consider. Can these principles be used to keep borrowing a good use and not abuse? You decide.

Blue & Gray/Gragg Farms

Angus Production Sale

NEW DATE Saturday • **November 8, 2025** • Noon
6708 Northwestern Pike, Gore, Virginia 22637

Selling:

- 20 Coming-Two-Year-Old Angus Bulls
- 15 Spring Bred Commercial Cows and
- 10 Spring Open Heifers

For information contact:

ROBERT WHITACRE / BLUE & GRAY ANGUS
6708 NORTHWESTERN PIKE
GORE, VA 22637
(540) 247-4282
ROBERT@BREEDERLINK.COM

PAUL, CHRIS & DAVID GRAGG
GRAGG FARMS
PO BOX 3440, BOONE, NC 28607
CHRIS (828) 268-4137 • PAUL (828) 268-4136
DAVID (828) 268-4135
CGRAGG6@YAHOO.COM

Sires Include:
SAV Panther 1906,
SAV Anthem 0042,
SAV Scale House 0845,
Sitz Galactic 723G,
Sitz Royalty 1299,
Sitz Virtue 11710 and
Bruin Envy 7248.

For your free reference sale booklet, contact anyone in the office of the Sale Manager, TOM BURKE, KURT SCHAFF, ALEX POPPLEWELL, AMERICAN ANGUS HALL OF FAME, at the WORLD ANGUS HEADQUARTERS, PO Box 660, Smithville, MO 64089-0660.
Phone: (816) 532-0811.
Fax: (816) 532-0851.
E-Mail: angushall@angushall.com



LiveAuctions.TV

Evolving the Conversation Around Red Meat Yield

By DR. JESSICA LANCASTER, NCBA

The 2021-2025 Beef Industry Long Range Plan uniquely calls out the need to use innovative methods and technologies to more accurately measure red meat yield. The Product Quality Research Program at the National Cattlemen's Beef Association (NCBA), a contractor to the Beef Checkoff, is coordinating the Red Meat Yield Round Table with the aim to raise awareness of current carcass yield assessments and make advancements more accessible to producers to receive accurate recognition for true carcass yield.

Historical Context of Carcass Yield – Grading systems in the beef industry help differentiate carcass quality and yield, serving as key indicators of value. Since 1927, the U.S. beef industry has utilized a voluntary grading service to support transactions between producers and processors. Initially, grading focused on quality to assess “how good” a carcass was, serving as a predictor of eating satisfaction. In 1965, lean meat yield grading was introduced to determine “how much” of a carcass would result in boneless, closely trimmed cuts from the round, loin, rib, and chuck.

While beef quality grading is well understood, yield grading and its connection to red meat yield (RMY) outcomes remain less clear. The yield grade (YG) system was developed from research conducted in the 1950s and early 1960s, using cattle data from that era. Four key factors — 12th rib fat depth, ribeye area, hot carcass weight, and percentage kidney-pelvic-heart fat — were used to estimate the percentage of boneless, closely trimmed retail cuts, also called cutability.

Evolutions Since the Inception – Over time, quality grading has been updated to reflect the latest science, with 15 changes made since its inception. Yield grading, however, has seen little

to no evolution, aside from the introduction of camera grading technology. Today's cattle, shaped by genetic advancements and modern management practices, are heavier and have larger ribeyes than those in the 1960s, leading to a reduction in the accuracy of the YG equation. Recent studies show that the current yield grade formula explains less than half of the variation in true red meat yield in modern cattle,¹ highlighting the need for a more precise assessment method.

In today's industry, premiums are awarded to carcasses with higher lean proportions, while discounts are applied to those with excess fat or bone. However, as modern cattle differ significantly from those of the past, the ability of the YG system to accurately predict RMY has declined. This misalignment signals the need for a science based approach that better reflects modern cattle. A point further was reinforced by a producer member of the RMY Round Table — “For the long term sustainability of the industry, we have to be able to select cattle that can produce more saleable yield and be able to do it more efficiently.”

Utilizing Science to Guide Industry Improvements – The use of precision technology and big data has made the development of a more accurate and adaptive carcass yield assessment system more feasible. Emerging technologies such as three dimensional (3D) imaging, computed tomography (CT), and radar are showing opportunity for improving yield grading accuracy. For instance, 3D digital imagery has demonstrated the ability to explain over 90 percent of the variation in saleable red meat yield, while CT scans offer near perfect accuracy in measuring whole carcass composition. Radar technology is also showing potential in predicting red meat yield in live cattle, providing a new frontier for yield assessment even before harvest.

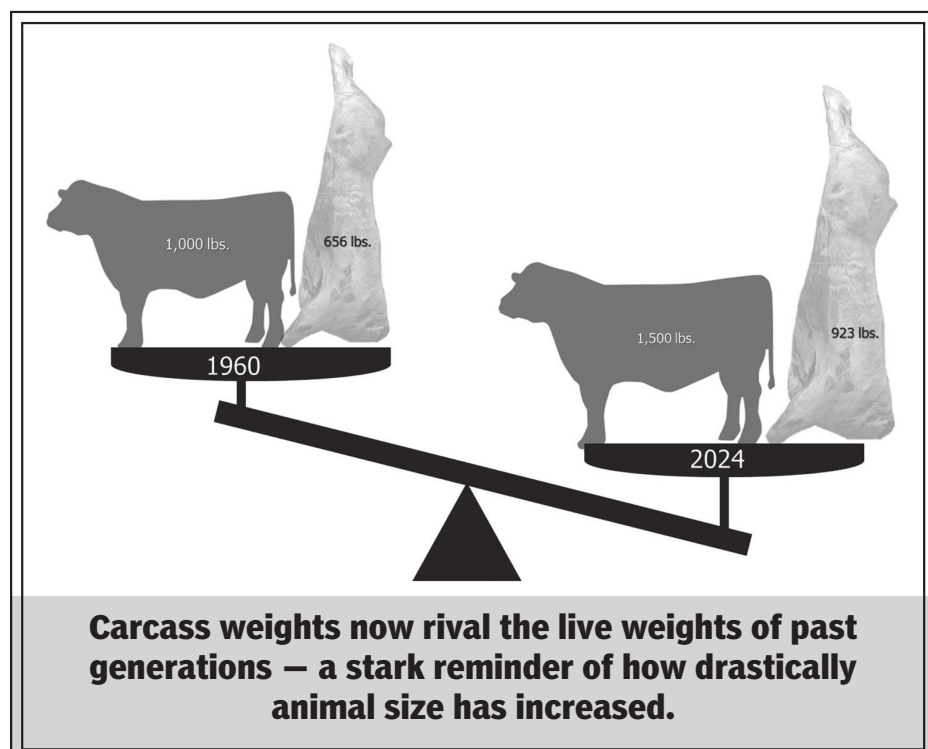
As cattle composition changes and technology evolves, a clear opportunity exists to modernize the grading system. By incorporating advanced, science based methods into yield grading, the industry can provide more accurate pricing signals, benefiting producers and supporting progress toward a more efficient and competitive future. This work also aligns with the new 2026–2030 Beef Industry Long Range Plan as the U.S. beef industry continues to innovate and improve, making the industry resilient, credible, and successful in the long term.

For more information and references, visit www.beefresearch.org/media/beefresearch/docs/rmy-exec-summary-011725-02.pdf.

Reference

¹Lawrence, T.E., *Beef Yield Grading: History, Issues, and Opportunities*. 2022.

Acknowledgement – Research coordinated by the National Cattlemen's Beef Association, a contractor to the Beef Checkoff



W BRAND of QUALITY

A N G U S S A L E

Saturday, Noon (EDT) **OCTOBER 18, 2025** Aldie, Virginia

Every **THREE-YEAR-OLD FEMALE** Sells!

Whitestone Emblynette 2133



Bred to calve February 14, 2026 to LT Clarion 9054.

Reg. *20332698
Sire: +*E&B Plus One | **Dam:** *Whitestone Emblynette 0057

CED	BEPD	WEPD	YEPD	MILK	CW	MARB	REA
+5	+1.3	+67	+108	+24	+49	+1.27	+76
\$M	\$W	\$B	\$C				
+68	+71	+182	+304				

Whitestone Blackcap 2159



Bred to calve January 23, 2026 to Whitestone.

Reg. *20329784
Sire: *GAR Home Town | **Dam:** Whitestone Blackcap P154

CED	BEPD	WEPD	YEPD	MILK	CW	MARB	REA
+7	+2.0	+79	+137	+23	+43	+0.92	+91
\$M	\$W	\$B	\$C				
+67	+73	+157	+271				

SELLING 150 HEAD!
 Spring Pairs | Fall Pairs | ET Heifers | Donors

Whitestone Pride 2095



Bred to calve January 25, 2026 to Connealy Scotchman.

Reg. *20332645
Sire: *DB Iconic G95 | **Dam:** Whitestone Pride P147

CED	BEPD	WEPD	YEPD	MILK	CW	MARB	REA
+5	+1.5	+81	+140	+18	+59	+1.00	+24
\$M	\$W	\$B	\$C				
+59	+72	+165	+273				

Whitestone Everelda 2113



Bred to calve February 15, 2026 to Connealy Scotchman.

Reg. *20332756
Sire: *DB Iconic G95 | **Dam:** *Whitestone Everelda 9061

CED	BEPD	WEPD	YEPD	MILK	CW	MARB	REA
+5	+1.9	+84	+146	+29	+70	+1.18	+34
\$M	\$W	\$B	\$C				
+35	+83	+182	+271				

Please call or email us today to be added to our mailing list.

LiveAuctions.TV



Visit us on Facebook!

Whitestone Farm LLC

GEORGE W. LEMM · TOM & NANCY ANDRACSEK · MARK DUFFELL
 PO BOX 570, ALDIE, VIRGINIA 20105
 (703) 327-4863 OFFICE · (703) 327-4777 FAX · (703) 930-1841 MARK'S CELL
 WWW.WHITESTONEFARM.COM | OFFICE@WHITESTONEFARM.COM

BARNETT

ANGUS RANCHES

*Making a difference in the beef business isn't an accident.
It's a deliberate process. It's how legacies begin.*

6th Annual BAR Production Sale

Saturday, November 1, 2025 • 12 Noon

At the NEW BAR sale facility

GPS: 1832 Lexington Road, Washington, GA 30673

Selling

- 115 Two-Year-Old Bulls
- 8 Yearling Bulls
- 14 Open Heifers
- 18 Fall Calving Females
- 50 Commercial Heavy Bred Heifers



BAR MISS BELLE M68
21278300
BD: 11/11/24

CED	BW	WW	YW	SC	DOC	CLAW	ANGLE
+19/1%	-3/1%	+82/15%	+143/15%	+0.9	+37/1%	+0.49	+0.45
PAP	HS	HP	Milk	Teat	UDDR	FL	CW
+2.08	+0.54	+15.3/4%	+31/20%	+1.1/1%	+1.02/1%	+1.17/10%	+74/15%
Marb	RE	SM	SW	SF	SG	SB	SC
+1.83/1%	+0.97/25%	+185/1%	+102/1%	+130/5%	+109/2%	+240/2%	+446/1%

This eye-catching donor prospect is the number 19 SM non-parent female in the entire breed and she is the number 1 SC Poss/Ratified daughter! No other female in the AAA database can match her combination of CED, WW, YW, TEAT, UDDR, FL, MARB, RE, SM, SB and SC.



BAR WINCHESTER 220L
21036394
BD: 10/26/23

CED	BW	WW	YW	Milk	SC	CW
+4	+1.2	+85/15%	+152/10%	+21	+2.02/3%	+79/10%
MARB	RE	SM	SW	SG	SB	SC
+1.16/20%	+0.59	+70	+80/20%	+77/20%	+196/15%	+324/15%

One of two flush brothers by the very popular ST Genetics sire Poss Winchester. He has performed well at every measuring point with a massive 902 lb. adjusted weaning weight and 1,377 pound adjusted yearling weight. Several maternal brothers from his proven donor dam F001 sell!



Watch the sale and bid live online at CCI.Live



To request a sale book:

Mark C. Sims • (580) 595-0901
simsplusllc@gmail.com
www.SimsPlusLLC.com



BAR ARCHITECT 222L
21035478
BD: 10/22/23

CED	BW	WW	YW	Milk	SC	CW
+10/25%	+1.1	+107/1%	+173/1%	+19	+1.60/15%	+85/3%
MARB	RE	SM	SW	SG	SB	SC
+1.05/25%	+0.58	+82/20%	+105/1%	+70/25%	+195/15%	+335/10%

One of two flush brothers sired by the Genex standout S Architect 9501. His well-balanced EPD profile starts with a tremendous birth to yearling spread, and he ranks as one of the top five bulls in the offering for WW EPD. 222L has 15 traits in the top 25% of the breed!



For information about Barnett Angus Ranch bulls & females, please contact:

BARNETT ANGUS RANCHES

Wilkes Barnett (706) 401-9157 • Chris Goldman (706) 401-3120 • CJ Goldman (706) 401-2462
1685 Lexington Rd. • Washington, GA 30673 • www.BarnettAngus.com

Producing Quality Angus Cattle for More than 75 Years



- YON FAMILY FARMS -
Maternal Roots
 FALL FEMALE & BULL SALE

THE FEMALES *Sell*
FRIDAY, OCTOBER 24th at 1:00 p.m.

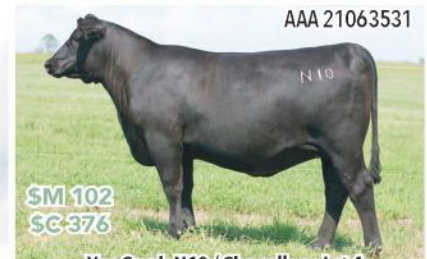
Selling 145 Angus Females proven donors, elite open feature heifers, fall pairs, bred cows, bred heifers & special embryo offering

Nearly 1500 females reside at Yon Family Farms that compile **AVERAGE EPD/Index** rankings of:

CED	WW	YW	DOC	HS	Claw	Angle	HP	MB	RE	\$M	\$G	\$B	\$C
25%	15%	15%	30%	25%	35%	35%	10%	20%	25%	10%	15%	20%	10%



AAA 21063525
 SM 108
 \$C-371
 Yon Witch N03 / She sells as Lot 1
 Yon Saluda x Yon Witch J91 (Yon Chattooga E46)



AAA 21063531
 SM 102
 \$C-376
 Yon Sarah N10 / She sells as Lot 4
 Yon Discipline x Yon Sarah K379 (SAV Rainfall)



AAA 21063553
 SM 88
 \$C-398
 Yon Saluda N35 / He sells as Lot 382
 Yon Saluda x Yon Witch J91 (Yon Chattooga E46)



AAA 21067799
 SM 114
 \$C-350
 Yon Discipline N144 / He sells as Lot 393
 Yon Discipline x Yon Blackbird L180 (Yon Top Cut)

THE BULLS *Sell*
SATURDAY, OCTOBER 25th at 11:00 a.m.

Selling 300 Angus Bulls 200 two-year-old bulls & 100 yearling bulls



91% qualify for Targeting the Brand specs for Certified Angus Beef.

Our bull sale offering **AVERAGE EPD/index** ranking in comparison to the entire non-parent Angus bull population.

CED	WW	YW	DOC	HS	Claw	Angle	HP	MB	RE	\$M	\$G	\$B	\$C
25%	20%	20%	35%	20%	35%	35%	15%	25%	30%	10%	20%	20%	10%

Select offering of SimAngus and Ultrablack cattle

Free Bull Delivery in Southeast
 (Continental US with \$6000 purchase)



Kevin, Lydia, Sally, Drake & Corbin
 (803) 685-5048
 Ridge Spring, South Carolina



www.yonfamilyfarms.com





**INAUGURAL
FALL
PRODUCTION
SALE**

**35 Yearling Bulls
25 Commercial
Females
Lunch Will be
Provided**

**Saturday - November 29, 2025
1:00 PM EST**

**349 Elmwood Road
Statesville, NC 28625**

*Bull sires include: True Balance, Grid
Maker L1071, Winchester, Heisman,
Pacifico, Veracious, Iconic, Bold Ruler
and more!*



**Scan the QR Code
for a glimpse of
our highlight bulls
and their EPD's that
will be available!**

Follow Us on Social Media for More Information!



The 909 Ranch



@the909ranch



Michael Jensen, Ranch Manager
(336) 769-6700
info@the909ranch.com

Zach Moffitt, Sale Manager
(336) 736-6340

Rick Ankrum, Owner
(909) 208-2317



Mediocrity Must NEVER Be The Goal. Not For Anyone.

By TOM BRINK, *Top Dollar Angus Founder & CEO*

With appropriate respect offered to the author, publisher, and comment providers who recently collaborated on the article entitled “Could mediocrity be the right goal? A practical perspective on cattle production” found at www.agproud.com/articles/61730-could-mediocrity-be-the-right-goal-a-practical-perspective-on-cattle-production, I’d like to share several thoughts on why cow/calf producers should avoid such a mindset.

To begin, believing that mediocre cattle can be both acceptable and profitable over the long run is a fallacy. Producers targeting mediocre cattle as their long term production goal have chosen a low-to-no profit road. As an industry, we tried this approach in the 1980s and 1990s. It failed miserably. Mediocre cattle — known also as commodity cattle — were everywhere back then. They were the rule, not the exception.

The result — beef demand was in shambles. We lost market share to chicken and pork year after year, and beef cattle ranchers and farmers left the business in droves. They simply could not make a living. We permanently exported some of the best young minds out of the beef industry. Many of our sons and daughters saw no future in ranching and sought careers elsewhere. That is the fruit of mediocre cattle. We who remember those two decades have no desire to recreate that same business environment ever again. There is no margin in commodity cattle.

Fortunately, producing mediocre cattle and watching our industry get hammered brought about meaningful change. The resulting shift toward higher quality cattle has been positive for all segments of the cattle business.

For most of the past 25 years — roughly 2000 to the present — the focus was to improve our cattle and offer consumers better beef. This strategy worked better than we could have imagined. Superior

genetics, management, and innovative marketing methods that rewarded top quality cattle combined to significantly enhance our end product. Consumers came back, and beef demand grew like never before. We still have plenty of challenges — always will — but if the yardstick is overall industry prosperity, the past couple of decades are much preferred to the 1980s and 1990s. A high-quality product and strong demand go hand in hand, no surprise. Continually making better cattle is the road we must stay on, both individually and collectively, because more improvement is both possible and necessary. It is also proven effective.

As a final point, let me address the cost/value assumption set forth in “Could mediocre cattle be the right goal?” A theme of the article is that lower costs will accompany the production of mediocre cattle. Spending less might result in your cattle being mediocre, but at least you’ll have costs under control. Sounds intuitive, but this blanket claim was debunked by CattleFax over a quarter century ago.

In the mid-1990s, CattleFax analyzed high profit ranching operations to determine why they were unique. They discovered that while high profit ranchers had lower production costs overall, they actually spent MORE than their less profitable peers on genetic inputs, animal health, and pasture utilization. They invested in the creation of better, genetically healthier animals that would enter the beef supply chain and create superior value for everyone who owned them all the way to harvest. They were making value-added cattle well before most of us knew what that meant.

High profit producers did not believe keeping costs down mandated the production of mediocre cattle. They understood the need to carefully manage input costs but also knew cattlemen sell outputs for a living. The objective is to effectively balance both.

Spending more on pasture meant smaller outlays for winter feed. They grazed their cows longer, yet took care of them nutritionally, while actively investing in genetics and health to create superior animals. They exploded the myth that competitive production costs pigeonhole a producer into outputting commodity cattle.

Years later, we can still gain wisdom from this proven approach. We can also learn from both the mistakes and successful decisions the beef industry made during the past four to five decades. The takeaway is pretty simple: Each producer should continually strive to improve the genetics and health of each successive calf crop while doing so in a cost effective manner. Mediocrity should never be the goal. Not for anyone.



Better Cattle Bring Opportunity. Feeding Quality Forum highlights beef's competitive edge, pointing to areas for improvement. Cattle keep getting better, but that doesn't mean producers should slow down progress. That's what attendees took home from the 2025 Feeding Quality Forum on August 14–15 in Rochester, Minnesota.

It's call to action for the entire beef industry. Better cattle, yet new and old challenges for each segment.

"I would say congratulations to those of you responsible for the genetic selections behind this [improvement]," said Paul Dykstra, Certified Angus Beef (CAB) director of supply management and analysis. "The rest of you added the management to it, and together, the choices that we've all made bring the consumer back to a very elite priced protein item in the meat case."

Cattlemen who focus on carcass traits are paid on grid performance, which is one of their biggest opportunities to capture more dollars. Quality tracks seasonal trends — primarily based on the cattle cycle and when those calves are born — which leads to periods of high premiums and months with just okay premiums, Dykstra said.

Fed cattle are averaging 70 percent Choice, with yield grades 2, 3, and 4. The market encourages more days on feed to add weight to these cattle. The result? Increased hot carcass weight, backfat, and higher yield grades.

While yield and composition have been a priority since before the first National Beef Quality Audit in 1991, greater attention has been given to improving quality grades. Until now.

John Stika, CAB president, shared his perspective as a member of the NCBA Red Meat Yield Working Group, which is evaluating whether the industry is using the right tool to determine cutability and effectively communicate relevant value differences back to producers. The current yield grade equation hasn't been updated since it was developed in 1960, and cattle and management practices influencing composition have changed dramatically since then.

"It's not a matter of choosing quality or yield, it's a matter of choosing how we're going to move both of them forward, jointly and together," Stika said.

No ceiling on quality – Cattle prices have reached a new pricing plateau, said Dan Basse, AgResource Company president. Each week, cash cattle prices are up, and "the packer keeps bidding higher and higher."

He estimates beef will bring in \$113 billion of revenue this year, while the total corn crop may bring \$57 billion.

More good news for cattlemen: he said the younger generation likes protein and vegetables.

"If you would've told me last year that the retail price of beef could be somewhere in the vicinity of \$9.50 per pound, and we had no demand rationing, no shifting to chicken or pork, I would have



told you you're crazy," he said.

Quality and a consistent, repeatable eating experience are behind it, said David O'Diam. With all beef expensive, the most detrimental thing for consumers would be a bad eating experience.

The increase in Prime carcasses since 2020 has resulted in a more consistent supply of Prime beef in the meat case, thus creating stronger demand for high quality beef in grocery stores. With 12 percent of the fed cattle grading USDA Prime, there is enough supply to fill consistent orders.

"There's more demand for this product than what we have," he said. "It's item specific, and there are a lot of caveats to it, but the reality is we are demanding more Prime today than ever

before and selling it specifically at retail."

Continuing the progress – Changing cattle takes time. Genetics is part of the equation, but management is just as important.

Dallas Knobloch, 4K Cattle LLC, manages a cow/calf herd and buys feeder calves to fill his Minnesota feedyard. As he works with ranchers, he encourages them to work on the 90 percent of things they can control. Price will follow.

"It's about getting everything else right first," Knobloch said. "Whether it's health, genetics, shipping, or trucking. The timing for when we do a lot of these things makes a huge difference at the end of the day on a carcass and consistency across a pen."

Cattle feeders like predictability. The value of a set of feeder calves varies, and many feeders have been burned before by black hided cattle



David O'Diam shared how much Prime is in demand at retail and how Certified Angus Beef works with its partners to sell and source more.

with unknown genetic composition, said Tim Schiefelbein, partner at Schiefelbein Farms and contract manager for American Foods Group.

Cattle feeders want to know what they're getting and have a marketing plan in mind when they put a group of calves on feed.

"When you know what someone's supplying you and you get comfortable, that's when feeding gets fun," Schiefelbein said. "Nobody wants a surprise."

Marketing tools like AngusLink verify what's under the hide and let cattle buyers know exactly what they're getting.

Genetic differences are easily masked by management and environment, said Brian McCulloh, Woodhill Angus founder.

"Data driven selection speeds up what nature does slowly," McCulloh said.

The tools are here, from genomically enhanced expected progeny differences (EPDs) and dollar indexes to genetic testing. Knowing heritability also helps to further a balanced trait approach, because there may be unintended consequences of thinking narrowly.

"Establish your breeding objectives, and stay focused on them. Don't get lost in the mania of choices," McCulloh encouraged cow/calf attendees.

Management includes the resources at your ranch. Identifying outliers in your cow herd, alongside increasing productivity of your land, will help keep beef on the plate, said Jason Rowntree, Michigan State University professor.

"Managed grazing is having cattle at a place for a given period of time to accomplish a purpose with a given behavior," Rowntree said. "And that purpose can be to improve animal productivity; it can be to improve landscapes."

Ducks Unlimited (DU) works with cattlemen to provide conservation dollars to keep grasslands in top shape, not just for wildlife, but for grazing cattle.

"You don't keep the American grasslands for habitat and wildlife unless you keep the cattle and the cowboy on the land as well," said Ryan Taylor, North Dakota rancher and director of public policy for DU.

"This is more about building a cow sanctuary, and then the ducks

and the pheasants and everything else will show up," said Troy Hadrick, South Dakota rancher.

In recent years, Hadrick has worked with DU to find ways to increase grass utilization. The better they manage their grass, the more cows they can have on the ranch. Input costs are high, so accessing support for fencing supplies or pipe for new water sources can be the deciding factor on what projects get done.

From the ranch to the feeder, numerous factors are at play that affect cattle making it to the packer.

As cattle get bigger and better, different problems are identified. One question the industry faces — are cattle getting too big for their hearts to handle?

Kelli Retallick-Riley, Angus Genetics Inc. president, shared the most recent research on bovine congestive heart failure (BCHF). What was thought to be a problem in steers and heifers on their way to the packer is causing more deaths at 110 days of age, according to the data.

While there may be a genetic component, there are likely also management strategies to minimize BCHF deaths.

"The challenge to all of us is that very few issues have been solved with genetics alone," Retallick-Riley said.

That's promising for an industry of forward thinking producers with more tools at hand than ever before.

Find more event coverage at FeedingQualityForum.com.

The 2025 Feeding Quality Forum was sponsored by Alltech, AngusLink, NCBA Cattlemen's Education Series sponsored by National Corn Growers Association, Diamond V, Drovers, FeedLot, Rabo AgriFinance, Select Sires, Selko, and Upper Iowa Beef.

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.*



Kirsten Nickles of CAB, Ryan Taylor of Ducks Unlimited, Troy Hadrick of Hadrick Ranch, and Jason Rowntree of Michigan State University shared practical conservation practices they have been using or researching.

ANGUS

THE BUSINESS BREED

UPDATE

Dreamers, Believers, and Go Getters. There aren't many National Junior Angus Association (NJAA) members who will say the miles traveled to the National Junior Angus Show (NJAS) weren't worth it. But for six individuals, the 2025 trip was extra special. Named new members of the National Junior Angus Board (NJAB), six young Angus enthusiasts gained green coats during the NJAS closing ceremonies.

Joining the prestigious ranking of young leaders are Adeline Tommell of Fonda, N.Y.; Alexis Koelling of Bowling Green, Mo.; *Ava Wood of Willow Spring, N.C.*; Bryce Hofing of Coatesville, Ind.; Keely Shultz of Danielsville, Ga.; and Lyle Perrier of Eureka, Kansas.

Living the Legacy – Ava Wood, North Carolina – As a sixth



generation farmer and the third of her siblings to don a green coat, Ava Wood is proud to say she's Angus through and through. She started attending the NJAS before she could even compete, and in the years since, the 19-year-old has only missed the summer event once.

This past July, her sister, Mary, was waiting with open arms when Ava was announced as one of the six to be elected to the NJAB. With so much family history, Ava knows just how important the two year term can be.

"Seeing how the green coats make such an impact on juniors' lives has always been really inspiring to me," Ava explains. "I just want to be an individual in the association that can be there to help with any events ... be a happy and comforting, approachable face for juniors."

She plans to share the thoughts and voices of her NJAA peers while serving.

For her, however, the roots in this industry go a little deeper. Ten years ago, Ava's mother passed away from Stage 4 lung cancer. That year, the Angus Foundation started the DeEtta Wood Memorial Scholarship.

"Seeing how the Angus Foundation and the Angus Association — on the junior level and on the adult level — came and supported us in such a difficult time really just enhanced my involvement in this association," Ava explains.

Whether it's at school at N.C. State University or at an Angus event, Ava says she's always been able to easily connect with others. It's proof of the Angus family for sure, but it's something she also credits to her father. For the two of them, cattle shows were never confined to a barn. There were cities to explore, people to meet, and sights to see. Ava has inherited the ability to live life boldly, and she has no doubts that she'll lead the NJAA with the same attitude.

Knowing that Mary and her brother Justin will be watching, Ava has high standards for herself as the youngest of the Woods trio. It'll be bittersweet when she retires; as she says, it'll be the end of an era. But until then, she's going to enjoy every moment of her time on the NJAB.

American Angus Association Seeks 2026 Summer Interns. Applications for internships are open through November 12. The American Angus Association offers a hands-on, tailored learning experience for young cattle enthusiasts. Internships are available in several departments and provide opportunities for growth in a student's chosen field during the ten week summer program. Students will be immersed in a fast paced, professional environment and work side-by-side with experts at the forefront of the cattle industry.

"This internship has been so impactful to my career journey," reflects Cassidy Strommen, 2025 Angus Media digital marketing intern. "I was able to sharpen a variety of practical marketing skills and help Angus producers promote their operations while learning from a supportive and encouraging team."

Interns will be based out of St. Joseph, Mo., with some positions offering opportunities to travel. Students who are interested in growth and networking opportunities, have a good attitude, and are willing to jump into new and challenging situations for hands-on

experience should apply at angus.org/careers by November 12 to be considered.

Angus Media – Marketing – This position will provide valuable experience in email marketing, graphic design, digital advertising, social media content creation, and data analytics. The intern will work alongside an experienced team to develop skills and contribute to real cattle producers' marketing campaigns and success. Applicants should demonstrate an excitement and passion for association work and the cattle industry. Previous management or oversight of business social media accounts is preferred.

Angus Media – Publications – This writing intensive opportunity offers the chance to join a multimedia effort, which includes the *Angus Journal* print publication and the *AJ Daily* electronic newsletter, as well as the *Angus Journal's* website and social media presence. The internship can be tailored to the intern's strengths, but many duties can be anticipated, including traveling to industry events. Experience in news and feature writing, editing, and photography is strongly suggested.

Communications – From print writing to graphic design, photography, and video, the communications intern will gain multifaceted experience in agricultural communications to enhance their marketability as a young professional. The communications intern will help with the promotion and coverage of one of the

association's biggest events, the NJAS, and will travel with the team to the event. Applicants should have strong writing and design skills and have completed coursework in news and feature writing, editing, and design. Experience in photography, video, and social media is preferred.

Events & Junior Activities – The intern will assist in planning and executing youth events hosted by the NJAA, including preparation, correspondence, and coordination for shows and events. Applicants should be self starters, detail oriented, and outgoing with the ability to work well with others. Livestock and event planning experience is preferred but not required. Travel to the 2026 NJAS, Leaders Engaged in Angus Development (LEAD) Conference, and other events is expected.

Angus Genetics Inc. (AGI) – Students pursuing their master's degree or Ph.D. in animal breeding and genetics are encouraged to apply for the AGI summer internship. The intern will have the opportunity to work with the world's largest single beef breed genomic databases, conducting research on economically relevant traits in beef cattle. The internship will focus on research that involves data analysis. Candidates should have experience in

Angus Update continued on the next page

A LIVESTOCK LEGACY MORE THAN A CENTURY IN THE MAKING

DISCOVER QUALITY LIVESTOCK

*Thank You to all buyers & supporters
of this year's sale!*

Contact

Kyle Mayberry • 828.768.1956

BILTMORE[®]

livestock@biltmore.com
biltmorelivestock.com

Angus Update *continued from the previous page*

analyzing animal breeding data sets and genomic data.

If students prefer to spend their summer on the ranch, the Angus Foundation is accepting applications for the Angus/Talon Youth Educational Learning Program internship. The Talon internship program provides college aged students the unique opportunity to

spend their summer on an Angus operation. Interns gain extensive ranching knowledge while enhancing their skills as advocates for the beef industry. Students interested in participating in the program can learn more at www.angus.org/foundation/our-mission/youth/talon-youth. The deadline is also November 12 through angus.org/careers.

Form, Function, Balance.

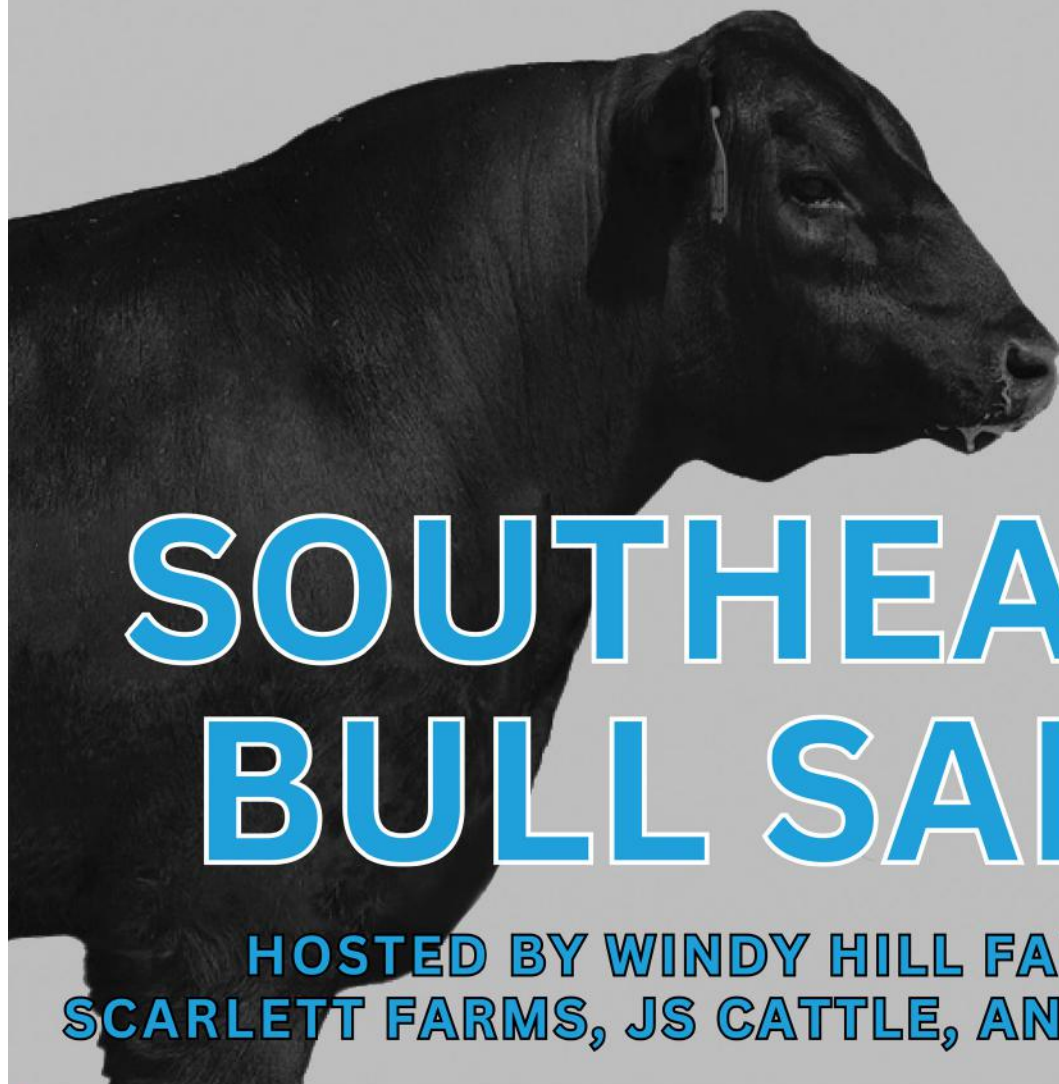
Wilks Ranch to donate WILKS Rita 4728 as the 2026 Angus Foundation Heifer Package. The Angus Foundation is proud to announce WILKS Rita 4728 as the 2026 Foundation Heifer Package, generously donated by Wilks Ranch of Eastland, Texas. This female represents the kind of progressive, phenotypically correct genetics that define the Wilks program. Their offering showcases a breeding program built on form, function, and balance as well as a commitment to the future of the Angus breed.

As a long time supporter of the Angus Foundation, Wilks Ranch recognizes the value of contributing to initiatives that promote education, youth, and research within the breed. Their donation of the 2026 Foundation heifer highlights a continued commitment to supporting programs that strengthen the Foundation's mission.

"It's quite an honor," says Kevin Reed, asset manager for Wilks Ranches. "What [the Angus Foundation] does for the youth is to give them opportunities, tools, and the finances to grow, to do what they love, and to build a foundation for their future. We're proud to contribute."

WILKS Rita 4728 is a standout female from a maternal line that has proven itself. Her maternal sister, WILKS Rita 4067, commanded \$100,000 as Lot 6 in the

11.15.25



SOUTHEAST BULL SALE

HOSTED BY WINDY HILL FARMS,
SCARLETT FARMS, JS CATTLE, AND FRIENDS

ASHEBORO, NC

Zach Moffit • 336-736-6340
Mike Moss • 336-549-0070





2024 Wilks Ranch Sale. Her dam will headline the upcoming fall production sale, and a maternal brother is slated to be a highlight in the 2025 Wilks Ranch Bull Sale. The consistency of this cow family is a testament to the quality of female Wilks Ranch is offering as this year's Foundation female.

Rita 4728 ranks in the top 1% for both \$Beef and \$Combined indexes, offering a powerful growth spread, elite structural correctness, and eye catching phenotype. She's the kind of female that blends performance with presence, built and bred right, and backed by a story of success.

"She's cowy. That's what her mom is — she's just a good female," says Aaron Kaiser, seedstock manager at Wilks Ranch. "I think this female's going to be the same way, but does it in a really neat number package and a neat pedigree."

Rita 4728 is correct in her confirmation, and she's got the numbers to back it up. Kaiser believes she has the versatility to be a donor, a show heifer, or a female to produce bulls for a commercial producer.

Kaiser joined the Wilks Ranch team 13 years ago, bringing with him an understanding of Angus genetics and a passion for youth. Raised in West Texas, he showed Angus steers as a kid and converted his family's commercial herd to Angus in junior high. Today, he's raising his own children in agriculture.

"Agriculture teaches you how to work hard and how to be responsible," Kaiser said. "Agriculture is the way of life. The neat thing about ag is, I love the way I was raised, and I wanted my kids to have the same experience as I did."

That commitment to youth is part of what makes the Foundation Heifer Package so meaningful to the Wilks team. They've hosted interns, mentored students, and supported scholarships, all with the goal of shaping the next generation.

The 2026 Foundation Heifer Package will sell on January 9, 2026, at the 87th National Angus Bull Sale during Cattlemen's Congress. The sale will start at 2:00 p.m. at the Oklahoma State Fairgrounds in Oklahoma City. Proceeds from the sale benefit the Angus Foundation and its vision to provide limitless opportunities to enhance excellence and innovation within the Angus breed.

The package supports the Angus Fund, which provides unrestricted funding for a variety of programs supported by the Angus Foundation, including the Beef Leaders Institute, the LEAD conference, and Angus University.

For more information about the package, contact Boester at JBoester@Angus.org or visit the Angus Foundation website at www.angus.org/foundation.

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.

BRUSHY MOUNTAIN GENETICS

Angus & Horned Hereford
BULL & FEMALE SALE
SATURDAY, DECEMBER 13, 2025 - 1PM EST
 634 KIRBY LACKEY RD TAYLORSVILLE, NC 28681

Hosted By
 Chapman Cattle Co.
 Bryant Chapman
 828.514.0526

Michael Wyatt
 704.223.2948

Sale Managed by
 Zach Moffitt
 336.736.6340

The President's Letter

By JONATHAN PERRY, *American Angus Association*



Dear American Angus Association Members,

The Board of Directors met September 8–11 in St. Joseph, Mo., to focus on the many important topics before our association. We've also held virtual committee meetings ahead of our time in Missouri. It was a long but important week, and I wanted to share what we discussed with you.

One of the most important things we did was discuss the results of the membership survey and approve the 2026–2028 Long Range Objectives. Over the past several months, our board has engaged in a lot of great discussions with members — hearing your concerns, compliments, and ideas for improvement. Having this data from the survey added to that insight and was a great tool to guide our discussions around planning for the future. The member survey was conducted from April to June and sent to more than 23,000 members and affiliates. We appreciate each of you who took the time to respond. These topics provide insight, helping shape the future of our association, including guiding the Long Range Objectives. The association is a diverse group, and addressing the needs of each can be a tall order, but as a board, we will continue to use your feedback to lead us.

