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Saturday, February 26, 2022







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Volume 21, No. 1 Fall 2021



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Molly Schoen ■ ext. 104 mschoen@charolaisusa.com

October 22nd (
Females @ 4pm

October 23rd

Bulls @ 11am



HF REWARD 83264 Reward x Throttle | 9-7-2019



HF ATLANTA 463H2 ATL of Salacoa X Hard Rock | 01-03-2020



OHF STOGIE 9910 Stogie x OHF Windy | 09-10-19



HF 3EACON 40613 Majestik Beacon x Atlanta | 12-27-2019



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CHAROLAIS

J. Neil Orth, Executive Vice President

Supply & Demand!The Foundation for a Rock Solid Relationship

t's hard to imagine a beef industry scenario that is not based on a fundamental supply and demand relationship. While the different sectors involved are rarely in agreement, the broad spectrum of the industry agrees that the basic "laws" of supply and demand have served us all well over the history of beef production.

A theoretical definition of the law of supply and demand is relatively simple. However, the equitable implementation of this economic principal in an industry as complex as meat protein production is about as complicated as it can get.

Prior to the early 1990s, production sectors were completely disconnected from processing sectors, thus, a chasm as wide as a Grand Canyon existed between a cow-calf producer anywhere in the country and a single mom in any inner city. Then, the demand for beef began to decline, yet the supply continued resulting in more beef than we could sell. That's how supply and demand works, or, in the case of beef production, it wasn't working.

Once the National Cattlemen's Beef Association (NCBA) Strategic Alliance Field Study (SAFS) was released, we slowly began to recognize the pitfalls of supply and demand economics unless information is consistently shared with every industry stakeholder. Consumers were moving away from beef and research data indicated the demand decline was due to an inferior product. The family shopper told us the product was too fat. Food service and restaurant professionals told us beef quality was too inconsistent. The study told us just about everyone involved, from calf to carcass, was losing money.

The SAFS was released in 1993. The study revealed significant production and processing problems that, at the time, had very few solutions. Expected progeny differences (EPDs) had been implemented in all major beef breed associations but were not entirely embraced by seedstock producers. Seedstock or commercial producers, regardless of breed or breed influence, did not have information from the end of the supply chain, nor did they have access to science and technology to begin to make genetic improvements. Information streams were considered proprietary and individual carcass data collection was rare and expensive.

The study documented serious problems with beef at the retail level and shrinking consumer confidence. Possibly the tectonic shift that began because of the study was the shocking revelations of deficiencies in health, feedlot performance, carcass condemnations and financial losses due to bruising, injection site and hot iron brand blemishes. The bad news-good news was all these issues could be fixed by producers and would likely have been minimized

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6TH ANNUAL

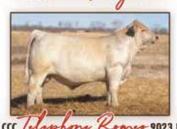
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May 21 Missouri Field Day
Call for Information & Catalogs

B/B BRADLEY CATTLE

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continued from page 8

by simply having the correct information.

It's been 28 years since the initial SAFS was released. Beef production and processing bear little resemblance to production prior to 1993. Producers and cattle feeders largely embraced the challenges to make cattle moving into the supply chain healthier. Vaccination protocols were changed to reduce carcass value losses.

The demand for Charolais and Charolais influence throughout the supply chain is more aggressive today than ever. Registered and commercial producers have access to information and technology to make live cattle healthier, more efficient, and more profitable.

Academia, industry thought leaders and stakeholders began massive collaboration and research efforts that resulted in science and technology tools we use to make genetic progress.

The SAFS was the first documented study that looked at every production sector as well as illustrated our relationship with consumers. The pandemic in 2020 proved that the beef industry has taken nothing for granted in the past 28 years and is acutely aware of our relationship with consumers and their relationship with beef.

