



The Minnesota Cattleman

The Official Newspaper of the Minnesota State Cattlemen's Association



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Our Conservation Story – Cattlemen Care

By Mike Landuyt, MSCA Vice President



The Landuyt family was chosen as the Redwood Soil and Water Conservation District Conservation Cooperator of the year in 2015 and further selected as Southwest Area 5 Conservation Cooperator. The Minnesota Association of Soil and Water Conservation Districts (MASWCD) offers the MASWCD Outstanding Conservationist Award to recognize individuals, conservation organizations, and others for outstanding accomplishments with implementing conservation practices and improving Minnesota's natural resources. Photo Credit: Minnesota Association of Soil and Water Conservation Districts.

I hated seeing good soil blow or wash away, we had already gotten most of the low hanging fruit when it came to soil conservation practices. We started with reducing tillage to only the passes we felt needed it for various reasons in the spring and/or fall. In the past, before better crop protection products came around, we tilled the ground 3 times in the spring before planting soybean. Like most people, we quit using a plow years ago and went to a disc ripper for corn stalks. We also quit chisel plowing before NH3 application and only work our bean stubble with the NH3 toolbar. As I mentioned earlier, that was the easy stuff, everyone was changing to similar technologies and practices.

Over all, our farm locations is relatively flat, but no matter how much you reduce tillage there will still be some erosion. We didn't feel our previous efforts to reduce erosion were quite where we wanted to be, we wanted to reduce it some more. After talking with the NRCS office we started working on water erosion in our fields. With their help we installed four Sediment control basins. These basins work by building a dam

at the top of an area where we had a grass waterway. A tile line is run to the top side behind the berm to an intake. The berms are designed to hold a 4.5 inch rain event and the tile is sized to take the water away over a 3 day period. This stops the gully washing and eliminates the need for grass waterways in those spots. Most of the berms are designed to be farmed over with the exception of deep tillage. A couple of them were put in spots that did not allow the back side to be farmed and were planted to grass. We currently have 12 of these in place and so far, over the course of a multiple crop years they all are working very well. We also have one larger water retaining structure that controls water from a much larger area than the basins are able to control. This one was done in conjunction with Area II. Area II is based out of Marshall and works on many different projects to control flooding. Our structure controls the run off from about a 110 acre watershed and multiple land owners that all come across one of our fields. This structure is more of a dry dam that can hold water from a 6 inch rain and keep it from washing down the hill and flooding a lowland created by a county road. All of these reduce erosion into Plum Creek, which is a part of the Cottonwood River Watershed.

We also got involved with the CSP program. This program looks at the things a person is already doing in their farm for conservation and looks for easy ways to move to the next level. Each operation is scored on how much they are already doing and then what they can add. Some of the things that we were already doing included GPS on our spraying equipment. We were already using guidance, automatic section control to turn spray on and off and cut down on overlap. We also had radar controlled boom height and low drift nozzles. We were also using variable rate fertilizer and NH3 applied by yield zone. Some of the enhancements we made include in-season tissue testing and adding buffers. The advantage to the CSP buffers is after July 15th we can cut the hay. From our cooperative work with the NRCS and Soil Water, we quickly learned that many of the best management practices we implement for financial reasons also played a big part in conservation.

An additional step we have taken towards soil



George and Mike Landuyt stand in a newly developed water stabilization structure they had developed on a piece of land they own north of Walnut Grove. Photo Credit: Redwood Falls Gazette.

conservation is experimentation with cover crops. In September 2014 we planted Winter Rye after silage chopping to reduce winter wind erosion. Fall growth was not what we hoped for because we received less than an inch of rain after broadcasting the seed and only an inch in the spring before we cut the hay. Even with the light stand, the growth was almost 6 feet tall and we got close to 4 ton of hay per acre. Following the hay harvest, we no-till seeded beans into the stubble and got a nice bean crop that year. We found we did take a minor yield hit that fall due to the delayed bean planting as well as the fact that the cover crop trial was run on some of our rougher ground. But, when you adjust for the value of the hay, the field was as profitable as the corn soybean rotation fields. In August 2015, we aerial applied a cover crop mix to standing corn and had nice growth after the corn was harvested. We will no-till beans into that area this spring.