In the coming weeks, every member will have the opportunity to dive into both the results of the survey and the Long Range Objectives. We'll be releasing on-demand videos that walk through the information, and they will be discussed at the Angus Convention as a part of several general sessions. Please know that while this overarching plan has been approved by the board, it is simply a starting point, and we need your input on how we best tackle these identified priorities.

AGI staff provided an update on the methane efficiency research project. Currently the Portable Accumulation Chambers are being planned and designed, and the data capture methods are being explored. Updates will continue to be posted to the methane efficiency research page. In addition, we heard an update on the heart health research project. AGI continues to seek opportunities for data collection and investigate the potential genetic component of bovine congestive heart failure.

GeneMax sales are up 18.6 percent this year, indicating the importance of providing genetic tools for commercial cattlemen purchasing registered Angus bulls. Confidence in AGI's products goes beyond the commercial cattlemen, though. Some members may not be aware that AGI provides 57 EPDs for seven breed associations

and three countries. These AGI clients are adding frequency and new traits in the coming year.

We all recognize the rapidly changing landscape of the beef genetics business, and we spent a lot of time discussing and strategizing how AGI can best work to keep the Angus genetic evaluation on top and keep our Angus breeders with the data and selection tools they need moving forward. Our survey data told us that members want us to put a high priority on research and selection tools for making the Angus cow even better. Continued strategic planning will be a priority over the coming year, and we look forward to member input.

In response to several questions about why the association owns the remaining DNA sample submitted by members and the resulting genotype, we reviewed the current policy. DNA ownership is essential to advancing the Angus breed and delivering value to members for a number of reasons outlined in this *Angus Journal* article. The policy, adopted in 2009, was designed to strategically benefit members, promote breed integrity, and advance the Angus breed. For example, parent discovery set to be available to the membership later this year would not be possible without the association and thus AGI having access to genotypes.

The Breed Improvement Committee discussed the rollout of the Data Driven Herd program, recognizing herds that collect and submit data under the Angus Herd Improvement Records program. We will recognize the first herds during the awards program at the convention.

Teat size, udder suspension, and functional longevity were released to production EPDs in May. Committee members shared feedback and questions received on the new traits.

We spent time discussing animals who have \$Value indexes but unprinted component EPDs. We will be visiting with members over the coming months to gather feedback and plan to pick up our discussion at future meetings.

The Breed Improvement Committee also considered and approved creating a mating tool to estimate parent average EPDs and associated inbreeding coefficients for planned matings. Available in AAA Login, staff will begin programming soon, and we expect to see this come online in 2026.

The Events and Junior Activities Committee reviewed the 2025 National Junior Angus Show and discussed ideas for improvements. They also approved the judges list for the 2026–2027 Roll of Victory shows.

During the Commercial Programs Committee, we heard about the record breaking markets this summer, and in particular the premiums for AngusLink enrolled feeder cattle. With nearly 250,000 head enrolled this year, we are getting close to crossing over 1 million head enrolled since the program's inception. There's nothing quite like hearing the stories of ranchers who have worked to improve their herds for years with registered Angus genetics and now are reaping the rewards. This ties to what we heard as a part of the Communications and PR committee, where the national ad campaign is being updated, talking about the market, genetic and information advantages, and Powered by Angus.

The Angus Foundation board of directors approved a three year strategic plan for the Foundation that prioritizes enhancing revenue sustainability, driving member engagement, and elevating the impact of the Foundation. In addition, they voted to reestablish the Resource Development Committee — a committee designed to support the Foundation with fundraising initiatives.

Following a member's inquiry about our scholarship program, the Angus Foundation board of directors reviewed our processes and criteria. We awarded 83 scholarships totaling \$231,500 at the National Junior Angus Show. Of the total number of scholarships awarded, a quarter of the scholarships are open to every National Junior Angus Association member. The others are guided by donor specified criteria, such as state residency or field of study. To strengthen the process, we're refining the vo-tech application, updating essay questions, and improving the online form. The selection process, as always, celebrated the remarkable achievements of our junior members.

Certified Angus Beef sales continue to do well, despite a challenging market of high prices and tight supplies. This year will be the tenth year of sales over 1 billion pounds and with four record months. Looking to the future, we heard about marketing plans with long form and short form video to influence consumers toward the brand.

We have heard from members targeting CAB Prime that an EPD and Grid Value (\$G) recommendation would be helpful to them and their customers. Staff presented research on options to expand the *Targeting the Brand* literature to include these EPD and \$G levels. Nothing will change on the Targeting the Brand designation that goes on pedigrees.

Angus Media highlighted some of the accomplishments over the last few months, including several recognitions for writing, photography, and design at the recent Ag Media Summit. The team has also heard member feedback and is working on new ways to help breeders market their cattle. Examples include the new *Angus Bull Book*, a sire directory you'll find with your October issue of the *Angus Journal*, and a series of webinars held this summer for members who use Pasture to Publish. The Angus Media board also responded to member feedback and will now allow the printing of parental average EPDs on embryos and pregnancies in Angus Media produced sale books.

This is not a total list of all the work and effort put into these board meetings, and more details will be covered in the board highlights published in the *Angus Journal*. Should you have interest, questions, or feedback on any of these topics or other things on your mind, please don't hesitate to contact me or your board of directors.

North Carolina Angus Association

ANGUS MEANS BUSINESS

Backed by the world's largest and most reliable genetic evaluation program.

Registered Angus genetics deliver better calving ease, more growth, and superior marbling.



- 4K FARMS**
Richard D. Kirkman, DVM
Siler City
919-742-5500
rdkirkman@spectrum.net
- BACK CREEK**
Joe & Robin Hampton
Mt. Ulla
704-880-2488 (Joe); 704-880-3572 (Robin)
robinbackcreek@att.net
Facebook: Back Creek Angus
- BILTMORE ESTATE**
Kyle Mayberry - Manager
Asheville
828-768-1956
livestock@biltmore.com
www.biltmorelivestock.com
- CARSON FAMILY FARM, LLC**
John, Callie, Isaac & J.R. Carson
Chelsie Bobbitt - Manager
Laurel Springs
919-306-2682
carsonfamilyfarm@gmail.com
Facebook: Carson Family Farm
- CHAPMAN CATTLE COMPANY**
Gary, Isaac & Bryant Chapman
Bryant Chapman - Manager
Taylorsville
828-514-0526
bryantchapman21@gmail.com
Facebook: Chapman Cattle Company
- CLEARBROOK ANGUS FARM**
Danny Howell
Cherryville
704-473-8707
trooperdhowell@yahoo.com
- DOUBLE CREEK ANGUS**
Doug Rowell
Indian Trail
704-787-6819
doublecreekanguscattle.@gmail.com
- FOUR S FARMS**
Kim & Connie and Jason & Robin Starnes
Luther Lyerly - Manager
Salisbury
704-640-5875
kim-4sfarms@carolina.rr.com
- GENTRY HOMEPLACE ANGUS**
Howard & Donna Gentry
King
336-413-6698
whgentry@windstream.net
- GRAGG FARMS**
Paul, Chris & David Gragg
Boone
828-268-4136 (Paul); 828-268-4137 (Chris)
828-268-4135 (David)
gragg_farms@hotmail.com
- H&H FARMS**
Buddy & Jennifer Hamrick - Owners
Bly Hamrick - Manager
Boiling Springs
704-472-1912
jennham@bellsouth.net
- Cortney Holshouser**
NCAA Executive Secretary
919-796-2346
ncaa.sec@gmail.com
www.ncangus.org
- HARWARD SISTERS**
Brooke, Marcie & Mattie Harward
Richfield
704-322-9770 (Brooke);
704-322-5201 (Marcie); 704-322-0831 (Mattie)
harwardsisters@gmail.com
www.harwardsisters.com
- HILL ANGUS FARM**
Dr. Gary M. Hill
Hendersonville
229-848-3695
gmhill@uga.edu
- HI-LO FARMS, LLC**
William "Monty" & Kate Reichert
Fuquay-Varina
919-717-1903
reichert.brock@gmail.com
- JACK KNOB FARMS**
Karl, Janet & Logan Gillespie
Franklin
828-371-2220
karl@jackknobfarms.com
www.jackknobfarms.com
- LEGACY AT PINE HILL FARM**
Steve Jones
Forest, VA
434-665-0800
jfhokie7@verizon.net
- N.C. STATE UNIVERSITY**
- E. Carroll Joyner Beef Unit
Matt Morrison - Manager
Raleigh
716-720-0227 • mdmorri8@ncsu.edu
- SMITH ANGUS FARM**
Randall Smith
Snow Camp
336-516-4558
smithangusfarm@yahoo.com
- THE 909 RANCH**
Rick Ankrum
Michael Jensen - Manager
Statesville
336-769-6700
info@the909ranch.com
- TRIPLE LLL ANGUS**
Greg Little
Monroe
704-219-1294
greg.little@atimetals.com
- UWHARRIE RIDGE FARMS**
Mark Wilburn
Asheboro
336-465-2417
uwharrieridgefarms@gmail.com
- VANDEMARK ANGUS**
Keaton & Janie Vandemark
Spring Hope
252-885-0210
keaton@vandemarkfarms.com
- WINDY HILL FARMS, LLC**
Michael A. Moss
Will Moss - Manager
Ramseur
336-460-7451
windyhillfarmsllc@gmail.com
www.windyhillfarmsllc.com
- WINSLOW GENETICS**
Ben & Kathleen Winslow
Halifax
252-578-5487
bensbulls@gmail.com

THE PROOF IS IN THE Progeny

7AN691 *Step Up*

Big Step x Denver | 19430597

STEP UP has become one of the most popular sires in the Angus breed for consistently siring quality, high-value offspring! He is a go-to sire for added muscle shape, stoutness and depth of heel without sacrificing marbling. STEP UP is a well-rounded sire that fits all types of operations and breeding strategies. With all he offers for phenotype and genotype, STEP UP is a highly-recommended, easy-to-use sire!



Daughter, Myers Angus, KY



Daughter, Edisto Pines, SC

CED	BW	WW	YW	DMI	SC	DOC	Claw	Angle	PAP	CEM
3	2.2	69	129	1.13	1.75	27	0.3	0.32	-0.22	15
75	70	45	35	55	10	15	2	2	25	3
Milk	CW	Marb	RE	Fat	\$M	\$W	\$F	\$G	\$B	\$C
27	53	1.36	0.96	0.057	76	62	102	88	191	324
40	45	5	15	90	25	55	40	10	15	10

From: EZ Angus Ranch, CA and Edisto Pines, SC

7AN757 *Saluda*

Stellar x DISCOVERY | 20336998

A rising star in the breed, SALUDA is developing a reputation for offering above average Calving Ease with an expressive muscle pattern and great growth. Few sires offer as balanced of an EPD profile as SALUDA. Combine his EPDs with his stunning phenotype and you have a winning combination. SALUDA is the complete package for balanced trait selection!



Daughter, Yon Family Farms, SC
(photo reversed)



Daughter, Myers Angus, KY

CED	BW	WW	YW	DMI	SC	DOC	Claw	Angle	PAP	CEM
11	-0.1	76	131	1.18	1.75	14	0.38	0.34	-0.94	13
20	25	25	30	55	10	75	15	3	15	10
Milk	CW	Marb	RE	Fat	\$M	\$W	\$F	\$G	\$B	\$C
27	71	1.17	0.85	0.011	83	78	122	81	204	348
40	15	10	25	45	15	20	10	10	10	4

From: Yon Family Farms, SC



YOUR SUCCESS *Our Passion.*

(800) 227-6417 ♦ www.premierselectsires.com



*Your Success Our Passion. is a registered trademark of Select Sires Inc. The Select Sires logo is a registered trademark of Select Sires Inc. EPDs as of 8/29/25. The background photos are the same progeny as in the support photos.

COMMON GROUND



Driving Breed Improvement Amid Diverse Perspectives

By MARK McCULLY, *American Angus Association CEO*

*“Drive Breed Improvement
— It’s the first of the five Angus Long Range
Objectives for our association.”*

I have it framed on my desk as a daily reminder to me of our organizational priorities. Our mission statement includes “improve and promote the Angus breed.” Our organizational charter defines the roles of the American Angus Association, including one specifically being to provide information and data to promote the Angus breed. Bottom line, a core purpose of the association is to enable breeders to improve the Angus breed.

Discussions around the methane and cow efficiency research project have sparked a wave of conversations with members. These exchanges have been insightful, revealing a wide range of perspectives on what it means for the association to “drive breed improvement.” While every breeder I’ve spoken with is striving to make each calf crop better than the last, the definition of “better” — and how to achieve it — varies greatly.

Within our Angus family, there’s a broad spectrum of philosophies. Some members look to the association to harness every available data point, scientific breakthrough, and innovative tool to guide their selection decisions. They even look at other species and make comparisons to the limited number of tools we have compared to a dairy breeder.

On the other end, there are those most confident with a pedigree and their ability to match sires and dams through visual appraisal

with little to no reliance on expected progeny differences (EPDs) or selection indexes. Some breeders would place themselves somewhere between those two ends. The diversity of approach and philosophy is understandable and valuable, but it also poses one of the most significant challenges for us as a breed as we think about providing value today and — crucially — for generations to come.

A recurring theme in my discussions with members has been the pace of genetic and seedstock innovation. Some feel the association pushes too rapidly, risking change merely for change’s sake. Others believe progress is too slow, fearing we could fall dangerously behind privately held genetics or other breeds. Balancing these contrasting views is a constant task for our board and staff as we engage in long-range planning, make key decisions, and allocate resources.

How does the association serve those looking for cutting edge and speed while acknowledging those feeling their association is driving unwelcome changes and maybe even working against them? How do we provide a large toolbox for breeders to pick from at their preference without breeders feeling these tools are being forced upon them? Most importantly, how do we manage the tension within our organization as the ends of the spectrum get further apart? These are very difficult questions, but ones your board and staff are committed to working on.

The past few months have reminded me not all our members see the world the same, and they don’t all prioritize the association’s efforts in the same order — and that is okay. What unites us is a shared belief that “good enough” has never been good enough for Angus. History shows when Angus breeders focus on improvement, great things happen.

As we move forward, I encourage every member to stay engaged. Social media has its place, but honestly it can be very hard to separate valuable feedback from noise. I appreciate those who’ve taken the time to email or call the board, participate in delegate elections, made plans to attend the annual meeting, and stay informed through the *Angus Journal*, our website, podcasts, and other channels. Your involvement shapes the future of this organization.

Together, informed and engaged, we’ll continue to thrive and keep the Angus breed at the forefront of the industry.





The Arachnid Impacting Herds Through Late Fall – Understand the Risks, Disease Spread, and Control Methods of Ticks.

“Ticks are a very interesting species,” begins Kirk Ramsey, DVM, Professional Services Veterinarian at Neogen. “One fascinating thing about them is that ticks have eight legs, which would make them an arachnid. As larvae, they only have six legs, but as they progress into their nymph and adult stages, they develop two more legs.”

Ticks have a significant economic impact on the US cattle industry, causing disease transmission, decreased gain, increased treatment expenses, stress, and reduced milk production efficiency. Cattle feel the pinch from a number of tick species, including:

- Spinose Ear Tick
- Black Legged Tick
- Winter Tick
- American Dog Tick
- Gulf Coast Tick
- Cattle Fever Tick
- Asian Longhorn Tick
- Lone Star Tick

Ticks are born in droves. In fact, “The lone star tick is active from early spring to late fall, and the female is capable of laying 9,000 to 12,000 eggs during the spring,” says Jonathan Cammack, Ph.D., D-ABFE, Assistant Professor and State Extension Specialist for Livestock Entomology and Parasitology at Oklahoma State University.

Another tick that is especially top of mind – and rapidly emerging – is the Asian Longhorn tick.

“Asian Longhorn ticks have a unique capacity to reproduce without a male. The females go through a process of essentially cloning themselves. In our population, Asian Longhorn ticks are around 97 percent female, meaning that every single one of them has the capacity to reproduce,” shares Dr. Ramsey.

In his line of work, Dr. Cammack has tracked the spread and growing risk of Asian Longhorn ticks, including seeing reports of “instances where as many as 1,000 of these ticks could be feeding on a single animal at a given time, which could result in the animal dying due to blood loss.”

Dr. Cammack explained that, depending on the species, ticks are classified as one, two, and three host ticks. For reference, it’s helpful to understand the life cycle of ticks, which is summarized with added commentary below from Drs. Cammack and Ramsey.

Life Cycle

- Female bites host (usually a large mammal, such as a cow, deer, or dog)
- Engorging themselves, they receive ample nutrients

“Females are trying to get the biggest blood meal possible. They’ll drop off the host, digest it, and then use the protein from that blood meal to generate eggs,” said Dr. Cammack.

- Eggs are usually deposited on the ground in leaf litter and hatch into six legged larvae (beginning of the life cycle)

- Larvae await a host, surviving weeks to months without one

“What those larvae are doing is essentially waiting for a small mouse or a bird picking worms to attach to. They must have a blood meal in order to take on the next stage in life,” shares Dr. Ramsey.

- Larvae attach to the host, receive a blood meal, then fall off to digest the blood meal

- Larvae then molt into an eight legged nymph, seeking out the next host (usually a little bigger animal than the larval host, such as a dog, squirrel, raccoon, or coyote)

- After their second blood meal, the nymph molts into an adult

“Essentially, this is where we have the most interaction. The adults will again be looking for a host to attach to and for opportunities to breed,” says Dr. Ramsey.

Disease Spread – Disease spread from ticks occurs through the bite of infected ticks (biological) or by way of mechanical vectors.

Biological – “Male American dog ticks will feed on multiple hosts throughout their life, whereas the female is going to take that one big blood meal because they’re producing eggs,” says Dr. Cammack. “If that adult male tick feeds on an anaplasma positive cow, however, they are now a biological vector of anaplasma. That pathogen is going to replicate a portion of its life cycle within the salivary glands of the tick. When that male tick bites another animal, it could then pass on the pathogen to another animal. They are now biological vectors, meaning the pathogens are actually living inside of them.”

Mechanical – “Diseases such as anaplasmosis can be spread not only through ticks but also through mechanical vectors. For herds impacted by anaplasmosis or that are in areas where you have greater concerns about anaplasmosis, it’s important to change needles in between animals or injections to avoid further spreading that disease,” shares Dr. Ramsey.

Diseases – Tick borne diseases impact cattle through a number of conditions. Here are some of the most common.

- *Theileria orientalis* – “Theileria orientalis is a protozoan parasite carried in Asian Longhorn ticks,” shares Dr. Ramsey. “The protozoa infect the red blood cells themselves. They go through a series of their life cycles in the red blood cells and multiply by something called binary fission, leading to a lot of the same things that we see with anaplasmosis – jaundice, fever, and anemia.”

An additional concern – “Since it is a protozoan and not a bacterium, it cannot be treated with antibiotics,” shares Dr. Cammack.

- *Anaplasmosis* – More than 20 tick species can transmit bovine anaplasmosis¹ – a condition well known across the cattle industry. Impacting herds in North America and around the world, anaplasmosis causes anemia, abortion, weight loss, lost production, and adult cattle death. The condition is spread through biological vectors and mechanical transmission, such as blood contaminated fomites, including processing equipment.

With both *Theileria* and anaplasmosis, the animal becomes a

lifelong chronic carrier.

• *Bovine babesiosis (cattle fever)* – Cattle fever ticks are found today from Brownsville to Del Rio, Tex., along the Mexican border, as well as in Puerto Rico and the US Virgin Islands. These vectors spread the disease bovine babesiosis, commonly called cattle fever. “Often fatal, this disease caused enormous losses to the US cattle industry in the late 1800s and early 1900s. Direct and indirect economic losses were estimated at \$130.5 million – more than \$3 billion today,” according to the U.S. Department of Agriculture Animal and Plant Health Inspection Service (APHIS).

Control – For effective methods of control, look to trusted sprays, pour-ons, and back rubbers – and always refer to the product label.

Apply sprays to the areas where the adult ticks would be; Dr. Ramsey suggests applying them to the armpit region, the belly, and the groin area. For pour-ons, “Translocation is the key – it’s how the product moves across the animal’s body after application. Over time, the product spreads along the skin to create a barrier that deters pests or kills them on contact. Pour-ons like this are incredibly useful,” shared Dr. Ramsey.

Whether producers are battling ticks, flies, or lice, it’s key to find opportunities to break the life cycle. Pour-ons with an insect growth regulator (IGR) are especially helpful with those that are completing

their life cycle entirely on the animal, such as with lice, an important consideration leading into the cooler months when lice are more prominent.

“Using cattle movement patterns to apply insecticidal products, such as through back rubbers, is a highly effective and convenient method for controlling ticks and other insects. For the best success, I recommend that producers pay close attention that the equipment is properly maintained and consistently charged with product,” shares Dr. Ramsey.

To continue learning, visit neogen.com.

References

¹Strydom, T., Lavan, R. P., Torres, S., & Heaney, K. (2023). *The economic impact of parasitism from nematodes, trematodes, and ticks on beef cattle production. Animals, 13(10), Article 1599* <https://doi.org/10.3390/ani13101599>.

About Neogen Livestock News. Neogen Corporation is committed to fueling a brighter future for global food security through the advancement of human and animal well being. Harnessing the power of science and technology, Neogen has developed comprehensive solutions spanning the food safety, livestock, and pet health and wellness markets. A world leader in these fields, Neogen has a presence in over 140 countries with a dedicated network of scientists and technical experts focused on delivering optimized products and technology for its customers.





DECEMBER 6, 2025
PRODUCTION SALE
 DENTON, NORTH CAROLINA
with Car-J Angus

MARK WILBURN
336.465.2417

JASON WILLIARD
336.266.2047

PALMETTO CATTLEMEN'S SHOWCASE

NOVEMBER 06, 2025

SONS OF THESE BREED LEADING SIRES WILL SELL



BB PROPULSION



BRANDON HURLEY
864-723-1880
HEATH COGGINS
864-872-4098
RICHARD COGGINS
864-871-1024
INFO@221CATTLE.COM



POSS WINCHESTER



LASO ALAMO C92H



COUNTRY BOY
RED ANGUS
DAVID MILLER
706-840-3709



BASIN JAMESON



9 MILE FRANCHISE



CONNEALY CRAFTSMAN

ONLINE ONLY



VIDEOS AVAILABLE FOR VIEWING
2 WEEKS PRIOR TO SALE.

ANGUS & RED ANGUS BULLS
REGISTERED BLACK ANGUS HEIFERS

Bieber Fever

BIEBER FEVER IN THE SOUTHEAST

THURSDAY, OCTOBER 16

1 PM EASTERN AT SEMIEMA FARMS IN SWAINSBORO, GA

50 AGE-ADVANTAGED RED ANGUS BULLS

OFFERING HIGH PERFORMANCE SONS OUT OF JUMPSTART J137, EXACTLY 1144J,
CHECKMATE K126, PAYCHECK 0728, AND MORE!

CALL US TODAY TO DISCUSS THE OFFERING!

CRAIG (605) 216-8169 • JAKE (605) 929-6686 • OFFICE (605) 439-3628



WWW.BIEBERREDANGUS.COM

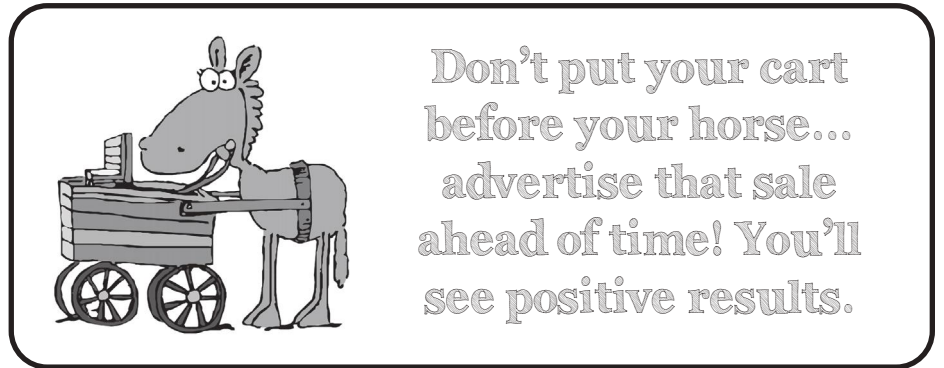
SCAN TO JOIN OUR
MAILING LIST!



RED ANGUS

RANCH TESTED. RANCHER TRUSTED.

UPDATE



Rogers Honored with RAAA's 2025 John V. Robbins Distinguished Service Award. Johnny Rogers of Roxboro, N.C., was named the 2025 recipient of the John V. Robbins Distinguished Service Award by the Red Angus Association of America. Rogers received the honor during the 72nd Annual National Red Angus Convention in Loveland, Colorado, recognizing his years of leadership, dedication, and passion for advancing the breed.

The John V. Robbins Distinguished Service Award is presented to RAAA members who generously contribute their time and talents to enhance the services and programs of the association. Past recipients have set a high bar for service and impact.

Rogers said being named among them is deeply meaningful.

"Serving RAAA was and continues to be a privilege that I thoroughly enjoy," Rogers said. "It is humbling to be recognized

alongside those who have done so much for the association."

Johnny and his wife, Sharon, were first drawn to Red Angus because of the breed's strong maternal qualities and RAAA's focus on the commercial cattleman. Their involvement deepened as Rogers participated in educational opportunities such as Young Guns and Brain Trust, which helped him grow as a leader and cattleman.

"Those programs challenged me to develop new skills and gave me experiences that ultimately made me a better breeder," he said.

In addition to his service as a committee member and RAAA president, Rogers has long emphasized that the most important role in the association is that of a member. He plans to continue supporting RAAA in whatever capacity is needed, while also contributing more broadly through his work with the Beef

REDS RISING

Escalate Your Prosperity

Red Angus boosts profitability with docile temperaments, environmental resilience, premium carcass quality and exceptional maternal traits. Registrations have surged by 24% over the past decade, underscoring Red Angus' significance across all segments of the beef industry.



Contact these RAAC members to learn more about Red Angus genetics and how they can fit into your herd.

HARDROCK BEEF CATTLE
Ronnie & Donna Holman

4613 Hickory Not Rudge Road | Granite Falls, NC
828-302-8659
ronnie@hardrockbeefcattle.com

JK RED ANGUS
Jeff Banfield & Madison Adams

331 Tee Jay Farm Road | Aberdeen, NC
910-315-3821

LANGDON RED ANGUS & SIMMENTAL
John & Eileen Langdon

7728 Raleigh Road | Benson, NC
919-796-5010
johnlangdon5@gmail.com

ROGERS CATTLE COMPANY
Johnny & Sharon Rogers

945 Woodsdale Road | Roxboro, NC
336-504-7268
rccbeef@gmail.com

BULL HILL RANCH
Jim & Alvina Meeks

Raymond Prescott, Manager

1986 Trinity Church Road | Gray Court, SC
864-981-2080
bullhill2@prtcnet.com | bullhillredangus.com

COUNTRY BOY FARMS
David Miller

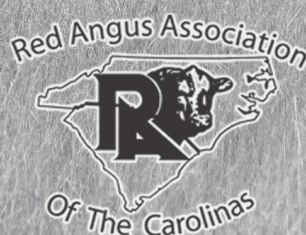
316 Key Road | Edgefield, SC
706-840-3709

P & J FARMS
Andy Smith

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



Scan the QR code for real rancher stories about the rising power of Red Angus.



RedAngus.org
RED ANGUS
RANCH TESTED. RANCHER TRUSTED.

Improvement Federation.

“I encourage every member to see themselves as essential,” Rogers said. “If you’re willing to step up, there’s always an opportunity to make a difference.”

For Rogers, the greatest reward has been the relationships forged through service and the collective progress the breed has made.

“The friendships built over the years are invaluable, and seeing the strides Red Angus has made is something we should all be proud of,” he said.

He added that what sets RAAA apart is its focus on the commercial cattleman and willingness to embrace every tool available.

“I think our passion for serving the commercial cattle industry makes us unique,” Rogers said. “We will use every tool, from visual appraisal to genomics, in our quest for more profitable and sustainable beef production.”

About the Red Angus Association of America. The RAAA serves the beef industry by enhancing and promoting the measurable advantages of Red Angus and Red Angus influenced cattle. The RAAA provides commercial producers with objectively described cattle by implementing new technologies and using scientifically sound principles that quantify traits of economic importance to beef producers in all segments of the beef industry. For more information, visit www.redangus.org.

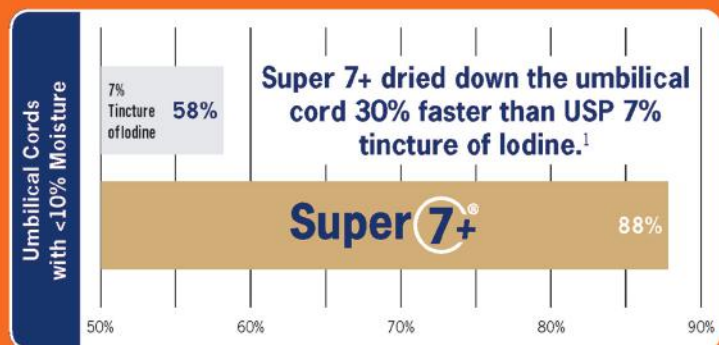


Vetericyn®

DIP THIS!

Super 7 Ultra is an umbilical & navel dip that is more cost-effective and proven to work faster than 7% iodine.

- ✦ Ultra-fast umbilical dry-out solution
- ✦ Dyed for rapid identification
- ✦ Costs less than 7% Iodine & Triiodine
- ✦ Exempt from hazardous shipping & handling charges
- ✦ Available in 55 gallon drum upon request



ATTENTION HERD MANAGERS!
Scan to see if you qualify for a free trial



(1) J. Gard, S. Rodning, S. Duran, T. Hathcock, D. Taylor. Evaluation & Comparison of Super 7+ Navel Dip & Tincture of Iodine to Desiccate Umbilical Cord of Neonatal Dairy Calves with varying Immune statuses. Auburn University. 2013. Vetericyn's Super 7+ Navel Dip formulation has been enhanced and rebranded into Super 7 Ultra, since this 2013 study by Auburn University.



SOUTHERN PARTNERS
in performance

SATURDAY, NOVEMBER 22, 2025

12:00 Noon – Shuffler Farm Sale Facility – Union Grove, NC

38 HEREFORD BULLS
(Service-age, both Horned and Polled)

plus

**Bred and Open
COMMERCIAL HEIFERS**

LiveAuctions.TV

Watch the sale and bid live online.

Watch for updates on Facebook.



Wayne and Crystal Mitchem
400 Davids Chapel Rd.
Vale, NC 28168
704-472-4369



Bryson Westbrook 980-230-4868
Farm Manager, Ed Soto
704-974-1407
Herdsman, Kim Prestwood
828-320-7317
Farm Address: 1540 N. Post Road
Shelby, NC 28150



Farm Manager, Will Standley
984-480-9054
Herd Manager, Zack
919-608-8882
84 Austin Farm Ln.
Clayton, NC 27520
Jody Standley 919-291-4212



W&A HEREFORD FARM, LLC

3404 Shady Grove Rd.
Providence, NC 27315
George Ward 434-251-3637
William Ward 434-334-2625

For information, contact: William Ward 434-334-2625 or Wayne Mitchem 704-472-4369

National Youth Cattle Working Contest

The inaugural National Cattle Working Contest was held on September 16–17 at the University of Georgia in Athens, Georgia. This is a premier competition that challenges, educates, and inspires the next generation of beef industry leaders!

Several organizations have developed and run successful youth cattle working contests at the state level. The NYCWC is an opportunity for state champions to compete at the national level and showcase their cattle handling skills, teamwork, and real world knowledge — all grounded in Beef Quality Assurance (BQA) best practices.

From the pasture to the chute, this contest reflects the true standards of the beef industry — and it's designed to build the confidence, leadership, and stockmanship skills our future needs.

This year's winners are:

- Grand champion – North Carolina
- Reserve champion – Kentucky
- 3rd overall – Virginia
- 4th overall – Mississippi

This multi-state initiative is proudly supported by Virginia Tech, the University of Georgia, Mississippi State University, N.C. State University, the Kentucky Cattlemen's Association, and an incredible network of industry supporters, including:

Champion Sponsors:

- North Carolina Cattlemen's Association
- Georgia Cattlemen's Association Foundation
- Boehringer Ingelheim Cattle Health
- Kentucky Beef Council
- Kentucky Beef Network

Gold Sponsors:

- Virginia Cattlemen's Association
- Cattlemen's Insurance Agency
- UGA Animal and Dairy Science
- Merck Animal Health Cattle
- Mississippi State University College of Veterinary Medicine
- Mississippi Beef Council



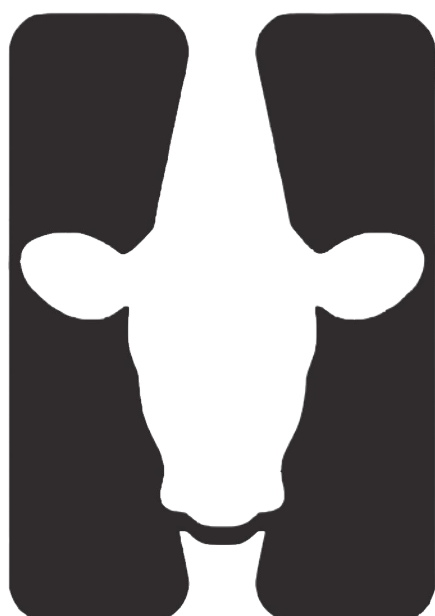
Grand champions Brennen Little, Micah Chapman, and Weston Brown of Alexander County.

Silver Sponsors:

- Godfrey's Feed
- Custom Livestock Solutions
- D&H Manufacturing
- Ayers Farm
- Beef On Georgia's Mind

We would also like to thank Gene Copenhaver of the National Cattlemen's Beef Association, Dr. Patty Scharko of Clemson University, and Kyle Miller of N.C. State University for lending us their expertise and judging our contest!

Want more details? Please visit www.nationalewc.com.



NATIONAL
YOUTH
CATTLE
WORKING
CONTEST





American Hereford Association
NEWS

Pruett Selected to Serve Eastern Region. Peyton Pruett, Bradford, Tenn., joins the AHA as eastern region field representative. He began his post on September 9.

In his role with the AHA, Pruett will help breeders with marketing and genetic selection, along with attending Hereford sales and events. Additionally, he will help Hereford breeders and commercial producers effectively utilize AHA programs and other



beef industry opportunities.

Pruett takes the place of Tommy Coley, who retired on September 25.

“We are pleased to welcome Peyton to our team,” Aegerter says. “His extensive knowledge and experience in the cattle industry will be an advantage as he assumes this role, and we are confident he will contribute greatly to the continued growth and success of the eastern region.”

Pruett is a third generation rancher from West Tennessee. He’s been immersed in the livestock industry from a young age, learning the values of responsibility and work ethic early. He’s served as the BoPat Farms herdsman for more than ten years, overseeing the day-to-day operations of its 300 head registered beef herd.

“I am honored to represent one of the most prestigious breeds in the industry. I’m thrilled to join the rich legacy of the AHA,” Pruett says. “The dedication of the ranchers and breeders over the years has been second to none, and I’m looking forward to interacting with all the breeders in my territory and across the nation.”

Pruett represents Alabama, Florida, Georgia, Mississippi, North Carolina, South Carolina, Tennessee, and Virginia. He can be reached at 731-988-8470 or at ppruett@hereford.org.

About the American Hereford Association. AHA, with headquarters in Kansas City, Mo., is one of the largest U.S. beef breed associations. The not-for-profit organization along with its subsidiaries — Certified Hereford Beef (CHB) LLC, Hereford Publications Inc. (HPI) and American Beef Records Association (ABRA) — provides programs and services for its members and their customers, while promoting the Hereford breed and supporting education, youth, and research.



10 BULLS AVAILABLE PRIVATE TREATY



Reg. #44609795
DOB 9-26-24



Reg. #44609814
DOB 10/7/24

ALL BULLS:

- Born 9/5/24 – 10/7/24
- BSE Tested
- Low Birth Weight

SIRES INCLUDE:

Innisfail • Demo Provident • Beefmaker 725F • Beefmaker 450H

DOUBLE J FARM LLC.

POLLED HEREFORDS • EST. 1998
"Quality Cattle For Quality People."

John Wheeler • 910-489-0024

doublejfarmllc@yahoo.com • www.doublejfarmllc.com

Farm Location - 2296 N. Lomax Road • Traphill, NC
Home - 775 Clacton Circle • Earlysville, VA

4B FARMS Shelby, NC

Bryson Westbrook
Ed Soto (Manager)
980-230-4868 - Bryson
704-974-1407 - Ed
brysonw@thewestbrookco.com

BLINSON POLLED HEREFORDS Lenoir, NC

Keith & Peggy Blinson - 828-310-4526
Bryan & Beth Blinson - 919-422-9108

DOUBLE J FARM Traphill, NC • Earlysville, VA

John Wheeler
910-489-0024
doublejfarmllc@yahoo.com
www.doublejfarmllc.com

E. CARROLL JOYNER BEEF UNIT Raleigh, NC

Matt Morrison
716-720-0227

FIVE J'S BEEF & CATTLE COMPANY Clayton, NC

Jody & Angela Standley
828-320-7317 - Kim
jodystandley@gmail.com

HEREFORD HILLS Greensboro, NC

Bill Kirkman III
336-382-9635
ST Genetics Representative

McCOY CATTLE FARM Cove City, NC

Myron & Charlie McCoy
252-229-4602
mccoycattlefarms@gmail.com

NORTH PINO LAND & CATTLE COMPANY Mocksville, NC

Kevin Robinson
336-399-9884
kevrob1@aol.com

P and J FARMS Monroe, NC

Andy Smith
704-400-3436
pandjfarmsherefords@gmail.com

PRESTWOOD BEEF CATTLE Lenoir, NC

Kim & Lori Prestwood
828-320-7317 - Kim
828-432-7434 - Lori
brownloricyde@yahoo

QUAIL RIDGE FARM Rutherfordton, NC

Mark Brewer
828-329-2074
markbrewer65@gmail.com

Tammy Ward

N.C. Hereford Association Secretary/Treasurer
434-251-6847
ncherefordassociation@gmail.com
www.nchereford.com

TAYLOR'S MILL FARM Zebulon, NC

J. Brent Creech
919-801-7561
tmfherefords@icloud.com

TERRACE FARMS Lexington, NC

Jim, Linda & Chad Davis
336-247-1554
terracefarms@gmail.com

TRIPLETT POLLED HEREFORDS Statesville, NC

James Triplett
704-902-2250
triplettmarble@bellsouth.net

W&A HEREFORD FARM Providence, NC

George, Tammy, William, & Andy Ward
434-251-3637
gwardjr@comcast.net

WHITEHEAD CATTLE COMPANY Lewiston Woodville, NC

Austin & Jodie Whitehead
Austin - 252-370-5647
Jodie - 252-642-3435
austinwhitehead@yahoo.com

WILL-VIA POLLED HEREFORDS Mooreville NC

Lavette Teeter
704-662-5262



By BROOKE HARWARD, N.C. Simmental Association

2025 Fall Harvest Sale Results. We kicked off the fall with a tremendous Fall Harvest Sale! This year was the 51st Annual Sale for the N.C. Simmental Association, and the crowd enjoyed a great day full of Simmental cattle. We had terrific weather for viewing the cattle the morning of the sale and a great turnout of buyers in person and online. This year's sale once again featured bred and open heifers, bred cows, pairs, bulls, and genetic lots. Overall, we had 53 live lots that averaged \$4,686 as well as embryo and semen lots not included in the average. Thank you to all the consignors and buyers who helped us have such a great sale!

Some of the highlights of the sale every year are the bred heifers,



and this year was no different. This year we sold 17 bred heifers for an average of \$6,420 each. The high selling bred heifers were Lots 4 and 5, who both sold for \$9,000. Lot 4 was a GAR Sure Fire SimAngus heifer bred to ES Five Star Limitless, consigned by Jeff Broadway of Monroe, N.C., and purchased by Glenn Harrison Wheeler IV from Virginia. Lot 5 was a purebred Simmental sired by Rocking P Private Stock and bred to ES Five Star Limitless, consigned by Cullen Joines of Blacksburg, Va., and purchased by Glenn Wheeler III from Virginia. Other sale highlights are the open heifers, featuring some of the hottest and newest genetics. The 11 registered Simmental and



NORTH CAROLINA ASSOCIATION
Simmental
PROGRESS WITH PERFORMANCE

Brooke Harward, Executive Secretary
Anna English, President

www.ncsimmental.com • 336-468-1679
ncsimmental@gmail.com
PO Box 262 • Richfield, NC 28137

AMERICA'S
COW

The Simmental cow can handle any environment.