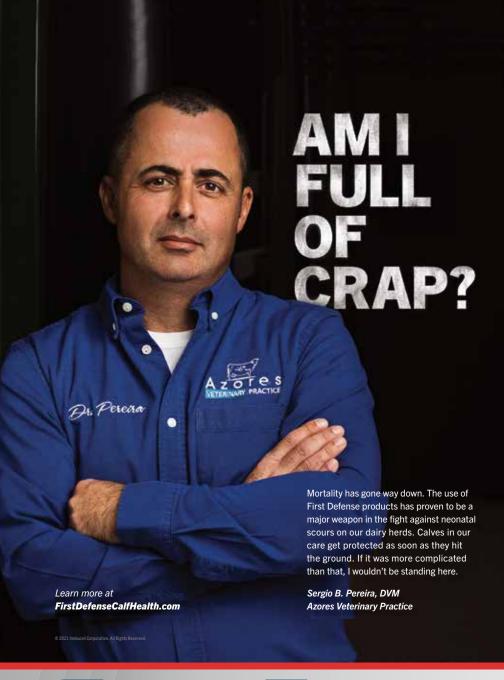
Processing and supply limitations created by COVID-19 and consumers' shift to cooking at home because of quarantine did not curtail demand. In fact, National Cattlemen's Beef Association (NCBA) market research report consumers spent \$31.9 billion in 2020 on beef purchases, increasing the volume sales by more than 600 million pounds. Beef accounted for more than 60% of the total increased value of supermarket meat department sales.

The demand for Charolais and Charolais influence throughout the supply chain is more aggressive today than ever. Registered and commercial producers have access to information and technology to make live cattle healthier, more efficient, and more profitable. Producer-packer relationships and branded beef programs more closely connect production with consumption. As a breed and as a stakeholder in a complex industry challenged to supply meat protein to a global consumer, we respect the importance of a complicated economic system that relies almost entirely on the laws of supply and demand.

Sincerely,

J. Wall Outto

J. Neil Orth, Executive Vice President







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State Listings

1 - Meadows Creek Farm

Richard & Glenn Meadows 4421 Co. Rd. 33 N. • Columbia, AL 36319 Richard (334) 797-4870 cell Glenn (334) 797-5808 cell www.meadowscreekfarm.com (see page 23)

ARKANSAS

2 - Plyler & Son

Caleb, Briana & Huck Plyer 1748 Hempstead 7 • Hope, AR 71801 (870) 703-1394 calebplyler@hotmail.com Facebook: Plyer-Son-Charolais (see page 2)

COLORADO

3 - Leachman Cattle of Colorado

2056 West County Road 70
Fort Collins, C0 80524
(970) 568-3983
Lee Leachman, Managing Partner
Jerrod Watson, Bull Customer Service
(303) 827-1156
Semen Division (970) 444-2855
www.leachman.com
(See Page 9)

4 - Wagner Charolais

Bob & Jan Wagner 18025 County Road 128 • Nunn, CO 80648 (970) 420-2336 bob@wagner-ranch.com www.wagnercharolais.com (see page 27)

GEORGIA

5 - L.G. Herndon Jr. Farms

1035 Hwy 56 West • Lyons, GA 30436 L.G. Herndon, Jr., Owner (912) 293-1316 (912) 565-7640 office bo@vidaliasfinest.com Sky Herndon, Co-Owner (912) 245-0428 sky@vidaliasfinest.com Kevin Asbury, General Manager (850) 252-7290 kasbury397@gmail.com www.lgherndonjrfarms.com (see page 5)

KANSAS

6 - Argabright Charolais

Michael D Argabright 1154 Co Road 60 Olpe, KS 66865 (620) 794-5049 margabright@usd252.org

7 - Schrader Ranch

Spencer, Laci, Weston & Josi Schrader 2118 Oxbow Road Wells, KS 67467 (785) 488-7204 Spencer (785) 488-2135 Home Schrader@twinvalley.net www.schraderranch.com (see pages 31)

MISSOURI

8 - Bradley Cattle

Bruce & Jana Bradley PO Box 165 Marshfield, MO 65706 (417) 848-3457 cell brucembradley@hotmail.com (see page 11)

9 - Mead Farms

21658 Quarry Lane • Barnett, MO 65011 Alan Mead, Owner (573) 216-0210 Office (573) 302-7011 Jennifer Russell, sales (573) 721-5512 meadangus@yahoo.com www.meadfarms.com (see page 32)

10 - Peterson Farms Charolais

Steve & Sandy Peterson 8767 Outer Road • Mtn. Grove, MO 65711 (417) 926-5336 • (417) 259-1493 www.PetersonFarmsCharolais.com petersoncompany@centurytel.net (see page 29)

MISSISSIPPI

11 - Rogers Bar HR

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www.rogersbarhr.com
Facebook: RogersBarHR
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www.rennertranch.com
Facebook: RennertRanchCharolais
(See Page 10)