Our family was honored to be chosen by the Redwood Soil and Water Conservation District as their Conservation Cooperator of the year this year

Conservation . . . continued on page 5

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NEWS - TIME SENSITIVE MATERIAL

Complete Your Green Star Farms Initiative Self-Evaluation

By Jeremy Geske – MAWRC

We are all busy managing our farms and ranches, producing food and protecting the environment. And yet, the threat of additional water regulations impacting agriculture continues to increase. The passing of Governor Dayton's buffer requirement hasn't stopped him from continuing to publicly blame agriculture for impaired waters. State and Federal agencies continue to ramp up efforts to further restrict agriculture and other industries in the name of water quality. Now is a critical time to take action; to show that farmers and ranchers are committed to preserving soil and water resources for future generations. And you can do so, from the comfort of your own home, at any time that is convenient for you.

There is a safe, easy, confidential way you can help demonstrate that farmers are committed to being good stewards of our water. The Green Star Farms Initiative is an on-line self-



evaluation tool designed for farmers and ranchers to critically evaluate their own conservation efforts without any government agency involvement. Your participation is important, because our critics will use lack of participation as leverage to push for further regulation. The evaluation may also help you identify areas you would like to improve, and will help you do so on your own, unless you choose to seek outside assistance.

We need your help. All you need is internet access, an email address and about twenty minutes and you can help stop these additional regulations.



You already know everything you need to complete the self-evaluation- after all, who knows your farm better than you? It is easy, confidential, no government agency involved, and no further action is required regardless of how you answer the questions. Individual farm data will never be presented – only the averages of those participating.

Go to <https://greenstarfarms.org/> and click on "getting started". If you need any assistance, contact Jeremy Geske at 612-756-1200 or jeremy@mawrc.org.

MAWRC is a coalition of 24 farm organizations, including MSCA. MAWRC has two main functions: water quality research, and water quality education. MAWRC programs are designed and paid for by farmers and ranchers.

Hello, This month's article has been the hardest so far for me to write. Whether it is farming, or any other kind of work - when you have many irons burning, it is hard to prioritize. This is just another reason why it is so important to have a good team of people to get things accomplished.

Bruce Kleven, MSCA's legislative advisor, sends us weekly reports on what is happening at the state capital and with state agencies year round. This specific iron is one that we have to keep in the fire at all times. Awhile back, Governor Dayton declared this year as the "Year of Safe Water Action" in Minnesota beginning on July 4, 2016. He is calling on Minnesota to take individual action to improve water quality in the State. Starting this summer, Governor Dayton and members of the administration will begin a statewide, year-long push to inform Minnesotans about the serious challenges facing Minnesota's waters, gather input and ideas to address those challenges, and propose legislation to be considered during the 2017 session to improve the quality of water in Minnesota. The announcement was made at the Freshwater Society's State of Water Conference in Alexandria. My point of sharing this with you is this - in Minnesota, we have always been very blessed with amount and quality of water we have. We have also been fortunate to be able to utilize that water how and when we need to on our farms. But, this is all changing, and changing fast, no matter what part of the state you live in.

I would like to invite you to join us for this year's State Cattleman's Tour in Canby, MN. This is always a highlight of our summer and we look forward to seeing you there.

Have a safe haying season.



TIM NOLTE
President, Minnesota State Cattlemen's Association

The 2016 Summer Tour is right around the corner and we are incredibly excited to welcome cattlemen and women to our area July 11 and 12! We have been working hard to offer a tour that will have something for everyone. For the first time, the 2016 tour will feature a hay and forage demo. The interest and buzz about the demo continues to grow by the day and should prove to be an impressive showing of forage equipment. The tour will feature both feedlots and cow calf operations. Whether you are involved in allied industry, cow calf, feedlot or another aspect of the beef industry there will be something on the tour for you. Consider this your personal invitation to join us and enjoy the company of your fellow cattlemen and women at the 2016 State Cattlemen's Tour hosted by the Midwest Cattlemen's Association. We hope to see you in July!



DICK PESEK
Chairman, Feeder Council

The most hectic time of the year for our operation is upon us. Spring and summer bring on the haying season, end of calving season, start of crop production, and, best of all, cattle on grass season. There is no better sight at sunrise than to be riding through a group of pairs on grass with the nocturnal wildlife heading back to their home and the day time wildlife appearing.