She's built to last in heat, fescue or high altitudes. Thanks to the breed's built-in adaptability, you can match Simmental genetics to your environment – SimAngus™, SimAngus HT, Simbrah or proven Simmental genetics.

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

**STAND STRONG
SIMMENTAL**

SIMMENTAL.ORG | 406.587.4531



Meeting of the minds before the sale.

SimAngus open heifers averaged \$3,615, while the 12 commercial open heifers averaged \$3,100. The high selling open heifers were Lots 1A and 20. Lot 1A was a purebred Simmental GEF County O daughter consigned by Cherokee Hills Farm in Blacksburg, S.C., and sold for \$5,200 to Pleasant Hill Farm from Kentucky. Lot 20 was a CDI/NF Honor Guard SimAngus daughter consigned by Harward Sisters Cattle Company in Richfield, N.C., and sold for \$4,700 to James Moore, also from North Carolina. The bred cows and pairs offer proven genetics, and the buyers recognized the advantage of adding these proven producers to their herds. This year, seven bred cows averaged \$4,780, while two pairs averaged \$6,025. Lots 43 and 42 were the high selling bred cows at \$6,000 and \$5,200, respectively. Lot 43 was a purebred Simmental sired by HPF Quantum Leap and bred to W/C Bank On It, consigned by Stanfield Simmental Farms of Manchester, Ohio, and purchased by Clark Dunn from North Carolina. Lot 42 was also a purebred Simmental, sired by Preferred Beef and bred to ES Five Star Limitless, consigned by Jeff Broadaway and purchased by Sloup Simmentals from Nebraska. Stanfield Simmental Farms also consigned the high selling cow/calf pair that sold for \$7,250 to Wyatt Doolittle from Georgia. Lot 29 was a purebred Simmental that was a VOLK Backdraft daughter bred back and with a May bull calf at side. For our final live lots, we sold four bulls in this year's sale that

averaged \$4,150. TX Enterprises of Winston-Salem, N.C., consigned the top selling bull, Lot 47, who was sired by W/C Bet on Red and was purchased for \$5,000 by Rocking F Farm from North Carolina. Some of the best genetics in the country sold as embryo lots this year. The high selling embryos sold as a package of 3 IVF heifer embryos for \$1,000 each. These embryos were out of the dam PRS Look Of H25 W264 and sired by HILB Oracle. They were consigned by Brandon

The Simmental Trail continued on the next page



The Wilkins family from Cherokee Hills Farm are consignors and buyers at the Fall Harvest Sale!

Board of Trustees Meeting Update. The American Simmental Association Board of Trustees convened in Columbia, Mo., on August 24–26, with five committees meeting to conduct business on behalf of ASA membership. The following highlights some of the more notable directives and resolutions passed by the full board during the meeting, though this is not a complete list:

Activities & Events

- Approved the South Dakota/Minnesota Regional Classic application. The 2027 North Central Regional will be held in Huron, S.D., on June 11–16, 2027.

Breed Improvement

- Voted to provide an additional \$28,500 to fund the UNL research proposal, continuing hydrops research. For more information about the current status of hydrops research, click here.

Policy & Procedures

- Approved the Deceased Herd Sire Policy, modeled after the existing Deceased Donor Policy. For more information, contact the DNA Department at dna@simmgene.com.

- This policy was set in place due to the new DNA rule for herd sires that was voted on by membership in January 2025. The rule requires a DNA test (high density genomic panel) on all herd bulls/natural service sires born on or after January 1, 2025.

Passed two directives requesting staff to explore ways to allow prefix sharing and to revisit the current genetic hold policy.

For more information, contact ASA or a trustee from your region.

About the American Simmental Association. *Founded in 1968, the American Simmental Association is headquartered in Bozeman, Montana. ASA is committed to leveraging technology, education, and collaboration to accelerate genetic profitability for the beef industry. In keeping with its commitment, ASA and its partners formed International Genetic Solutions — the world's largest genetic evaluation of beef cattle. Learn more at www.simmental.org.*

The Simmental Trail *continued from the previous page*



A fantastic turnout for the 51st Annual Fall Harvest Sale.



The Robbins family looking through the sale offering.

Jones and Adam Pendleton of Virginia and purchased by Cherokee Hills Farm. In total, seven packages of embryos averaged \$2,260 — \$635 each — and 3 semen lots averaged \$35 per straw.

This year we had 22 consignors from North Carolina, Virginia, South Carolina, Ohio, Iowa, and South Dakota. Cattle were purchased by buyers from six states, including North Carolina, Virginia, South Carolina, Kentucky, Georgia, and Nebraska, with buyers registered for the sale from across the country. Thank you to all the sellers, buyers, and sale attendees. We also want to say a special thank you to the team at DP Sales Management and Doug Parke for managing the sale again this year, as well as the N.C. Junior Simmental Association for serving our sale day lunch. We hope you can make plans to join us next year on September 5, 2026, for the 52nd Annual Fall Harvest Sale!



Thank you to our sale staff for helping run a great sale.

2025 Annual Meeting Recap. The Annual Meeting of the N.C. Simmental Association was held on September 5. We had a great turnout of NCSA members, Simmental enthusiasts, and other cattle industry members, with a total of approximately 75 people coming out to the event. To start the evening, we had a social hour featuring live music from Anna Mertson, followed by our meal served by Roy and Teresa Swisher. Thank you to all three of them for providing our food and entertainment for the night! Following supper, we had a presentation from ASA SimSpecialist Dr. Ashby Green from Florida, who presented on the importance of genetic testing and the benefits of Simmental cattle. We also held a short business meeting recognizing award and scholarship winners from this past year as well as exciting opportunities coming in the next year for Simmental breeders and cattlemen that utilize Simmental genetics. Be sure to stay up to date on all of the new developments by visiting our website

and signing up for our email list or liking us on Facebook. As part of our annual meeting, we thanked the outgoing directors for their three years of service to the N.C. Simmental Association. Thank you to Anna English, Dr. Eugene Shuffler, and Phillip Watson for your service! Elected to serve for the next three years and join the current Board of Directors were Anna English for her second term, Darrell Mitchell, and Charlie Thomas.

The evening concluded with our silent auction and advertising auction. Thank you to everyone who donated to the auction or purchased auction items or raffle tickets. This is the biggest fundraiser of the year for the N.C. Simmental Association, and we greatly appreciate everyone's support! We also had an exciting raffle this year and want to congratulate Cody Fox from Taylorsville on winning the Traeger Grill, and Cara Smith from Pleasant Garden for winning the Turtlebox Speaker. As we reflect on this past year, we are already making plans for next year and hope you can join us on September 4, 2026, for next year's event!



Thank you to Dr. Ashby Green for being with us on sale weekend!



Thank you to our outgoing NCSA directors.



20 YEARS Strong

20th ANNUAL Bull & Replacement Female Sale

RANBURNE, AL **November 8, 2025** 11:00 AM CST

185 Fall Yearling Simmental and SimAngus™ Bulls - 150 Bred & Open Replacement Females



4072M ASA 4438336 SIMANGUS

TJ STONE COLD 336G x LD CAPITALIST 316

CE	WW	YW	STAY	MARB	RE	SAPI	STI
16	84	130	19	0.43	0.82	155	90



4085M ASA 4438007 PB SM

WS ENHANCEMENT 25H x GIBBS 2654Z BULLET PROOF

CE	WW	YW	STAY	MARB	RE	SAPI	STI
14	92	150	14	0.57	0.99	164	101



4089M ASA 4437943 3/4 SM 1/4 AN

LCDR RESERVE 210J x GW TRIPLE CROWN 018C

CE	WW	YW	STAY	MARB	RE	SAPI	STI
14	107	163	17	0.22	1.33	144	96



4368M ASA 4438505 PB SM

GIBBS SIGNATURE 2510K x HOOK`S EAGLE 6E

CE	WW	YW	STAY	MARB	RE	SAPI	STI
13	100	162	19	0.49	1.11	172	105



4399M ASA 4438508 SIMANGUS

SCHOOLY HAGGARD A411H x CLRS HOMELAND 327H

CE	WW	YW	STAY	MARB	RE	SAPI	STI
14	93	150	17	1.17	0.75	194	113



4060M ASA 4438332 SIMANGUS

GIBBS 9121G KENWORTH x GIBBS 6155D SUPER DUTY

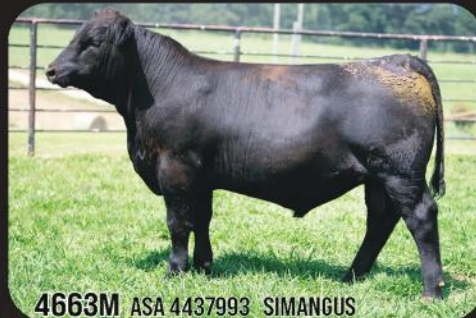
CE	WW	YW	STAY	MARB	RE	SAPI	STI
14	90	150	19	0.56	0.47	162	95



4069M ASA 4437886 SIMANGUS

GIBBS HILLTOP 0062H x POSS RAWHIDE

CE	WW	YW	STAY	MARB	RE	SAPI	STI
19	96	151	13	0.81	1.15	175	108



4663M ASA 4437993 SIMANGUS

KENNY ROGERS x HOOK`S EAGLE 6E

CE	WW	YW	STAY	MARB	RE	SAPI	STI
16	114	189	14	0.75	1.29	175	116



4140M ASA 4437976 PB SM

KBHR SCREENSHOT K167 x GIBBS 9190G WIDE ROAD

CE	WW	YW	STAY	MARB	RE	SAPI	STI
16	97	155	16	0.58	1.06	174	104

WHERE *phenotype* MEETS *performance* Celebrating our
20TH ANNUAL PRODUCTION SALE



SALE MANAGEMENT
Marty Ropp 406-581-7835
Corey Wilkins 256-590-2487
Jared Murnin 406-321-1542
www.alliedgeneticresources.com



facebook.com/gibbsfarmssimangus



Doug Gibbs 404-717-2264 · Bradley Gibbs 404-904-2914 · Sam Young 770-710-4588

gibbsfarms.net

2118 County Road 23, Ranburne, Alabama 36273

TO REQUEST A SALE BOOK, CALL OR TEXT BRADLEY 404-904-2914 OR SAM 770-710-4588

STAYWILD '25

FULLBLOOD WAGYU PRODUCTION SALE

NOVEMBER 01, 2025 | 1PM EST | TURKEY, NORTH CAROLINA

INDUSTRY-LEADING HEIFERS, BULLS, & GENETICS



LOT 5 - WILD MS UNITED 51M



LOT 19 - WILD GAMBLER 64M



LOT 27 - WILD KURO 208L



LOT 31 - WILD MS N100 144M

VISIT STAYWILD25.COM TO RSVP & VIEW THE FULL SALE CATALOG



CONTACT: JAKE NEWBOLD, DIRECTOR OF AGRICULTURE | 919-316-0643



I Don't Need Any Surprises... I'm Still a Wax Marshall Man!

“ WAX Genuine Marshall ryegrass is my choice of ryegrass... been planting ryegrass for more than 20 years for grazing and hay. Majority of the time I have used WAX Marshall, but also try some of the new ryegrasses to see how they compare to my standard... WAX Marshall... I am still a WAX Marshall ryegrass man!

I have tried the “Generic Marshall” from my local co-op. In short, it did not come close to production or have the carrying capacity like WAX Marshall... it looked more like Gulf... it did not have the vigor and fast recovery like WAX Marshall.

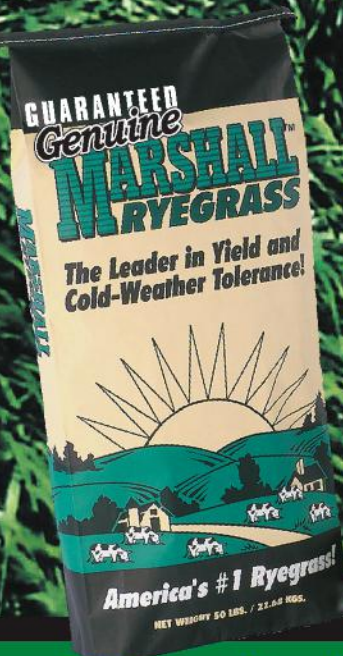
Every year is different and full of unexpected surprises, but from all my years with WAX Marshall, I feel confident in the outcome. The “Generic” just did not produce. Planting 700 acres of ryegrass, I do not need any surprises for myself or my cattle.

There has only been one consistent ryegrass for me for over 20 years... WAX Marshall ryegrass.

If you want real Marshall ryegrass, make sure you ask for WAX Genuine Marshall... I do! ”

Bud Glasscock

Bag Design is a Registered Trademark of The Wax Company LLC



Marshall... America's #1 Ryegrass!

Mixon Seed Service 803 531 1777

BWI Companies Greenville SC 800 922 8961

The Wax Company 888 CALL WAX



Seeds for Southern Soils



Jim & Martha Johnson
434-546-2341
www.jmargenetics.com

“Quality Over Quantity”

Charolais Bull and Heifer Sale

October 23rd on **DVAuction**
Broadcasting Real-Time Auctions



Estrada 306 TSI top 4%

Bulls and Heifers sired by these breed leading Terminal Sire Index (TSI) bulls

Our most powerful and complete set of bulls yet!



JMAR Jefferson 316 TSI top 2%

Bulls and Heifers located at the WVU Bull Test Station at Wardensville WV
Open House 12:00 to 5:00 pm Saturday October 18th



NUTS
BUTTS
GUTS
FOOT SCORES
FEED EFFICIENCY
MATERNAL



CARCASS
PERFORMANCE
MUSCLE
DOCILITY SCORES



Tankfull 346 TSI top 1%



Grandview 306 TSI top 4%

For more information and a catalog contact us or any of our sale partners:

JMAR Genetics, Jim & Martha Johnson, 434-546-2341, www.jmargenetics.com
C Squared Cattle Company, Tommy Clark, 540-937-0029,
Will Clark 540-812-6007, cattleclark@gmail.com

Testerman Charolais, Caleb and Ashlee Testerman, 304-445-8382, www.testermancharolais.net
Desco Charolais, Daren Statler, 717-729-6453, www.descocharolaisfarm.com
Clark Charolais Farm, David Clark, 410-924-3521, sfcjdc@outlook.com

USDA-NRCS in South Carolina Announces FY26 Deadline for ACEP

Acting State Conservationist Kellee Melton of the U.S. Department of Agriculture's (USDA) Natural Resources Conservation Service (NRCS) – South Carolina recently announced October 31 as the application deadline for the Agricultural Conservation Easement Program (ACEP).

Applications for ACEP are accepted on a year round basis, but interested producers and entities must apply by October 31 to ensure their operations are considered for FY 2026 funding. Applications received after this date will be considered during the next funding cycle.

ACEP helps landowners, land trusts, and other entities protect, restore, and enhance wetlands or protect working farms and ranches through conservation easements. Under the Agricultural Land Easements (ACEP-ALE) component, NRCS helps American Indian tribes, state and local governments, and nongovernmental organizations protect working agricultural lands and limit non-agricultural uses of the land. Under the Wetland Reserve Easements (ACEP-WRE) component, NRCS helps to restore, protect, and

enhance enrolled wetlands.

How to Apply – To enroll in ACEP for FY26, interested producers and entities must submit application documents to the South Carolina State Office by October 31. Application documents are available online at the USDA-NRCS Applications and Forms webpage.

More information on USDA conservation programs is available online at www.farmers.gov/conservation or www.sc.nrcs.usda.gov.

About USDA's Natural Resources Conservation Service. *NRCS helps farmers, ranchers, and forest landowners make critical investments in their operations and local communities by providing the financial and technical assistance needed to harness America's wealth of natural resources to feed and clothe a growing world. Our voluntary, locally driven, science based conservation solutions are tailored to individual operations – helping hardworking farmers implement proven practices to ensure all of America's farms, ranches, and private lands are economically viable and thriving. To learn more, visit www.usda.gov.*



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

Well, I have bad news again this month. I feel like my article is turning into an obituary every month. Troy Thomas of South Dakota passed away due to an accident on the ranch. I used to talk to Troy and Veabea at the

Charolais meetings in Kansas City, and they were awfully nice people. I will not go into details of the accident, but the Charolais cattlemen will miss Troy. Keep his family in your prayers.

Fall calving has started, and so far, I have 11 bulls and one heifer. It was the opposite last year with nothing but heifers. After that big talk I had with my herd bull, I have concluded that he is the only one around here that pays attention to what I say and minds me.

We are preparing to ride to Knoxville for the Southern Connection Sale. However, thanks to the American Angus Association, I have sold all of my bulls and heifers, so I have nothing to sell. Jeff Bezos may have given Angus a bunch of money, but he brought in a lot of money to me with all the bulls and heifers that I have sold to mad commercial producers.

My grandkids in Florida have taken up most of my month. The oldest one got moved to college, and the only tears shed were from her mama. She is tickled to death and loves it – not homesick a bit. The little one is moving back up here with her mom and dad when he retires from the navy on October 1. The house they are moving to has a lot of acreage and a barn. Her dad has already bought her a tractor, and she can already drive it – changing gears and everything. The times they are a-changing.

Y'all be careful and stay healthy. It makes me sad to post all these deaths in my article.

Emergency Livestock Relief Program – 2023 and 2024 Flood and Wildfire

B *ackground* – Emergency Livestock Relief Program (ELRP) 2023 and 2024 Flood and Wildfire (FW) is part of the Farm Service Agency’s (FSA) implementation of the Disaster Relief Supplemental Appropriations Act, 2025, Division B of the American Relief Act, 2025 (P.L. 118–158), which provides \$30.7 billion in much needed assistance for agricultural producers in calendar years 2023 and 2024, including \$2 billion specifically targeted for livestock producers impacted by drought, wildfires, or floods.

Overview – ELRP 2023 and 2024 FW will provide approximately \$1 billion as authorized to assist livestock producers who incurred losses as a result of increased supplement feed costs due to a qualifying flood or wildfire in calendar year 2023 and/or 2024. Wildfire assistance is limited to qualifying wildfires occurring on non-federally managed lands. ELRP 2023 and 2024 Drought and Wildfire provided \$1 billion in assistance to livestock producers for losses due to qualifying drought and wildfire in calendar years 2023 and 2024 using producer data already on file with FSA through participation in the Livestock Forage Disaster Program (LFP). Wildfire assistance through that announcement was limited to wildfires occurring on federally managed lands.

Qualifying Disaster Events – FSA has determined that a qualifying flood means a severe and extreme flooding event that causes widespread destruction, significant property and crop damage, livestock loss and displacement, and major economic loss to infrastructure and the environment, typically overwhelming local flood defenses and response systems.

Qualifying wildfire means an unplanned, unwanted fire burning in natural areas like forests, grasslands, or brushlands on non-federally managed lands. These fires can be started by natural causes like lightning or human activities, and they consume vegetation and spread based on environmental conditions. Wildfires that are planned, intentional, or prescribed burns are not eligible.

To streamline program delivery and reduce the burden on applicants, FSA has confirmed that qualifying floods and wildfires have occurred in several affected counties based on disaster designations (including Secretarial disaster designations, Presidential declarations, and FSA Administrator’s physical loss notifications), weather data, and reported economic impacts. For losses in these counties, which have been approved by FSA, livestock producers are not required to submit supporting documentation of the qualifying disaster event.

For losses in counties that have not been approved by FSA, livestock producers must provide supporting documentation to substantiate that a qualifying flood or qualifying wildfire occurred in the county where their livestock were physically located or normally would have been located in the absence of the disaster event. Qualifying event eligibility is subject to the county committee’s determination that the disaster event meets the specific criteria established for a qualifying flood or qualifying wildfire.

Acceptable documentation includes but is not limited to:

- Photographs that document the impact a qualified disaster event had on the producer’s livestock, showing extensive damage to land and property;
- Documentation that indicates high economic losses, loss, and displacement of livestock, and damage to infrastructure;
- Insurance documentation;
- Reports of a declared emergency area by local, state, or federal authorities;
- Any documentation that supports long term recovery needs, such as debris removal or property or land repair;
- News articles;
- NOAA storm event database records;
- Other FSA disaster program participation records; and
- Any other documentation determined acceptable by the county committee.



ELRP 2023 and 2024 FW will compensate eligible producers for the equivalent of 60 percent of one month of the calculated monthly feed costs for the producer's livestock inventories for a qualifying wildfire and three months of the calculated monthly feed costs for a qualifying flood, using the same monthly feed cost calculation that is used for LFP.

Producer Eligibility – Producer eligibility aligns with LFP and previous ELRP programs. To be eligible for ELRP 2023 and 2024 FW, persons or legal entities must be a U.S. citizen, resident alien, partnership organized under state law consisting of U.S. citizens or resident aliens, a legal entity organized under state law consisting of U.S. citizens or resident aliens, or an Indian Tribe or Tribal organization defined in the Indian Self Determination and Education Assistance Act that:

- Own, cash, or share lease, or be a contract grower of covered livestock on the beginning date of a qualifying flood or wildfire occurring in calendar year 2023 or 2024;
- Is an owner, operator, or other tenant associated with a tract or field in FSA Farm Records for the applicable program year for the physical location where the qualifying disaster event occurred and affected the producer's livestock; and
- Certify that they have suffered increased supplemental feed costs due to a qualifying flood or wildfire in calendar year 2023 or 2024.

Livestock Eligibility – As of the beginning date of the qualifying disaster, covered livestock must have been physically located in, or in the absence of the qualifying disaster, would have been located in the county where the disaster event occurred in 2023 or 2024. Livestock that were relocated from the eligible county due to the imminent threat may be eligible.

Categories of eligible covered livestock for ELRP 2023 and 2024 FW are consistent with the kind, type, and weight class of eligible livestock for LFP and previous ELRP programs: livestock that satisfy the majority of net energy requirements of nutrition from forage. This includes weaned beef cattle, dairy cattle, beefalo, buffalo, bison, alpacas, deer, elk, emus, equine, goats, llamas, ostriches, reindeer, or sheep.

As with LFP, livestock eligible for ELRP 2023 and 2024 FW must:

- Have been owned, leased, purchased, entered into a contract to purchase, or held by a contract grower on the beginning date of a qualifying flood or wildfire;
- Have been maintained for commercial use as part of a farming operation on the beginning date of the qualifying flood or wildfire.
- Not have been produced and maintained for reasons other than commercial use as part of a farming operation (such excluded uses include, but are not limited to, wild free roaming animals or animals used for racing or wagering, hunting, or consumption by the owner); and
- Not have been livestock that were or would have been in a feedlot on the beginning date of the qualifying flood or wildfire as part of the normal business operation of the livestock owner or contract grower.

At the time of application, eligible livestock producers must provide documentation to support the livestock inventories as of the



beginning date of the qualifying disaster event as reported on the FSA-970, Emergency Livestock Relief Program (ELRP) 2023 and 2024 FW Application.

This includes but is not limited to feed records, inventory records, daily milking records, veterinary records, canceled check documentation of livestock purchases, balance sheets, inventory records used for tax purposes, loan records, property tax records, brand inspection records, sales and purchase receipts, private insurance documents, chattel inspections, contemporaneous producer records existing at the time of the event, shearing and docking records, ear tag records, and trucking or livestock hauling records.

How to Apply – To be eligible for an ELRP 2023 and 2024 FW payment, a livestock producer must submit the following for the applicable program year(s) by October 31, 2025:

- FSA-970, Emergency Livestock Relief Program (ELRP) 2023 and 2024 FW Application
- Supporting documentation of livestock inventories as of the beginning date of the qualifying disaster event reported on FSA-970
- Supporting documentation of the qualifying disaster event(s) reported on FSA-970 (if applicable)
- Supporting documentation to establish or update FSA's farm records to support and verify the livestock producer's physical location of their livestock (if applicable)
- Copy of the producer's contract grower agreement (if applicable)
- Form AD-2047, Customer Data Worksheet
- SF-3881, Direct Deposit

Livestock producers must also submit the following forms to FSA by November 2, 2026, to be eligible for payment:

- Form CCC-902, Farm Operating Plan for an individual or legal entity
- Form CCC-901, Member Information for Legal Entities (if applicable)
- Form AD-1026, Highly Erodible Land Conservation (HELC) and Wetland (WC) Certification, for the ELRP 2023 and 2024 FW producer and applicable affiliates
- Form FSA-510, Request for an Exception to the \$125,000 Payment Limitation for Certain Programs (if applicable).

ELRP 2023 and 2024 FW continued on the next page

ELRP 2024 and 2024 FW *continued from the previous page*

ELRP 2023 and 2024 FW Payment Calculation – The ELRP 2023 and 2024 FW payment rates provided in the table below are based on 60 percent of the monthly feed cost per 1 animal unit (AU), as determined by the FSA, for the applicable calendar year, using the same current AU conversion rates as LFP. A qualifying wildfire payment rate equates to one month of calculated feed costs, and a qualifying flood payment rate equates to three months of calculated feed costs. Due to limited funding, a payment factor may be applied to the payment calculation ELRP 2023 and 2024 FW will use the information reported on the producer’s FSA-970 for the applicable program year as the basis for ELRP payments. FSA will calculate final payments after the application period, according to the following:

1. The number of eligible livestock (by kind, type, and weight range) on the beginning date of the qualifying disaster event, multiplied by;
2. Producer share, multiplied by;
3. The applicable ELRP 2023 and 2024 FW Payment Rate (see table below for payment rates), which equals;
4. The gross ELRP 2023 and 2024 FW payment, multiplied by;
5. An ELRP 2023 and 2024 FW payment factor, if applicable, to

be determined not to exceed the funding authorized.

Eligible producers may receive payment for one or both years, and they may receive payments for multiple qualifying disaster events, if applicable, not to exceed three months of assistance per producer per physical location county and per program year.

Payment Limitation and Adjusted Gross Income – The Adjusted Gross Income (AGI) limitation does not apply to ELRP 2023 and 2024 FW; however, the payment limitation for ELRP 2023 and 2024 FW is determined by the person’s or legal entity’s average adjusted gross farm income (income derived from farming, ranching, and forestry operations). Specifically, a person or legal entity, other than a joint venture or general partnership, cannot receive, directly or indirectly, more than \$125,000 in payments for each year under ELRP 2023 and 2024 FW if their average adjusted gross farm income is less than 75 percent of their average AGI for the applicable base period. (2023 tax years are 2021, 2020, and 2019; 2024 tax years are 2022, 2021, and 2020.)

If at least 75 percent of the person or legal entity’s average AGI is derived from farming, ranching, or forestry related activities and the participant provides the required certification and documentation, as discussed below, the person or legal entity, other than a joint venture or general partnership, is eligible to receive, directly or indirectly, up to \$250,000 in ELRP 2023 and 2024 payments. For payment limitation purposes, payments under ELRP 2023 and 2024 FW and the previous ELRP 2023 and 2024 will be combined for each program year.

To request the increased payment limitation, participants must file form FSA-510 complete with the participant’s certification that their average adjusted gross farm income is at least 75 percent of their average AGI and a certification from a Licensed Certified Public Accountant (CPA) or Attorney that the participant meets the requirements. This form is required to be on file for both 2023 and 2024 to be eligible for the payment limitation exception.

Attribution of payments applies to ELRP 2023 and 2024 FW, and payments to a legal entity are tracked through four levels of ownership, attributed, and limited to persons or legal entities that hold an ownership interest in the legal entity.

For more information, see the direct attribution information on the Payment Limitations web page.

For More Info – USDA launched the 2023/2024 Supplemental Disaster Assistance public landing page where the status of USDA disaster assistance and block grant rollout timeline can be tracked.

Additional USDA disaster assistance information can be found on farmers.gov, including USDA resources specifically for producers impacted by drought and wildfire and the Disaster Assistance Discovery Tool, Disaster-at-a-Glance fact sheet, and Farm Loan Discovery Tool.

A list of counties approved by FSA is available in FSA county offices and at fsa.usda.gov/elrp.

ELRP 2023 AND 2024 FLOOD AND WILDFIRE PAYMENT RATES					
LIVESTOCK KIND	TYPE/WEIGHT RANGE	2023 ELRP WILDFIRE PAYMENT RATE (1 MONTH)	2023 ELRP FLOOD PAYMENT RATE (3 MONTHS)	2024 ELRP WILDFIRE PAYMENT RATE (1 MONTH)	2024 ELRP FLOOD PAYMENT RATE2 (3 MONTHS)
Beef	Adult Cows and Bulls	\$34.87	\$104.61	\$31.54	\$94.62
	Non adult 500 lbs. or more	\$26.15	\$78.45	\$23.65	\$70.95
	Non adult less than 500 lbs.	\$17.44	\$52.32	\$15.77	\$47.31
Dairy	Adult Cows and Bulls	\$90.67	\$272.01	\$82.00	\$246.00
	Non adult 500 lbs. or more	\$26.15	\$78.45	\$23.65	\$70.95
	Non adult less than 500 lbs.	\$17.44	\$52.32	\$15.77	\$47.31
Buffalo, Bison, Beefalo	Adult Cows and Bulls	\$34.87	\$104.61	\$31.54	\$94.62
	Non adult 500 lbs. or more	\$26.15	\$78.45	\$23.65	\$70.95
	Non adult less than 500 lbs.	\$17.44	\$52.32	\$15.77	\$47.31
Sheep	All	\$8.72	\$26.16	\$7.88	\$23.64
Goats	All	\$8.72	\$26.16	\$7.88	\$23.64
Deer	All	\$8.72	\$26.16	\$7.88	\$23.64
Equine	All	\$25.81	\$77.43	\$23.34	\$70.02
Elk	All	\$18.83	\$56.49	\$17.03	\$51.09
Reindeer	All	\$7.68	\$23.04	\$6.94	\$20.82
Alpacas	All	\$7.68	\$23.04	\$6.94	\$20.82
Emus	All	\$17.85	\$53.55	\$16.14	\$48.42
Llamas	All	\$12.73	\$38.19	\$11.51	\$34.53
Ostrich	All	\$19.18	\$57.54	\$17.34	\$52.02



Cooperative Extension



Disaster Risk Management

For Central NC Farmers

What You'll Learn:

- ✓ INTRODUCTION TO RISK MANAGEMENT BASICS
- ✓ FARM BUSINESS PLANNING STRATEGIES
- ✓ BEST PRACTICES FOR DISASTER RISK MANAGEMENT
- ✓ IN-DEPTH STUDY OF VARIOUS TYPES OF DISASTERS AND STRATEGIES FOR PREPARATION AND AVOIDANCE
- ✓ FARM-SPECIFIC RISK MANAGEMENT ACTION PLANS

For more information contact:
John_Lyttle@ncsu.edu 919-560-8757

Event Details:

- 📅 Part 1: Friday, October 17th
- 📅 Part 2: Friday, October 31st
- 🕒 10:00 AM-3:00 PM
- 💰 \$20/person (\$10/day) - includes catered lunch each day

Register here: <https://go.ncsu.edu/ag-disaster-risk-mgmt>





Registration Open for 55th Annual American Gelbvieh Association National Convention . Registration is open for the 55th Annual American Gelbvieh Association (AGA) National Convention to be held December 3–5 at the Margaritaville Hotel Nashville in Nashville, Tennessee.

The convention will feature annual AGA committee meetings, the attendees' favorite Bull Pen Session, the Cattlemen's Profit Roundup educational symposium featuring industry leading speakers and breakout sessions, and the annual awards banquet honoring individuals for their outstanding contributions to the breed.

AGA members are encouraged to attend and exercise their right to vote at the AGA Annual Meeting, held on December 5. During the meeting, the election of five members to the AGA Board of Directors will take place, along with other important association business.

The AGA and American Gelbvieh Foundation (AGF) will host an evening awards banquet on December 4 to celebrate the achievements of the membership and customers. Awards will be presented to the newest AGA Hall of Fame inductee, Breeder of the Year, and Commercial Producer of the Year.

"The AGA National Convention is the highlight of the year for our members, staff, and partners. It provides an opportunity to learn, network, and be involved in the business that shapes the AGA's future," said Harold Bertz, AGA Executive Director. "We look forward to seeing everyone in Nashville, Tennessee!"

Continue to read *Gelbvieh World* and watch the AGA Facebook and Instagram pages for convention news and speaker announcements. Register before November 1 to reserve early bird pricing and reserve your hotel room at [Gelbvieh.org/membership/coming-events/convention-2](https://gelbvieh.org/membership/coming-events/convention-2). For questions regarding the event, please contact the AGA office at 303-465-2333 or email info@gelbvieh.org.

AGA Releases New Economic Selection Indexes and EPDs. "AGA is excited to introduce these new selection indexes to commercial cattlemen. They combine relevant traits and applicable pricing information to create tools that will assist producers in finding animals that best fit their ranch profitability model. The new EPDs bolster AGA's impressive suite of traits that can be implemented by both AGA members and commercial producers using Gelbvieh and Balancer genetics," said Harold Bertz, AGA executive director.

Economic Selection Indexes

The new indexes are designed around three common production/marketing scenarios as described below. All three indexes are based on a breeding system where Gelbvieh bulls are mated to Angus based

cows and include selection criteria — EPDs — for economically relevant or key indicator traits. Summary statistics and percentile ranks will be reported through the DigitalBeef portal. Each index has been carefully designed and reviewed and is described below with its selection criteria. Commercial producers should utilize the selection index whose production scenario most closely matches their production system.

Maternal Profit Index (MPI) – In this production scenario, Gelbvieh bulls are mated to Angus based cows with surplus calves marketed at weaning, with replacement heifers retained from the calf crop. EPDs weighted in this index are Calving Ease Direct (CED) and Maternal (CEM), Weaning Weight (WW), Milk, Mature Weight (MW), Dry Matter Intake (DMI), Stayability (STAY), and Heifer Pregnancy (HP). Mature weight is the primary driver and represents the significant cost of maintenance energy requirements in the cow/calf sector. Weaning Weight and Milk (expressed in pounds of calf weaning weight) represent the principal revenue stream. Stayability helps account for differences in replacement costs in the system and the effect of heifer retention on revenue streams. This index should be used by commercial cattlemen whose production scenario includes the traditional marketing of calves at weaning and replacement retention from the herd.

Feeder Profit Index (FPI) – Envisioned as a completely terminal index, FPI assumes all calves are marketed as finished beef carcasses priced on a value based grid. Thus, it shouldn't be used in production scenarios where replacements are kept from these matings. The new FPI formulation more precisely weights economically relevant traits available for selection, including the key carcass traits of Carcass Weight (CW), Ribeye Area (REA), and Dry Matter Intake (DMI) that were not included in the original formulation. The new FPI also weights Fat Thickness (FAT), post weaning Average Daily Gain (ADG), and Calving Ease Direct (CED). Carcass value determined by carcass weight, quality, and yield grade influencing traits accounts for approximately 75 percent of the index as principal revenue drivers. Dry Matter Intake captures differences in expected costs to the terminal carcass endpoint.

Total Profit Index (TPI) – Combining replacement female retention from the herd with carcass endpoint for marketed surplus heifers and all steers, TPI balances both maternal and terminal selection criteria. Because of the challenges faced by commercial cattlemen by the antagonisms in selection for this production scenario, TPI includes



*OUR BREED SPOTLIGHT
SPECIAL SECTIONS ARE
EXCELLENT FORUMS TO
REACH PRODUCERS
AND CATTLE INDUSTRY
INSIDERS IN THE
CAROLINAS AND*

*THROUGHOUT THE SOUTHEAST. ADVERTISERS
ALSO RECEIVE A SPECIAL DISCOUNT FOR
PLACING THEIR MESSAGE IN THE SPOTLIGHT.*

the largest and most diverse set of EPDs in the model, including carcass traits as the primary revenue drivers with cow Mature Weight (MW), Stayability (STAY), and Dry Matter Intake (DMI) as cost drivers.

Implementation of the new Gelbvieh indexes into sire selection decisions is simple and straightforward. Each index is reported in dollars and represents the differences of sires' progeny values when produced under each of the specific scenarios. The index values reported are on a per conceived calf basis. It is expected that users of the indexes generally conform to the respective production circumstances.

The new Gelbvieh specific selection indexes present an unprecedented opportunity for breeders and commercial cattlemen to select the right bulls for improved profit potential. These tools provide a simple, efficient, and impactful multiple trait selection strategy for producers in each of the common production scenarios.

New EPDs

Mature Weight (MWT) – Body weight of cows adjusted to six years of age at body condition score 5. MWT is reported in pounds and is computed from a genetic model that leverages information from weaning weight, post weaning gain, and mature weights of cows. Reported weights are adjusted for both age at observation and for body condition. Body weights of cows 2–12 years of age are utilized in the evaluation, so producers can report data at any age for the evaluation. Preferably, cows should be evaluated at or shortly following weaning, as that's a convenient time for many producers to process cows.

Weights collected at other times in the production cycle are acceptable. Producers should measure full contemporary groups on the same day as the observation date, which helps form the contemporary group.

Cow Energy Requirement Yearly (CERY) – Mature body weight, lactation potential, and birth weight are primary predictors of energy requirements. Mature Weight, Milk, and Birth Weight EPD are utilized to inform prediction equations from beef cow nutrition research to estimate differences in energy requirements over a production year. The CERY EPD is reported in pounds of Total Digestible Nutrients (TDN) required for an age 6 cow.

Dry Matter Intake (DMI) – the genetic difference in pounds of expected average daily dry matter intake of progeny.

\$GAIN – reports the difference in expected marginal value of gain, less the cost of feed to achieve that gain. Reported in dollars of marginal profit, with more positive values representing increased efficiency and profit.

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.



GROW WITH
GELBVIEH

MORE PAY WEIGHT. MORE PROFIT.

GELBVIEH & BALANCER®

VISIT GELBVIEH.ORG TO LEARN MORE

Maternal Magic
**ANNUAL
 BULL SALE XIV**



TJB CHICKAMAUGA 4103M ET
 TJB REBEL YELL 804F ET
 TJB ANISSA 579C 954G



TJB ABERCROMBIE 4136M
 TJB ADDICTION 286K ET
 TJB ANISSA 4102C 965G



TJB JELLY ROLL 463M
 ALL AMERICAN J109
 TJB VANESSA 016W 566C ET



TJB BAKER 428M ET
 TJB REBEL YELL 804F ET
 TJB ANISSA 6135E 0119H



TCC KENSINGTON 442M ET
 TJB REBEL YELL 804F ET
 TCC PRIDE 504



TJB GORDON 4104M ET
 TJB REBEL YELL 804F ET
 TJB ANISSA 579C 954G



TAYD GARRETT 411M ET
 GENERAL PATTON 213B97 ET
 TJB LADY GRANITE 873F



TAYD 579C B. WILLIE 439M ET
 SNOW CREEK B. WILLIE J012A ET
 TJB ANISSA 921U 579C ET



TJB TAYD 806F S. WIND 409M ET
 RWG SEMINOLE WIND 9430 ET
 TJB ANISSA 921U 806F ET

**11.01.25 SELLING 65 BULLS
 IN PERSON & ONLINE**

Black · Red · Balancer · Purebred
CALL OR VISIT WEBSITE TO REQUEST CATALOG

455 BROTHERTON LANE • CHICKAMAUGA, GA 30707
 TODD BICKETT, DVM: (423) 667-3799 • TODD@BICKETTGENETICS.COM
 CODY MADDOX: (423) 802-8347 • CODY@BICKETTGENETICS.COM

tjbgelbvieh.com



Large Animal Health Enhancement Grants Awarded to 10 Veterinary Practices

Ten North Carolina veterinary practices were recently awarded grants to help support their large animal practices. This \$130,000 recurring fund was created by the N.C. General Assembly in 2023 and is annually administered by the N.C. Ag Finance Authority.

Applicants intend to use funding this round for student debt repayments, facility construction, equipment loans, a variety of large animal chutes, and implementing new technology and software. The

veterinarians selected during this funding cycle cover 47 of the 100 counties across North Carolina.

This funding opportunity is available to veterinarians who practice in one of the 70 North Carolina counties with a population of 100,000 or fewer and who spend 30 percent or more of their patient care involved in large animal veterinary care.

“To date, the Large Animal Health Fund Committee has made 21 awards to veterinarians across the state, with the most recent round of funding featuring 10 new grant awards,” said Agriculture Commissioner Steve Troxler. “These funds will be used to enhance their large animal practices. The support we can provide for these veterinarians is a boost to the large animal medicine industry in the state. As the Large Animal Healthcare Enhancement Fund continues to grow, we hope to partner with industry leaders in the large animal field. These partnerships would allow us to assist more vets and grow this program’s reach across the state.”