13 - Schnuelle Ranch

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NEW MEXICO

14 - Bill King Ranch

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(505) 220-9909 Bill King bill@billkingranch.com
Tom Spindle, Foreman
(505) 321-8808
www.billkingranch.com
Facebook: billkingranch
(see page 6)

OREGON

15 - Romans Ranches Charolais

Bill Romans Family 3820 Old Stage Rd. • Harper, OR 97906 Bill (541) 358-2921 • Jeff (541) 358-2905 romansranches@hotmail.com www.romanscharolais.com Facebook: Romans-Ranches-Charolais (see page 7)

SOUTH DAKOTA

16- Keppen Charolais

Steve, Myrna, Greg & BJ Keppen 405 Samara Ave. • Volga, SD 57071 (605) 627-5229 • (605) 690-3218 cell keppenchar@valleyfibercom.net www.keppencharolais.com (see page 28)

17 - Vedvei Charolais Ranch

Alan & Deb Vedvei 44213 204th St. • Lake Preston, SD 57249 (605) 847-4529 • (605) 860-1135 cell vedveicharolais@gmail.com www.vedveicharolais.com (see Back Cover)

18 - Wienk Charolais Ranch

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Ty Eschenbaum (605) 203-1082 cell
charolaisbulls@outlook.com
www.wienkcharolais.com
(see Inside Front Cover)

TEXAS

19 - Bar J Charolais

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larryl@qiminc.com
Daryl Renfrow (832) 444-5241
www.barjcharolaisfarm.com
(see pages 3)

20 - Thomas Charolais, Inc.

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SERVICES

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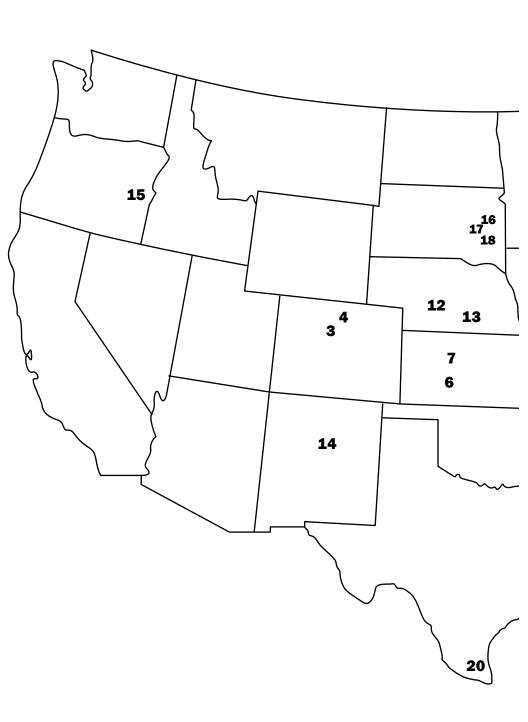
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ImmuCell

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Numbers on map correspond to state listings, page 14-15.





AICA "LISTENING & LEARNING" INDUSTRY SESSION SATURDAY, OCTOBER 2, 2021 WEST VIRGINIA UNIVERSITY REYMANN MEMORIAL FARM WARDENSVILLE, WEST VIRGINIA

OBJECTIVE:

To illustrate the Charolais advantage in the future of Precision Livestock Management.

SCHEDULE

11:00 a.m. Registration 12:00 p.m. Lunch 12:45 p.m. Welcoming Remarks Segment 1 The Future of Precision Livestock for the Cattle Industry Justin Sexten, Performance Livestock Analyitics Segment 2 Feed Efficiency's Role in Precision Livestock Management Guy Ficeto, Vytelle Segment 3 The Value of Data Submission Sally Northcutt, Method Genetics, LLC Segment 4 WVU Feed and Water Intake Research Update

Kevin Shaffer/Matt Wilson, West Virginia University

Segment 5 Cattlemen's Question & Answer with Presenters
4:00 p.m. Social Hour/Tour of WVU Feed Efficiency & Research Facility

Jerry Yates, WVU Wardensville Bull Test

More Information & Pre-Registration Available at www.charolaisusa.com





For More Information Contact:

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Miranda Hoag • AICA Communications & Event Coordinator (816) 464-5977 ext. 102 • mhoag@charolaisusa.com

Floyd Wampler • AICA Southeast Field Respresentative (413) 612-2144 • fwampler@charolaisusa.com

Cattle Producers Gather in Joplin for Annual Listening & LISTENING & LEARNING **Learning Session**

by Linda Eck

redictability, consistency, uniformity, opportunity and versatility were buzz words at the American International Charolais Association's (AICA) 2020 Listening & Learning Industry Session held in southwest Missouri.