GRANT BREIKREUTZ
Chairmain, Cow-Calf Council

Spring and Summer brings the grilling season back to just about every household across the state. The beef industry is highly promoted and advertised during the start of grilling season. May is beef month and promotions run just about continuously on our local radio station, thanks in part to the Redwood Area Cattlemen's Association and their commitment to engage the local communities and educate them about what we do day-to-day to produce the beef they are consuming.

The promotion of beef needs to continue year-round so that a valued industry in the state continues at current levels or expands. The promotion of beef, whether it is grassfed, natural, NHTC, organic, conventional, etc., is good for all of us producing beef. We are all supporting the suppliers of the products we need in our day-to-day operations; feed, fuel, tire, machinery, hardware, etc. These suppliers need us as bad as we need them. Basically, what I'm trying to say is there's room for all types of beef producers in our industry, so let's support each other as best we can.

The summer tour will be here soon. The tour is the perfect opportunity to spend a day with other cattle producers discussing ideas and looking at the latest technologies available on the farms or at the trade show. Please try to take time to attend as there is something for everyone on the tour. The quarterly meeting of the MSCA will be the day before the tour and all are welcome.

May all the cows and calves you turn out to pasture come back home safe and healthy this fall. Have a safe and wonderful summer! - Grant

Looking for a great movie to watch this summer? Come watch Farmland which is part of the "Farming & Food: Out Imprint on the Land" series sponsored by the Anoka County Farm Bureau and HAUMC Adult Nurture Team! Most Americans have never stepped foot on a farm or ranch or even talked to the people who grow and raise the food we eat. Farmland takes an intimate look at the lives of farmers and ranchers in their '20s, all of whom are now responsible for running their farming business. The movie will be presented on June 28 at the Grace Lutheran Church in Andover, MN.



SARAH COLOMBE
President, Minnesota CattleWomen

The Minnesota CattleWomen Association is "Dedicated to supporting women in the beef industry and to mobilizing volunteers for consumer education and beef promotion. One event which demonstrates this mission is having cattlemen present at various Farm Camp Minnesota events. Farm Camp Minnesota is organized and sponsored by farmers and agribusiness people who love what they do and want to share that passion with Minnesota youth. The purpose of Farm Camp Minnesota is to provide a fun, interactive learning experience that provides youth a connection to agriculture and their food. Farm Camp Minnesota is a one day camp that is held in three different areas of the state. Each camper participates in breakout sessions where they get a hands on experience learning about corn, soybeans, swine, dairy, beef, poultry, pollinators, and farm equipment. Minnesota CattleWomen have the great opportunity to educate youth during the beef breakout sessions. Dates of camps are July 26 in St. Cloud Area, August 8-9 in Waseca Area, and August 16 in Northfield Area. For more information about this great promotional event, go to <http://www.farmcampminnesota.org/>.

The Minnesota CattleWomen's Association will have their Summer Quarterly Meeting Monday, July 11 in conjunction with the Minnesota State Cattlemen's Association Summer Tour.

See you at the Summer Tour and always remember, Beef. It's What's For Dinner!

MSCA Membership Recruitment and Benefits

The MSCA relies heavily on a grassroots process of local cattlemen's associations and volunteer leaders to recruit and retain members. The MSCA looks to reward recruiters with the following benefits.

Recruiter incentives are as follows: 3 members: complimentary registration to state convention; 5 members: two complimentary registrations to state convention; 10 members: two complimentary registrations to state convention and a \$100 gift card; 20 members: two complimentary registrations to state conventions, \$200 gift card and a plaque; 25 members: two complimentary registrations to state convention, \$200 gift card, plaque and two nights stay at state convention.

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Legislative Notes – MN/DC Focus

By John Chute – MSCA Legislative Chairmen

Minnesota Legislative activities have been watched by MSCA's Legislative Consultant Bruce Kleven, myself and others, with only a limited number that needed testimony on this session. The "target is always on our back" and at this writing the session is not over yet so we need to be ready to jump when we need to support our cattle industry through MSCA policy positions.

DC Focus – Each year MSCA sends a leadership team to DC in conjunction with the NCBA Legislative Conference. This is an opportunity to connect with our elected delegates in DC. This year we again, we had the good fortune of getting appointments with all 8 Congressional offices and both Senators. When that is combined with NCBA activities, speakers, informational meetings, agency visits and more it makes for a very busy three days.