The following practices and veterinarians received grants from the last grant cycle:

- Cool Springs Mobile Vet Service – Rowan County
- Seven Spring Mobile Veterinary Services – Alexander County
- Derek L. Heizer – Alamance County
- Cowee Cowgirl Mobile Large Animal Veterinary Services – Macon County
- Latitude 36 Veterinary Services, P.C. – Stokes County
- Don Banks – Duplin County
- Iron Will Mobile Veterinary Services P.C. – Alamance County
- Bethanie Lewis Cooper – Wake County
- Jacklyn Porter – Rowan County
- Farm and Field Mobile Large Animal Veterinary Services – Macon County

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

Cattle Receipts: 15,784 • Previous Month: 11,244
Feeder supply - 24% steers • 43% heifers • 33% bulls

SLAUGHTER CLASSES

	Avg. Wt.	Price
Cows - % Lean		
Breaker	1,469	\$153.94
Boner	1,277	\$162.53
Lean	1,028	\$142.88
Bulls - Yield Grade 1-2	1,578	\$184.43

FEEDER CLASSES

FEEDER STEERS (Medium and Large 1-2)

Wt. Range	Avg. Wt.	CWT	Avg. Price
400-450	426	412.21	\$1,756.01
450-500	473	400.56	\$1,894.65
500-550	525	371.25	\$1,949.06
550-600	569	367.80	\$2,092.78
600-650	625	353.31	\$2,208.19
650-700	667	356.87	\$2,380.32

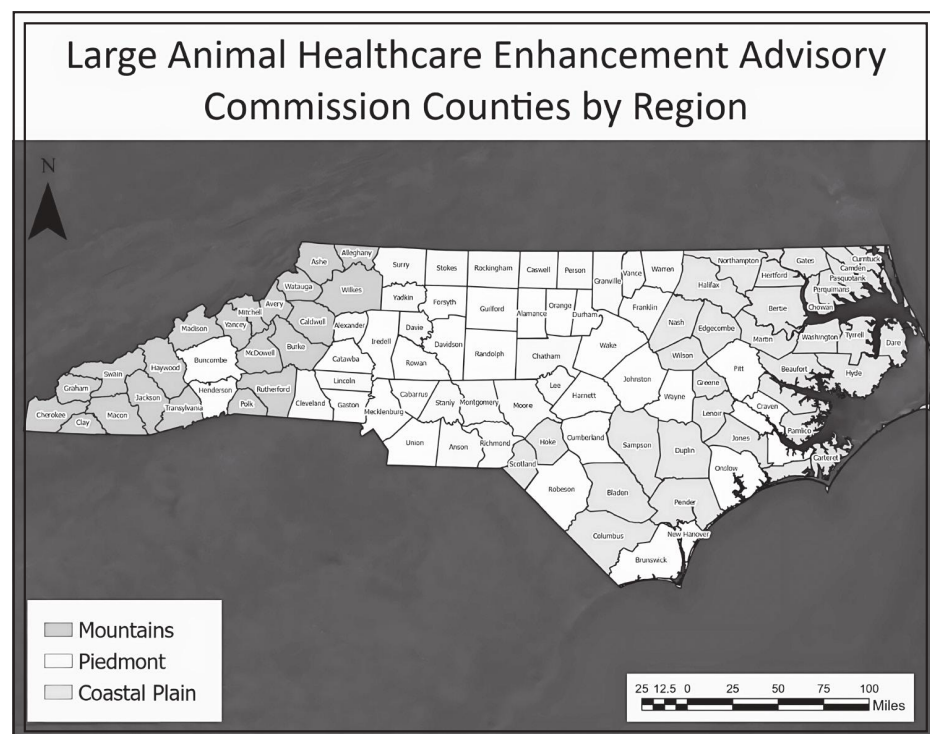
FEEDER BULLS (Medium and Large 1-2)

Wt. Range	Avg. Wt.	CWT	Avg. Price
400-450	425	390.86	\$1,661.16
450-500	472	368.78	\$1,740.64
500-550	523	346.74	\$1,813.45
550-600	572	334.66	\$1,914.26
600-650	622	316.39	\$1,967.95
650-700	671	301.42	\$2,022.53

FEEDER HEIFERS (Medium and Large 1-2)

Wt. Range	Avg. Wt.	CWT	Avg. Price
400-450	426	368.65	\$1,570.45
450-500	472	354.47	\$1,673.10
500-550	523	334.62	\$1,750.06
550-600	568	333.26	\$1,892.92
600-650	628	321.45	\$2,018.71
650-700	674	296.99	\$2,001.71

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



Developing a Greater Understanding of the U.S. Beef Industry Through Educational Experiences

By ANDREW WEAVER & DANIEL POOLE, *N.C. State University*

The U.S. beef industry is large and diverse. The North Carolina cattle industry plays a valuable role, but an understanding and connection to the broader industry is necessary for young and future professionals to be successful. This knowledge can lead to improved innovation for cattle production here in North Carolina. Thanks to support from the N.C. Cattlemen's Association, a beef industry educational tour for students, livestock agents, and faculty took place May 4–9. This tour covered over 1,500 miles from North Carolina to southeastern Pennsylvania, over to central Ohio, and back. This experience brought together young North Carolina beef cattle enthusiasts with industry professionals and diverse beef cattle operations.

The tour began in Amish country with stops at a diversified multi-species operation raising seedstock and market animals, a farmer-feeder operation, Amish cow and goat dairies, and a stop at the Leola, Penn., flower auction — not cattle related but a must-see



Tour group at Glenbrook Farm.

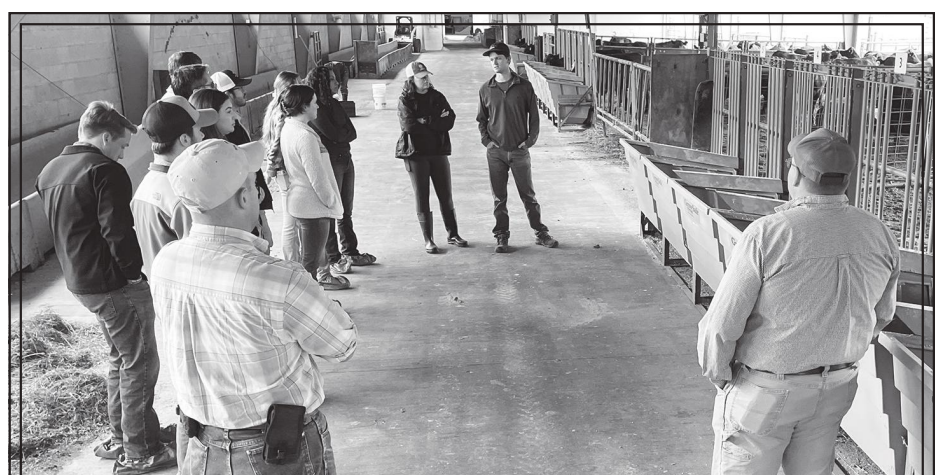
in my opinion. The second day included a tour at Marcho Farms in Souderton, Penn. — the largest veal processor in the United States. From there we traveled to State College to tour the Pennsylvania Livestock Evaluation Center and see their Vytelle Sense system evaluating beef-on-dairy cross cattle during the finishing phase. The third day started with a stop at Certified Angus Beef in Wooster, Ohio. We got to learn about the history of the program, beef carcass evaluation, and beef marketing programs. The next stop was at the Ohio Agricultural Research and Development Center Feedlot used by Ohio State University. The fourth day included stops at the Select Sires collection facility in Plain City, Ohio. We were able to watch a collection and learn about semen processing and evaluation. That afternoon, we toured a 750 head beef cattle feedlot using a robotic feeding system. This feeding system is the only one of its kind in the U.S., reduces labor by one full time employee, and increases cattle feeding events, improving feed freshness and animal performance.

FORAGER™

LIVESTOCK FORAGE SEED
TO IMPROVE YOUR HERD

NEW High-Yielding Ryegrass
Hybrid Pearl Millet
Sorghum Sudangrasses
Fall and Summer Grazing Mixes

MIXON SEED SERVICE www.ForagerSeed.com



Tour of Vytelle Sense System at the Pennsylvania Livestock Evaluation Center



Learning about the robotic feeding system at a 750 head Ohio feedlot.

On the final day of the trip, we toured the Eastern Ohio Agricultural Research Station in Caldwell, Ohio. This research station has 400 cows and 400 sheep and evaluates calves using a Vytelle Sense system as well.

This tour facilitated new experiences for all involved and connected a group who currently are and will serve the beef industry in a multitude of ways. This tour brought together our group with industry leaders, including university personnel, major packers and processors, and the largest branded beef program in the world.

The camaraderie built on the tour was also extremely valuable. As this group continues their education and then enters the industry workforce, the lifelong memories made on the trip will lead to improved connections, innovative thought and discussions, and industry growth. I hope tours like this can continue to take place to expose students, extension agents, and faculty to the diversity of the beef cattle industry across the country, current challenges and innovations, and opportunities to improve the North Carolina beef industry through implementation of new ideas learned during these experiences.



Learning about beef carcass evaluation at Certified Angus Beef

S.I. FEEDERS



Wagons

Arrow Front

12', 16', 20', 24', 30', 36'



Fenceline Bunk

8', 14', 20'



Wasteless Bunk



FAMILY OWNED SINCE 1979

1475 National Highway • Thomasville, NC 27360

Store - 336-886-1737 • Cell - 336-250-0572

www.thebarnloft.com



RECRUITING NEW MEMBERS?

THIS MILE OF FENCE COULD BE YOURS

**1 MILE OF PASTURE MANAGEMENT FENCING SUPPLIES
AWARDED TO THE NCCA COUNTY CATTLEMEN'S ASSOCIATION
RECRUITING THE MOST NEW MEMBERS IN 2025**
The Winning County Association Receives:

- 16 Rolls of Pasture Management Fixed Knot 9-49-6-330 ft.
- 270 5-6 in. x 7 ft. Pasture Management CCA .40 Treated Wood Posts
- 60 6-7 in x 8 ft. Pasture Management CCA .40 Treated Wood Posts
- 1 Pasture Management 12 ft. Tube Gate - Galvanized, Red, or Black
- 37 10 ft. H-Brace Brace Pipes
- 1 40 lb. Bucket, Pasture Management Double Barbed Class 3 Staples
- 40 Speed Brace Kits
- 1 Speed Brace Kit Tensioning Tool
- 2 52 in. Stretcher Bars
- 2 Stretcher Bar Pullers
- 1 Knipex Wire Cutters
- 1 100 ct. Jars of Long 2-3 Crimp Sleeves
- 1 Crimping Tool
- 3 Rolls of 4,000 ft. 12.5 ga High Tensile Electric Fence Wire: Class 3 Galvanized, 170 K psi
- 4 Bags of 25 Speedrite HD end strainer insulators
- 12 Bags of 25 Pasture Management Wood Post Pinlock Insulators
- 200 10 in. Steel Offset Insulators
- 1 Patriot PMX600 Energizer: 6 Joule Output
- 3 Ground Rods and Ground Rod Clamps
- 1 Roll of Pasture Management 66 ft. Underground Cable
- 1 Jar of 25 Joint Clamps

GENEROUSLY SPONSORED BY:



**CONGRATULATIONS TO
THE CLEVELAND COUNTY
CATTLEMEN'S ASSOCIATION**

2024 MILE OF FENCE WINNER



Pasture Management Systems, Inc.

MILE OF FENCE PROGRAM

New Members by County in 2025 (as of 9-18-25)

Alamance	3	Cumberland	9	Johnston	6	Randolph	29
Alexander	2	Currituck	0	Jones	1	Richmond	0
Alleghany	2	Dare	0	Lee	4	Robeson	22
Anson	1	Davidson	4	Lenoir	1	Rockingham	8
Ashe	0	Davie	3	Lincoln	2	Rowan	3
Avery	0	Duplin	8	McDowell	4	Rutherford	5
Beaufort	1	Durham	0	Macon	66	Sampson	5
Bertie	0	Edgecombe	3	Martin	2	Scotland	0
Bladen	1	Forsyth	5	Madison	2	Stanly	17
Brunswick	1	Franklin	11	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	3	Granville	1	Nash	12	Tyrrell	0
Camden	0	Greene	2	New Hanover	0	Union	3
Carteret	0	Guilford	21	Northampton	0	Vance	1
Caswell	4	Halifax	1	Onslow	2	Wake	9
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	15
Cleveland	6	Hyde	0	Person	1	Wilson	17
Columbus	1	Iredell	11	Pitt	9	Yadkin	1
Craven	2	Jackson	0	Polk	0	Yancey	0

Grand Total 529

New NCCA Members for 2025

During the Membership Committee meetin at the 2007 N.C. Cattle Conference, members decided to list the name and county of residence of **NEW** members of NCCA in *The Carolina Cattle Connection*. A new member is someone who has never been a member or has rejoined after a brief break in their membership. Below is a list of NCCA’s new members:

Out-of-State

Tommie Bratton – Bratton Farms – South Carolina

Alleghany County

Robert Kennedy – Robert Kennedy Farms

Beaufort County

Marty Measamer – Heritage Oak Cattle Company

Brunswick County

Joey Bane – Bane Farms

Caswell County

Justin Boone

Cleveland County

Shannon Price – Shanmar Farms

Davidson County

Sheila Tuttle – Tuttle Cattle Company

Davie County

Michael Jensen – 323 Ranch
Payton Smith – Payton Farms

Forsyth County

Kathy L. Doub
Fernando Lopez
Eric Scott – Doub/Shame

Franklin County

Scott Davis – Middle Creek Farm
Sherry Mitchell – Spring Acres Partnership

Guilford County

Ashley Chadwick – DN Acres

Macon County

Roy Clark

Moore County

Aloysius Donovan – Shady Maple Cattle Company

Orange County


William Crabtree – Parker Farms

Pitt County

Jessica Thompson – Lone Pine Farm

Watauga County

Bryce Kemp – T&J Produce



**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



BE A WINNER!
Join your local
cattlemen’s association
AND
your state or regional
breed association.

New Online Hay Listing Service

By **SARA DRAKE**, N.C. State University

N.C. State University Extension, with the generous financial support of N.C. Farm Bureau and N.C. Cattlemen's Association, has launched a new tool for connecting those needing hay with those who have hay to sell. The newly launched website, www.nchayfinder.com, allows you to search for hay by your zip code. You can then sort by distance, type of hay, or price.

Producers with hay for sale can create a listing by creating an account. N.C. Hay Finder is designed so customers only see product listings and not the farm profile when they search. When creating

your account, you must add at least one product, and your farm must be approved before you will be visible in the search.

Anytime you submit changes to your listing, it will be taken down from the site until the updates are approved. To avoid interruption of your profile's visibility, consider making changes early in the week.

How It Works

- Find hay near you using your zip code
- Filter listings by distance, type (e.g., alfalfa, fescue), or price
- List hay for sale — create an account and publish details in minutes

Why It Matters

- Reduces feed costs — hay is often the most expensive part of livestock production
- Streamlines sourcing — find local hay fast without long distance hauling
- Supports forage management — extends grazing season and reduces reliance on stored feed

Quality Counts – Know Your Hay

- Hay quality varies by species, harvest timing, weeds, and storage
- Send hay for forage analysis to know its nutritional value
- Use a core sampler, mix lots in a clean bucket, and avoid outer edges for accurate testing
- Choose NCDA&CS Feed & Forage Lab or a commercial lab for testing

Get Started Today

Visit www.nchayfinder.com. Need help with listing or sampling hay? Contact your local N.C. Cooperative Extension livestock agent.

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

Cattle Receipts: 9,787 • Previous Month: 7,462
Feeder supply - 29% steers • 41% heifers • 30% bulls

SLAUGHTER CLASSES

	Avg. Wt.	Price
Cows - % Lean		
Breaker	1,420	\$170.63
Boner	1,203	\$167.95
Lean	1,052	\$152.44
Bulls - Yield Grade 1-2	1,561	\$194.93

FEEDER CLASSES

FEEDER STEERS (Medium and Large 1-2)

Wt. Range	Avg. Wt.	CWT	Avg. Price
400-450	425	406.62	\$1,728.14
450-500	468	395.70	\$1,851.88
500-550	524	370.57	\$1,941.79
550-600	569	363.90	\$2,070.59
600-650	614	344.61	\$2,115.91
650-700	667	336.60	\$2,245.12

FEEDER BULLS (Medium and Large 1-2)

Wt. Range	Avg. Wt.	CWT	Avg. Price
400-450	421	408.13	\$1,718.23
450-500	463	394.37	\$1,825.93
500-550	518	357.37	\$1,851.18
550-600	562	341.19	\$1,917.49
600-650	616	322.63	\$1,987.40
650-700	661	319.11	\$2,109.32

FEEDER HEIFERS (Medium and Large 1-2)

Wt. Range	Avg. Wt.	CWT	Avg. Price
400-450	422	374.70	\$1,581.23
450-500	469	361.17	\$1,693.89
500-550	524	346.99	\$1,818.23
550-600	570	336.31	\$1,916.97
600-650	617	325.80	\$2,010.19
650-700	662	318.96	\$2,111.52

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

Hay Needs? Hay Sales?
NC Hay Finder knows!

www.NCHAYFINDER.com

Have hay to sell?
 List your hay for free!

Need hay?
 Search for hay near you!

CATTLEMEN'S ASSOCIATION NORTH CAROLINA

NC STATE EXTENSION

FARM BUREAU NORTH CAROLINA



Artificial Insemination School

November 4 – 5, 2025

Raleigh, NC – E. Carroll Joyner Beef Education Unit
4505 Mid Pines Rd, Raleigh, NC 27603

The Artificial Insemination School is organized by NC State Extension and NC Cooperative Extension in partnership with ABS Global and the NC Department of Agriculture. This is a 2-day intensive course composed of classroom and hands-on training with live cattle.

TOPICS COVERED

- Bovine anatomy and physiology
- Reproductive management
- Estrous synchronization
- Timed AI and Heat detection
- Sire selection and EPDs
- Semen storage and handling
- Hands-on artificial insemination



REGISTRATION

Contact the NC Dairy Specialized Agent Ashley Robbins to register for this course.



aafairch@ncsu.edu



INVESTMENT

The training fee is \$275. The course is capped at 15 participants. Registration is accepted on a first-come, first-served basis.

CONTACT US

 <https://beef.ces.ncsu.edu/>

Leptospirosis in Cattle

By DAMON POLLARD, N.C. State University

Producers sometimes call about a stillborn calf — or a calf that has been aborted — and ask, “What is wrong, and what do I do?” I usually tell them it is a good idea to take it to the Diagnostic Lab for an autopsy to determine the cause. One of the most common causes is Lepto.

Leptospirosis — or “Lepto” — is a bacterial disease affecting cattle, which is carried in the urine of wild animals, especially rodents. Leptospirosis may be transmitted to cattle by many infected species — rats and other rodents, raccoons, skunks, foxes, opossums, dogs, and possibly even deer. The disease can also be transmitted to people, and swimming in waters frequented by infected animals should be avoided. The bacteria can survive in water for up to 150 days and so can show up even in a closed herd where no outside animals are brought in.

Losses from Lepto are usually realized from abortions and stillbirths. Lepto causes abortions late in pregnancy and can be diagnosed from blood or urine samples, or through autopsy of the fetus. Since there are multiple abortion causing diseases of cattle, producers should attempt to determine the exact cause of death whenever an abortion occurs. Most all of these diseases can be brought under control fairly easily.

Producers can reduce the risk of Lepto by fencing cattle out of ponds and streams and piping water to water troughs or drinkers. Because infected animals shed the bacteria in their urine, preventing them from contaminating water sources such as ponds or streams goes a long way in reducing the spread of Lepto.

There are also a number of good vaccines available that give adequate protection with only an annual booster after the initial

two injections. These vaccines provide good protection against disease with the possible exception of Serovar Hardjo. Research indicates that some five way leptospirosis vaccines do not provide good protection from serovar Hardjo infection. New vaccines have been introduced to address this issue. If you have had problems or outbreaks of abortions from Lepto, vaccinating every six months can help further reduce the risk of abortions.

Abortions in cattle from Lepto can be devastating to the cattle producer, but by understanding this disease, and taking these steps to lessen the risk to your herd, you can hopefully avoid any complications from Leptospirosis.

2025 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 2025. 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.

2025 RESERVED SPOTLIGHT ISSUES

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

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

Let’s Talk Leptospirosis “Lepto” in Cattle

What is Lepto?

- Lepto is a bacterial disease often spread through the urine of wild animals in water sources.
- Lepto can survive in water for up to 150 days.
- It is zoonotic which means it can be spread to humans.

Why is it important?

- Lepto can cause late term abortions and stillbirths.
- It can also cause other reproductive issues.

How to protect your herd?

- Fence cattle away from ponds and streams.
- Use piped water to troughs.
- Vaccinate:
 - Usually 2 initial doses then annual boosters.
 - Vaccinate every 6 months if problems persist.



- Act early
- Know the cause
- Talk to your vet
- Practice prevention



CONTACT YOUR LOCAL LIVESTOCK EXTENSION AGENT FOR MORE INFORMATION
PREPARED BY LIVESTOCK AGENTS IN THE SOUTH CENTRAL AG AGENTS DISTRICT

Hubbard Feeds welcomes Dr. Troy Wistuba as director of beef nutrition. Hubbard Feeds is pleased to announce that Dr. Troy Wistuba has joined the team as director of beef nutrition.

Wistuba has held distinguished posts in academia (extension, teaching, and research), as well as in the private sector (research, technical service, and technical sales) at both the national and global levels. He also has experience across the entirety of the beef industry, including seedstock and commercial cow/calf production, show livestock, and receiving stocker and feedlot cattle. Throughout his career, Wistuba has focused his practical, straightforward approach on improving livestock performance and health to assist producers in capturing more value from their decisions.

Wistuba grew up on a mixed crop and livestock farm in northeast Kansas. He received his B.S. and M.S. degrees from Kansas State University and his Ph.D. from the University of Arkansas. His M.S. focused on forage preservation and utilization, while his Ph.D. focused primarily on the interaction between nutrition and immunology.

“We are pleased to welcome Troy to lead the Hubbard Feeds beef nutrition team,” said Ryan Ruppert, regional sales manager at Hubbard Feeds. “His knowledge and experience will enable our team to deliver even more value for our customers.”

For more information about Hubbard Feeds, visit hubbardfeeds.com.

About Hubbard Feeds. Hubbard Feeds — an Alltech company — stands as a beacon of excellence in providing cutting edge nutrition solutions for animals. With a legacy spanning over a century since 1878, Hubbard Feeds remains committed to enhancing animal health, performance, and overall well being through meticulously designed programs fueled by the latest technology and a world class team.

Through continuous scientific advancement and a focus on improved nutrition, Hubbard Feeds strives to elevate the value



and quality of feedstuffs, enabling animals to realize their inherent genetic potential. Ultimately, our efforts are geared towards supporting producers in delivering plentiful, safe, and nutritious food for a sustainable future.

About Alltech. Founded in 1980 by Irish entrepreneur and scientist Dr. Pearse Lyons, Alltech delivers smarter, more sustainable solutions for agriculture. Our diverse portfolio of products and services improves the health and performance of animals and plants, resulting in better nutrition for all and a decreased environmental impact.

We are a global leader in the agriculture industry. Our team produces specialty ingredients, premix, supplements, feed and biologicals, backed by science and an unparalleled platform of services.

Strengthened by more than 40 years of scientific research, we carry forward a legacy of innovation and a unique culture that views challenges through an entrepreneurial lens. As a private, family owned company, we adapt quickly to our customers' needs and focus on advanced innovation.

We believe agriculture has the greatest potential to shape the future of our planet. Our more than 5,000 talented team members worldwide share our purpose of Working Together for a Planet

of Plenty. Together, we can provide nutrition for all, revitalize local economies and replenish the planet's natural resources.

Headquartered just outside of Lexington, Ken., Alltech serves customers in more than 140 countries, has five bioscience centers, and operates more than 75 manufacturing facilities across the globe. For more information, visit alltech.com.

Conquest Insurance



Your Revenue Experts for:

- Crop Insurance
- Dairy Revenue Protector
- Pasture, Rangeland, & Forage

Call Cody Waters
(252) 903-0217

www.conquestinsurance.com



31ST Annual HOKIE HARVEST SALE

Selling **65 BEEF CATTLE** (Registered Purebreds and Commercial)

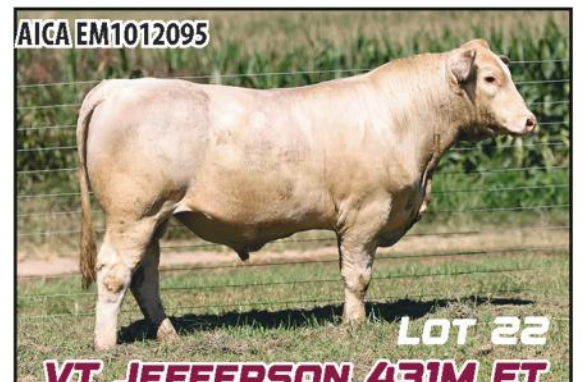
Registered 5 Spring-Pair Splits, 8 Fall Calving Cows, 3 Spring Calving Cows & 25 Breeding-Age Bulls
Commercial 7 Fall Calving Cows & 12 Spring Bred Heifers



ASA 4413783
VIRGINIA TECH LEGEND M467
SimAngus He sells!



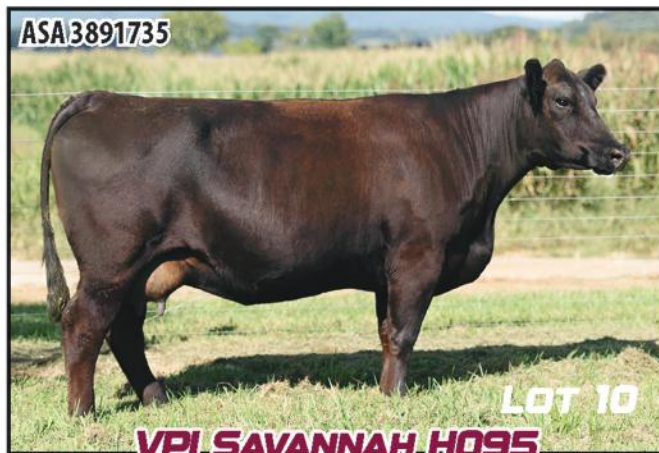
AAA21298527
VT RISE ABOVE 4M26
Angus This Rise Above son Sells!



AICA EM1012095
VT JEFFERSON 431M ET
Charolais He sells!



ASA 4054250
VPI SHADOE K250 ET
SimAngus Spring pair with a heifer calf.



ASA3891735
VPI SAVANNAH H095
SimAngus Spring pair with a heifer calf.



AICAF1290339
VPI MISS FINE JUDY 012H
Charolais Spring calving cow

FRIDAY AT 6:30 P.M. EDT
October 31st, 2025

Virginia Tech - Alphin-Stuart Livestock Teaching Arena Blacksburg, VA



Scan to view sale videos & updates.

Dr. Dan Eversole (540) 641-0295 • Chad Joines (540) 557-7263 • Thomas Carper (540) 336-2737

For sale book request contact Serenity Harris – sspringharris@vt.edu

<https://www.apsc.vt.edu/facilities0/beef-center.html>



View & Bid Online at SaleRingLive



CONSIGN YOUR CATTLE IN AN UPCOMING VIDEO AUCTION

MAXIMIZE YOUR RETURN

Turn your load lots into top dollar through our proven consignment process:

1. Connect with your local LiveAg representative.
2. We evaluate your cattle, draw up a consignment contract and target the right buyers.
3. Our nationwide buyer network ensures competitive bidding on auction day.
4. **You get paid on delivery day, backed by our guarantee.**

YOUR REPRESENTATIVES:

DANIEL LITWILLER

(662) 275-3326 | North Carolina, South Carolina, North Georgia

STEVEN MATHEWS, DVM

(828) 308-8512 | North Carolina, South Carolina

DARRELL STOKES

(334) 309-5255 | Alabama

JERRY ETHEREDGE

(334) 422-1306 | Alabama

WESLEY GRANTHUM

(334) 398-1669 | Mississippi

DATE	LOCATION	DEADLINE
Sept. 11	Fort Worth, TX	Sept. 2
Oct. 9	Fort Worth, TX	Sept. 30
Nov. 13	Fort Worth, TX	Nov. 4
Dec. 11	Fort Worth, TX	Dec. 2
Jan. 15	Denver, CO	Jan. 6

WWW.LIVE-AG.COM | 817.533.6699



JOHN DEERE

NEWS

John Deere Launches the New V452M Round Baler, Built for Productivity. Purpose built for high volume operations demanding density and automation. John Deere recently announced the introduction of the V452M round baler to the North American lineup, providing enhanced productivity and precision to larger scale hay and forage operations. The V452M headlines the newly updated lineup of VR and CR round baler models, introducing a new naming convention and advanced features purpose built for heavy crop and silage conditions, while the current 1 Series round balers remain and continue to serve customers with their baling needs.

“The V452M and the broader VR and CR model updates are designed for more density, more productivity, and more actionable data,” said Kaylene Ballesteros, John Deere marketing manager. “This update enhances our variable chamber and combination balers with features that support high volume silage and heavy crop conditions, while complementing the proven performance of our 1 Series models. It’s about giving our farmers and ranchers the right tool for their operation, whether they’re baling 500 or 5,000 bales a year.”

The Right Baler for Every Need – Expanding the versatility of John Deere’s round baler lineup, the VM, VR, and CR lineup updates include variable chamber and variable wrapping combination models. The new V452M offers bale sizes up to 5.5 feet in diameter, giving producers more flexibility and control over their forage output, and a solution for those looking for increased density capabilities, particularly in silage or high moisture crop settings. Key features of the V452M include:

- **Advanced Bale Chamber Technology** – Three starting rolls and two belt drive rolls ensure consistent bale rotation, regardless of crop moisture.

- **Larger Bale Chamber** – 4 × 5½ feet chamber width to maximize bale weight.

- **High Density Silage Capability** – Produces silage bales up to 11.7 pounds per cubic foot for optimal storage and feed quality.

The VM, VR, and CR Model Lineup Delivers – The full model lineup introduces cutting edge features designed to boost productivity and simplify decision making (capabilities vary by model):

- **Industry Leading Gate Cycle Time** – As fast as three seconds for more bales per hour.

- **Moisture Sensors and Bale Scales** – Seamlessly connect to the free John Deere Operations Center for near real time bale documentation and yield insights.

- **G5 or G5e Monitor** for in-cab adjustments and data driven decisions.

- **High Capacity Feeding System** – A 7.2 ft wide five bar pickup handles heavy windrows with ease.

- **Baler Automation With New Unplug Assist** automatically stops the tractor when the target bale size is reached and manages the gate cycle, reducing operator fatigue and increasing daily bale counts. When needed, Unplug Assist automatically stops the tractor and disengages the PTO when a plug is detected.

With the addition of the V452M model, John Deere continues to raise the bar for forage equipment, delivering smarter technology, stronger performance, and the peace of mind that comes from knowing every bale is backed by nearly two centuries of agricultural innovation.

The VM, VR, and CR balers will begin shipping in November 2025. For more information, visit deere.com.

About John Deere. It doesn’t matter if you’ve never driven a tractor, mowed a lawn, or operated a dozer. With John Deere’s role in helping produce food, fiber, fuel, and infrastructure, we work for every single person on the planet. It all started nearly 200 years ago with a steel plow. Today, John Deere drives innovation in agriculture, construction, forestry, turf, power systems, and more. For more information on Deere & Company, visit us at www.deere.com.

UNION COUNTY

Performance Tested Bull Sale

December 6, 2025 • 12:00 noon

Simpson Special Events Center • Monroe, N.C.

BREEDS

Angus - Simmental - SimAngus - Gelbvieh - Balancer

Also selling a select group of breeding-age heifers



Tired of buyers grading your calves short, traveling long distances to find your bull won’t perform on fescue, or just not getting the growth you need? Then try us! Union County has a tried and tested group of consignors that stand behind their bulls and don’t breed off fads. We breed our bulls to fit the needs of our buyers here in the Southeast, not off a Midwest breeding program.

Contact: Greg Little

704-219-1294

A NEWS

Animal Ag Alliance

New reports highlight increased funding, key trends in animal activist community. Latest financial data shows groups have \$865 million in annual revenue for anti-meat campaigns. The Animal Agriculture Alliance issued two updated reports this week on the current state of the vegan and animal activist movement in the U.S. The Major Animal Activist Groups Web highlights the strategic, interconnected nature of the animal activist movement. The Radical Vegan Activism report details trends in activism and illuminates the true intentions of key players in the movement.

“Animal activist group tactics are becoming more extreme in nature, putting farmers, ranchers, and food workers – not to mention food security – at risk,” said Hannah Thompson-Weeman, president and CEO, Animal Agriculture Alliance. “While some groups may outwardly appear more moderate in goals and beliefs, they are all connected by one key mission – to eliminate animal agriculture and take a nutrient dense food group off the menu.”

New findings in the updated Radical Vegan Activism report show that nearly one in four animal rights extremist attacks target farmers and food workers, including 189 actions taken against agriculture in

2024 and 62 against food services. Documented actions include:

- 59 incidences of vandalism
- 43 cases of animal theft and/or release
- 31 trespasses
- 5 arson cases

The Radical Vegan Activism Report also highlights direct quotes and financial data for key players within the movement, including Humane World for Animals (formerly The Humane Society of the United States), People for the Ethical Treatment of Animals (PETA), and ASPCA.

The updated Major Animal Activist Groups Web includes a selection of the most active or extreme groups involved with or connected to the vegan and animal activist movement. Collectively, these organizations bring in more than \$865 million in revenue annually to use for anti-animal agriculture campaigns, according to publicly filed financial records. A key theme for new connections on the web includes increased legal collaboration between groups. For example, the Animal Activist Legal Defense Project is working to appeal a 2023 felony conviction of Wayne Hsiung, founder of Direct Action Everywhere and Simple Heart Initiative. New additions to the web include the Animal Activist Legal Defense Project, the Brooks Institute, Legal Impact for Chickens, and Simple Heart Initiative.

For more information about the Alliance’s work to monitor animal rights extremism, or to view the reports, visit animalagalliance.org/initiatives/monitoring-activism.

To learn more about proactive security measures to protect against potential threats, visit animalagalliance.org/initiatives/farm-security.

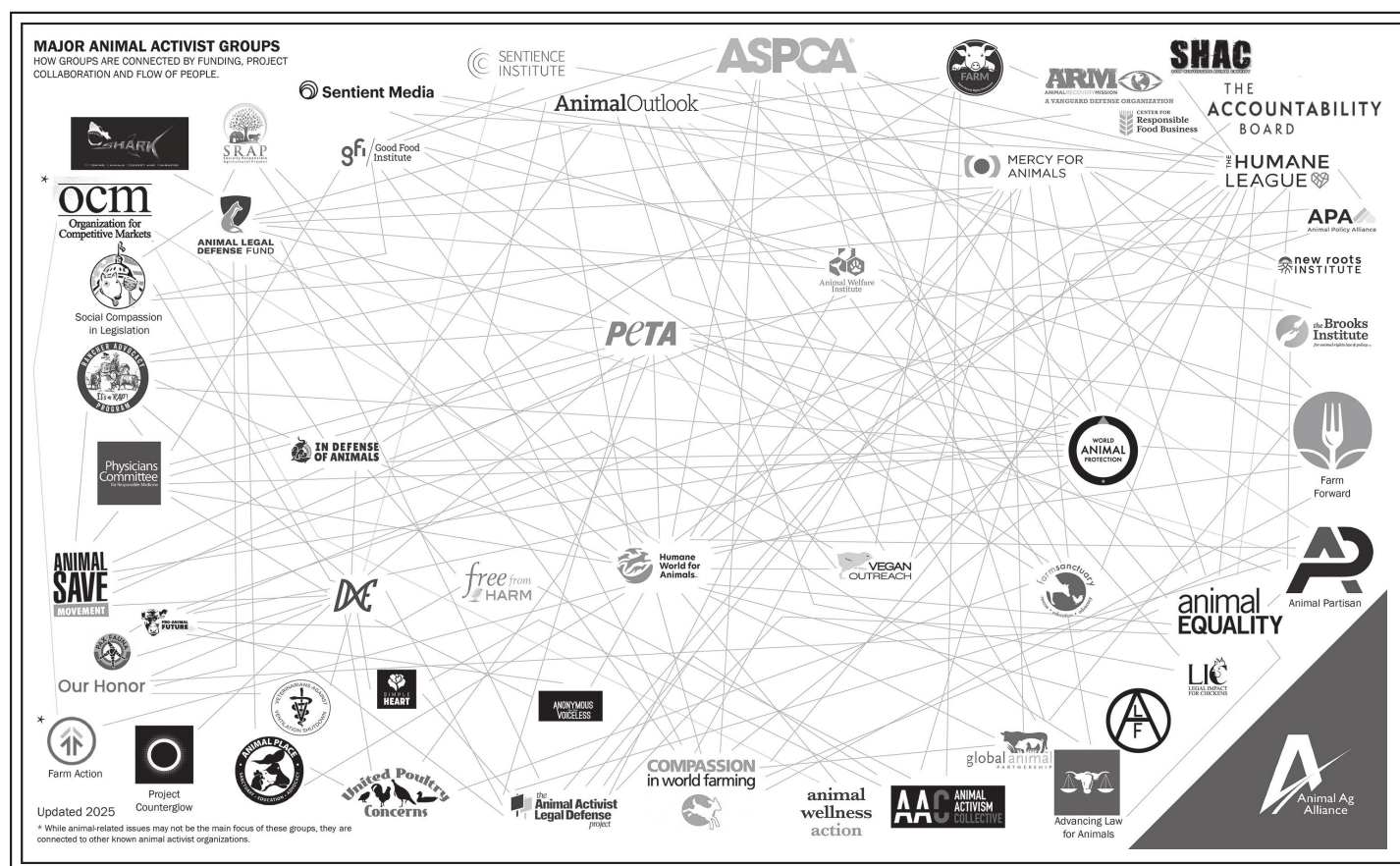
U.S. farmers and ranchers raising more food with fewer resources. Updated report shows how U.S. animal agriculture supports global planetary health goals. The Animal Agriculture Alliance recently released an updated version of its Sustainability Impact Report. The report highlights decades of progress made by the U.S. food and farming community to enhance animal welfare practices,

reduce environmental impact, and contribute to a healthy, balanced diet.

“The U.S. farm and food community has been a global leader in sustainability efforts for decades,” said Emily Ellis, director, communications and content, Animal Agriculture Alliance. “We’re incredibly proud of the work being done to innovate and advance food production practices to continue contributing to a sustainable food system – and this report highlights that work.”

Animal Welfare Priorities

- Nearly every species referenced in the report has specific animal welfare guidelines crafted by animal welfare experts.



- Most farmers and ranchers have a close working relationship with veterinarians and nutritionists to ensure good animal health and a well balanced diet.

- Biosecurity plays a critical role in protecting animal health from disease and illness.

Reduced Environmental Impact

- U.S. animal agriculture is contributing toward all 17 of the United Nations Sustainable Development Goals (SDGs).

- Between 1961 and 2019, the U.S. beef community reduced emissions per pound of beef by more than 40 percent while also producing more than 66 percent more beef per animal.

- The pork community has reduced CO₂ emissions equivalent to taking 22,410 cars off the road.

- Compared to 1960, egg farmers today are able to feed 72 more people using 50 percent less feed.

- The veal community has completed its first ever Lifecycle Assessment to identify baseline environmental data.

- More than 37 percent of ingredients used in animal feeds are upcycled from other industries, reducing waste and impact on landfills.

Dietary Contributions

- The Food and Agriculture Organization (FAO) has concluded that meat, eggs, and milk are an essential source of nutrients, especially for vulnerable populations.

- Animal proteins are a superior protein choice for half the number of calories compared to beans, peas, and lentils.

U.S. animal agriculture is committed to furthering progress, which is why several species groups have established industry wide sustainability goals and reporting frameworks.

Navigate pressures on animal protein at 2026 Stakeholders Summit. Speaking proposal opportunity open through November 14.

The Animal Agriculture Alliance recently announced the theme of its 2026 Stakeholders Summit — High Steaks: Navigating Pressure on Animal Protein. Speaking proposals that fit the theme will be accepted through November 14. The 2026 event is scheduled for May 5–7 in Kansas City, Missouri. Registration will open in January.