Bringing progressive cattle breeders from across the country together, the informative session covered everything from genetic evaluations and ultrasound advantages; to bull selection, backgrounding and consumer demand for an afternoon filled with presentations by experts in their field. Following the formal presentations, those attending had the opportunity for one-on-one discussions in a relaxed atmosphere that included a steak dinner prepared by the Southwest Missouri Cattlemen's Association and entertainment by up and coming country music entertainer Caitlyn Ochsner of Kersey, Colo.

Charolais Provide a Uniform Product, Added Yield and Quality

"It's all about what goes into our pocket," Jackie Moore, owner of Joplin Regional Stockyards and host of the event told those in attendance. "The cattle business is a struggle, and it's all about making money."

"When you've just got any kind of a cow, put a Charolais bull on them and you create uniformity right off the bat," said Moore, who also backgrounds cattle and owns part of a feed yard. "I love any kind of a cow with a Charolais bull on them, and uniformity in color makes them real easy to sell."

Jim Hacker, a cow/calf producer from Bolivar, Mo. provided testament to the use of "any kind of a cow" discussing his use of Charolais bulls as a terminal sire on commercial crossbred cows. Hacker focuses on strong bull selection for his cow herd which is prominently comprised of cattle he has purchased that are "usually poorly managed wet bags". Upon purchase, new replacements are taken home to

AMERICAN-INTERNATIONAL **CHAROLAIS ASSOCIATION** www.charolaisusa.com Pearning Session

Jackie Moore, Joplin Regional Stockyards

Bolivar where they are quarantined and then serviced by Charolais bulls.

"I try to buy something to improve them," said Hacker, whose bull selection focuses on traits for Yearling Weight, Calving Ease, Marbling and a required Terminal Sire Index (TSI) over 200. Cows are wormed twice a year and bred for early spring calving beginning in February.

Utilizing intensive grazing on fescue forage, Hacker says "management is key." He culls hard, including all short breds. Cows that are in good shape and producing remain in the herd.

Also sold on the use of Charolais bulls, Max Martin of JX Ranch in Loving, Texas puts data to work for him when buying bulls. During his presentation, "Adding Beef Value with Bull Genetics in a Commercial Operation," Martin credited the use of EPDs, 20 years of data in his record keeping and feed yard results for building carcass value by improving both yield and quality.

"Our feedlot buyers want uniformity; health and disease



Mark Henry, The CUP Lab, LLC

immunity; and gain performance, along with carcass yield and quality that will perform on the grid," noted Martin, whose ranch covers 13,000 acres in north central Texas. When asked about the genetic makeup of his cow herd, he admitted, "I don't have a clue. There's more variation in females than I want."

JX Ranch sells to US Premium Beef and Martin is an avid believer in the value of EPDs.

"EPDs not only work, but they're pretty darn accurate," he said.

When it comes to bull selection, Martin focuses on four EPDs - Yearling Weight, Ribeye Area, Marbling and Carcass Weight, while also paying attention to an animal's TSI.

"I am very happy with the progress Charolais breeders are making in marbling and we are very happy with our Charolais carcass data," Martin said, adding that 35 percent of their premium comes from quality.

Uniformity again hit a high note with Ken Danzer, a stocker and feeder cattle buyer from Manhattan, Kan. who joined the group by phone.

"Charolais calves are in demand," he said emphasizing the need for quality and uniformity. "You need calves that are going to weigh something, have been vaccinated twice and they have to have uniformity."

Danzer, who has purchased calves from the Hacker program in Bolivar, said Charolais cattle have a lot to offer, including calving ease, docility, increased weaning weights, better yield grades and when crossbreeding the hybrid vigor provides added weight.

"Producers who do the work at home, they're the ones making the money," he concluded.

Finding the Right Market

Danzer's thoughts on "doing the work at home" easily tied into information provided by Colt Keffer with CharAdvantage, an age and source verification

program "with added benefits" provided through a partnership between the AICA and IMI Global.