Some topics/issues we shared included:

- TPP – Trans Pacific Partnership – promoting the very positive impact this agreement will have on agriculture in Minnesota – beef especially, and many other businesses as well.
- WOTUS – (Waters of the U.S.) This is still an ongoing issue that needs some resolution.
- The gray wolf in Minnesota, Wisconsin, Michigan and Wyoming has legislation in the process to delist. The House is supportive, we somehow need to get our Senators on board. A related issue is the Endangered Species Act itself. Some would like to change it or get rid of it and start over, when in reality the rule can work well when used as designed. The real problem is when some interpret the act for their personal agenda.
- Antibiotic issues were also discussed, stewardship promotion is happening proactively in Minnesota, we need to continue information sharing both ways on national and international levels.

This year's delegation was made up of MSCA President, Legislative Chair, and Executive Director. We had the good fortune to have ANCW President-Elect Penny Zimmerman, already in DC, join us for some appointments, Rita Nolte and Karlie Breikreutz, a youth member, all brought great diversity and specialties to the group to better speak from experience. This conference is open to any NCBA member. Some time it would be nice (personally) to take an extra couple of days to be a tourist/tour guide in such a historic place!

Much of what MSCA does in DC is build relationships with the elected – we share our concerns/issues, interact and learn from them as well (Congressman Peterson is a great teacher). These visits continue as resources long after the conference, when they want to know "from the cattlemen" they call us! When there are issues and we call their office, they remember who we are and utilize the information in their decisions.

Minnesota Beef Alliance Members

Thanks to the following businesses that have already joined the Minnesota Beef Alliance in 2015! If you are interested in learning more about the alliance, contact the MSCA office at 612-618-6619 or visit www.mnsca.org.

Prime

American Foods
Carlson Wholesale
Wulf Cattle
Minnesota Beef Council
Blue Hilltop, Inc.

Select

Artex Manufacturing
Leed Stone
Purina Animal Nutrition
Arm & Hammer Animal Nutrition

Choice

Zoetis
Central Livestock
Summit Livestock Facilities
Wieser Concrete

Upcoming Events/ Important Dates

June 14th: 50th Annual Cottonwood Cattlemen's Beef Royale, Lamberton Stockyards, Lamberton, MN (All are invited to participate!)

June 14th & 15th: BQA Low Stress Cattle Handling Seminars
July 11: MSCA Quarterly Board of Directors Meeting – Minnesota West Technology School, Canby, MN 10:00 am

July 11: MSCA PAC Golf Event – Canby Community Golf Course

July 12: MSCA Summer Tour - Canby, MN

August 2 - 4 : FarmFest – Redwood Falls, MN

September 10: MSCA Quarterly Board of Directors Meeting - Sebeka, MN – 10:00 am

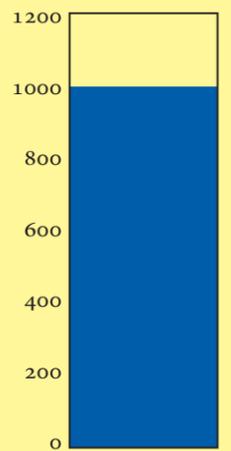
Dec. 1 - 3: MSCA Annual Convention & Trade Show, Double Tree – Bloomington, MN

Don't Forget to Renew Your Membership!

The MSCA saw many successes in terms of our priority issues ranging from wolf management, expanded grazing access on conservation lands, reasonable animal identification requirements, opening up CRP and other conservation lands for emergency haying and grazing and improving the environmental permitting process. As we continue into 2016, the MSCA will be focused on many of the same issues, but we will also be closely monitoring many other issues affecting Minnesota cattlemen.

Be sure to send in your membership renewal as soon as you can so we can continue having cattlemen working for cattlemen! (See membership form on back page)