The annual summit attracts a diverse audience of decision makers, including representatives from farms and ranches, allied industries, food processors, restaurants, grocery retailers, legislatures, universities, government agencies, and media. The 2025 Summit attracted more than 200 in-person attendees and discussed key issues including animal health and welfare, supply chain partnerships, animal rights extremism, and artificial intelligence.

With headlines, regulations, and expectations all bearing down, the stakes for animal agriculture and the food community have never been higher. But this is a rare opportunity. Only at the 2026 Summit will attendees find the most passionate minds sparking together. It's the one place where conversation is alight and ideas sizzle. Animal agriculture knows what's on the line — and is fired up to face it. Time to dig in.

“The stakes are high for the farm and food communities as we face a number of external pressures,” said Hannah Thompson-Weeman. “At the 2026 Summit, we're getting back to our roots with increased emphasis on how we can navigate damaging



misinformation and tactics that threaten food security. We look forward to seeing proposals that fit this focus area and encourage everyone in the animal agriculture and food communities to mark their calendars for this unique event.”

The Alliance welcomes speaking proposals that deliver practical insights, measurable results, and replicable approaches. Priority will be given to sessions that are timely, solutions oriented, and bring cross sector perspectives. Suggested topic areas include but are not limited to:

- Interactive workshops (crisis management, media relations, farm security, etc.)
- Activist tactics and strategies for response (legislative updates, case studies, “lessons learned,” etc.)
- Perspectives on key issues in animal agriculture from throughout the food chain
- New research and innovations in animal welfare, sustainability
- Preparing for changing consumer attitudes and preferences
- Building relationships and taking opportunities to engage the media, influencers, or consumers

Get involved – Show your support for the Alliance’s outreach efforts by becoming an official 2026 Summit sponsor. Sponsors receive brand recognition leading up to and during the event and complimentary registration access. Learn more about sponsorship opportunities at animalagalliance.org/resource/stakeholders-summit-sponsorship-opportunities.

About the Animal Agriculture Alliance. *The Alliance safeguards the future of animal agriculture and its value to society by bridging the communication gap between the farm and food communities. We connect key food industry stakeholders to arm them with responses to emerging issues. We engage food chain influencers and promote consumer choice by helping them better understand modern animal agriculture. We protect by exposing those who threaten our nation’s food security with damaging misinformation. For more information, visit www.animalagalliance.org.*

New Beef Extension Veterinarian – Dr. Tomas Gonzalez

By FELIPE SILVA, N.C. State University

We are pleased to announce that Dr. Tomas Gonzalez has joined N.C. State University as an Assistant Clinical Professor of Ruminant Health Management and Extension Specialist.

Dr. Tomas Gonzalez was born in Alexandria, Va., and grew up in Costa Rica, where his family has been dedicated to dairy and beef farming for four generations. He earned his veterinary degree at the Universidad Nacional de La Plata in Argentina before moving to the United States to advance his training. At the University of Florida, he completed a clinical internship, a master's degree, and a residency in the Food Animal Reproduction and Medicine Service. Following his training, Dr. Gonzalez worked at the University of California, Davis, with the Livestock Herd Health and Reproduction Service, focusing on herd health, reproductive management, and preventive medicine.

Dr. Gonzalez brings a wealth of expertise in food animal medicine and is excited to begin his work at N.C. State University, where he will contribute to both teaching and extension efforts, supporting cattle producers across the state. Dr. Gonzalez can be reached at tdgonzalez@ncsu.edu.



HARWARD BROTHERS LIVESTOCK MARKET

2207 Turnersburg Hwy. Turnersburg, NC

Phone: 704-546-2692

WWW.TURNERSBURGSTOCKYARDNC.COM

Weekly Sales - Every Monday at 11:30 am

Take in livestock on Sunday (12 pm - 7 pm) and Monday

3:00 pm - Holstein & Dairy Influenced Feeder Cattle

6:00 pm - Small Animal Sale (Baby Calves, Goats, Sheep)

Marcus Harward • 704-322-0840

Brooke Harward • 704-322-9770

*Watch the sales live
every week!*

STANLY COUNTY LIVESTOCK MARKET

13215 Indian Mound Rd. Norwood, NC

Phone: 704-474-7681

WWW.NORWOODSTOCKYARDNC.COM

Weekly Sales - Every Wednesday at 10:30 am

Take in livestock on Tuesday (10 am - 8 pm) and Wednesday

NOVEMBER 13, 2025 - Graded Feeder Calf Sale - Calves weaned 60 days, double vaccinated. More info at www.norwoodfeeder calf.com

Marcus Harward • 704-322-0840

Catherine Edwards • 704-550-7920

Will Edwards • 919-449-8064

CATCHING, HAULING, AND CATTLE WORK SERVICES AVAILABLE



MAC-VAC FEEDER CALVES

A marketing program available at both sale locations for vaccinated steers and heifers. Calves that meet vaccination requirements and have the sale tag in their ear will sell in the MAC-VAC portion of the sale at the beginning of the feeder calf sale each week. For more information, please visit www.norwoodfeeder calf.com or contact any of the numbers listed here.

Catching, hauling, and cattle work services:
For hauling services, contact Marcus at 704-322-0840.

If you need help working your cattle, contact Marcus Harward at 704-322-0840 or Chuck Doolittle at 704-221-1447 for more information.

**JOIN THOUSANDS
OF RANCHERS USING
RIOMAX®**

**"THE TUB
THAT PAYS
FOR ITSELF."**

15-30% HAY & FORAGE SAVINGS

10-40LB INCREASE IN WEANING WEIGHTS

3-10% INCREASE IN CONCEPTION RATES



**8 IN 10 RANCHERS
SAY RIOMAX®
PAYS FOR ITSELF.**
1.8 SAY THEY'RE STILL DECIDING AND 0.2 SAY IT DOESN'T



Scan this QR code with your phone camera to learn all about Riomax in a 13-minute video!

Contact your local Riomax dealer today!

BRATTON FARMS
803.417.0970
HICKORY GROVE, SC



No Noodle Lasagna Beef Dip

Total Time — 35 minutes

1 package (17 ounces) refrigerated fully cooked boneless
beef pot roast with gravy or au jus

1½ cups pasta or marinara sauce (*any variety*)

1 clove garlic, minced

8 ounces cream cheese, softened

½ cup thinly sliced green onions

2 tablespoons Parmesan style grated topping

Sliced green onions (*optional*)

Garlic or Italian flavored crackers, pita chips, or crostini slices

Cook beef pot roast according to package directions. Discard gravy or au jus or reserve for another use. Cool slightly and finely shred pot roast with two forks. Combine shredded beef, pasta sauce, and garlic in a large bowl. Set aside.

Preheat oven to 400°F. Spread cream cheese on the bottom of a 9 inch pie plate or 8×8 inch baking dish. Top evenly with ½ cup green onions. Spread beef mixture evenly over onions. Sprinkle with Parmesan topping.

Bake in a 400°F oven 15–20 minutes or until bubbly around edges. Let it stand 5 minutes. Sprinkle with additional green onions, if desired. Serve with crackers, as desired.

Makes 8 servings.



Priefert®

*Fencing & Rodeo
Equipment*



Model S04 Squeeze Chute

Priefert's number one
selling squeeze chute of
all time!



135° Sweep Tub w/ Adjustable Alleyway



1475 National Highway • Thomasville, NC 27360
Store - 336-886-1737 • Cell - 336-250-0572

www.thebarnloft.com

N.C. Mountain State Fair Livestock Hall of Fame Induction

By **ELLERSLIE McCUE**, N.C. Department of Agriculture & Consumer Services

Agriculture Commissioner Steve Troxler inducted longtime Western N.C. dairy farmer Mike Corn into the N.C. Mountain State Fair Livestock Hall of Fame during the fair's opening weekend. He was inducted for his decades of support to the fair and the livestock industry in Western North Carolina.

"We are fortunate to have many agricultural families that put their heart and soul into the livestock programs and the Mountain State Fair," said Agriculture Commissioner Steve Troxler. "Mike Corn is a big part of what makes these programs a success. I am honored to present him with this award and thank him for his support."

Mike Corn has spent the last several decades managing the Biltmore Estate Jersey herd at his farm, Small Acres Dairy, in Mills River. At the Mountain State Fair, Mike is more well known for being the farmer who provides the mama cows for the Mooternity Ward.

"When this exhibit was imagined for the fair more than a decade ago, likely no one knew then how popular and beloved it would be at the fair," Troxler said. "Every year, through Mike's dedication and hard work, fairgoers can learn about the dairy industry and watch the miracle of a live birth. It takes a lot of effort, volunteers, and a little science to make this exhibit a success. Mike is the one to make sure all these pieces fit together."

Corn and his wife, Mary Louise, are also very active in the dairy show, ensuring countless youth have the opportunity to show. He's deeply involved in youth mentorship, training young dairy judges and even loaning livestock to help students gain hands-on experience in showing and caring for animals.

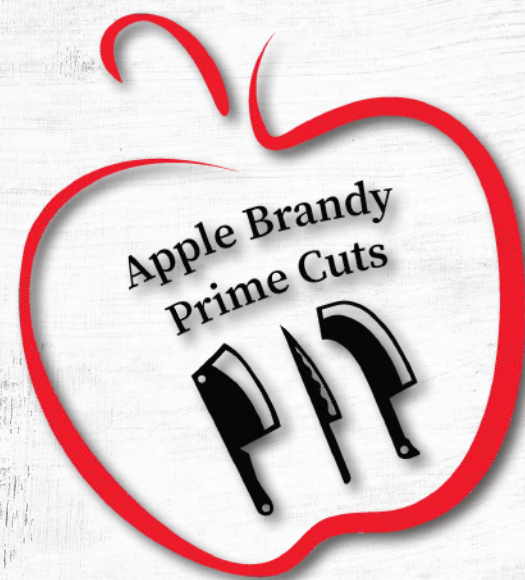
Corn's service and leadership haven't gone unnoticed. In 1994, he was named Dairyman of the Year. In 2008, he received the Bill Martin Award for Service at the Mountain State Fair. In 2018, he was inducted into the Western North Carolina Agricultural Hall of Fame.

"Mike embodies what it means to give back to the land and the people around him," Troxler said. "We are proud to have him as part of our N.C. Mountain State Fair Livestock Hall of Fame."



USDA Abattoir and Processor

BEEF • PORK • LAMB • GOAT • OSTRICH
Aged - Cut - Packaged to Your Specifications



Livestock Drop Off

347 Thomas Street • North Wilkesboro, NC 28659

Butcher Shop & Processing Pick Up

106 Chestnut Street • North Wilkesboro, NC 28659

Call or Email for an Appointment:

336-667-1346 • abprimecuts@gmail.com



You shouldn't have to have a gun held to your head to take advantage of the expert A.I., superior genetics, the best in purebreds and outstanding farm supplies featured in the **CLASSIFIEDS** in this issue!



Including protein foods at each meal can be achievable by understanding what foods contain high-quality protein. Lean beef is an excellent source and delivers more than 9 other essential nutrients: iron, vitamin B₁₂, selenium, zinc, niacin, vitamin B₆, phosphorous, choline and riboflavin.¹

Spreading protein intake evenly throughout the day, aiming for about 30 grams of protein at each meal, may be beneficial for overall health and wellness because it has been shown to improve satiety, preserve lean muscle mass, and optimize the body's ability to build new muscle.²⁻⁴

High Quality or Complete Proteins			
Meat/Eggs (cooked)	protein (g)	calories	NDB#*
3 oz Beef Strip Steak*	25g	170	13448
3 oz Beef Tenderloin*	26g	170	13442
3 oz 93% Lean Ground Beef	22g	150	13364
3 oz 90% Lean Ground Beef	21g	170	13364
3 oz Lamb Chops*	23g	160	10041
3 oz Pork Tenderloin*	22g	120	10061
3 oz Pork Chops*	26g	170	10041
3 oz 96% Lean Ground Pork	27g	160	10979
3 oz 84% Lean Ground Pork	23g	260	10978
3 oz Skinless Chicken Breast	26g	140	05064
3 oz Ground Chicken	20g	160	05333
3 oz Turkey Breast	26g	130	05220
3 oz 93% Lean Ground Turkey	23g	180	05666
3 oz Roasted Ham	25g	180	10011
3 oz Deli Roast Beef	16g	100	07043
3 oz Deli Turkey	11g	100	07944
3 oz Deli Ham	17g	110	07028
3 Slices Cooked Bacon	11g	130	10861
1 Large Egg, scrambled	6g	90	01132
1 oz Beef Jerky	9g	120	19002

*visible fat trimmed

Fish/Seafood (cooked)	protein (g)	calories	NDB#*
3 oz Canned Tuna	20g	110	15126
3 oz Filet of Catfish	16g	120	15235
3 oz Filet of Tilapia	22g	110	15262
3 oz Filet of Salmon	21g	130	15212
3 oz Crabmeat	16g	80	15137
3 oz Shrimp	19g	100	15151
3 oz Lobster	16g	80	15148

High Quality or Complete Proteins			
Dairy	protein (g)	calories	NDB#*
6 oz Nonfat Greek Plain Yogurt	17g	100	01256
6 oz Nonfat Yogurt	10g	95	01118
1 oz Swiss Cheese	8g	110	01040
1 oz American Cheese	6g	90	01045
1 oz Cheddar Cheese	6g	110	01009
1 oz Colby Cheese	7g	110	01011
4 oz Lowfat Cottage Cheese	13g	110	01012
1 cup (8 oz) Reduced Fat 2% Milk	8g	120	01079

Beans and Peas (cooked)	protein (g)	calories	NDB#*
1/2 cup Edamame	9g	90	11212
1/2 cup Tofu	9g	70	16281

Incomplete Proteins			
Beans and Peas (cooked)	protein (g)	calories	NDB#*
1/2 cup Pinto Beans	8g	120	16043
1/2 cup Black Beans	8g	110	16015
1/2 cup Kidney Beans	4g	30	11030
1/2 cup Chickpeas (Garbanzo Beans)	7g	130	16057

Nuts and Seeds	protein (g)	calories	NDB#*
2 tbsp Peanut Butter	8g	190	16097
2 tbsp Almond Butter	7g	195	12195
1 oz Peanuts	7g	160	16087
1 oz Almonds	6g	160	12061
1 oz Pistachios	6g	160	12151
1 oz Walnuts	4g	190	12155
1 oz Pecans	3g	200	12142
1 oz Dry Roasted Mixed Nuts	6g	170	12135
1 oz Sunflower Seeds	5g	175	12039

Why are some proteins considered high quality or complete?

Proteins are made up of amino acids. Your body needs 21 amino acids, but only nine are essential, meaning they must come from food. Your body can make the remaining non-essential amino acids. Proteins that contain all nine essential amino acids in proportions most useful to the body are called complete or high-quality proteins.

* The U.S. Department of Agriculture National Nutrient Database for Standard Reference is the major source of food composition data in the United States and the foundation for most food composition databases in the public and private sectors. The protein and calorie data listed in this table are sourced from this database. The Nutrient Data Base number (NDB #) provided for each protein food is the item code assigned in the database.

- 1 US Department of Agriculture, Agricultural Research Service, Nutrient Data Laboratory. USDA National Nutrient Database for Standard Reference, Legacy. Version Current: April 2018. Internet: <https://ndb.nal.usda.gov/ndb/>
- 2 Wolfe RR. The underappreciated role of muscle in health and disease. *Am J Clin Nutr* 2006;84:475-82.
- 3 Leidy HJ, et al. The role of protein in weight loss and maintenance. *Am J Clin Nutr* 2015;101:1320S-9S.
- 4 Paddon-Jones D, et al. Protein and healthy aging. *Am J Clin Nutr* 2015;101:1339S-45S.



CATTLEMEN'S



UPDATE

Beef Promotion Operating Committee Approves Fiscal Year 2026 Checkoff Plan of Work. The Cattlemen's Beef Board (CBB) will invest approximately \$38.1 million into programs of beef promotion, research, consumer information, industry information, foreign marketing, and producer communications during fiscal 2026, subject to full Beef Board and USDA approval.

In action at the end of its September 3–4 meeting in Denver, Colo., the Beef Promotion Operating Committee (BPOC) approved Checkoff funding for a total of 13 authorization requests — or grant proposals — for the fiscal year beginning October 1. The committee is comprised of ten producers and importers from the Cattlemen's Beef Board and ten producers from the Federation of State Beef Councils.

Nine contractors and three subcontractors brought 14 authorization requests worth approximately \$49 million to the BPOC this week, approximately \$10.9 million more than the funds available from the CBB budget. The fiscal 2026 authorization request budget represents an increase of slightly less than 1 percent, or \$195,000, from the FY25 budget.

“We continue to be impressed by the quality and creativity of the proposals our contractors bring forward each year, which makes funding decisions especially tough,” said Ryan Moorhouse, chair of the Cattlemen's Beef Board and the Beef Promotion Operating Committee. “While we receive many outstanding proposals, our limited resources mean we can't fund everything we'd like. Inflation continues to reduce the impact of each Checkoff dollar, so prioritizing the most impactful programs is more important than ever.

“As expected, this year's authorization requests were full of fresh ideas and innovative approaches that support the Beef Checkoff's core efforts — research, promotion, foreign marketing, industry and consumer information, and producer communications. I'm proud of how our committee worked together to thoughtfully balance the budget and direct our limited resources in the most strategic way. I'm grateful to our contractors and fellow committee members for their dedication, and I look forward to seeing the results of their hard work in FY26.”

In the end, the BPOC approved proposals from nine national beef organizations for funding through the FY26 Cattlemen's Beef Board budget, as follows:

- American Farm Bureau Foundation for Agriculture – \$705,000

- Cattlemen's Beef Board – \$1,800,000
- Meat Foundation – \$650,000
- Meat Import Council of America/Northeast Beef Promotion Initiative – \$1,000,000
- Meat Institute – \$35,000
- Meat Institute/New York Beef Council – \$235,000
- National Cattlemen's Beef Association – \$25,100,000
- National Institute for Animal Agriculture – \$75,000
- U.S. Cattlemen's Association/Kansas State University – \$650,000
- United States Meat Export Federation – \$7,900,000

Broken out by budget component — as outlined by the Beef Promotion and Research Act of 1985 — the FY26 Plan of Work for the Cattlemen's Beef Promotion and Research Board budget includes:

- \$9,235,000 for promotion programs, including beef and veal campaigns focusing on beef's nutritional value, eating experience, convenience, and production.

- \$9,300,000 for research programs focusing on pre- and post harvest beef safety, scientific affairs, nutrition, sustainability, product quality, culinary technical expertise, and consumer perceptions.

- \$7,705,000 for consumer information programs, including Northeast influencer outreach and public relations initiatives; national consumer public relations, including nutrition-influencer relations and work with primary and secondary school curriculum directors nationwide to get accurate information about the beef industry into classrooms of today's youth. Additional initiatives include outreach and engagement with food, culinary, nutrition, and health thought leaders; media and public relations efforts; and supply chain engagement.

- \$2,210,000 for industry information programs, including dissemination of accurate information about the beef industry to counter misinformation from other groups, as well as funding for Checkoff participation in the annual national industrywide symposium about antibiotic use. Additional efforts in this program area include beef advocacy training and issues/crisis management and response.

- \$7,900,000 for foreign marketing and education, focusing on 13 regions, representing more than 90 countries around the world.

- \$1,800,000 for producer communications, which includes investor outreach using national communications and direct communications to producers and importers about Checkoff results. Elements of this program include ongoing producer listening and analysis, industry collaboration and outreach, and continued development of a publishing strategy and platform and a state beef council content hub.

This authorization request budget, along with the remainder of the CBB budget, will now go to the full Cattlemen's Beef Board for approval. This full fiscal 2026 Cattlemen's Beef Board budget is approximately \$42.4 million. Separate from the authorization requests, other expenses funded include \$305,000 for program evaluation; \$762,000 for program development; \$280,000 for Checkoff education resources; \$575,000 for USDA oversight; \$220,000 for state services; \$200,000 for supporting services and litigation; and approximately \$2.0 million for CBB administration.

For more information about the Beef Checkoff and its programs, including promotion, research, foreign marketing, industry information, consumer information, and safety, contact the Cattlemen's Beef Board at 303-220-9890 or visit DrivingDemandForBeef.com.

A Message from the CEO

Big Wins!

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



It was a fruitful summer for NCBA in Washington, D.C. From the One Big Beautiful Bill to trade, we delivered wins on many of our producer directed policies. These wins illustrate the effectiveness of our association, as well as remind us of the need to have full time policy staff located on Pennsylvania Avenue.

Since the election, you've heard President Trump talk about a big piece of legislation that would address many of his priorities. That talk led to the development of what was dubbed the "One Big Beautiful Bill." With this bill, the president utilized the Congressional budget reconciliation process to get over procedural hurdles that might otherwise sideline this legislative effort. With support from the Senate Majority Leader and the Speaker of the House, we witnessed a focus and determination we haven't seen in some time on Capitol Hill. The process was fraught with doubt and setback, but it all culminated with the feverish action we saw leading up to the passage of the bill and a symbolic signing into law by the president on Independence Day.

We approached this process focused on NCBA's policy. That is important to note because this bill covers many topics we don't engage in. By focusing on NCBA's tax and Farm Bill priorities, we were able to stay focused and let members of Congress know exactly

what this bill would do for cattle producers. This legislation was centered on the expiring tax provisions of the 2017 Tax Cuts and Jobs Act, signed by President Trump during his first term. For several decades, we have been plagued with the passage of tax bills that immediately had 8–10 year expiration dates. For example, the Death Tax provisions included in the 2017 bill were slated to expire at the end of this year.

As soon as the 2017 bill passed, we picked up our work preparing for the expiring policies. After the 2024 election results came in, we knew we had our chance to act. Included in the One Big Beautiful Bill are several provisions of importance to us in production agriculture. The Section 199A small business deduction is now permanent at 20 percent. Section 179 expensing increased from \$1 million to \$2.5 million, and the phaseout threshold increased to \$4 million. These Section 179 limits will be adjusted annually for inflation. Bonus depreciation has been very popular, and this bill restored 100 percent bonus depreciation and made it permanent.

Repeal of the Death Tax has long been an NCBA policy priority, but even with a Republican controlled Congress and White House, it once again eluded us. Instead, we focused on increasing the exemption amounts protecting you from this onerous tax. The Death

2025 South Carolina Sale Barn Cattle Receipts

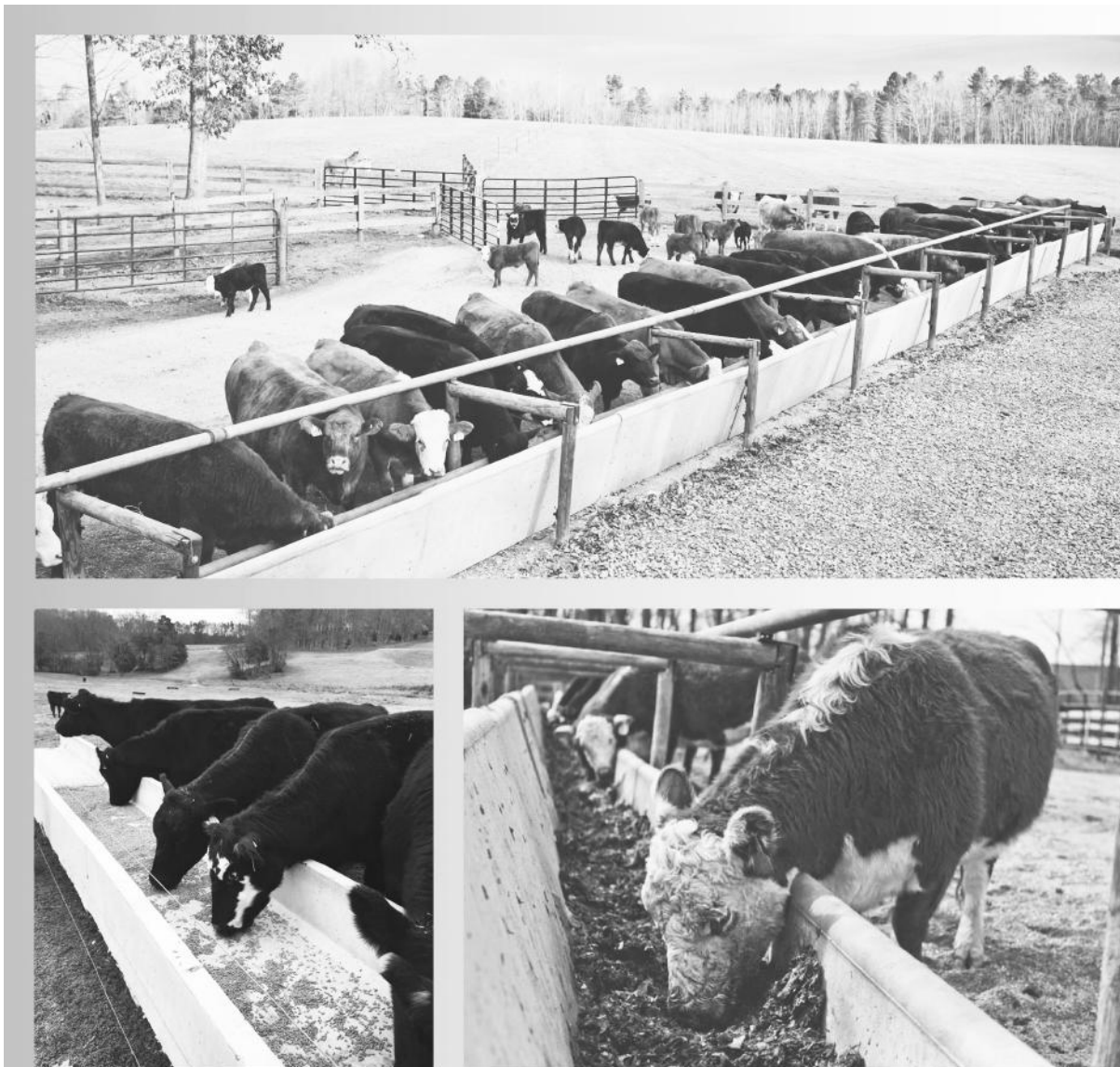
	January	February	March	April	May	June	July	August	September	October	November	December
Darlington	950	949	1,581	586	688	903	723	1,210				
Laurens	966	779	603	614	619	726	499	1,141				
Orangeburg	770	809	610	403	509	574	613	1,293				
Saluda Livestock Market	2,218	2,297	2,089	1,773	2,353	2,829	2,348	4,060				
Saluda Stockyards	760	507	604	466	465	796	379	1,282				
Williamston	2,193	1,847	1,481	1,130	509	1,863	1,396	2,285				

Tax exemption was raised to \$15 million per person and \$30 million per couple. Those exemptions will be indexed to inflation, so they will continue to grow over time. We were also able to maintain the step-up in basis. Most importantly, these provisions were made permanent.

Now, it is important to recognize that nothing is truly permanent in D.C. All it takes is a different White House and Congressional makeup to see changes, but at least we don't have to start on day one of this new bill worrying about a scheduled expiration. Permanency is probably the biggest win of all. I'm sure you have all seen the detractors talk about this bill being a big tax cut, especially for the rich. What is important to remember — and lost on the media — is that the tax provisions are an improvement over, and an extension of, existing tax policy. It's disingenuous to look at the tax provisions in relation to what they might be if the 2017 tax bill had simply expired. You need to look at it in relation to tax policy as it is today. Rather than the \$15 million Death Tax exemption being a \$10 million increase over the \$5 million level it would have been at expiration, you need to realize that the \$15 million exemption is only about \$1 million more than the exemption level in 2025. Looking at the bill this way gives a more accurate assessment of the impact on national debt.

Taxes weren't the only items of importance to us in the bill. This legislation also contained various parts of the Farm Bill. USDA's conservation programs have been very popular among cattle producers and have provided critical funding for grazing land improvement and management. The One Big Beautiful Bill funds these programs, such as the Environmental Quality Incentives Program — or EQIP. This bill also reauthorized the foot-and-mouth disease (FMD) vaccine bank established in the last Farm Bill. As we look at the FMD cases we've seen in eastern Europe this year, we know the risk of reintroduction remains high, and the vaccine bank will be an important tool in our preparedness. Funding for the national animal health laboratory network was also included as part of the USDA animal health provisions. As the threat of New World screwworm looms, we will need these labs to help identify suspected screwworm larvae.

The One Big Beautiful Bill provided us with tax and farm policy wins, which will help producers big and small. Thanks to our policy process, we were able to show Congress and the White House our need. Thanks to our lobby team in D.C., we were able to be your voice and get these provisions signed into law. We often joke that our team lives in D.C., so you don't have to, but having a full time presence in D.C. is how we win at this level.



Concrete Company, Inc.

**Childers Concrete,
your source for precast
concrete J Bunks, U Bunks
(with and without feet)
and Water Troughs.**

(336) 841-3111

200 Wise Avenue/P.O. Box 777
High Point, NC 27260

NCBA President's Report

What NCBA is Doing to Protect the Cattle Industry from New World Screwworm

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



This year, NCBA has talked a lot about the threat of New World screwworm (NWS). We were the first national organization involved when screwworm was moving through Central America, and we raised alarm bells when it appeared in Mexico at the end of last year. In July, the U.S. Department of Agriculture (USDA) detected screwworm north of Veracruz, Mexico — about 370 miles from the U.S. border.

NCBA and our state affiliate partners have been continuously working to combat the threat of New World screwworm. We are focusing on a broad strategy to eradicate the pest and protect cattle health, involving everyone from individual farms and ranches to our international partners.

Our first priority is increasing sterile fly production. New World screwworm flies only mate once, so we can release sterile male flies into the environment to mate with female flies and ensure no offspring. In time, this eradicates the screwworm population. Right now, the COPEG sterile fly facility in Panama is producing about 100–117 million flies per week, but we need closer to 400–500 million flies per week to fully cover the current outbreak. During the height of screwworm eradication efforts in the 1960s, the U.S. was releasing up to 500–600 million sterile flies per week.

In mid-August, the USDA announced a major step in addressing NCBA's top priority for combating New World screwworm — the construction of sterile fly production and distribution facilities at Moore Air Base in South Texas. This initiative will increase weekly output to more than 300 million flies, strengthen domestic oversight, and address supply challenges in Mexico and Central America — protecting cattle herds across borders.

Another focus for NCBA is readiness for a possible incursion of screwworm into the U.S. NCBA is seeking coordination between state animal health officials. In any animal health emergency, USDA may defer to state veterinarians and state ag commissioners, who make decisions on the ground for their state based on perceived risks. If New World screwworm is detected anywhere in the U.S., state animal health officials need to be communicating and working with one another on establishing interstate animal movement controls. They should be implementing science based rules and inspections that keep cattle safe while also ensuring commerce can

continue. By establishing these relationships early, we can make sure state animal health officials and USDA understand what steps to take in case an outbreak appears in our country.

Currently in the U.S., no FDA approved medications are labeled to treat or prevent New World screwworm myiasis in cattle. Right now, if you were to experience an outbreak in your cattle, treatment may rely on extra-label use of approved drugs under veterinary guidance. A recent U.S. Department of Health and Human Services declaration now allows the FDA to issue Emergency Use Authorizations for animal drugs targeting NWS infestations. Bottom line: This gives FDA greater flexibility to quickly update labels for approved products and evaluate unapproved ones. NCBA is continuing to push FDA's Center for Veterinary Medicine to expedite the review of new animal drugs that could treat cattle suffering from screwworm infestation. In the meantime, I strongly encourage you to maintain a relationship with a veterinarian, to alert your veterinarian of any health issues in your cattle herd, and to make sure you have an enhanced biosecurity plan in place as a precautionary measure.

Finally, we are working with USDA to make sure Mexico is an active partner in the fight against screwworm. Screwworm is endemic in many South American countries, which means there is always the threat of screwworm moving north. We have spent many hours with Mexican government officials and representatives of their cattle industry to make sure Mexico steps up their screwworm eradication efforts by establishing active surveillance with fly traps, supporting sterile fly release to control screwworm populations, and initiating construction on a sterile fly production facility in Mexico, as well as instituting movement controls and rigorous inspection and standardized treatments for cattle at their borders.

NCBA is doing everything we can to prevent an outbreak in the United States. We will keep pushing to get more sterile flies, get approvals for new screwworm treatments, and hold Mexico accountable to fight against screwworm, too. This is a rapidly changing situation, so for the latest updates, be sure to follow NCBA on social media and visit our website at ncba.org.

Until next time, happy trails!

Cattlemen's College Included in CattleCon 2026 Registration. New for CattleCon 2026 — all registration options include access to Cattlemen's College education sessions and demonstrations.

For more than 30 years, Cattlemen's College — sponsored by Zoetis — has provided cattle producers with valuable information to help improve their herds and businesses. This premier educational experience will be open to all CattleCon 2026 attendees.

“We are bringing together industry leaders from across the country to share the latest advancements and provide vital information,” said Buck Wehrbein, NCBA president. “We are excited to make this educational experience available to all attendees and look forward to hearing how producers use valuable knowledge and insights to strengthen their businesses.”

More than a dozen educational sessions and live animal handling demonstrations will take place during CattleCon. Industry experts, including Shannon Ferrell of Oklahoma State University, Troy Rowan of the University of Tennessee, Jeff Goodwin of Texas A&M AgriLife Research and Extension, and Kent Andersen of Zoetis, among others, will cover important topics such as business management, emerging trends, grazing, sustainability, nutrition, herd health, succession planning, genetics, and reproduction.

In addition, classroom sessions will be recorded and available for registered attendees to watch when they return home. Participants will also have the opportunity to attend an in-person Beef Quality Assurance (BQA) training and become certified.

New York Times bestselling author Jon Acuff will headline the Cattlemen's College general session on February 4, and he is sure to inspire and spark innovation. Published in dozens of languages, his work is both critically acclaimed and adored by readers. When

he's not writing, Acuff can be found on a stage as one of INC's Top 100 Leadership Speakers. He's spoken to hundreds of thousands of people at conferences, colleges, and companies around the world.

In addition to Cattlemen's College, there are numerous educational opportunities available on the NCBA Trade Show floor. Cattle Chats will feature 20 minute beef industry educational sessions. Attendees can also stop in the Learning Lounge to enjoy informal, face-to-face talks in an intimate setting. The new Marquee Stage will include a variety of speakers tackling topics such as reproductive technologies, vaccination programs, ag lending, and crop protection.

Following CattleCon, the educational opportunities continue with a Grazing Management Workshop & Tour and Agricultural Tour on February 6, available for an additional fee. These on-farm tours will provide hands-on experiences for participants.

Cattle producers attending Cattlemen's College are eligible for the Rancher Resilience Grant, which provides reimbursement for registration and up to three nights of hotel. For more information and to apply, visit www.ncba.org/producers/rancher-resilience-grant.

For more information about CattleCon 2026 and to register, visit convention.ncba.org.



UPDATE!



Virginia Herd Health Management Services, PC

In Vitro Fertilization (IVF) & Embryo Transfer (ET)

- * On-farm aspiration of oocytes via Ultrasound Guided Ovum Pick-Up (OPU).
- * Embryos come back in 8 days for placement or direct thaw freezing on-farm.
 - * Can do on donors aged 8 months and older, up to 120-150 days pregnant. Doesn't interfere with pregnancy.
- * Pregnant cows work really well, so the cow doesn't get out of her production group.
 - * Can do a donor every 2 weeks.

* NOW AVAILABLE * Small Ruminant Laparoscopic Artificial Insemination (AI) & Embryo Transfer (ET)

Oocytes fertilized at BoviteqUSA in Madison, Wisconsin.

Boviteq™

www.boviteq.com

For more information, contact:

PAT COMYN, DVM

P.O. Box 555

Madison, Va. 22727

540-829-3625 (cell) • 540-948-5238 (office/fax)

pcomyn@verizon.net

Visit us online at www.vhhms.com.

NCBA Testifies at Trade Hearing Investigation on Brazil.

Urges U.S. Trade Officials to Hold Brazil Accountable for Unfair Practices. NCBA Executive Director of Government Affairs Kent Bacus recently testified at a Section 301 investigation hearing regarding Brazil's trade practices. The hearing, convened by the Office of the U.S. Trade Representative and held at the U.S. International Trade Commission, examined the Brazilian government's trade policies and actions for unreasonable, discriminatory harm to U.S. commerce. NCBA focused attention on Brazil's restrictions on U.S. beef and our long standing concerns with the Brazilian government's track record of food safety and animal health.

“NCBA is extremely supportive of President Trump holding Brazil accountable by levying upwards of 76 percent tariffs on Brazilian goods headed to the U.S. market. This is a good first step, but the administration must continue to hold Brazil accountable for its trade barriers on U.S. beef and its lack of transparency and accountability,” said Bacus. “NCBA urges the Trump administration to suspend beef imports from Brazil until a thorough audit and inspection process proves that Brazil can meet an equivalent level of food safety and animal health.”

In the past five years, Brazil has sold \$4.45 billion of beef to American consumers but has failed to reciprocate meaningful access for U.S. beef by implementing burdensome technical barriers. Meanwhile, Brazil's failure to report serious animal health cases in a timely manner has raised questions about their food safety and animal health standards. Brazil has repeatedly waited weeks, months, or even years to report cases of atypical bovine spongiform encephalopathy (BSE) while using the delay to sell more product.

“NCBA was the first to raise alarms over the Brazilian government's food safety issues in 2017 and its delays in reporting atypical BSE cases in 2021 and 2023. The United States holds all trading partners to the highest science based standards, and Brazil should not be the exception,” Bacus added.

Background – A Section 301 investigation refers to an investigation launched by the U.S. Trade Representative under Section 301 of the Trade Act of 1974. The Trade Act is intended to address unfair foreign trade policies that harm U.S. commerce. A Section 301 investigation explores whether a foreign country's actions or policies pose an unfair barrier to U.S. trade. NCBA has spent years raising concerns with Brazil's trade practices and appreciates the opportunity to testify at today's Section 301 investigation hearing.

Cattlemen Thank House for Passage of Continuing Resolution. Ethan Lane recently issued a statement thanking the House of Representatives for advancing a continuing resolution to avoid a government shutdown:

“We commend the House for passing the continuing resolution. America's hardworking farmers and ranchers need predictability



and stability from government, and House leadership is leading the charge to do just that. We encourage the Senate to follow suit and ensure that this continuing resolution reaches the President's desk as soon as possible.”

American Beef is a Perfect Fit with the Second MAHA Report.

NCBA recently welcomed the release of the Make America Healthy Again (MAHA) Commission's second report. In May, the MAHA Commission's first report highlighted the positive role beef plays in a healthy diet. Today, the second report expanded on the benefits of high quality protein like beef and the critical role cattle producers play in helping make America healthy again.

“From every angle, it is tough to beat American beef. Our farmers and ranchers raise the best beef in the world, providing a healthy, fresh protein option to millions of families every day,” said NCBA President Buck Wehrbein. “We responsibly steward millions of acres of land, water, and wildlife habitat, including some of America's most cherished landscapes and species. We pump lifeblood into the local economies of tens of thousands of communities across the rural American heartland. No matter how you look at it, American beef is the perfect fit for the MAHA Commission's goals.”

The second MAHA report takes a holistic approach to the health, safety, and security of our food supply chain. Highlights from the report include:

- Stressing the need for a diet high in whole, unprocessed foods like fresh beef, fruits, and vegetables to support Americans' health at every age and stage of life.

- Encouraging innovation that helps American agriculture stay at the leading edge of safe, healthy, nutritious food production.

- Jumpstarting gold standard scientific research to answer targeted questions on the connection between diet, other lifestyle choices, and health outcomes.

- Exploring ways to boost consumption of fresh, healthy, locally produced foods.

“This report confirms the science based recommendation that making America healthy again has to start with safe, nutritious, fresh, whole ingredients, and American beef hits the target on all of the above,” said NCBA Senior Vice President of Government Affairs Ethan Lane. “As this administration has pointed out before, beef is the crown jewel of American agriculture. Millions of American families build a healthy plate around our product every week. We will continue working with President Trump's administration to keep the supply chain moving and keep the safest, highest quality beef in the world on grocery store shelves.”

Years of peer reviewed research, including clinical trials — the gold standard for research — have proven that beef plays a key role in a healthy, balanced diet for Americans of all ages. A single three ounce serving of lean beef provides half of Americans' daily protein needs with ten essential nutrients in fewer than 170 calories. To

receive the same amount of protein from most plant sources, you would have to eat at least twice as many calories. The nutrients in beef, including protein, iron, zinc, and B vitamins, are critical for strengthening muscle, fueling a healthy metabolism, supporting cognitive development, and ensuring healthy living. As a source of nourishment and satisfaction in balanced diets, beef can help build and sustain healthy eating habits from childhood through adulthood.