"It's a program you get out of what you put into it," said Keffer, "A program to document and add value to Charolais-influenced feeder cattle and promote them to the appropriate market."

Serving as the AICA's Director of Industry Relations and Sales, Keffer noted there's a little more cost and paperwork involved for smaller seedstock breeders wishing to assist their bull customers in attaining added value. However, the program can also be used as an asset in promoting the value of high-end Charolais bulls.

CharAdvantage gathers information about the calves and disperses information into a market atmosphere of buyers seeking that type of product.

"We wanted to make sure we put the right information in front of the right people," said Keffer who added the association's TSI has become "a really pertinent number" for buyers. "The program has seen great success this year with a little under 9,000 head enrolled."

Cowboy Math, Heritability and Genetics

"Genetic evaluation and selection tools offer cattle breeders the opportunity to make better cattle," said Bill Bowman, of Method Genetics, LLC headquartered in Saint Joseph, Mo., as he urged producers to do the "Cowboy Math" when it comes to making valuable decisions.

He said it is important to understand heritability and to know what is a result of genetics and what is due to environment, when making breeding decisions. He cited the following heritability estimates:

- Reproduction (low) <.20
- Growth (moderate) .20 to .40
- Carcass (high) >.40

Noting good technology of the Single Step program used to build the AICA's Genomic Pedigree and Genomic Enhanced EPDs, he also stressed the importance of performance data in building accuracy.

"Performance measures matter in Single Step," he said. "Birth, weaning and yearling weights and measures as well as ultrasound data are all important."

Reiterating the importance of ultrasound data, Mark Henry, owner of Centralized Ultrasound Processing (CUP) Lab in Ames, Iowa, was on hand and supported Bowman's push for collecting performance data, most specifically through the use of ultrasound to track carcass traits.



Bill Bowman, Method Genetics

"Charolais has the opportunity for improvement in the area of marbling," said Henry, noting that more variation equals more heritability. "Using ultrasound, we can determine carcass traits."

CUP Lab recently introduced new equipment to spread readings and better identify valuable traits.

"With a greater spread on readings, hopefully that improves EPDs," said Henry.

"Charolais cattle have developed versatility," Bowman said, crediting the AICA as the first beef breed association to develop a TSI to rank animals on profit potential. The TSI combines EPDs for BW, WW, YW, REA, CW, MARB and FAT into one single value which can be used in making selection decisions.

Bowman also cited the breed's progress in genetic trends.

"While keeping birthweight level, growth traits have made tremendous improvement," he said, urging breeders to understand the basics to create performance strategies. "If you sell by weight, look at growth and weight EPDs; if you sell by grid, look at carcass EPDs."

New prediction tools established by AICA and released this year include EPDs for udder quality.

"Nearly 84,000 scores are used in the genetic evaluation of udder suspension and teat size," Bowman said, noting both traits are moderately heritable and highly correlated. He also said the association is looking to add a Docility EPD, as breeders continue to provide chute scores on weaned calves.

The End Product - Consumers, Quality and Quality Grade

Quality, loyalty and consistency play important roles when understanding who your consumer is, according to Gretchen Mafi, animal and food sciences professor at Oklahoma State University. Appropriately, Mafi concluded the formal setting of the afternoon session by prompting those attending to factor in the end product when making selection decisions.

"There's a big difference in quality and Quality Grade," said Mafi noting that the goal of Quality Grade is "palatability or eating satisfaction - tenderness, juiciness and flavor. Intramuscular fat depends on diet and genetics." Quality grades are determined by intramuscular fat and maturity.

"We're at 80% Choice," Mafi told producers, "It's really a balance of ribeye size and weight."

Noting the value of Charolais for added carcass weight, she chided in with Moore's earlier remarks. "Money drives everything. We're still paid on price per pound. The overhead costs are the same for slaughter of a 600- vs. 1,000-pound carcass. A little more goes a long way."

"They'll yield 60 to 65 percent on a 900-pound carcass, with 75 to 80 percent grading Choice" Moore said of his calves produced by Charolais bulls. "That earns \$60 extra in yield."

"Consistency is key," said Mafi, pointing out that many of today's consumers are consciously seeking locally sourced beef produced through the use of sustainable practices.

She encouraged producers to take advantage of the breed's growth and efficiency and to understand their product.