MSCA Membership Goal



PAC GOLF TOURNAMENT

JULY 11, 2016

Canby Community Golf Course

\$60

1933 240th Ave. Canby, MN 56220

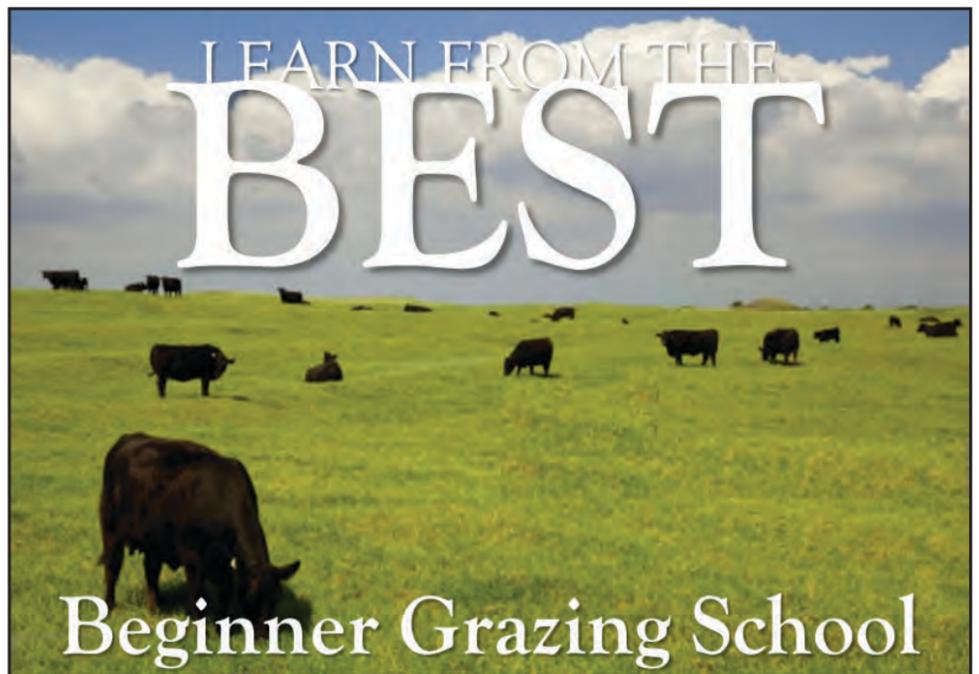
Tee time at 3:00 p.m.

9 hole scramble, 4 man team

Includes golfing, 2 drink tickets and dinner!

Please RSVP by July 5.

Call Ashley at 612-618-6619 or email mnsca@mnsca.org.



Beginner Grazing School

August 26-27, 2016

U of M, NCROC, Grand Rapids, MN

Cost = \$100/per person

\$50 for each additional person from the same operation

Current GLCA members get a \$10 discount

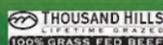
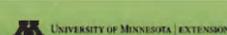
To register online or for more information visit www.mnglca.org

Or contact:

Debbie Thooft @ 507.865.4436

Featuring:

- Grazing basics
- Plant Identification
- Rotational grazing
- Grazing exercises in the field
- Work with faculty on a grazing plan for your farm
- Network with other graziers



MINNESOTA BEEF COUNCIL



Beef Promotion, Education & Research
www.mnbeef.org • www.meatmnbeef.com



The St. Paul Grill – Beef Backer Award (Foodservice)

The St. Paul Grill of St. Paul, MN was selected as the 2016 Minnesota Beef Backer Award winner. Restaurants play a pivotal role in bringing beef to the American public and beef producers truly value this strong partnership. The prestigious Foodservice Beef Backer award recognizes those in foodservice who display outstanding creativity of beef on their menu, use of new cuts of beef, quality of beef products and menu share of beef, as well as, marketing communications and wait staff training programs.



The St. Paul Grill located in downtown St. Paul, MN has been in business for 25 years and is recognized annually as the best restaurant in both Minneapolis and St. Paul. This downtown icon features a diverse dining menu featuring prime steaks during lunch and dinner. Additionally, The St. Paul Grill features beef in several Sunday Brunch dishes. From the incredible food and the impeccable service to the gorgeous view of Rice Park, The St. Paul Grill is a restaurant with a reputation that spans generations. It's the kind of place that has a very loyal following and makes new regulars all the time.

raised and the health benefits of beef. All attendees enjoyed petting the baby calf and taking a selfie for a chance to win a prize! Check out our Facebook page to see some of the great pictures! This event was a great way to reach millennials and answer questions they have regarding cattle.

Team BEEF Kickoff Event

Team BEEF Minnesota is a community of runners and health enthusiasts who recognize the nutritional benefits of lean beef and the vital role this high-quality protein plays in their training. Athletes of all experience levels are encouraged to participate. The Minnesota Beef Council launched the program in 2015 with a class of 20 runners and health enthusiasts of all experience levels and have doubled this program in 2016 to a full roster of 40 members in total. The 2016 team of members kicked off their racing season on May 12 and will have the opportunity to participate in the Twin Cities marathon.