NCBA Responds to Latest Screwworm Development in Mexico.

NCBA CEO Colin Woodall recently responded to the announcement from the U.S. Department of Agriculture that a new case of New World screwworm has been detected in the Mexican state of Nuevo León, less than 70 miles from the U.S.-Mexico border:

“It is extremely concerning for the American cattle industry that New World screwworm has moved so far north in Mexico and now is just 70 miles from the border. The speed that screwworm has moved through Mexico is a reminder that this pest poses a critical and urgent threat to America’s cattle producers.

“NCBA appreciates all the resources Secretary of Agriculture Brooke Rollins has invested in protecting American agriculture from the New World screwworm. Designating funds for a domestic sterile fly facility, exploring new technologies for sterilizing flies, enhancing fly surveillance, and coordinating with other departments

across the U.S. government are all important steps for safeguarding the U.S. cattle industry. We are also encouraged by the Food and Drug Administration’s work to authorize emergency treatments for screwworm, and we look forward to additional product approvals.

“With the threat so close, we need more sterile fly dispersal to push this pest back from our border. Now is the time for USDA to expedite construction of the domestic sterile fly facility and eradicate this pest from our doorstep. We also ask USDA to continue holding Mexico accountable and urge them to reduce animal movements that could spread screwworm north. NCBA is also urging the Environmental Protection Agency to authorize new pesticide products to combat screwworm and provide another tool for American cattle producers.

“NCBA will continue working to protect the U.S. cattle industry from New World screwworm.”

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.

South Carolina Cattlemen’s Association

OCTOBER 21 & 23

REGIONAL BEEF CATTLE FIELD DAYS

Topics: Understanding Hay/Forage Analysis; New World Screwworm Update; Legislative Updates; Tax Ramifications and Lending for Cattle Operations; Roundtable Discussion

More details coming soon!

Locations: Anderson and Lexington Counties

Rancher Testifies on Mexican Wolf Delisting in House Hearing. The House Natural Resources Subcommittee on Water, Wildlife, and Fisheries held a hearing on the Enhancing Safety for Animals Act of 2025 that would delist the Mexican wolf under the Endangered Species Act (ESA). The National Cattlemen’s Beef Association (NCBA), Arizona Cattle Growers’ Association (ACGA), New Mexico Cattle Growers’ Association (NMCGA), and the Public Lands Council (PLC) all support passage of this critical bill. NMCGA President-Elect Tom Paterson testified in support of this bill and described how burdensome the federal management restrictions for the Mexican wolf have become.

“Rural communities are currently facing the grave consequences from an apex predator that should be delisted. Due to past management focused principally on population numbers, we no longer just have a livestock crisis with Mexican wolves. Mexican wolves now stalk local kids and the elderly, snatch and kill cats and dogs off front porches in town, and even kill our kids’ horses. Wolves are a constant presence around our homes and schoolyards. Our residents are reluctant to walk in the woods because of wolves,” said Tom Paterson. “Mexican wolves have also killed my cattle, causing severe economic stress to our operation and to other producers. Thank you to the subcommittee members for considering this critical legislation and to Congressman Paul Gosar for introducing it.”

The Mexican wolf is listed under the ESA as a 10(J) experimental population. The federal protections that come with that listing have made it incredibly hard to manage this abundant apex predator. Mexican wolf populations have skyrocketed in New Mexico and Arizona, while established science also shows that this species has recovered and should be managed with more complete tools to protect the future of the wolf in the ecosystem as well as surrounding communities.

“Millions of taxpayer dollars have been spent to recover a species that is wreaking havoc on communities that already have to deal with intense weather conditions and other natural resource challenges. The problem is worsening. There were more confirmed depredations in Arizona and New Mexico during the first six months of 2025 than there were in all of 2024. We need to pass H.R.4255 to give local law enforcement and ranchers the tools they need to properly manage around overpopulated wolf packs, without endless government red tape,” said NCBA Executive Director of Natural Resources and PLC Executive Director Kaitlynn Glover. “The U.S. government has better uses for tax dollars than feeding recovered wolves from food caches and then shooting them away. Ranchers across the West commend this subcommittee and Representative Gosar for standing with them and working to bring relief to these impacted communities.”

NCBA and PLC Deliver Repeal of the BLM Public Lands Rule. The Bureau of Land Management (BLM) has started the process to rescind the illegal, Biden era “Public Lands” rule. NCBA and PLC challenged the rule in a 2024 lawsuit because it violated the multiple use mandate and would have paved the way for the federal government to remove family ranching operations and other uses from these working lands.

“NCBA fought back hard against this misguided rule, which was a dream for radical activists across the country looking to remove cattle from American rangeland, tear apart family ranches, and upend generations of legal precedent,” said NCBA President

and Nebraska cattleman Buck Wehrbein. “Cattle producers were blindsided with this rulemaking two years ago and were not asked to give any input until the rule was already drafted. This was not a rulemaking to improve daily life for Americans — it was a shot across the bow of an entire industry, and we responded in kind. Thank you to the Trump administration and new BLM leadership for listening to producers and rescinding this grossly misguided rule.”

Multiple stakeholders voiced their concerns that this rule clearly violated the multiple use mandate under the Federal Land Policy and Management Act of 1976 (FLPMA) but the Biden administration continued to break the law by finalizing this rule almost a year ago.

“The last administration turned their back on ranchers and land conservation when they developed this rule and cut us out of the planning process for lands that we have managed for generations. It is well known that public lands grazing supports a healthy ecosystem and reduces the risk of catastrophic wildfires,” said PLC President Tim Canterbury. “As permittees, we saw the rule’s clear intent — to remove us from our allotments and turn these lands into an unmanaged, unhealthy, unproductive liability. Ranchers across the West are thankful for the commonsense approach of the Trump administration to delete this rule from federal law and bring certainty back to ranchers and rural communities.”

NCBA and PLC originally sued BLM over this rule in 2024 and were joined in this suit by the American Farm Bureau Federation, American Exploration and Mining Association, American Forest Resource Council, American Petroleum Institute, American Sheep Industry Association, National Mining Association, National Rural Electric Cooperative Association, Natrona County Farm and Ranch Bureau, Western Energy Alliance, and Wyoming Farm Bureau Federation.

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.





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.

The U.S. Department of Agriculture (USDA) prohibits discrimination in all its programs and activities on the basis of race, color, national origin, gender, religion, age, disability, sexual orientation, marital or family status, political beliefs, parental status, or protected genetic information. (Not all prohibited bases apply to all programs.) Persons with disabilities who require alternative means for communication of program information (Braille, large print, audiotape, etc.) should contact USDA's TARGET Center at 202-720-2600 (voice and TDD).

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.

Unlock the added value of producing more calves. *John Deere* Getting cows bred and keeping them pregnant is key to capitalizing on the record cattle market. Successfully breeding cows and maintaining pregnancy is always financially beneficial. In today's cattle market, the value proposition and profit potential of getting a calf to market are even more significant with record high prices.

"If you're in the cow/calf segment of the industry, the main driver of profitability is going to be your ability to produce calves," says Pedro Fontes, Ph.D., associate professor in beef cattle reproductive physiology at the University of Georgia. "That's highly dependent on whether we can generate and maintain those pregnancies."

For a cowherd with 100 head, increasing pregnancy rates by 5 percent and having those additional calves make it all the way to market would result in approximately \$12,000 more in gross revenue.¹

Keep the following strategies in mind when looking to improve your reproductive program to achieve more pregnancies and calves and optimize your income.

Know your pregnancy rate – When evaluating your reproductive program, start with your pregnancy rate. Fontes recommends striving for a 90 percent pregnancy rate at the end of a controlled breeding season of approximately 65 days.

"Some of this will depend on your production system, what area of the country you are located in, and the type of cattle you run," says Fontes. "You might be in a lower input environment, and it could be financially viable to achieve pregnancy rates in the high eighties (percentage) and still be able to profit from your cow herd."

Management is key to establishing and maintaining pregnancy. Start by meeting the nutritional requirements of your herd via maintaining an average body condition score of 5 or greater. Then, have a quality health program established with your veterinarian who works around your reproductive calendar.

Another important metric is having cows that breed early and thus calve earlier.

"One thing I always try to get folks to think about is getting more pregnancies in those first 21 days of the breeding season," says Fontes. "The main reason is we know when cows conceive early, they calve early, and they're going to be more likely to breed back next year. Not only that, but those calves are weaned heavier because they are older at the time of weaning."

Fontes believes a good benchmark is to have at least 60 percent of the cow herd calving within the first 21 days of the calving season.

Breed at peak estrus – Tightening up the breeding season and having more calves born early can be facilitated with estrus synchronization and artificial insemination (A.I.). Important to the success of A.I. breeding is identifying when cows and heifers are in estrus.

"If you synchronize a group of females and expose them to a round of A.I., those females expressing estrus will get between 20–30 percent greater pregnancy rates than the ones that fail to express estrus," says Fontes.

Estrus expression not only influences the ability of those cows and heifers to conceive, but it also impacts whether they can maintain their pregnancy until calving.

"If you know the estrus status, you can manage those cows

appropriately or breed those cows differently," says Fontes. "One of the things we see producers doing is breeding cows based on estrus expression, even though they might be breeding in a fixed time AI approach."

How this looks in practice is that a producer can apply a visual estrus detection aid, like an ESTROTECT Breeding Indicator patch, to monitor estrus intensity. As the patch surface ink rubs off, it indicates the cow is starting to exhibit estrus. If 50 percent or more of the surface ink has rubbed off, that's a sign the cow is going into high estrus intensity.

Create more value per pregnancy – There is an opportunity with estrus detection to determine which females are the best candidates to breed with higher value genetics or sexed semen to create more value from each pregnancy.

"For those females showing high estrus intensity, more expensive semen or sexed semen can be utilized with higher success," says Fontes. "Then, the females in lower estrus intensity or showing no estrus can be bred with lower priced semen. This is another strategy that can help us control the cost of pregnancy."

Semen from sires that are higher value typically has more performance, such as higher weaning weight, yearling weight, and marbling, which generates additional revenue down the road.

The use of sexed semen is a way to increase the profit potential of pregnancy, too. Steers are worth more than heifers, so breeding for more males is a way to capture additional revenue during strong cattle markets. Also, if you are looking to rebuild your cow herd or develop replacement heifers to sell, sexed semen can be utilized to breed for additional females.

"There are a lot of things that can go south when it comes to reproductive management, but if you do the basics right, you'll be able to make a big impact on pregnancy rates," says Fontes. "Beef cows are pretty resilient animals, and if you give them the conditions to perform, they usually do."

For more information on maximizing your reproductive program, visit [ESTROTECT.com](https://www.estroprotect.com).

Reference

¹Calculated using \$400 cwt average for 600 lb. calves based on U.S. market prices in September 2025.

About Estroprotect. The Estroprotect Breeding Indicator featuring Breeding Bullseye technology is the industry standard for optimizing bovine breeding efficiency and economics. With millions and millions of units sold around the world, Estroprotect is the only breeding management tool tested by a multitude of University studies and industry researchers.

ESTROTECT
BREEDING INDICATOR
UPDATE



**NC STATE
EXTENSION**

**NC COOPERATIVE
EXTENSION**



Artificial Insemination School

November 10 – 11, 2025

**Raleigh, NC – E. Carroll Joyner Beef Education Unit
4505 Mid Pines Rd, Raleigh, NC 27603**

The Artificial Insemination School is organized by NC State Extension and NC Cooperative Extension. This is a 2-day intensive course composed of classroom and hands-on training with live cattle.

TOPICS COVERED

- Bovine anatomy and physiology
- Reproductive management
- Estrous synchronization
- Timed AI and Heat detection
- Sire selection and EPDs
- Semen storage and handling
- Hands-on artificial insemination



REGISTRATION

Contact the NC Dairy Specialized Agent Ashley Robbins to register for this course.



aafairch@ncsu.edu



INVESTMENT

The training fee is \$275 for professionals and \$30 for students. The course is capped at 15 participants. Registration is accepted on a first-come, first-served basis.

CONTACT US

 <https://beef.ces.ncsu.edu/>

NC STATE UNIVERSITY

Fall Armyworm Control In Pastures and Forages

Dr. Terri Billeisen, Department of Entomology and Plant Pathology

Please refer to the ["Fall Armyworm Management Decision Guide"](#) for additional information on product selection and timing

	Class (IRAC)	Active Ingredient	Trade Name	Pregrazing Interval (days)	Preharvest Interval (days)	Timing
Less Restrictive	Diamide (28)	Chlorantraniliprole	Coragen 1.67, Prevathon 0.43 SC, Vantacor 5.0	0	0	Apply for caterpillars or when damage is observed
	Pyrethroid (3A)	beta-cyfluthrin	Baythroid XL	0	0	Apply early for small-medium caterpillars, do not apply when only pupae/adults are present
	Pyrethroid (3A)	Cyfluthrin	Tombstone (3A)	0	0	Apply early for small-medium caterpillars, do not apply when only pupae/adults are present
	Pyrethroid (3A)	zeta-cypermethrin	Mustang Maxx (3A)	0	0	Apply early for small-medium caterpillars, do not apply when only pupae/adults are present
More Restrictive	Insect Growth Regulator (Benzoylureas) (15)	Diflubenzuron	Dimilin 2L (15)	-	1	Apply early for small caterpillars only
	Spinosyn (5)	Spinosad	Blackhawk	0	3	Apply early for small-medium caterpillars, do not apply when only pupae/adults are present
	Insect Growth Regulator (Diacylhydrazines) (18)	Methoxyfenozide	Intrepid 2F	0	7	Apply early for small caterpillars only
	Pyrethroid (3A)	gamma-cyhalothrin	Declare (3A)	0	7	Apply early for small-medium caterpillars, do not apply when only pupae/adults are present
	Carbamate (1A)	Methomyl	Lannate LV 2.4	7	3	Apply early for small-medium caterpillars, do not apply when only pupae/adults are present
	Pyrethroid (3A)	lambda-cyhalothrin	Warrior II (3A), Silencer EC (3A)	3	14	Apply early for small-medium caterpillars, do not apply when only pupae/adults are present
	Pyrethroid (3A) + Diamide (28)	lambda-cyhalothrin + chlorantraniliprole	Biesiege	3	14	Apply for caterpillars or when damage is observed
	Carbamate (1A)	Carbaryl	Sevin XLR Plus	14	14	Apply early for small-medium caterpillars, do not apply when only pupae/adults are present



HONORING HERITAGE

Protecting What Matters



JOIN TODAY

☎ 866.233.3872

Join NCBA and stand with fellow cattlemen and women, creating a powerful network that advances the interests of the cattle industry. Together, we strengthen our rural communities and our industry, preserving a heritage that is the backbone of America and your family's legacy.



**National Cattlemen's
Beef Association**

“

WE MUST SHOW WASHINGTON BUREAUCRATS THAT THERE IS AN **ARMY OF CATTLE PRODUCERS** ACROSS THIS COUNTRY THAT WILL HOLD THEM ACCOUNTABLE FOR THEIR ACTIONS.”

-COLIN WOODALL, *NCBA CHIEF EXECUTIVE OFFICER*



National Cattlemen's
Beef Association

**RAISING CATTLE IS YOUR PRIORITY.
KEEPING YOU IN BUSINESS IS OURS.**

JOIN NCBA TODAY!

ONLINE at www.ncba.org or CALL 866.233.3872

Mexico Confirms Case of New World Screwworm in Nuevo León. On September 21, Mexico's National Service of Agro-Alimentary Health, Safety, and Quality (SENASICA) confirmed a new case of New World screwworm (NWS) in Sabinas Hidalgo, located in the state of Nuevo León, less than 70 miles from the U.S.-Mexico border.

This is now the northernmost detection of NWS during this outbreak and the one most threatening to the American cattle and livestock industry. Sabinas Hidalgo is located near the major highway from Monterrey, Nuevo León, to Laredo, Tex., which is one of the most heavily trafficked commercial thoroughfares in the world.

“Protecting the United States from NWS is non-negotiable and a top priority of the Trump Administration,” said U.S. Secretary of Agriculture Brooke L. Rollins. “This is a national security priority. We have given Mexico every opportunity and every resource necessary to counter NWS since announcing the NWS Bold Plan in June 2025. Nevertheless, American ranchers and families should know that we will not rely on Mexico to defend our industry, our food supply, or our way of life. We are firmly executing our five pronged plan and will take decisive action to protect our borders, even in the absence of cooperation. Furthermore, we will pursue aggressive measures against anyone who harms American livestock.”

The previous northernmost detection was reported on July 9 in Veracruz, approximately 370 miles farther south. Preliminary reports from SENASICA indicate that the affected animal — an eight-month-old cow — had recently been moved to a certified feedlot in Nuevo León from a region in southern Mexico with known active NWS cases. The potential link to animal movement underscores the non-negotiable need for Mexico to fully implement and comply with the U.S.–Mexico Joint Action Plan for NWS in Mexico.

Currently, U.S. ports remain closed to imports of cattle, bison, and horses from Mexico.

Since July, USDA, alongside Mexico, has been actively monitoring nearly 8,000 traps across Texas, Arizona, and New Mexico. To date, more than 13,000 screening samples have been submitted, with no NWS flies detected. USDA is analyzing all new information related to the recent case in Nuevo León and will pursue all options to release sterile flies in this region as necessary.

In addition, USDA will soon release a significant plan to help rebuild the American cattle supply, incentivizing our great ranchers and driving a full scale revitalization of the American beef industry. This is only the beginning, with many more announcements coming this week as USDA restores American strength, protects food security, and supports America's ranchers and farmers.

USDA Leads an Aggressive National Response – Under the decisive leadership of Secretary Rollins, USDA has made substantial progress in implementing its sweeping, five prong plan to protect the nation's livestock, wildlife, and public health from the growing threat of NWS. This effort reflects the Trump administration's unwavering commitment to safeguarding America's agricultural economy and food security through a unified, whole-of-government response.



USDA serves as the lead coordinating agency, deploying advanced surveillance systems; ramping up domestic preparedness; investing in innovative detection, control, and response tools and strategies; and supporting robust cross border response efforts in Mexico and Central America to combat the pest and push it away from the United States. USDA's comprehensive strategy includes the following immediate actions:

1. Innovating Our Way to Eradication – USDA is investing \$100 million in breakthrough technologies through the NWS Grand Challenge, which will solicit ideas to enhance sterile fly production and develop new tools such as advanced traps, lures, and therapeutics.

USDA is also exploring and validating technologies like e-beam and x-ray sterilization, genetically engineered flies, and modular sterilization facilities through public listening sessions and ongoing evaluations.

2. Protecting the U.S. Border – USDA has begun construction on a domestic sterile fly dispersal facility at Moore Air Force Base in Edinburg, Texas. This \$8.5 million facility, expected to be substantially complete by the end of 2025, will be capable of dispersing up to 100 million sterile flies per week.

Planning is also underway with the U.S. Army Corps of Engineers for construction of a domestic sterile fly production facility in Southern Texas, with a projected capacity of 300 million sterile flies per week.

3. Strengthening Surveillance and Detection – Since July, USDA, alongside Mexico, has been actively monitoring nearly 8,000 traps across Texas, Arizona, and New Mexico. To date, more than 13,000 screening samples have been submitted, with no NWS flies detected.

USDA continues to disperse 100 million sterile flies per week in Mexico, sourced from the COPEG facility in Panama. USDA is providing support to Mexico to renovate a production facility in

USDA News *continued from the previous page*

Metapa, which is expected to produce an additional 60–100 million sterile flies.

4. Enhancing Public Awareness and Education – APHIS has published an updated national disease response strategy and is providing training and webinars for federal, state, Tribal, and veterinary partners.

Outreach materials, including pest ID cards and alerts, are being distributed along the U.S.–Mexico border. APHIS has held over 50 stakeholder meetings and continues to expand outreach efforts.

5. Coordinating with Mexico and International Partners – Following detections in Oaxaca and Veracruz, USDA closed southern ports of entry to livestock trade after a case was reported 370 miles from the U.S. border.

USDA is conducting monthly audits of Mexico’s NWS response and is helping Mexico develop a more risk based trapping plan, especially in Veracruz and along the border. Mexico currently deploys traps in high risk areas, with USDA support.

USDA is supporting the hiring of over 200 surge staff for trapping and animal movement control in Mexico.

SENASICA has launched a dashboard that tracks NWS cases across Mexico. This tool significantly enhances USDA’s ability to monitor the situation south of the border, better assess risk, and deliver more effective operational responses in coordination with Mexican authorities.

Unprecedented Interagency Collaboration – USDA is working in close partnership with the following federal agencies to ensure a unified national response.

- Centers for Disease Control and Prevention (CDC) is leading human health surveillance and response, providing diagnostic support, educating healthcare providers, and coordinating One Health efforts across federal, state, and international partners.

- Food and Drug Administration (FDA) is working to ensure veterinarians, farmers, and animal health officials have timely access to the tools they need to protect pets, livestock, and the nation’s food supply by authorizing the emergency use of certain animal drugs to treat or prevent infestations caused by the New World Screwworm (NWS). In addition, on August 19, the FDA issued a declaration that enables Emergency Use Authorizations (EUAs) for animal drugs to treat or prevent infestations caused by the New World Screwworm (NWS).

- Department of the Interior (DOI) is ensuring wildlife surveillance and environmental compliance, particularly on federal lands.

- Department of Energy (DoE) is exploring and validating new sterilization technologies to enhance our ability to combat NWS.

- Department of Homeland Security (DHS) is supporting surveillance, intelligence sharing, and emergency planning, including training Customs and Border Protection and Immigration and Customs Enforcement personnel to identify and respond to NWS cases.

- Environmental Protection Agency (EPA) is expediting pesticide approvals and supporting emergency exemptions.

- Department of State (DoS) is leading diplomatic engagement

to combat NWS by coordinating with host governments and interagency partners to share information, align technical assistance, and deliver consistent messaging.

This collaboration is guided by the U.S. One Health Coordination Unit for NWS (U.S. OHCU–NWS), co-led by USDA, CDC, and DOI. Together, these agencies are executing a phased response strategy that includes early detection, rapid containment, and long term eradication efforts.

What You Can Do – NWS maggots can infest livestock and other warm blooded animals, including people. They most often enter an animal through an open wound and feed on the animal’s living flesh.

USDA urges residents on the southern border to check their pets and livestock for signs of NWS. Look for draining or enlarging wounds and signs of discomfort. Also look for screwworm larvae – maggots – and eggs in or around body openings, such as the nose, ears, and genitalia, or the navel of newborn animals. If you suspect your animal is infected with screwworm, contact your state animal health official or USDA area veterinarian immediately.

While not common in people, if you notice a suspicious lesion on your body or suspect you may have contracted screwworm, seek immediate medical attention.

Dr. Ben Carson, Sr., M.D., Sworn in as National Nutrition Advisor. Secretary Brooke L. Rollins recently announced that Dr. Benjamin S. Carson, Sr., M.D., was sworn in as the National Advisor for Nutrition, Health, and Housing at USDA.

“There is no one more qualified than Dr. Carson to advise on policies that improve Americans’ everyday quality of life, from nutrition to healthcare quality to ensuring families have access to safe and stable housing,” said Secretary Rollins. “With six in ten Americans living with at least one chronic disease and rural communities facing unique challenges with respect to adequate housing, Dr. Carson’s insight and experience are critical. Dr. Carson will be crucial to implementing the rural health investment provisions of the One Big Beautiful Bill and advising on America First policies related to nutrition, health, and housing. As the U.S. Secretary of Housing and Urban Development in the first Trump Administration, Dr. Carson worked to expand opportunity and strengthen communities, and we are honored to welcome him to the second Trump Administration to help lead our efforts here at USDA to Make America Healthy Again and ensure rural America continues to prosper.”

“Today, too many Americans are suffering from the effects of poor nutrition. Through common sense policymaking, we have an opportunity to give our most vulnerable families the tools they need to flourish,” said Dr. Ben Carson. “I am honored to work with Secretary Rollins on these important initiatives to help fulfill President Trump’s vision for a healthier, stronger America.”

As National Advisor for Nutrition, Health, and Housing, Dr. Carson will advise both President Trump and Secretary Rollins on policies related to nutrition, rural healthcare quality, and housing accessibility. He will serve as the department’s chief voice on these matters, join Secretary Rollins for her work on the President’s

Make America Healthy Again Commission, and partner closely with leadership in USDA's Rural Development Mission Area.

Dr. Carson is the founder and chairman of the American Cornerstone Institute. He most recently served as the 17th Secretary of the U.S. Department of Housing and Urban Development.

For nearly 30 years, Dr. Carson served as Director of Pediatric Neurosurgery at the Johns Hopkins Children's Center, a position he assumed at just 33 years old, becoming the youngest major division director in the hospital's history. In 1987, he successfully performed the first separation of craniopagus twins conjoined at the back of the head. He also performed the first fully successful separation of type 2 vertical craniopagus twins in 1997 in South Africa.

Dr. Carson has received dozens of honors and awards in recognition of his achievements, including the Presidential Medal of Freedom, the nation's highest civilian honor.

U.S. Department of Agriculture Reveals Three Point Plan to Support U.S. Agricultural Farmers, Ranchers, Producers, and Exporters. Approach is designed to rapidly respond to new opportunities created by President Donald J. Trump's reciprocal trade deals. Secretary Brooke L. Rollins and Under Secretary for Trade and Foreign Agricultural Affairs Luke J. Lindberg recently announced an aggressive three point plan that will support American agricultural producers and exporters.

"President Trump is putting American agriculture first by negotiating fair, reciprocal deals that benefit U.S. producers, farmers, and ranchers," said Under Secretary for Trade and Foreign Agricultural Affairs Luke J. Lindberg. "Secretary Rollins is focused on expanding market access, enforcing trade commitments, and boosting rural prosperity. Market promotion support, rapid response to reciprocal trade agreements, and better financing programs will translate to progress in chipping away at the \$50 billion agricultural deficit."

The three point plan was announced during remarks at the annual meeting of the National Association of State Departments of Agriculture.

America First Trade Promotion Program – The One Big Beautiful Bill Act authorized an additional \$285 million per year for trade promotion programs beginning in fiscal year 2027. USDA will kickstart that program one year early with \$285 million in FY26 and launch the American First Trade Promotion Program.

T.R.U.M.P. Missions (Trade Reciprocity for U.S. Manufacturers and Producers) – USDA will launch a new model of trade missions – as a supplement to the current model – targeting reciprocal trade deal countries and new market access opportunities. The focus of these will be determined country-by-country to maximize high return, low risk agricultural export prospects and connect buyers and sellers.

Revitalize export finance opportunities – The GSM-102 credit guarantee program is authorized to offset \$5.5 billion in market risk for purchasers of American commodities. Currently, the program has only \$2 billion in liabilities on its books. USDA will reinvigorate this program to ensure it is best aligned to facilitate American exports to new markets. The GSM-102 program provides credit guarantees to encourage financing of commercial exports of

U.S. agricultural products. By reducing financial risk to lenders, credit guarantees encourage exports to buyers in countries that have sufficient financial strength to have foreign exchange available for scheduled payments.

"Advancing these programs, as supplements to our existing programs, ensures the health, prosperity, and security of rural America, our farmers, ranchers, and producers," said Lindberg. "Restoring the United States to the Golden Age of the American farmer is an exciting journey and will once again culminate in our status as the breadbasket to the world."

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 United States 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.

PEARSON


"DESIGNED FOR CATTLEMEN BY CATTLEMEN"



Complete Working Facilities for Cattle and Bison
Heavy, rugged construction — Built to last!
Rawhide Portable Corrals In Stock!

Quality Equipment at Competitive Prices
Call about NEW PORTABLE SYSTEMS!

For Information or Brochures, contact:
Peter Hostetler
540-810-4605





NMPF

NATIONAL MILK
PRODUCERS FEDERATION

NEWS

NMPF Helps Break Regulatory Logjams. The Regulatory Affairs team has made significant headway this year on longstanding key issues as Washington policymakers take a fresh look at topics that have languished in some cases for decades.

Whole milk is poised to return to school menus after nearly a decade of NMPF effort.

The Whole Milk for Healthy Kids Act, sponsored by Representatives G.T. Thompson, R–Penn., and Kim Schrier, D–Wash., and Senators Roger Marshall, R–Kan., and Peter Welch, D–Ver., has been a top NMPF priority for more than half a decade. Thanks to NMPF’s constant amplification of the latest nutrition science and the benefits of whole milk, the legislation has come farther this year than ever before, passing the Senate Committee on Agriculture, Nutrition, and Forestry via voice vote. With multiple avenues available for full congressional approval this year, NMPF continues its advocacy for the legislation, which will return to

schools the authority to offer whole and 2% milk in federally funded school meals.

In a win for agriculture, the U.S. District Court for the District of Columbia on August 7 upheld a 2019 U.S. Environmental Protection Agency rule that exempted air emissions from animal waste at farms from select reporting requirements subject to the Emergency Planning and Community Right-to-Know Act of 1986, or EPCRA. EPCRA reporting requirements are tied closely to the reporting requirements for the Comprehensive Environmental Response, Compensation, and Liability Act of 1980, or CERCLA, which is commonly known as the Superfund statute. Both CERCLA and EPCRA include reporting requirements for releases of hazardous substances to the environment that NMPF has successfully contested for years.

For the second time on the same rule, NMPF filed comments July 11 to the Department of Health and Human Services opposing FDA’s proposed Front-of-Pack labeling rule as well as two proposed plant based labeling guidance documents. These comments responded to a request for information as part of HHS’ deregulatory initiative begun by a Trump Administration executive order and echo comments NMPF submitted directly to FDA in January about the proposed rules and guidance.

In its comments to HHS, NMPF states that FDA’s Front-of-Pack nutrition labeling scheme is a highly flawed, unlawful approach to educating consumers about food nutritional profiles. Because the front-of-pack label would only list saturated fat, sodium, and added sugar, consumers will get an incomplete picture of that food’s nutritional profile. In its separate comments to HHS on plant-based guidance, NMPF pointed to ample evidence that mislabeling has led to confusion among consumers regarding the nutritional deficiencies of plant based alternatives and that there are negative human health consequences as a result of that confusion. NMPF helped deliver favorable outcomes for nine proposals it submitted on behalf of its members, including a standard for bulk tank cleaning that’s better aligned with milk truck standards, at the 39th National Conference on Interstate Milk Shipments, which met April 11–16 in Minneapolis. The conference tackled important issues facing the FDA’s National Grade “A” Milk Program, the Grade “A” Milk Pasteurized Milk Ordinance (PMO), and related documents.

Support for eliminating H5N1 in dairy herds and rapidly developing an approved H5N1 vaccine for dairy cattle has continued this year. NMPF created an H5N1 Vaccine Working Group to help inform about potential H5N1 vaccination strategies for dairy cattle, which may include target populations, vaccination



protocols, surveillance frameworks, and communication needs for stakeholders. NMPF has also worked closely with USDA and FDA to monitor and prepare for a potential New World Screwworm infestation. A fact sheet for farmers to know what to look for in their herds and what to do if they suspect a case of NWS on their farm is available online, and NMPF will update members as new information emerges.

FARM Program Strengthens Farmer Input. The National Dairy Farmers Assuring Responsible Management (FARM) Program has spent the year so far reinforcing farmer voices through improved governance, engaging across dairy to shape FARM's future.

FARM kicked off the year by welcoming Meggan Hain, DVM, as Chief Veterinary Officer. The new position leads NMPF's efforts to advance animal welfare standards, support dairy producers, and promote science based best practices industrywide. Hain adds a robust veterinary perspective to the team.

FARM held a two day in-person training in May to teach evaluators how to help farmers develop an enhanced biosecurity plan, with the lessons of the H5N1 avian influenza outbreak still fresh.

This training was supported by a cooperative agreement with the USDA National Animal Disease Preparedness and Response Plan (NADPRP). The agreement supports expanding the resources available through the FARM Biosecurity program, such as additions to the current online biosecurity training module, which helps teach the basics of developing an enhanced biosecurity plan, and a second in-person training in Washington this October.

FARM Environmental Stewardship also released new training and resources to aid in implementing FARM ES Version 3. FARM ES created the Version 3 User Guide and Prep Guide to prepare farmers for on-farm evaluations.

FARM in March opened nominations for its Animal Care,

Environmental Stewardship, and Workforce Development Task Forces, receiving more than 60 total nominations across the three. After review from the FARM Farmer Advisory Council and NMPF Executive Committee, NMPF's Board of Directors voted in the proposed slate on June 9, with 13 newly seated members. FARM proposed revisions to existing governance to better represent farmer voices during NMPF's June Board of Directors meeting. The Board voted to restructure current Animal Care reviews, as NMPF's Animal Health & Wellbeing Committee sets priorities for the FARM Animal Care Task Force and FARM Farmer Advisory Council ahead of the initial review.

FARM has taken the same nomination approach for its FARM Farmer Advisory Council, trying to create a collective, diverse group of farmer representatives. The council provides knowledge and input on farming practices and touts the FARM Program to its fellow producers and assures that farmer insights inform FARM workstreams.

Big Beautiful Bill Wins Mark Dairy Legislative Progress. NMPF worked tirelessly this year to secure success for dairy farmers and their cooperatives in the 2025 budget reconciliation package, also known as the One Big Beautiful Bill Act. The package's enactment into law by President Trump on July 4 also included the first new farm bill spending since 2018. The dairy industry welcomed provisions within the legislation that provide certainty to producers and their cooperatives.

New investments include a reauthorized Dairy Margin Coverage program through 2031 that updates the program's production history calculation. NMPF also lauded dedicated funding for USDA to conduct mandatory processing plant cost surveys every two years and report the results to dairy stakeholders, a key part of its Federal Milk Marketing Order modernization planning that required congressional action outside USDA's new order implemented in June. These cost studies will inform future milk pricing conversations by giving all stakeholders uniform, transparent pricing information.

The congressional spending legislation also reinvested the remaining Inflation Reduction Act conservation dollars into the Farm Bill baseline, an NMPF backed policy that will make more funds available for dairy farmers and their cooperatives to use conservation programs like the Environmental Quality Incentives Program and the Regional Conservation Partnership Program. NMPF celebrated an adjusted gross income (AGI) waiver that allows producers whose AGI is over \$900,000 to use conservation programs as long as 75 percent or more of their income comes from farming, ranching, or forestry related activities. Finally, the package included new trade promotion funding based on current programs that return well over \$20 in export revenue for every dollar invested in the programs.

NMPF also succeeded in making the Section 199A tax deduction permanent, enabling dairy farmer owned cooperatives to continue either passing the deduction back to their farmer owners or



NMPF News *continued from the previous page*

reinvesting it in their cooperatives. A permanent Section 199A helps farmer cooperatives stay competitive in today's marketplace.

Beyond the tax and spending law, work continues toward another longtime priority — ag labor reform that gives dairy farmers access to the H-2A visa program and provides stability for current dairy farm workers and their families.

This year, the Trump Administration has prioritized immigration enforcement, while key officials, including President Trump himself as well as Agriculture Secretary Brooke Rollins, have stated the need to address agriculture's workforce needs. NMPF has met with key individuals at the White House, USDA, and the Department of Labor to highlight the dire workforce uncertainty facing America's dairies and respond to Beltway misconceptions about farm labor. Paired with dozens of meetings with members of Congress, NMPF

continues to build momentum to bring relief to farmers on ag labor as soon as possible.

Many members of Congress have advanced NMPF's message on ag labor. Members of both parties signaled their desire to work with the Trump Administration on this topic at a House Agriculture Committee hearing with Secretary Rollins in June. House Agriculture Committee Chairman Representative G.T. Thompson made a compelling case regarding the importance of current farmworkers. Representative Dusty Johnson, R-S.D., carried a message directly from NMPF's June Board Meeting and emphasized dairy farmers' anxieties surrounding the current workforce situation.

NMPF will continue to push for progress on ag labor and other priorities in the 119th Congress for the betterment and prosperity of

Agricultural Taxation Issues Workshop

MCE-OPD-N-ARFTI

Format: Webinar

Dates: 10/24/2025 – 10/24/2025

Price: \$350.00

Start: 10/24/2025 8:30 AM to 10/24/2025 4:45 PM

Registration Closes: 10/22/2025 11:59 PM

Instructor: James Upton

Register in REPORTER

Contact

Office of Professional Development
919.515.2261
ContinuingEducation@ncsu.edu

Description

Combining lecture, example problems, discussion and questions, this one-day workshop is appropriate for all levels of experience. Discussion will address agricultural and natural resource tax issues, including new law changes as they affect agriculture, agricultural tax issues of interest, and law changes regarding timber. You will take home a valuable workbook with detailed examples and problems. No advanced preparation is required and there are no prerequisites for this course.

Take a look at our online [tax schools brochure](https://lifelonglearning.ncsu.edu/wp-content/uploads/sites/18/2025/06/2025-tax-schools-e-brochure.pdf).

<https://lifelonglearning.ncsu.edu/wp-content/uploads/sites/18/2025/06/2025-tax-schools-e-brochure.pdf>

IRS Program #4552U-U00046-25-O

Course Notes

Why You Should Attend

- The requirements for RTRPs are 2 hours ethics, 3 hours of new tax law, 10 hours of tax update
- The requirements for EAs are 2 hours of ethics, 13 hours of tax law
- The requirements for CPAs are 2 hours ethics, 14 hours of tax law
- The requirements for lawyers are on a 60-minute hour if qualified for the CLE through the Bar, otherwise they self-report
- CFPs can report a total of 8 hours CE credits

This course is approved by the IRS and NC State University is an approved provider.

Attend and You Will Receive

- An electronic workbook with detailed examples and problems.
- A certificate of completion from NC State University.
- Recommended 8 hours of CPE and CE credit

Subject Areas

Training Category

Financial and Purchasing Management

dairy farmers and the cooperatives they own.

NMPF Leads Charge in Dynamic Trade Environment. NMPF has actively navigated the new administration's proactive and unconventional trade approach to forge better global prospects for U.S. dairy exporters.

As the Trump administration's trade negotiations unfold, NMPF Executive Vice Presidents Jaime Castaneda and Shawna Morris are serving as confidential private sector advisers to the U.S. Trade Representative and U.S. Department of Agriculture, offering guidance to ensure that U.S. dairy interests are represented and pursued across the globe.

To date, the U.S. has announced trade frameworks with key dairy trading partners, including South Korea, the European Union, the United Kingdom, Japan, Vietnam, the Philippines, and Indonesia. These frameworks vary in scope and detail and are designed to set the stage for more detailed negotiations to follow soon.

The frameworks with Indonesia, Vietnam, and the Philippines are particularly promising for dairy exporters. It appears likely that all three countries will zero out tariffs on U.S. dairy exports, leveling the playing field with New Zealand and Australia, and in some cases the European Union too. Indonesia's framework also addresses longstanding barriers that have made it difficult for American companies to compete in the market. This includes dairy facility registration approval improvements and steps that would help protect common name rights in Indonesia for products like "parmesan" and "feta." Details on all announced trade details are forthcoming.

In addition to providing guidance as cleared advisers, NMPF worked hard in the months leading up to the negotiations to lay the groundwork for success. As the administration began to fill out its cabinet and agency positions, NMPF and the U.S. Dairy Export Council (USDEC) shared trade priorities with incoming USTR and

USDA officials to improve the global competitive landscape for U.S. dairy exporters. NMPF President and CEO Gregg Doud testified before the House Ways & Means Trade Subcommittee, where he called for the U.S. government to pursue greater market access for U.S. products and enforce existing trade agreements.

Throughout its meetings and engagements with the Trump Administration, NMPF has stressed the need to preserve trade flows, while encouraging a tailored approach to tariffs that ensures fairness for U.S. farmers and workers.

NMPF remained active in multiple trade related areas that went beyond negotiations, for example, supporting the April 1 reintroduction of the Safeguarding American Food and Export Trade Yields (SAFETY) Act and continuing additional efforts to proactively protect common food names for American cheesemakers. Originally introduced as the Safeguarding American Value Added Exports (SAVE) Act in 2023, the SAFETY Act would direct the U.S. Department of Agriculture and U.S. Trade Representative to prioritize the protection of common names like "parmesan" in international trade negotiations.

As Congress and the administration prepare for next year's critical U.S.-Mexico-Canada Agreement (USMCA) review process, NMPF is engaging with and supporting the U.S. Trade Representative's office and other key stakeholders to ensure that they have the information needed to strengthen the agreement for U.S. dairy producers and exporters.