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PROGRESSIVE ENHANCEMENTS TO THE AICA GENETIC EVALUATION

by Dr. Sally L. Northcutt,

Genetic Consultant

With the July 2021 rollout of the AICA genetic evaluation update, breeders again have access to progressive enhancements to their genetic prediction tools. The AICA membership has historically embraced new technologies and revisions to their national cattle evaluation procedures to deliver industry relevant EPDs to seedstock and commercial cattle producers.

In recent years, the use of DNA technology has grown with the implementation of single-step genetic evaluation procedures, and Charolais breeders have capitalized on this genomic application. DNA testing of registered Charolais cattle has been on a rapid increase and seamless incorporation of the genotypes has provided genomic-enhanced EPDs along with timely bi-monthly EPD updates.

The latest enhancements to the AICA genetic evaluation are two-fold. First, the genetic parameters utilized in generating EPDs are updated. Secondly, the growth and maternal predictions and TSI index are delivered on a beef cattle industry relevant base for genetic selection.

Genetic parameter revisions

It is important to periodically revisit the heritability and genetic correlation estimates that are represented in a genetic evaluation. The AICA National Cattle Evaluation (NCE) was well overdue for a review of its genetic parameters, particularly for the growth traits. The latest NCE update reflects revised structure for weaning weight, yearling weight, and maternal milk trait relationships. Specific genetic parameters can be accessed at the following link:

https://charolaisusa.com/genetic-evaluation.php

In the past, a strong negative genetic correlation was set between weaning weight (direct genetic effects) and milk (maternal genetic). This strong correlation was commonly evident when a sire was characterized with high weaning weight potential and his maternal milk EPD would tend to be driven down numerically. This negative association between weaning

weight and milk was difficult to explain in the real world, particularly where contemporary weaning weights for calves and daughters' progeny were being aggressively submitted by breeders. The latest evaluation results reflect a zero correlation between direct weaning weight and maternal milk.

Another new element to the recent EPD update is the softening of genetic relationships between birth, weaning, and postweaning gain traits. The correlation strength between birth weight and subsequent growth measures is reduced. Growth trait EPDs released under the updated genetic parameters tend to move more independently than in the past. Charolais breeders must continue to submit large contemporary groups of growth trait data to better leverage the evaluation enhancements.



Industry relevant EPDs for Charolais cattle

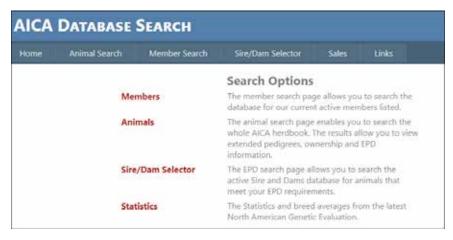
The correct use of EPDs is to focus on differences between animals or comparisons to breed averages, as well as the use of percentile rankings. Yet, commercial producers seeking Charolais genetics may still be influenced by the numeric presentation of selection tools. With the popularity of Charolais genetics in the commercial industry and the need to update the EPDs for industry relevance, the latest NCE update has a modern delivery of growth trait EPDs. While no changes are evident in the birth weight EPDs, the weaning weight, yearling weight, milk, and total maternal EPDs are updated. Breed averages and percentile rank tables also illustrate the new presentation of AICA selection tools. As one would expect the Terminal Sire Index (TSI) values are re-tooled with these revisions. The link for http://search.charolaisusa.com/ provides statistics for this and future NCE updates and is a good reference point for AICA evaluations.

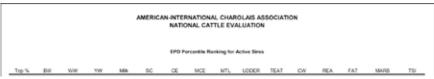
Best use of AICA Selection Tools

While the update to AICA NCE results paints a more modern characterization of Charolais cattle, it is important to remember the key basics about use of EPDs:

- EPDs, or expected progeny difference, are to be used to sort out relative differences among animals.
- Breed average EPDs are a key resource in understanding cattle evaluation population for animal classes such as active sires, active dams, and nonparent animals.
- Percentile rank tables are an excellent resource for reviewing the distribution of various traits, rather than focusing on absolute numeric values of EPDs.

The goal of these changes is to improve the genetic predictions on the growth traits in the Charolais breed. The drive by breeders to adopt technology and provide genomic-enhanced EPDs in a user accepted format will continue to positively impact production systems in the beef industry.







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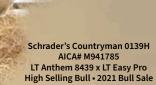


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