Dietitian Farm Tour

The Minnesota Beef Council recently teamed up with Monsanto and Midwest Dairy to host a beef and dairy farm tour for 20 Dietitians prior to the annual Minnesota Academy of Nutrition and Dietetics Meeting. During the tour, attendees experienced the people behind the beef product as they interact and learned from Don and Jennifer Schiefelbein with Schiefelbein Family Farms. Attendees also had the opportunity to observe how this family works together to implement modern farming practices to raise safe, wholesome and nutritious beef from pasture to market.



Urban Ag Day

The Dassel-Cokato FFA Chapter along with the Morris FFA Chapter hosted Urban Ag Day at the Minnesota State Fairgrounds on May 11 where 1,300 third graders from St. Paul area schools came out to learn where their food comes from and how it is raised. The Minnesota Beef Council shared how beef is an excellent source of 10 essential nutrients. We specifically focused on Zinc, Iron and Protein which spells the acronym ZIP. We began by asking them what were their favorite beef dish was and you can imagine all the different answers we received, hamburgers, tacos, spaghetti and meatballs, etc. We then had them play Simon Says. Simon had them do jumping jacks, clapping their hands, showing us their muscles and other activities to learn how beef gives you the energy to tackle the day.



The kids learned how Zinc from beef helps them maintain a healthy immune system; how Iron helps your body use oxygen; and that beef is an excellent source of Protein and builds muscle. The kids and the teachers also learned that beef has Vitamin B-12 which helps your brain function better for a great day at school. Simon says, remember beef has ZIP!

University of Minnesota - Ag Awareness Day

The University of Minnesota hosted Ag Awareness Day on April 19, to help share the agriculture message with students and community members in Minneapolis. This on campus event included animals and interactive booths representing commodity groups and agriculture organizations. The Minnesota Beef Council answered student's questions about how cattle are



Twin Cities Live – TV Segments

MBC works with the Television Program Twin Cities Live to provide a monthly 4-6 minute segment on beef. The latest segment aired on May 6, and featured an unofficial Burger Battle between two of the restaurants, The St. Paul Grill and The Strip Club Meat and Fish who are participating in the third annual Twin Cities



Burger Battle held on May 21. This year's battle brought 25 of the best local burger joints and restaurants to serve up burgers for 2500 attendees. All past segments of Twin Cities Live can be found on our website.

Grillfest

Grilling season is here! GrillFest is an event that allows attendees to taste their way through their favorite grilled foods and test out the hottest grills, gather recipes, and learn how to barbeque like a pro. All attendees were given the MN Beef Brochure in their event bags. This brochure focuses on Minnesota beef facts, beef recipes and the healthy nutrients beef offers.

The Minnesota Beef Council partnered with Dr. Ryan Cox and the University of Minnesota Meat Science Team to grill Skirt Steak seasoned with a Cowboy Spice Rub. Consumers enjoyed the steak and were excited to have a small sample packet of the rub that they could take and try at home.

Beef Roulette was played by attendees for a chance to win a grilling spatula. Consumers asked several good questions about preparing and grilling beef. Information about beef cuts, and grilling guidelines were provided to all attendees. Beef cutting boards were a hit with attendees that stopped by the booth!



MBC Board Meeting

The next Minnesota Beef Council Board of Directors Meeting is scheduled for Monday, July 11 in Canby, MN.

Identifying "High-Quality"

The beef checkoff recently commissioned quantitative and qualitative research from a third-party firm specializing in millennial research. This comprehensive, multi-phase study sheds light on how the 20- to 30-something demographic defines 'quality' and what they are looking for in beef when dining out. The goal is to equip foodservice partners with ways to make their offerings stand out from the competition and drive increased beef consumption. Results? Sensory attributes such as taste and tenderness were among the largest indicators of quality for beef in foodservice; filet mignon and sirloin topped the list for highest-quality cuts; and seared, wood-fired and grilled to medium rare or rare were among the top cooking methods and temperatures that indicate quality. Phase II included a qualitative study on dining customs of individuals and cultures, which found that millennials crave fresh, juicy, tender cuts of prime beef that fall apart or melt. Unique, well-prepared, chef-selected and homemade were identified as words that define quality beef in foodservice.