A particular issue that needs addressing is Canada's dairy policies that incentivize dairy protein to be produced and then offloaded globally at artificially low prices — including by shifting tariff codes to evade USMCA export surcharges.

NMPF responded to this issue by pressuring the administration to address Canada's persistent flouting of USMCA commitments, which led to a U.S. International Trade Commission (USITC) investigation launched May 20 into the export competitiveness of nonfat milk solids industries in the United States and other major suppliers. NMPF submitted written comments as part of that investigation outlining underhanded practices by Canada and other global suppliers that harm U.S. producers. NMPF's Jaime Castaneda and Will Loux further elaborated on those points at a July 28 USITC hearing in the case.

NMPF has expanded its network of international allies, strengthening its ability to advocate for U.S. dairy worldwide. During a March 17–20 trip to Central America, Castaneda closed a memorandum of understanding (MOU) between NMPF, USDEC, and the Guatemalan Dairy Development Association (ASODEL). The agreement strengthens ties between the U.S. and Guatemalan dairy industries as they advocate for free and fair trade policies and promote greater dairy consumption.

NMPF and USDEC signed an MOU May 1 with KADIN, the Indonesian Chamber of Commerce, strengthening ties between the U.S. and Indonesian dairy industries. This agreement builds on a flourishing partnership between the two countries, launched by the



NMPF News *continued from the previous page*

establishment of the U.S.-Indonesia Dairy Partnership Program. This collaboration is focused on creating and distributing technical educational materials designed to empower small scale dairy producers in Indonesia to improve the quality and quantity of their milk production while touting the value of complementary U.S. dairy imports to meet the full needs of Indonesia's expanding school milk program.

To ensure that U.S. dairy exporters can depend on timely and reliable shipping and rail transportation, NMPF is prioritizing supply chain improvements.

USTR on February 21 proposed to impose fees on Chinese built and operated cargo ships as part of a larger investigation into Chinese maritime dominance. While this action was well-intentioned, NMPF and USDEC filed comments on March 24 to warn the agency that additional service fees would significantly increase costs for American exporters and diminish shipping options for U.S. products — both of which could lead to loss of global market access. USTR heard the industry pushback and modified the rule on June 12, rolling back the severity of the proposed fees. NMPF continues to urge the agency to re-evaluate the remaining fees to ensure U.S. dairy exporters do not face additional costs to export.

Outreach Generates New Members, Active Young Cooperators. NMPF communications and membership outreach have helped expand the organization's reach and coverage this year, with new members and additional relevance to the expanding dairy community.

The challenges of Washington's dramatic policy shifts have reverberated nationwide, as dairy farmers grapple with new approaches to immigration enforcement and a re-examination of federal food policy.

NMPF so far this year has hosted seven webinars covering issues including immigration compliance, the implications of the "Make America Healthy Again" movement, dairy economics, and international dairy trade. By strengthening its educational offerings, NMPF continues to equip its members with the knowledge and tools needed to navigate today's policy landscape and sustain a competitive edge in the marketplace.

NMPF also renewed its commitment to serving the next generation of dairy-farmer leadership through its National Young Cooperators (YC) program, hosting its annual Dairy Policy and Legislative Forum in June. The annual two day event brought together young dairy leaders from 15 states for two days of education and advocacy on Capitol Hill, discussing key dairy priorities directly with members of Congress and staff to advocate for the Whole Milk for Healthy Kids Act, agricultural labor reform, and strong dairy trade policies.

NMPF to date in 2025 has welcomed four new members, reflecting the vitality and evolution of U.S. dairy. Lanco Pennland is NMPF's newest cooperative member, representing 300 farms in Maryland, Pennsylvania, Kentucky, and Virginia. The co-op owns a plant in Hancock, Mary., producing Havarti, cotija, asiago, and

other cheeses under the brand Pennland Pure.

HP Hood, John Deere, and Idaho Milk Products have also joined NMPF as associate members.

- HP Hood is one of the largest dairy processors in the U.S., with 12 manufacturing plants and the number one dairy brand in New England, where the company was founded in 1846. The company's brands and products include Hood Heluva Good! and LACTAID brand dairy products.

- John Deere, an equipment manufacturer headquartered in Moline, Ill., is known for its green and yellow tractors, combines, and backhoes, helping to produce food, fiber, and fuel since 1837.

- Idaho Milk Products is a dairy processor based in Jerome, Idaho, which started in 2009. With one operational plant and another on the way, the company focuses on milk protein concentrate and isolate, milk permeate, and cream.

By joining NMPF, these companies are demonstrating their dedication to collaborative advocacy and shared industry goals, ensuring that the voice of dairy farmers remains strong on the national stage.

FMMO Modernization Takes Effect, With NEXT. NMPF's economics team saw the culmination of a multi-year effort to update the Federal Milk Marketing Order pricing formulas on June 1, when the new FMMO rule took effect.

The "higher-of" Class I price mover for most non-ESL milk has been restored; dairy product make allowances and Class I differentials nationwide are updated, and USDA is no longer using barrel cheese to determine the Class III price. USDA will implement a final part of the rule increasing the component composition factors for skim milk in all FMMO price classes on December 1 to avoid disrupting existing risk management positions.



NMPF successfully argued for these necessary updates in five specific proposals presented at a record long FMMO hearing from late summer 2023 to early winter 2024. The arguments all flowed from the fundamental principle that FMMO product price formulas must evolve with the changing structure of the dairy industry to properly fulfill their role of accurately translating dairy product prices into milk values embodied in the orders' classified prices. The rule comes after more than four years of effort that included more than 200 meetings to formulate and defend NMPF's proposal, led by NMPF leaders and experts.

Also spearheaded by economic analysis and consultations, NMPF's Board of Directors approved the NMPF Exports & Trade (NEXT) program to succeed the Cooperatives Working Together export assistance program, at its June board meeting, with bids beginning in July.

NEXT expands its service to dairy producers and to testing innovative new ways to expand U.S. dairy's market share. NEXT provides an effective means to move domestic dairy products to overseas markets by helping to overcome U.S. dairy's trade disadvantages. New initiatives in the new NEXT program include:

- Expanding the program's product mix
- Creating market development initiatives that provide targeted, additional support beyond primary assistance to level the playing field and drive U.S. export volume growth in key markets around the world where the U.S. is at a tariff disadvantage and/or where the U.S. has the room and ability to gain market share
- Enhancing program operations to assist in NEXT's mission by extending delivery periods, removing volume limits, and providing greater insight into program operations; and
- Creating a strategic advisory council to guide program strategy.

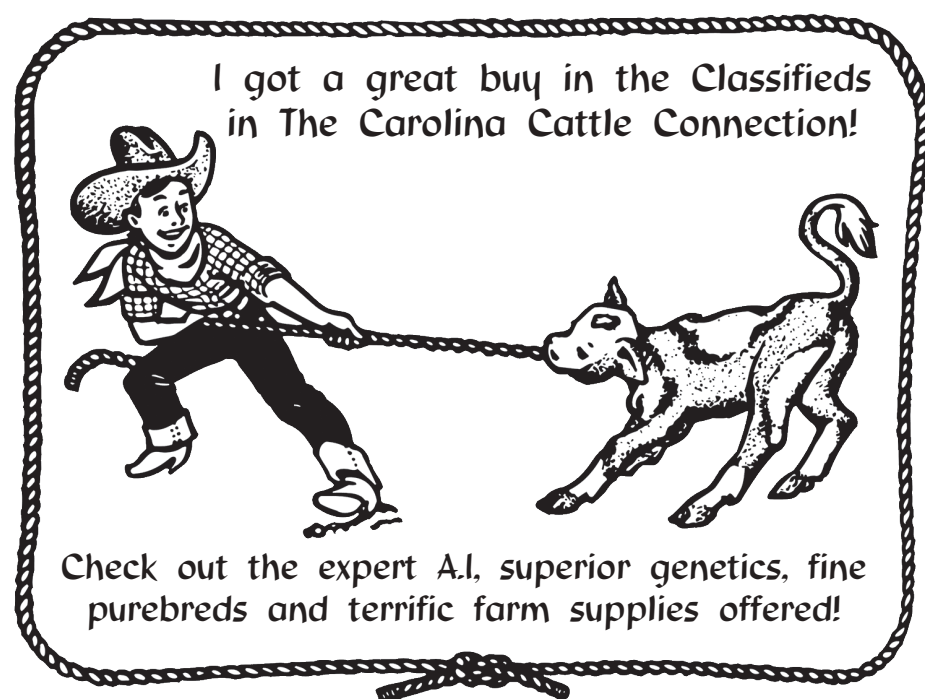
NEXT charges cooperatives paying into the new program two cents/cwt of member milk, a reduction from the four cents/cwt previous assessment in the CWT program. Within the first month of the program, NEXT assisted export sales boomed, reaching nearly 38 million pounds of product — a tremendous start for the new program.

A **AI's Influence Requires Innovative Response.** Just a couple of years after its wide scale introduction, artificial intelligence, aka AI, has already changed how people create, how they interact with the Internet, and how they interact with one another.

But it's not without pitfalls — from “hallucinations” to hate speech, the quality of AI answers generated by large language models can vary widely, often illustrating a principle that's much older than the internet — garbage in, garbage out.

How does this affect dairy, where overwhelming mainstream support has been tempered by decades of negative misinformation, often peddled by plant based imitators trying to make a quick buck by convincing people that their concoctions are superior to milk? Armed with an incognito browser window and an intern (thank you for your research, Presley Wirebaugh), we set out to find out what ChatGPT and other LLMs might say about milk. And what did we find?

In many ways, it wasn't so bad. When it comes to dairy beverage labels, it turns out that ChatGPT's “thoughts” aren't that much



different from recent heads of the U.S. Food & Drug Administration — it identifies the problem with nutritional confusion and calls for greater transparency. Answers note that milk is nutritionally superior to plant based beverages, it understands that consumer confusion over the nutritional benefits of milk vs. plant based is real, and it notes the value of improved, transparent consumer labeling.

Below are questions we asked. Note that we stooped to calling plant based beverages a “milk,” as we were mimicking queries from less informed consumers.

Which is more nutritious — plant milk or cow milk? *Cow milk is generally more nutritious than most plant milks, particularly when it comes to natural protein content, calcium, and bioavailable vitamins and minerals.*

How should plant milks be labeled? *Plant milks should be labeled clearly and accurately so consumers understand what they are buying — especially because they are not nutritionally identical to cow's milk.*

What should I know about the nutrition of cow's milk? *Here's what you should know about the nutrition of cow's milk — it's a naturally nutrient rich beverage, especially valuable for growth, bone health, and muscle maintenance.*

Thank you, ChatGPT.

This good news comes with many caveats, often from what seems to be ChatGPT's efforts to be even handed to the point where “fair” actually takes a side. Along with the endorsement of milk's nutritional value is discussion of how plant based alternatives can also be healthy. The discussion of labeling stops far from fully endorsing the view that dairy terms should never be used on plant based beverages. ChatGPT states, “The bottom line — plant based products should be allowed to use dairy like names if labels are transparent about their origin and nutrition. This ensures both clarity and choice for consumers.”

That sounds a lot like the unworkable half solution FDA

NMPF News *continued from the previous page*

suggested three years ago. Still, after decades of demonization, half-a-loaf is encouraging. And as we've always stated, once you've accepted the reality of nutritional confusion, the need for change becomes clear. It's a matter of time, and persistence.

So dairy comes out okay on plant based labeling. In other areas, the limitations of the models, and the power of anti-dairy propaganda become clear. Here's an example:

What do people like more – plant milk or dairy? Among Gen Z and Millennials, plant milk is often preferred, especially oat and almond milk.

"Often preferred" is a pretty big stretch, given that the overall market share of plant based beverages is under 10 percent and has been falling for years. Are the AI models scooping up old data? Breathless press releases from struggling plant based companies? More research is required.

Even more challenging is what the answers say about dairy's sustainability.

Which is better for the environment – plant milk or cow milk? Plant milk is significantly better for the environment than cow's milk – across the board in terms of greenhouse gas emissions, water use, and land use.

Ouch.

So – getting out the message of dairy farming's value as part of regenerative agricultural systems, showing dairy's progress toward reducing greenhouse gas emissions, optimizing water use, encouraging efficient land use...you know, all the things that go into the FARM Program – plays into winning the battle of a ChatGPT query.

It's a good story to tell. After all:

The U.S. dairy industry was the first in the food agriculture sector to conduct a full Life Cycle Assessment at a national scale, in 2008.

According to an assessment released in May, from 2007 to 2020, the greenhouse gas footprint of farmgate milk production decreased by 13 percent. And...

U.S. dairy has set a goal to achieve net zero emissions by 2050 through developing well targeted incentives that encourage climate friendly investments among dairy farmers across all sizes and regions. This comes on top of dairy's record of animal stewardship and top level workforce management.

Each individual search, multiplied by thousands per day, every day, adds up to the realities we will increasingly inhabit. And that becomes the new frontier for defining dairy.

This isn't the AI moment – it's the AI reality. And just as when the industry has faced past challenges, and just as dairy farmers do every day, innovation will be a must.

NMPF Statement on the 'Make Our Children Healthy Again Strategy'. Gregg Doud says, "The MAHA Commission's Make Our Children Healthy Again Strategy recognizes what the latest science indicates and what we've long been saying – that getting whole milk back into schools and boosting dairy in diets helps meet

America's nutritional needs, and that it is critical to improving the health of our nation's children.

"We appreciate the commission's attention to our nation's public health needs, and we are excited that scientific evidence showing the benefits of dairy at all fat levels is finally gaining appropriate recognition. We are hopeful that the upcoming Dietary Guidelines will also reflect the overwhelming evidence that NMPF has shared for years: dairy, including whole and reduced fat, is an excellent source of nutrients in American diets. And we look forward to working with the administration on furthering the health of American children.

"To further assist in dairy's positive contributions to a healthier nation, we also urge Congress to pass the Whole Milk for Healthy Kids Act, which would provide schools the opportunity to serve the nutritious whole and 2% milk that school kids love and codify into law the endorsement given in the administration's report."

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.



Trending in Food & Media

BEEF PRICES & CONSUMER DEMAND

 After the latest update on the consumer price index on July 15, more than 26,000 news mentions were made over the following two weeks discussing both high beef prices and historically high beef demand.¹



210 media outlets shared an Associated Press article on why expanding herds to take advantage of record beef prices isn't so simple, and included quotes from NCBA CEO Colin Woodall.²



Calli Williams is part of the NCBA Trailblazers program and joined CNN Mornings for a live interview about prices and to share information from *Beef. It's What's For Dinner*.³

BURGERS IN THE NEWS



More than 300 news mentions were made about McDonald's new Daily Double burger. As of July 22, the new burger is the centerpiece of the company's McValue Meal Deal.^{1,4}



170 news outlets discussed the July 15 launch of Burger King's new BBQ Brisket Whopper, which is the part of the new 'Whopper by You' campaign that creates new menu items based on customer ideas.^{1,5}



Cookbook author Kenji Lopez-Alt shared his four rules for better burgers with the New York Times for both a story and to be featured in its Cooking 101 video series.⁶

GOOD NEWS FOR BEEF



Three of the top 13 most popular dishes published this year from New York Times Cooking use beef as the main ingredient. The number one recipe on that top 25 list is smashed beef kebab with cucumber yogurt.⁷



Media outlets made more than 50 mentions about the upgraded version of Hamburger Helper on an episode of 'The Bear.' Hamburger Helper asked people to post their creations on social media.^{1,8}



More than 485 news outlets shared the 'Have an All-American Fourth of July with Beef on the Grill' release from *Beef. It's What's For Dinner*, featuring several recipes for the holiday.¹

ARMS #080523-13

1. National Cattlemen's Beef Association. (2025). Retrieved from Meltwater: www.meltwater.com
2. The Associated Press: <https://shorturl.at/rZmul>
3. CNN This Morning July 22, 2025: <https://shorturl.at/h7HBU>
4. USA Today: <https://shorturl.at/b559Q>
5. Newsweek: <https://www.newsweek.com/burger-king-launching-new-whopper-based-customer-requests-2097835>
6. New York Times Cooking: <https://cooking.nytimes.com/article/best-burger-recipes-tips>
7. New York Times Cooking: <https://cooking.nytimes.com/article/most-popular-recipes-2025>
8. TODAY: <https://www.today.com/food/recipes/the-bear-hamburger-helper-upgrade-rcna217593>



The CEO's Corner



Dairy is Meeting the MAHA Moment

By GREGG DOUD, *National Milk Producers Federation*

Few topics have gained as much discussion in agriculture in the second Trump administration as the Make America Healthy Again initiative, which this month sent its report on food and agriculture to the president. MAHA is many things, and for dairy it offers opportunities for policies that better align with what nutrition scientists and families already know — that dairy boosts public health and its consumption should be encouraged. But it could also be a double edged sword for both farmers and consumers — which is why, as MAHA evolves, dairy needs to be ready to support good ideas and educate both policymakers and consumers in ways that benefit everyone it serves.

First — a little bit of a shakeup isn't a bad thing. Dairy's been in several decades long battles that at this point can't be explained by anything other than bureaucratic inertia. Some examples — science supports the benefits of dairy at all fat levels, so why not whole milk in schools? Consumer transparency demands that plant based beverages stop misleadingly using dairy terms to imply nutritional values they don't have, so why can't FDA enforce its own Standard of Identity for milk?

MAHA's energy can break through some of these generations old policy logjams. It also provides some tangible benefits to dairy consumers and the industry, such as:

- **Potential increased demand for whole food dairy** — MAHA's emphasis on nutrient dense "real" foods, including whole milk, could further raise demand for traditional dairy products. Fluid milk, yogurts, and butter are viewed as less processed than their alternatives. Those products are gaining market share — just look at cottage cheese and yogurt in the snack category. MAHA is part of this trend toward consumers shifting away from additive laden options toward time tested nutrition.

- **An even greater competitive edge against plant based alternatives** — Many plant based alternatives rely heavily on synthetic ingredients, making them suspicious to the often discussed "MAHA moms," who prefer a diet for their children that's less dependent on products whose labels read like science projects. We've been talking about this for years, and the preference for so-called clean labels is yet another competitive advantage for dairy, which already wins on nutrition, cost, and taste.

- **A focus on nutritional benefits** — Speaking of nutrition — the MAHA conversation provides an opportunity to highlight the essential nutrients present in dairy products, including calcium, vitamins, and bioactive fatty acids. Dairy can be front-and-center in a healthy diet. We can lead the conversation.

MAHA cuts through many of the weeds that have grown up around food policy. At the same time, cutting through bureaucratic weeds shouldn't hamstring farmer efforts to control actual weeds — you know, the ones that require herbicides. And that's where the double edged sword comes in.

- **Education about innovation** — As the MAHA discussion continues, agriculture and dairy will need to be very clear in communicating the value modern agriculture provides to U.S. and global consumers. Technology and innovation have made America the world's agricultural leader — and giving up on any of it without a thorough conversation and understanding the implications of any actions is essential. The administration has pledged to listen to farmers — let's take them up on that. It's a conversation to welcome, not to worry about, because agriculture and dairy have a great story to tell.

- **Continued commitment to food safety** — The same is true for food safety, in which, again, America is the world's leader. The impulse to help the small farmer who sells products locally, perhaps even directly, has long been a feature of agricultural policy in both parties. But any moves that create a two tiered food safety system will backfire against everyone. It will limit markets for small producers and create massive headaches in trade negotiations, just when agriculture badly needs better deals.

And a final thing to remember:

- **Dairy as an industry doesn't need to rely on any single policy movement to thrive.** Every opportunity MAHA creates for dairy, unfortunately, will have knee jerk detractors who will question the administration's motives, its science, and the legitimacy of its actions, often to score cheap political points at the expense of consumers. It's just the moment we're living in. But dairy's current \$10 billion investment opportunity isn't being driven by Washington headlines. It's driven by American and global consumers who recognize how dairy helps them, regardless of their ideological orientation. Milk isn't Democratic or Republican — it's universal, as household data shows. That's something to prize in 2025. It should stay that way.

Dairy will do well in any marketplace that's based on facts, transparency, and quality. From the smallest Amish dairies to complex family businesses with thousands of cows — all of which are necessary to make sure that demand is met and preferences are served — the commitment to providing a product that genuinely serves the public is palpable.

MAHA may help create promising opportunities for dairy. It's one part of an exciting time for the industry. Proactively engaging with policy shifts, embracing positive changes, and staying alert for new challenges will be crucial for the dairy industry to thrive in this evolving landscape. We're ready to do so.

The logo for CoBank News features a stylized square icon on the left, composed of two overlapping shapes: a light gray square and a white square with a diagonal cut. To the right of the icon, the words "COBANK NEWS" are written in a large, bold, sans-serif font. The text is centered horizontally between two thick horizontal lines that extend across the width of the page.

Soaring demand for dairy foods fueled a U.S. butterfat boom, but cheesemakers need milk protein levels to catch up. The percentage of butterfat in U.S. milk has increased at twice the pace of protein, which could put some cheesemakers in a bind. Consumer demand for products like cheese, butter, and yogurt that rely on protein and butterfat content continues to drive dairy sales growth in the U.S. and abroad. Over the past decade, milk delivered to U.S. dairy processing plants has become more nutrient-dense with higher levels of the two key components to meet rising demand. However, the pace of growth in butterfat content has far exceeded protein, which creates challenges for U.S. cheddar and American style cheesemakers that rely on a more balanced ratio of the two.

According to a new report from CoBank's Knowledge Exchange, excessive butterfat levels can impact cheese quality. In the EU and New Zealand, the two largest dairy exporters, the protein-to-fat ratio has remained far steadier, averting the issues U.S. cheese makers are facing.

"U.S. dairy producers did an exceptional job increasing butterfat levels in milk to meet demand," said Corey Geiger, lead dairy economist at CoBank. "For ten years, the market couldn't supply enough of it, and now there's an oversupply — it's almost too much of a good thing. Cheesemakers strive for a protein-to-fat ratio near 0.80. Anything significantly lower than that can reduce cheese quality and compromise production yields."

In recent years, butterfat percentages in U.S. milk have been increasing at twice the pace of protein. From 2000 to 2017, the protein-to-fat ratio held rather constant at 0.82–0.84. In the ensuing years, the ratio gradually slipped to 0.77. That is increasingly a concern for cheesemakers, as more than half of the U.S. milk supply is destined for cheese production.

The disproportionate growth of butterfat in relation to protein in U.S. milk when compared to the EU and New Zealand could put U.S. cheesemakers at a competitive disadvantage. The EU is the world's largest dairy exporter, followed by New Zealand. The U.S. is the third largest exporter of dairy products and ingredients. Unlike America's global competitors, domestic cheese processors face added costs for rebalancing their milk supplies, which reduces efficiency and could ultimately impact pricing at the farmgate.

Geiger said U.S. cheddar cheesemakers face a growing need to standardize milk either by adding a source of protein like milk protein concentrate or by pulling excess butterfat out. "If cheddar makers don't standardize inbound milk, fat levels may climb too high and cheese quality could decline as higher fat generally yields a softer cheese," said Geiger.

In the U.S., multiple component pricing has incentivized butterfat and protein production. From 2000 to 2014, the protein price exceeded butterfat, resulting in rather equal growth between the two components. However, butterfat pay prices exceeded protein prices in eight of the past ten years. That fueled the butterfat boom, which producers achieved through animal genetics and feeding strategies. Those practices could be shifted to achieve a greater balance between butterfat and protein if the proper price incentives are in place.

Cheese yield pricing could also give farmers incentives to produce milk with a higher protein-to-fat ratio. Geiger said looking to the future, farmgate milk needs to have a protein-to-fat ratio more in line with how milk is utilized to make the entire industry more efficient.

"Regardless of the current challenges associated with excess butterfat, most signals continue to point upward for milk component demand. That represents an opportunity for dairy farmers to produce more milk components so dairy processors can fulfill demand in both domestic and global markets. And advances in research and efficiency are among several reasons the U.S. dairy industry remains on a strong growth trajectory, with \$10 billion in dairy plant investment coming online through 2028."

Dairy heifer inventories to shrink further before rebounding in 2027. Tight supply of dairy cow replacements could limit growth in US milk production as historic investment in new processing capacity comes online. The U.S. dairy industry is facing a potential shortage of its most important resource — milk cows. The number of replacement heifers available to enter the dairy herd as milk producing cows has already fallen to a 20 year low. Based on new CoBank research, replacements could fall even further over the next two years before a recovery begins in 2027. These declining heifer inventories could limit growth in the milk supply, a looming concern for dairy processors with expansion plans underway. The U.S. is currently experiencing a historic \$10 billion investment in new dairy processing facilities expected to come online through 2027.

The decline in dairy heifers over the last several years is closely tied to beef and dairy market dynamics. Tight cattle supplies and record high prices for beef calves prompted many dairy farmers to produce more calves destined for beef feedlots and fewer to milk barns. At the onset of this trend, raising dairy heifers to enter the milk cow herd was a money losing proposition due to extremely low heifer values and high rearing costs. While the economics have shifted and the shortage of replacement dairy heifers has sent values soaring, replenishing the pipeline of heifers available to enter the milking herd is a three plus year proposition.

According to a new report from CoBank’s Knowledge Exchange, the national dairy heifer shortage could persist and grow deeper in the next two years. Based on CoBank’s predictive modeling, heifer inventories will shrink by an estimated 800,000 head over the next two years before beginning to rebound in 2027. In the meantime, dairy heifer prices have reached record highs and could climb well above \$3,000 per head.

“The U.S. dairy industry stands at a unique inflection point,” said Corey Geiger. “Beef sales are contributing a larger share of dairy farm profitability with each passing year, and the market for beef-on-dairy calves shows no signs of slowing down. In order to maintain sufficient dairy cow numbers and milk production in the near term, dairy farmers will need to put the brakes on dairy cow culling. And that could be difficult given how much they’ve already pulled back over the past two years.”

The economic incentive prompting dairy farmers to produce calves destined for the beef supply stems from the historic contraction in the U.S. cattle supply, which currently stands at a 75 year low. Limited beef supply and strong consumer demand have driven beef prices to record highs.

Most dairy farmers breed their cows via artificial insemination, which gives them the option of using beef semen to produce calves well-suited for beef production. Based on semen sales data, many dairy farmers did just that. Total U.S. beef semen sales nearly tripled from 2.5 million to 7.2 million units from 2017 to 2020. While a demographic breakdown of semen sales at that time was not available, the upward shift primarily came from dairy farmers, not beef cattle ranchers, who largely rely on natural service bulls.

In 2020, the National Association of Animal Breeders began tracking beef semen sales to dairy farmers. Those numbers tell a more dramatic story. Of the 7.2 million units of beef semen sold that year, 5 million units were purchased by dairy farmers. That ratio eventually climbed to 7.9 million of the 9.7 million units sold in 2024. Their skyrocketing purchases of beef semen reflect the extent to which dairy farmers chose to produce calves destined for beef production rather than dairy herds.

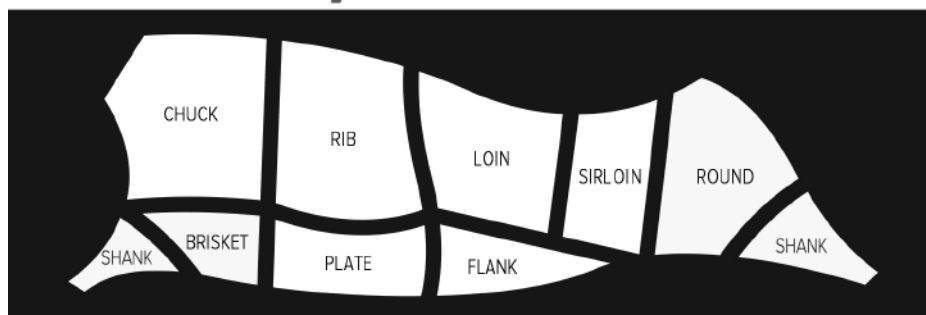
As the supply of dairy heifers has dwindled and their value has climbed, dairy farmers are culling fewer cows to keep the milk flowing. They have also made significant changes in semen purchases to help remedy the shortage of replacement heifers by purchasing more gender sorted units to create more dairy heifer calves. But rebuilding the supply will take time. It typically takes two years before a newborn dairy heifer calf is available to enter the milking herd.

Geiger said the decline in heifer inventories raises the question of whether there will be enough milk cows to supply the additional demand created by new dairy processing facilities. “The short answer is that it will be tight. Those dairy plants will require more annual milk and component production, largely butterfat and protein. And it will take many more dairy heifer calves in future years to bring the national herd back to historic levels.”

About CoBank. CoBank is a cooperative bank serving vital industries across rural America. The bank provides loans, leases, export financing, and other financial services to agribusinesses and rural power, water, and communications providers in all 50 states. The bank also provides wholesale loans and other financial services

to affiliated Farm Credit associations serving more than 78,000 farmers, ranchers, and other rural borrowers in 23 states around the country. CoBank is a member of the Farm Credit System, a nationwide network of banks and retail lending associations chartered to support the borrowing needs of U.S. agriculture, rural infrastructure, and rural communities. Headquartered outside Denver, Colorado, CoBank serves customers from regional banking centers across the U.S. and also maintains an international representative office in Singapore..

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



Boehringer Ingelheim

NEWS

Battling BRD on Cattle Ranches for Greater Performance. For nearly 30 years, Kevin Fenton, DVM and rancher from Stigler, Okla., has been battling bovine respiratory disease (BRD) to help advance cattle health and performance.

“Since graduating from Oklahoma State University in 1995, he has specialized in large animal care, with a focus on cow/calf and stockers. Today, he owns a mixed animal practice with his wife, Jennifer Fenton, DVM, called Fenton Animal Clinic, and their ranch, Fenton Cattle Company.

“The main thing we try to emphasize with our cattle clients is to be in control of the situations that we can actually be in control of, whether it’s biosecurity or implementing a proactive preventive medicine protocol,” said Dr. Fenton.

BRD is one of the top health issues that impact the finances of Fenton Animal Clinic’s cattle clients.

“When we’re dealing with BRD, we have to all realize it’s a syndrome of a lot of different events that come to one disease complex,” explained Dr. Fenton. “Fortunately, there are many resources out there to manage BRD, whether those are testing, antimicrobials, or vaccinations.”

Jody Wade, DVM, also sees BRD as a major issue for the wider cattle industry.

“It costs us more money than any of the other animal health diseases that we deal with, as far as the beef cattle segment is concerned¹,” related Dr. Wade. “What we’re trying to figure out are the best ways to battle against bovine respiratory disease so that we can actually stay ahead of it.”

Establishing immune support – Setting cattle up for success starts with building a robust immune system that can respond to disease challenges. “The immune system, whether that’s humans or cattle, is very complex and unique,” said Dr. Fenton. “As veterinarians, I feel like we really need to be aware of its ability to protect an animal.”

Building immunity starts the day a calf is born. There needs to be passive immunity transferred down from the cow via colostrum. If it doesn’t happen, that calf is already set back on its performance potential.

“Making sure we get good colostrum in calves provides antibodies against those diseases that we’re going to battle,” noted Dr. Wade. Calves should receive colostrum within four hours of

being born to get enough nutrients and antibodies at the start of their lives.²

Vaccination’s role in immunity – As passive immunity from colostrum begins to wane, vaccinating calves against BRD is the next step in ensuring the health of your future herd.

“From a veterinary standpoint, we must do what we can to minimize morbidity and mortality through vaccination protocols,” asserted Dr. Fenton. “We have the opportunity to provide those animals with the recipe for success through exposing them to antigens or disease pathogens that they may be faced with in the future. With PYRAMID vaccines, we can safely and effectively vaccinate younger calves without the interference of maternal antibodies.”

Following initial vaccination, a preweaning and postweaning vaccination protocol to administer boosters can be implemented.

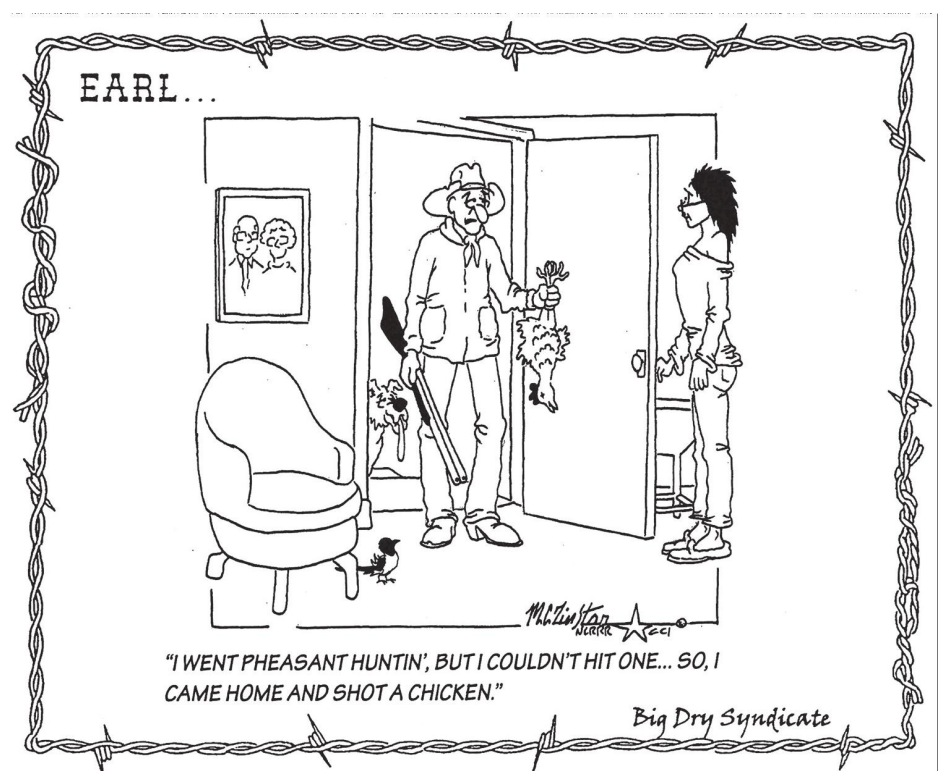
“The pressure we put on cattle to achieve our end goals faster means they need to be primed to perform,” related Dr. Fenton. “The beauty of that is we can do it not only with good efficacy, but we can improve the calf’s productivity on out to weaning.”

Testing and treating – Another management practice Dr. Fenton advises his clients to utilize is testing for bovine viral diarrhea virus (BVDV) persistently infected (PI) cattle.

“We can add value not only to those cattle, because we’re going to ensure that they’re not immunocompromised, but as those cattle are migrated through the market chain, it adds value by guaranteeing those cattle to be free of persistent BVDV infections,” said Dr. Fenton.

If a PI calf does occur, it should be removed from the herd to reduce the risk of other cattle being exposed and leading to issues, such as BRD.

“Early detection of BRD is one of the key factors in making sure that we try to keep it at bay,” Dr. Wade stated. “Unfortunately, when you talk about diseases like BVDV and persistent infection, some of the research that’s been done shows that damage can happen really



quickly.”

Transmission of BVDV can take as little as an hour of exposure, so identifying PI cattle quickly is crucial.³

“Testing is probably one of the most influential things that we have done to maximize our vaccination protocols,” Dr. Fenton pointed out. “We’ve tried to convey to our clients that a BVDV-PI-free group of calves allows you to know everything works. You can vaccinate those cattle with the intent and expectation that your vaccine is going to work, rather than hoping it might work.”

When BRD strikes, early intervention makes all the difference. “Finding sick calves early and getting them to the chute quickly helps them mount an immune response sooner,” said Dr. Wade. “I recommend a broad spectrum, fast acting antibiotic, like ZACTRAN (gamithromycin), to give them the best chance at recovery.”

Dr. Fenton agreed and added, “I think we have to realize that the bovine species may be one of the toughest, most resilient animals on earth. Sometimes, those animals can be sick longer than we realize before we pick up the clinical signs. The quicker we can get them treated, the better they respond.”

References

¹Taylor, J.D., Fulton, R.W., Lehenbauer, T.W., Step, D.L., Confer, A.W. *The epidemiology of bovine respiratory disease: What is the evidence for preventive measures? Can Vet J. December 2010. Available at [pmc.ncbi.nlm.nih.gov/articles/PMC2978987/](https://pubmed.ncbi.nlm.nih.gov/articles/PMC2978987/). Accessed May 12, 2025.*

²Homerovsky, E.R., Timset, E., Pajor, E.A., et al. *Predictors and impacts of colostrum consumption by four hours after birth in newborn beef calves. Vet J 2017;228:1–6.*

³Kerr, L., Hopkins, F., Welborn, M. *Bovine viral diarrhea virus (BVDV) infection in cattle. University of Tennessee Extension, Animal Science, Publication ASB324. November 2020. Available at utbeef.tennessee.edu/wp-content/uploads/sites/127/2020/11/BovineVirusDiarrheaVirusInfectionInCattle-ASB324-FMH.pdf. Accessed May 12, 2025.*

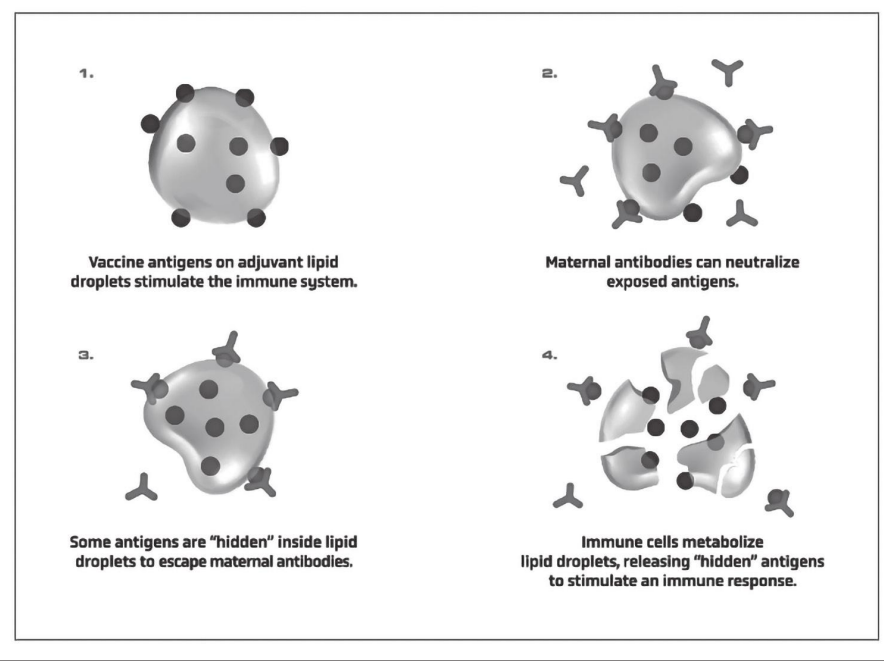
Harness the Full Potential of Your BRD Vaccine with the Right Adjuvant. A trusted adjuvant can make all the difference in capturing a strong immune response in young calves. Bovine respiratory disease is one of the greatest threats to young calves, and gaining protection through vaccines isn’t always straightforward. Maternal antibodies, passed through colostrum, can block some vaccines from boosting immunity. The key to overcoming that hurdle? Choosing a vaccine with the right adjuvant.

Maternal antibodies can interfere with vaccines – “Years ago, vaccine response was so variable in young calves,” said Curt Vlietstra, DVM. “At the time, we didn’t know if their immune system simply wasn’t ready or if there was a problem with the vaccines. With the research we have now, we understand that the majority of interference comes from maternal antibodies that are still present in the calf at the time of vaccination.”

Passed down from the cow via colostrum, maternal antibodies are not only a calf’s first line of defense against disease, but they also have the tendency to neutralize vaccines.

Those maternal antibodies naturally wane when the calf is between 2 and 6 months of age. As this maternal immunity

METASTIM® ADJUVANT HELPS PYRAMID® VACCINES STIMULATE IMMUNITY IN THE FACE OF MATERNAL ANTIBODIES



dwindles, vaccination becomes critical in boosting and building calf immunity. The largest challenge in bridging these two forms of immunity is timing. Chris Chase, DVM, Professor, Department of Veterinary and Biomedical Sciences, S.D. State University, says finding a vaccine with the right adjuvant can eliminate this guessing game.

Adjuvants are critical to capturing immunity in young calves

– Adjuvants – although often overlooked – can determine whether a calf successfully develops a robust, lasting immune response, or remains vulnerable to BRD pressure. They work by drawing immune cells to the injection site, and helping the calf’s body recognize and remember the vaccine. Some adjuvants also slow the release of the vaccine, giving the immune system more time to respond.

“With the types of adjuvants we have now, we can get strong, long lasting immune responses, even in calves with maternal antibodies,” shared Dr. Chase. “Although, just because a vaccine label says ‘adjuvanted’ doesn’t mean it offers the protection we need. It’s important that we ask what kind of adjuvant it is and what it’s proven to do.”

Over the last few decades, peer reviewed studies and fieldwork have shown that PYRAMID vaccines can succeed, even in the face of maternal immunity, thanks to its unique adjuvant, METASTIM. Specifically designed to address the challenges of early calthood vaccination, the dual phase technology of the METASTIM adjuvant can stimulate a balanced, robust immune response in calves as young as 30 days of age.¹

“Historically, it was accepted as fact that maternal antibodies would block the injectable vaccine,” said Dr. Vlietstra. “Now we know METASTIM works alongside the preexisting antibodies, not

Boehringer Ingelheim *continued from the previous page*

against them.”

Systemic immunity builds long lasting protection – Another key factor in vaccine selection is delivery method. For a time, intranasal vaccines were thought to be the only effective option to protect young calves against BRD. While intranasal vaccines can offer local immunity for calves at risk of BRD exposure soon after birth, some may miss the opportunity to stimulate robust, systemic immunity.

While local immunity helps block infection right where it starts – which is usually in the respiratory tract with BRD – systemic immunity is what builds broad, long lasting protection by training the calf’s entire immune system to respond.

When calves encounter BRD pathogens weeks or even months after vaccination, a strong systemic immune response helps them recognize and fight off infection more effectively, reducing the severity of the disease and its long-term impact on health and performance.

“In some ways, we’ve become very reliant on intranasals,” noted Dr. Vlietstra. “I’ve seen protocols that say, ‘This calf may not respond to an injectable, so let’s give another intranasal.’ That choice ends up potentially delaying systemic protection.”

Injectable vaccines with the right adjuvant have been proven to stimulate both local immunity in the respiratory tract and systemic immunity that circulates in the bloodstream.

Even the best vaccine needs correct timing and care – “There are plenty of producers and veterinarians who have firsthand experience of vaccines not working,” said Dr. Vlietstra. “If we’re not seeing results, it’s time to evaluate how we’re using the product and when.”

It’s common to schedule vaccination alongside other times calves are being worked, like weaning or transportation. While this may save labor and time up front, vaccinating calves during other stressful events can limit immune response. “If cattle have had a long truck ride, ideally, we’d let them unload and rest for 24–48 hours before we vaccinate,” explained Dr. Chase. “I know not all operations have the resources to do this due to labor constraints, but water and rest time after a stressful event will set cattle up for a better immune response.”

To get the most out of any vaccination program, good animal handling, husbandry, and biosecurity protocols play a role in preventing and controlling BRD. By staying on top of health management and using products according to the label, vaccines are more likely to capture desired results. “The world’s best vaccine is not going to overcome overwhelming challenges,” concluded Dr. Chase.

The needs of every herd are different. Working closely with a veterinarian is key to finding success tailored to your cattle and operation.

Reference

¹Perkins-Oines, S., Dias, N., Krafur, G., et al. *The effect of neonatal vaccination for bovine respiratory disease in the face of*

a dual challenge with bovine viral diarrhoea virus and Mannheimia haemolytica. Vaccine 2023;41(19):3080–3091.

Get Better Drenching Results with These Application Tips. **G**Effective drenching relies on getting the medication in the right place, without waste. Internal parasites can chip away at cattle performance and profitability if left unchecked. For beef producers using benzimidazoles – commonly known as white dewormers – getting the application right is just as important as choosing the right product.

Leonor Sicalo Gianechini, DVM, Ph.D., University of Georgia, and Nathan Meyer, DVM, Ph.D., share their best advice for improving oral drench results chute side.

Start with proper placement for effective delivery – “When you’re drenching cattle, it’s important to properly restrain each animal,” said Dr. Meyer. “Using a chute or a head catch can help make sure you have good control of the animal’s head while you administer the product.”

For a white dewormer to effectively purge internal parasites, the medication needs to reach the right place in the animal – the rumen. This starts with the correct placement of the applicator:

The hooked end of the applicator should be inserted at the commissure of the lips (the corner of the mouth).

Angle the hook toward the back of the mouth in the cheek, so it gets behind the tongue, not on the tongue.

Getting the product behind the tongue is essential, stressed Dr. Sicalo Gianechini. If the drench isn’t placed far enough behind the tongue, the esophageal groove reflex may send the drug into the abomasum instead of the rumen, which reduces drench performance.

“You want the medicine to reach the rumen, because with white dewormers, that rumen acts as a reservoir,” said Dr. Sicalo Gianechini. “The drug mixes with the particles in the rumen and is then slowly released into the abomasum. The abomasum has an acidic pH, causing the drug to be dissolved and properly absorbed in the small intestine. This is why the correct technique of getting white dewormers behind the tongue is an absolute must.”

Get the product where it works best – White dewormers are usually in and out of an animal’s system within a couple of days. Dr. Meyer says oral drenches work well because the gastrointestinal tract is the largest absorptive surface of the body. That large surface area means the oral drench has more contact with parasites, which improves its effectiveness.

“If you want good drug efficacy, the main thing is that the worm has to be in contact with the drug for a certain period of time so the drug can pass through the cuticle (in nematodes) or tegument (in cestodes) and enter the parasites,” explained Dr. Sicalo Gianechini. “The longer the contact between the active ingredient and the parasite, the better.”

Boehringer Ingelheim News continued on page 132



Make Every Bite Count with Beef

The American Academy of Pediatrics recognizes key nutrients found in beef are essential to support growth and cognitive development during the early years – yet less than 10% of infants eat beef in the first twelve months of life.¹⁻³ The 2020-2025 Dietary Guidelines for Americans encourage parents to choose nutrient-dense foods, like beef, to make the most of every bite for their infants and toddlers.⁴

Essential Nutrients in Every Beef Bite

PROTEIN
Essential for physical growth and development

ZINC
Essential for growth, cognitive development, appetite regulation, and immune function

VITAMIN B6
Vital for development of brain and nervous system

VITAMIN B12
Supports brain development and producing healthy red blood cells

CHOLINE
Essential for physical growth and development

HEME IRON
Essential for various metabolic processes for growth, neurologic development and immune function

Beyond its nutrient benefits, every bite of beef delivers new flavors and textures to support a growing infant's:^{1,4}



Oral and motor development



Discovery learning



Acceptance of new and healthy foods

Experts Recommend 1-2 Ounce/Day of Animal-Based Foods Such as Beef.^{1, 5, 6}

Preparation depends on the child's age and development stage.^{1,5}



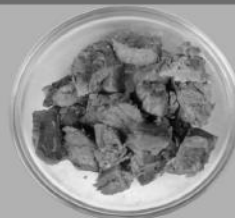
6-8 months

Pureed Cooked Beef



8-10 months

Tender, Moist Shredded Cooked Beef



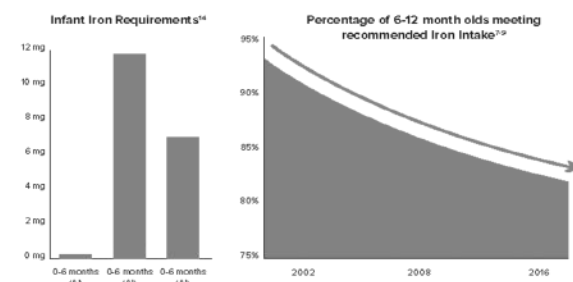
10-12 months

Tender, Moist Chopped Cooked Beef

Parents and caregivers are encouraged to consult a physician or health care provider with questions about starting solid foods

DID YOU KNOW?

Iron intake continues to drop - despite the critical role iron plays in brain development.^{7,11} By 6 months of age, a baby's iron stores are depleting while their iron requirements are increasing substantially. Adding beef, a good source of iron, as a first food can help fill the gap.^{12, 13}



Beef. It's What's for Dinner. is proud to partner with MyPlate to help Americans achieve better health by making every bite count. Visit MyPlate.gov to learn more.

- American Academy of Pediatrics Committee on Nutrition. Pediatric Nutrition. 7th ed. Elk Grove, IL: American Academy of Pediatrics, 2014.
- Roess AA, et al. Food Consumption Patterns of Infants and Toddlers: Findings from the Feeding Infants and Toddlers Study (FITS) 2016. J Nutr 2018;148(suppl_3):1525S-35S.
- Schwarzenberg SJ, et al. Advocacy for improving nutrition in the first 1000 days to support childhood development and adult health. Pediatrics 2018;141(2).
- U.S. Department of Agriculture and U.S. Department of Health and Human Services. Dietary Guidelines for Americans, 2020-2025. 9th Edition. December 2020. Available at DietaryGuidelines.gov.
- USDA, Food and Nutrition Service. Infant Nutrition and Feeding Guide: A Guide for Use in the Special Supplemental Nutrition Program for Women, Infants, and Children (WIC) [FNS-826]. 2019.
- Committee DGA. Scientific Report of the 2020 Dietary Guidelines Advisory Committee: Advisory Report to the Secretary of Agriculture and the Secretary of Health and Human Services. U.S. Department of Agriculture, Washington, DC, 2020.
- Butte NF, et al. Nutrient intakes of US infants, toddlers, and preschoolers meet or exceed dietary reference intakes. J Am Diet Assoc 2010;110(12 Suppl):S27-37.
- Fox MK, et al. Feeding infants and toddlers study: What foods are infants and toddlers eating? J Am Diet Assoc 2004;104(1 Suppl 1):s22-30.
- Bailey RL, et al. Total Usual Nutrient Intakes of US Children (Under 48 Months): Findings from the Feeding Infants and Toddlers Study (FITS) 2016. J Nutr 2018;148(9S):1557S-66S.
- Hermoso M, et al. The effect of iron on cognitive development and function in infants, children and adolescents: a systematic review. Ann Nutr Metab 2011;59(2-4):154-65.
- Prado EL, et al. Nutrition and brain development in early life. Nutr Rev 2014;72(4):267-84.
- Krebs NF, et al. Effects of different complementary feeding regimens on iron status and enteric microbiota in breastfed infants. J Pediatr 2013;163(2):416-23.
- U.S. Department of Agriculture, Agricultural Research Service, Nutrient Data Laboratory. FoodData Central. 2019. Available at fdc.nal.usda.gov (#beef composite, cooked - FDC ID: 170208, NDB Number: 13364).
- Institute of Medicine. Dietary Reference Intakes for Vitamin A, Vitamin K, Boron, Chromium, Copper, Iodine, Iron, Manganese, Molybdenum, Nickel, Silicon, Vanadium, and Zinc. Washington, D.C.: National Academy Press, 2001.



Funded by Beef Farmers and Ranchers

Boehringer Ingelheim *continued from the page 130*

Prevent waste with patient application – Drenching is a task in which slow and steady gets the best results. Impatience, and thus improper placement, can result in regurgitation and wasted product.

“Sometimes, based on how cattle are moving around, patience is our biggest ally,” Dr. Meyer pointed out. “You have to take your time and make sure the hook is inserted fully without forcing it. You can damage the mouth or esophagus if you force it. It may take some maneuvering to get the V of the hook clear to the commissures of the lips. Then depress the applicator all the way, slowly and steadily.”

Dr. Meyer recommends using a low dose, highly concentrated product, like Synanthic (oxfendazole oral suspension), to do the job cost effectively. “With some of the large dose products, you’ll see more waste during application because those animals can’t hold that much product in their mouth,” he explained. “It won’t always go down easily, and they’ll tend to spit more of it up.”

Avoid underdosing with accurate animal weights – Aside from proper application, drenching efficacy also hinges on delivering the right dose. “Underdosing is a high risk practice when it comes to the development of drug resistance,” noted Dr. Sicalo Gianechini.

Dr. Meyer explains that underdosing parasites causes them to create a response to the drug instead of being killed. Because a parasite’s life cycle is short, that response gets carried into the genetic material of the next generation, which can lead to resistance.

To avoid underdosing, it’s important to get accurate weights of the cattle receiving the drench. Using a scale to weigh each animal in the chute is ideal, but when that’s not an option, both doctors

suggest taking the weight of the heaviest animal in the group and dosing the group according to that animal.

“When you don’t have the exact weight, it’s always better to give them a slightly higher dose versus underdosing,” concluded Dr. Sicalo Gianechini. “You’ll have a big issue if parasites survive.”

Handle and store drenches with care – Correct application and dosing are only part of the equation. How the product is handled and stored also impacts performance.

“White dewormers can settle in the bottle, so make sure to mix the bottle while you work,” emphasized Dr. Meyer. “You want to make sure that you’re giving the active ingredient at the correct concentration. I always try to shake the bottle every 20–30 head when I’m processing cattle to make sure that it’s a uniform dose given to the animals.”

It’s important to also double check that the applicator’s dose is set appropriately throughout working the cattle, because the dial can easily get bumped. Any extra air in the barrel will reduce the correct dose, which is common when switching to a new bottle. Take a quick look at the barrel to ensure air is out of the system and the product takes up the entire space.

Lastly, always read the product label to get instructions on proper storage. Most white dewormers should be kept between 32–77°F to maintain product efficacy. If working with cattle during a hot day, Dr. Meyer suggests using a smaller bottle size or storing it in a cooler.

Before choosing an oral drench, consult with your veterinarian. They’ll be able to help decide how drenches fit into a well rounded and sustainable deworming program, and verify whether an oral drench is best for your operation’s parasite load.

How an Oklahoma Rancher and His Vet Built a Deworming Plan that Delivers. For Oklahoma producer Buck Rich and his veterinarian, Dr. Tyler Thomas, parasite control isn’t about doing more. It’s about doing it better. Together, they’ve fine tuned a simple, practical approach to parasite control that helps Rich’s herd stay healthy and productive all year long. Their success comes down to four practices that any producer can adopt – diagnostics, combination treatment, refugia, and management.

Diagnostics – Start with the facts – When Rich notices cattle underperforming, his first move isn’t to reach for more product – it’s to collect a fecal sample. “You don’t know where to go until you know where you’re at,” stated Dr. Thomas, a mixed animal practitioner and owner of Prague Veterinary Clinic in Prague, Oklahoma. “Diagnostics tell us if treatment is even necessary and whether what we’ve done is working.”

Rich’s operation, Leaning Oak Ranch in Okemah, Okla., runs 2,000 pairs. Like many cow/calf operations, it’s heavily forage based, and parasite control plays a key role in performance.

“We had a group of cows that didn’t look right, and I assumed it was a worm issue,” said Rich. “But fecals came back clean. Diagnostics saved us from reworking the cows unnecessarily.” That kind of clarity is why conducting fecal egg counts before and after

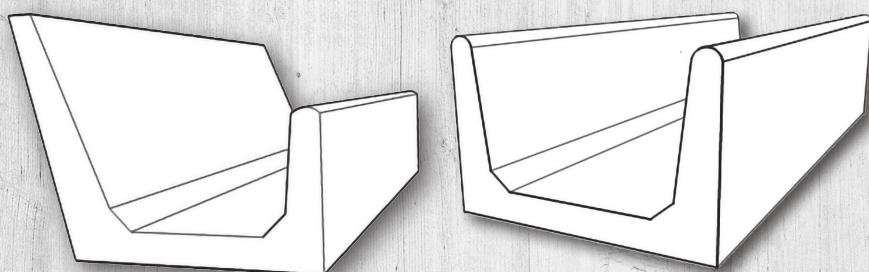
West End Precast

276-228-5024

Wytheville, Virginia

8 ft Concrete Feed Bunks

U or J Bunks - \$200-\$225 • Calf Bunks - \$150



Water Troughs • Pads • Silo Sides
Septic Tanks • Reservoirs

deworming is a regular part of their plan.

“Without diagnostics, it’s easy to point the finger at the product,” added Jody Wade, DVM. “But if you’re not testing, you might be treating the wrong issue or not seeing the whole picture.”

Combination treatment – Target parasites in different ways – Combination treatment is the practice of deworming cattle by using two or more dewormers from different drug classes. Dewormers can be divided into three different classes, based on their chemical structure and mechanism of action: macrocyclic lactones (endectocides), benzimidazoles (white dewormers), and imidazothiazoles. Each class controls a distinct spectrum of parasites, and for a different amount of time.

For Rich and Dr. Thomas, implementing combination treatment was a game changer. “We used to rotate products,” recalled Rich. “Now we use a white dewormer and a macrocyclic lactone at the same time. The cattle slick off faster and just look better.”

“Most operations already use a macrocyclic lactone,” said Dr. Thomas. “Adding a white dewormer targets parasites differently. You get more coverage, and it’s economical.”

Matt Washburn, DVM, says combination treatment is one of the most effective ways to slow resistance while improving outcomes. “Each class kills different parasites in different ways,” he pointed out. “When you use a combination of products, you clean up more effectively and reduce the risk of survivors.”

Refugia – Treat the right animals – It may go against tradition, but Rich and Dr. Thomas agree – Sometimes, the best choice is to skip the deworming treatment. This practice, known as refugia, leaves a portion of the herd untreated to maintain a population of

susceptible parasites, helping dilute resistance across the herd.

“We’re wired to treat everything,” said Rich. “But when we’ve held back a few, like Dr. Thomas recommends, it’s worked, and we’re not wasting product.”

Dr. Wade notes that skipping treatment isn’t about doing less; it’s about doing what’s right. “The days of treating everything, every time, are behind us,” he emphasized. “Refugia takes discipline, but it gives us longevity. It protects the products we have.”

Management – Strong grazing supports stronger control – Rich is quick to explain that success doesn’t just come from products; it’s also about how grazing is managed. “We’re not extreme rotators, but we do move cattle regularly,” he said. “We try to leave about half the grass behind each time. It helps the pasture bounce back faster and keeps parasite pressure lower.”

Dr. Thomas adds that forage height matters. “Most infective larvae live in the bottom two inches of pasture,” he said. “If cattle graze above that, they’re exposed to fewer parasites. And it’s better for regrowth and soil health, too.”

Dr. Washburn agrees and asserted, “Overgrazing doesn’t just hurt your grass. It increases parasite exposure and slows pasture recovery. Management is a pillar of deworming, just as much as the product in your chute.”

Planning that pays – For Rich and Dr. Thomas, deworming isn’t a stand alone decision; It’s part of a year-round plan. And that plan flexes with the season, the weather and the cattle in front of them. “Herd health protocols aren’t static,” said Dr. Thomas. “If Buck’s going to keep calves for ten months, we make a different plan than if they’re leaving in 60 days. It’s about making the product fit the goal, not the other way around.”

Rich’s partnership with Dr. Thomas helps him stay ahead of parasite pressure while reducing unnecessary costs. “I know I can call Dr. Thomas any time,” Rich stressed. “He understands our operation and helps me make decisions that actually fit what we’re doing. Working with my vet makes all the difference.”

That tailored approach is one reason Leaning Oak Ranch continues to see results year after year. “It’s about using the tools we have wisely,” said Dr. Washburn. “When you put diagnostics, combination treatment, refugia and management together, you’re building something more sustainable – and profitable.”

For Rich, the proof is in the cattle and the next generation. “This is a family operation. My kids are growing up on this ranch,” he concluded. “I want our cattle to look good now, but I also want this to work 10, 20 years from now. That’s why we do it this way.”

Want to explore strategies like the ones Buck Rich and Dr. Tyler Thomas use? Visit DewormingLegends.com to find tools, resources, and product guidance from Boehringer Ingelheim.

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.

CLASSES OF CATTLE DEWORMERS	
MACROCYCLIC LACTONES (ENDECTOCIDES)	
DRUG CLASS INCLUDES	CLASS KNOWN FOR
Ivermectin Eprinomectin Doramectin Moxidectin	Endectocides offer convenient injectable and pour-on formulations with internal and external parasite control. Read each product label for persistent efficacy claims.
BENZIMIDAZOLES (WHITE DEWORMERS)	
DRUG CLASS INCLUDES	CLASS KNOWN FOR
Oxfendazole Fenbendazole Albendazole	White dewormers deliver a rapid “purge effect” and only control internal parasites. Efficacy lasts no longer than two days. See efficacy claims listed on each label.
IMIDAZOTHIAZOLES	
DRUG CLASS INCLUDES	CLASS KNOWN FOR
Levamisole	Known for being quickly absorbed and distributed throughout the body but only controls internal parasites. Can be delivered orally, topically and by injection. See efficacy claims listed on each label.

Classified Section

Angus

**4K Farms/
Tarheel Angus**



RICHARD KIRKMAN, DVM
20416 US 64 West
Siler City, NC 27344-0350
919-742-5500 • rdkirkman@spectrum.net

Brubaker Family Angus
Specializing in Wye Genetics for calving-ease, fertility, and fleshing-ability on grass
More at www.brubakerfamilyangus.com

We will increase your profitability with genetics that have proven for decades their ability to be problem-free

Marketing Agent:
Ken Brubaker 540/908-5799
Jon Brubaker Asheboro, NC 336/465-0702

**BACK CREEK
ANGUS**



Joe and Robin Hampton
345 Withrows Creek Lane
Mt. Ulla, NC 28125
704-880-2488

**CRAVEN
ANGUS
FARM**



8th Annual Bull & Female Sale
November 8, 2025
HENRY CRAVEN • Seagrove, NC
336-257-0112 • cravenangusfarm@rtmc.net

**Black Crest
Farm**



1320 Old Manning Road
Sumter, SC 29150
803-481-2011
williammcleod@ftc-i.net • www.blackcrestfarm.com

L.E. Smith Farm
**18 BLACK ANGUS X
BRED HEIFERS FOR SALE!**

- Late February to early April calving
- Bred to a Yon Top Cut G730 bull

704-472-4326

BLACK GROVE
Breeding Registered Angus since 1962



Walter D. Shealy III and Family
20977 US Hwy 76 • Newberry, SC 29108
803-924-1000 • 706-590-0451
walter@blackgrove.com
www.blackgrove.com

**SMITH
ANGUS FARM**



Registered Angus Since 2001

Randall Smith
1957 Cleve Rd., Snow Camp, NC 27349
336-516-4558
smithangusfarm@yahoo.com

Red Angus

JOHN M. LANGDON
OWNER
919-796-5010

HUNTER LANGDON
Cow Boss
919-625-5452

JOHNLANGDON5@GMAIL.COM



EST. 1937

7728 RALEIGH ROAD • BENSON, NC 27504
LANGDONREDANGUSSIMI.COM

Animal Health

C. A. H.



Brent Glenn, DVM
Lancaster, S.C.

Jim Traynham
Wingate, N.C.
704-233-5366
Cell - 704-292-4217

Carolinas Animal Health, LLC
519 Morgan Mill Rd., Monroe, NC 28112
704-289-5083 • 704-289-1696 • 800-222-8638

Simmental

**EXTRA effort
SALE**



**FRED SMITH COMPANY
RANCH** October 18, 2025

Selling Registered SimAngus™ Bulls & Females
Fred Smith • (919) 422-4092
Clayton • NC • FSCRanch.com

Consulting

Joseph "Crockett" Wilson
BEEF CONSULTANT




683 Eliza Butler Road
Cerro Gordo, NC 28430
Cell: (910) 640-7493
Email: cego55@yahoo.com
www.cegoenterprises.com

CHI ANGUS & MAINE ANJOU CATTLE
Complete Line of Nutrition & Health Products

Wagyu

**WILDERS
WAGYU**



FULLBLOOD WAGYU
BULLS, HEIFERS, STRAWS,
EMBRYOS & BEEF

Jake Newbold, Director of Agriculture
919-316-0643 | jake@wilders.com
WILDERSWAGYU.COM

Insurance

AMERICAN NATIONAL

AUTO • HOME • LIFE
BUSINESS • FARM & RANCH
803-789-7000

The Josey Agency, Inc.
Douglas Josey
Multi-Line Agent

Cell: 803-385-8161 2610 Kee Moore Drive
Email: djosey@truvista.net Chester, SC 29706

Beefmaster

FOR SALE
BBU Registered Beefmaster Bulls and Females
WHITEHALL BEEFMASTERS
Joe and Ann Logan
214 Cowhead Creek Road
Greenwood, SC 29646
Telephone: 864-538-3004

Hereford

DOUBLE J FARM LLC.

REGISTERED POLLED HEREFORDS • EST. 1998
"Quality Cattle For Quality People"

Cattle Available Private Treaty

John Wheeler • 910-489-0024
doublejfarm@yahoo.com • www.doublejfarmllc.com
Headquarters - 775 Clacton Circle • Earlysville, VA 22936
Cattle located in Traphill, N.C.

**LET THIS
SPACE
MAKE
\$\$\$\$
FOR YOUR
FARM OR
BUSINESS**

Real Estate

PECAN REALTY

Farmers Supporting Farmers: From Farmhouse to Poultry House,
Buying or Selling Land, We Build Legacies Together,
Serving Central and Southeastern North Carolina.

Colby "Bear" Hammonds, BIC Veteran-Owned
NCREC# 218965 www.PecanRealty.com
Email: CQHammmonds@Gmail.com Cell: 919-577-1111

Brangus

H+
**Hunt's
Brangus**

www.huntsbrangus.com
Calhoun, GA
770-548-7950

"Cattle with Something Extra"

Limousin

Howard Bros. Farms



Bulls For Sale Heifers For Sale

**Limousin, Angus, Limflex
Cattle**

Autryville, NC 28318 Darryl Howard
www.howardbrosfarms.com Cell: 910-990-2791

Stockyards

**SALUDA
LIVESTOCK EXCHANGE**

Owners & Operators
Joseph Coleman 864-992-0652
Tammie Shore 864-980-3049
Wes Weeks 864-980-1108

4444 McCormick Hwy.
Saluda, SC 29138
864-554-2199

"Taking pride in serving our livestock community"

Cattle sale every Monday at 11:00 a.m. Small animal sale every 2nd Saturday of the month at 10:00 a.m.
Email - contact@saludalivestockexchange.com
Find us on Facebook at Saluda Livestock Exchange

Advertisers Index

17 th Annual EBS Farms Select Bull & Female Sale	34	McMahan Farm & Hancock Angus Annual Registered Angus Bull Sale	33
24 th Annual E.B. & Shane Harris Influence Female Sale	25	Mid-Atlantic Cattle Sales – Stockyard Schedules	94
3 rd Annual Lorson Angus Sale	35	Mixon Seed Service	80
31 st Annual Hokie Harvest Sale	89	Moly Manufacturing	13
4K Farms/Tarheel Angus	134	N.C. Angus Association Directory	51
50 th Annual Union County Performance Tested Bull Sale	91	N.C. BCIP Performance Tested Bull Sales – SAVE THE DATES	5
Agricultural Taxation Issues Workshop	118	N.C. Cattlemen’s Association Membership Application	84
Alphin Crop Insurance – Pasture, Rangeland, & Forage	17	N.C. Hay Finder	85
American Gelbvieh Association – Grow with Gelbvieh	77	N.C. Hereford Association Directory	63
American National Insurance – The Josey Agency	134	N.C. Meat Suite	127
Apple Brandy Prime Cuts	97	N.C. Simmental Association	64
Artificial Insemination School – Agents/Producers/Farm Workers	86	National Beef Checkoff/North Carolina Cattle Industry Assessment	21
Artificial Insemination School – Students/Producers	109	National Cattlemen’s Beef Association Membership Application	111
Back Creek Angus	134	National Cattlemen’s Beef Association Recruitment	112
Barnett Angus Ranches 6 th Annual BAR Production Sale	40	Palmetto Cattlemen’s Showcase	56
Bieber Fever in the Southeast Sale	57	Pasture Management & N.C. Cattlemen’s Association “Mile of Fence” Membership Program	82
Biltmore Livestock	47	Pearson Livestock Equipment	115
Black Crest Cattle Farm	134	Pecan Realty – Colby Hammonds	134
Black Grove Angus	134	Premier Select Sires – The Proof is in the Progeny	52
Blue & Gray/Gragg Farms Angus Production Sale	37	Red Angus Association of the Carolinas Directory	58
Brubaker Family Angus	134	Riomax – Bratton Farms	95
Brushy Mountain Genetics Bull & Female Sale	49	Rusty Thomson & Family Cattle Fencing and Equipment	27
Carolinas Animal Health	134	S.C. Cattlemen’s Association Regional Beef Cattle Field Days	105
Châtel Farms – Pasture to Plate Perfection	14	Saluda Livestock Exchange	134
Childers Concrete Company, Inc.	100	Smith Angus Farm	134
Conquest Insurance Agency, Inc. – Cody Waters	88	South Carolina Private Treaty Checkoff Investment Form	107
Craven Angus Farm 8 th Annual Bull & Female Sale	134	Southeast Bull Expo & Sale	48
Disaster Risk Management for Central Farmers	75	Southern Partners in Performance Sale	60
Double J Farms LLC	134	The 909 Ranch Inaugural Fall Production Sale	42
Easy Way Cattle Care	26	The Barn Loft – Priefert Equipment	96
Elite Livestock Marketing Group – LiveAg Video Auction	90	The Barn Loft – SI Feeders	81
First Choice Insurance Partners – Donna Byrum	24	The Carolina Cattle Connection 2025 Spotlight Schedule	87
Fred Smith Company Ranch	134	The Carolina Cattle Connection Advertising Rates & Sizes	4
Gibbs Farms 20 th Annual Bull & Replacement Female Sale	67	TJB Maternal Magic Annual Bull Sale XIV	78
Howard Brothers Farms	134	Uwharrie Ridge Farms Production Sale	53
Hunt’s H+ Brangus	134	Vetericyn – Super 7 Ultra Navel Care	59
JMAR Genetics “Quality Over Quantity” Charolais Bull & Heifer Sale	70	Virginia Herd Health Management Services	103
Joseph “Crockett” Wilson – Beef Consultant	134	WAX Company – Marshall Ryegrass	69
Knoll Crest Farm Total Performance Bull Sale	31	WAX Company – Nelson Tetraploid Annual Ryegrass	3
L.E. Smith Farm – CATTLE FOR SALE	134	West End Precast – Feed Bunks	130
Langdon Red Angus & Simmental	134	West End Precast – Feed Bunks & Troughs	19
Locust Level Farms Bull & Female Sale	29	Whitehall Beefmasters	134
		Whitestone Farm Brand of Quality Angus Sale	39
		Wilders Wagyu	134
		Wilders Wagyu StayWILD ‘25 Production Sale	68
		Yon Family Farms Angus Female & Bull Sale	41

For Your Advertising Needs, Contact:

The Carolina Cattle Connection • 919-552-9111
 The Livestock Advertising Network • 859-278-0899

Upcoming Events

ANGUS

- Oct. 10 — Circle F Farms Annual Female Sale, Baxley, Ga.
 Oct. 11 — Circle F Farms Annual Bull Sale, Baxley, Ga.
 Oct. 11 — Chessie Creek Farm Female Sale, Walterboro, S.C.
 Oct. 11 — N.C. Angus Association Fall Field Day, Roseboro, N.C.
 Oct. 18 — Fred Smith Company Ranch Extra Effort Sale, Clayton, N.C.
 Oct. 18 — Sipe - Roach Registered Angus Partnership Complete Dispersal, Claremont, N.C.
 Oct. 18 — Whitestone Farm Brand of Quality Angus Sale, Aldie, Va.
 Oct. 24 — Yon Family Farms Maternal Roots Fall Female Sale, Ridge Spring, S.C.
 Oct. 25 — Yon Family Farms Maternal Roots Fall Bull Sale, Ridge Spring, S.C.
 Oct. 31 — 31st Annual Hokie Harvest Sale, Blacksburg, Va.
 Nov. 1 — 3rd Annual Lorson Angus Female Sale, Harrisonburg, Va.
 Nov. 1 — Barnett Angus Ranches 6th Annual BAR Production Sale, Washington, Ga.
 Nov. 1 — TJB Maternal Magic Annual Bull Sale XIV, Chickamauga, Ga.
 Nov. 6 — Palmetto Cattlemen's Showcase, via AgSaleDay.com
 Nov. 8 — Blue & Gray/Gragg Farms Angus Production Sale, Gore, Va.
 Nov. 8 — Gibbs Farms 20th Annual Bull & Replacement Female Sale, Ranbourne, Al.
 Nov. 8 — Craven Angus Farm 8th Annual Bull & Female Sale, Seagrove, N.C.
 Nov. 8 — 24th Annual E.B. & Shane Harris Influence Female Sale, Oxford, N.C.
 Nov. 8 — Locust Level Farms Bull & Female Sale, Vernon Hill, Va.
 Nov. 15 — McMahan Farm & Hancock Angus Annual Registered Angus Bull Sale, Mocksville, N.C.
 Nov. 15 — Southeast Bull Expo & Sale, Asheboro, N.C.
 Nov. 29 — The 909 Ranch Inaugural Fall Production Sale, Statesville, N.C.
 Dec. 5 — Knoll Crest Farm Total Performance Bull Sale, Red House, Va.
 Dec. 6 — 50th Annual Union County Performance Tested Bull Sale, Monroe, N.C.
 Dec. 6 — Uwharrie Ridge Farms Production Sale, Denton, N.C.
 Dec. 13 — Brushy Mountain Genetics Bull & Female Sale, Taylorsville, N.C.

BRAHMAN

- Oct. 10 — Circle F Farms Annual Female Sale, Baxley, Ga.
 Oct. 11 — Circle F Farms Annual Bull Sale, Baxley, Ga.

BRANGUS

- Oct. 10 — Circle F Farms Annual Female Sale, Baxley, Ga.
 Oct. 11 — Circle F Farms Annual Bull Sale, Baxley, Ga.
 Oct. 24 — Yon Family Farms Maternal Roots Fall Female Sale, Ridge Spring, S.C.
 Oct. 25 — Yon Family Farms Maternal Roots Fall Bull Sale, Ridge Spring, S.C.

CHAROLAIS

- Oct. 4 — 2025 Southern Connection Sale, Knoxville, Tenn.
 Oct. 10 — Circle F Farms Annual Female Sale, Baxley, Ga.
 Oct. 11 — JMAR Genetics "Quality Over Quantity" Charolais Bull & Heifer Sale, via DVAuction.com
 Oct. 31 — 31st Annual Hokie Harvest Sale, Blacksburg, Va.

GELBVIEWH

- Nov. 1 — TJB Maternal Magic Annual Bull Sale XIV, Chickamauga, Ga.
 Dec. 6 — 50th Annual Union County Performance Tested Bull Sale, Monroe, N.C.

HEREFORD

- Oct. 11 — N.C. Hereford Association Field Day, Monroe, N.C.
 Oct. 18 — White Hawk Ranch "Georgia's Fall Big Event" Sale, Buchanan, Ga.
 Nov. 22 — Southern Partners in Performance Sale, Union Grove, N.C.
 Dec. 5 — Knoll Crest Farm Total Performance Bull Sale, Red House, Va.
 Dec. 13 — Brushy Mountain Genetics Bull & Female Sale, Taylorsville, N.C.

RED ANGUS

- Oct. 10 — Circle F Farms Annual Female Sale, Baxley, Ga.
 Oct. 11 — Circle F Farms Annual Bull Sale, Baxley, Ga.
 Oct. 16 — Bieber Fever in the Southeast Sale, Swainsboro, Ga.
 Nov. 6 — Palmetto Cattlemen's Showcase, via AgSaleDay.com
 Nov. 8 — 24th Annual E.B. & Shane Harris Influence Female Sale, Oxford, N.C.

SANTA GERTRUDIS

- Nov. 8 — 24th Annual E.B. & Shane Harris Influence Female Sale, Oxford, N.C.
 Nov. 8 — Santa Gertrudis Breeders of the Carolinas Field Day, Monroe, N.C.

SIMMENTAL

- Oct. 18 — Fred Smith Company Ranch Extra Effort Sale, Clayton, N.C.
 Oct. 24 — Yon Family Farms Maternal Roots Fall Female Sale, Ridge Spring, S.C.
 Oct. 25 — Yon Family Farms Maternal Roots Fall Bull Sale, Ridge Spring, S.C.
 Oct. 31 — 31st Annual Hokie Harvest Sale, Blacksburg, Va.
 Nov. 8 — 24th Annual E.B. & Shane Harris Influence Female Sale, Oxford, N.C.
 Nov. 29 — The 909 Ranch Inaugural Fall Production Sale, Statesville, N.C.
 Dec. 6 — 50th Annual Union County Performance Tested Bull Sale, Monroe, N.C.

WAGYU

- Nov. 1 — Wilders Wagyu StayWILD '25 Production Sale, Turkey, N.C.

OTHER SALES

- Nov. 13 — Graded Feeder Calf Sale, Norwood, N.C.
 Dec. 6 — N.C. BCIP Waynesville Bull Test Sale, Canton, N.C.
 Dec. 13 — N.C. BCIP Butner Bull Test Sale, Oxford, N.C.

OTHER EVENTS

- Oct. 3-12 — Carolina Classic Fair, Winston-Salem, N.C.
 Oct. 8 — Clemson Extension Hoof to Herd Sire Series
 Oct. 8-19 — S.C. State Fair, Columbia, S.C.
 Oct. 16-26 — N.C. State Fair, Raleigh, N.C.
 Oct. 17 — Disaster Risk Management — Part 1, Durham, N.C.
 Oct. 21 — S.C. Cattlemen's Association Regional Beef Cattle Field Day
 Oct. 23 — S.C. Cattlemen's Association Regional Beef Cattle Field Day
 Oct. 24 — Agricultural Taxation Issues Webinar
 Oct. 31 — Disaster Risk Management — Part 2, Durham, N.C.
 Nov. 4-5 — 2025 Artificial Insemination School, Raleigh, N.C.
 Nov. 10-11 — 2025 Artificial Insemination School, Raleigh, N.C.
 Nov. 12 — Clemson Extension Hoof to Herd Sire Series
 Nov. 12 — Tri-County Livestock Association Meeting, Trenton, N.C.
 Dec. 10 — Clemson Extension Hoof to Herd Sire Series

LIVESTOCK MARKET SALES

- Oct. 1 — Stanly County Livestock Market Weekly Sale, Norwood, N.C.
 Oct. 6 — Harward Brothers Livestock Market Weekly Sale, Turnersburg, N.C.
 Oct. 6 — Saluda Livestock Exchange Weekly Sale, Saluda, S.C.
 Oct. 7 — Mid-Atlantic Cattle Sales Video Auction, via macsvideo.com
 Oct. 8 — Stanly County Livestock Market Weekly Sale, Norwood, N.C.
 Oct. 9 — Elite Livestock Marketing Group Video Auction, via live-ag.com
 Oct. 13 — Harward Brothers Livestock Market Weekly Sale, Turnersburg, N.C.
 Oct. 13 — Saluda Livestock Exchange Weekly Sale, Saluda, S.C.
 Oct. 20 — Stanly County Livestock Market Weekly Sale, Norwood, N.C.
 Oct. 21 — Mid-Atlantic Cattle Sales Video Auction, via macsvideo.com
 Oct. 22 — Harward Brothers Livestock Market Weekly Sale, Turnersburg, N.C.
 Oct. 22 — Saluda Livestock Exchange Weekly Sale, Saluda, S.C.
 Oct. 27 — Stanly County Livestock Market Weekly Sale, Norwood, N.C.
 Oct. 29 — Harward Brothers Livestock Market Weekly Sale, Turnersburg, N.C.
 Oct. 29 — Saluda Livestock Exchange Weekly Sale, Saluda, S.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

OCTOBER 7 & 21

NOVEMBER 4 & 18

DECEMBER 2 & TBD

JANUARY 6 & 20

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

Bruce Shankle • 704-694-8686
NC, Upper SC, Southern VA

Will Edwards • 919-449-8064
NC, SC

Catherine Edwards • 704-550-7920
NC, SC

Austin Landreth • 864-484-7153
Upstate & Midlands SC, NE Georgia

Romaine Cartee • 912-531-0580
Georgia

WWW.MACSVIDEO.COM
MACSVIDEO.DVAUCTION.COM

DVAuction
Broadcasting Real-Time Auctions

Your Carcass, Cut Your Way!

BEEF • PORK • LAMB • GOAT



Now offering USDA
beef carcass grading



Bundle Service

**YOUR ANIMALS
DIVIDED INTO EIGHTS**

8 bundles of cuts and

8 bundles of ground

Contact us for further details

USDA Slaughter Process We are a processor offering slaughter and processing service only. We DO NOT buy or sell any meat products.

Slaughter Facility

9683 KERRS CHAPEL RD, GIBSONVILLE, NC

Processing Facility

403 NC HWY 49 S, ASHEBORO, NC

(336) 628-4949

WWW.PIEDMONTCUSTOMMEATS.COM