- This research was funded through NCBA AR #1604-R, Tactic 1G, foundational consumer-demand insights. It used the checkoff's Millennial Listening Panel and addresses Long Range Plan strategies to grow consumer trust in beef and beef production by certifying and verifying production practices and protecting beef's image, and to maintain and strengthen beef's value proposition by revolutionizing beef marketing and merchandising. It addresses demand drivers across Nutrition, Convenience, Taste, and Image.

Conservation . . . continued from page 1

and were further selected as Southwest Area 5 Conservation Cooperator. This area includes the 11 counties of SW MN. When we attended the Minnesota Association of Soil and Water conservation Districts meeting to receive this award and saw all of the other county and area finalist, the first thing that caught my attention was that it appeared like the majority of county winners and 5 of the 8 Area finalists included some form of Cattle in their operations. The event highlighted what many of us already knew about Minnesota cattle producers – they are leading in efforts to protect our valuable natural resources.



Aerial applied a cover crop mix to standing corn.

Farmers investing in their future.

Thanks to the support of farmers like you, we're able to fund important research, sponsor educational seminars, and identify opportunities that impact your bottom line. Together, we're working hard to ensure your farm continues to be successful now, and for future generations. Learn more at mncorn.org.

Summer Tour Stop Highlights:

Circle S Cattle Company is operated by Mark and Kami Schoenfeld, with our sons Colton (4) and Braxton (1) in partnership with Harvey and Gladys Hastad (Kami's parents). The cow herd is located at Kami's parents place, Harvey and Gladys Hastad, on the 4th generation MN Century Farm and cattle operation. Mark works at the Madison location of Cargill as a grain origination specialist and Kami just switched jobs to be a Farm Business Management Instructor in the Lac qui Parle Area after 15 years with the U of M Extension working with 4-H.



The cattle business started in the mid 2000's with a few purebred Shorthorns and a group of SimAngus commercial cows. The commercial herd was used as embryo recipients for a cooperater herd for another purebred operation. We used Simmental clean up bulls and after success with Simmental cows; we decided to expand into the Simmental business. We currently maintain a herd of registered Shorthorn and Simmental and use ET and AI to advance genetics. Our cattle program focuses on functional cattle that can be successful in the pasture as well as in the show ring. We emphasize disposition, structure, balanced EPD's that excel, and eye appeal. Cattle are sold privately or through local and regional consignment sales.



There is 120 acres of pasture connected to the Hastad home place. When Mark and Kami joined the operation, we felt access to grass was going to be the limiting factor, however, labor for fencing has been! After attending a grazing seminar, we started working with US Fish and Wildlife to graze 200 acres adjacent to the Hastad pastures. We then were approached by landowners about renting two additional pastures of 70 and 75 acres that were in need of fences. The first private pasture was put into EQUIP in 2012 and a new well was dug and a solar power well pump. This pasture is being transitioned into CSP this year and will be featured as the tour stop. The second private pasture is in the 2nd year of EQUIP. Currently, we custom graze 60 falls cows to cover that ground. We now say our expansion is limited by labor, winter facilities, and capital.

Rockin H Ranch Feedlot and Simmentals. Owned and operated by Chuck and Lori Hoffman, Matt and Holly Hoffman and Chris and Brittany Hoffman. Chuck grew up on the feedlot farm and his parents, Leonard and Pauline still live there. It was established in 1913 by his grandfather Math Hoffman. This farm is a 4th generation cattle operation. Our son Matt is manager of a registered Simmental cow herd along with his wife Holly and there three sons, Taten - 5, Maxten - 3 and Eli - 4 months. Chris works off the farm at Canby Farmers Grain in the grain handling department. Chris and Brittany and their son Leo-1 help with the operation.



The 74' x 392' hoop building was built in 2009. It holds 500 head of cattle, consisting of custom fed and producer owned cattle. There is a 56' x 74' working facility with a double entry alley and Silencer hydraulic squeeze chute. After touring several cattle feeding buildings, we decided to choose a hoop building through Whetstone Ag out of Wilmont, SD. We like the narrow barn to visualize cattle, single side feeding and the good air movement and the cooler temperatures in the summer. Cattle perform well 365 days of the year due to climate being controlled.

Our registered Simmental operation consists of 220 cows and 40 heifers, which is managed by our son Matt. Cows are calved January-March at Chuck and Lorie's ranch one mile west of the feedlot. This winter the family added an on siph camera system. Rockin H Simmentals holds an annual production sale every March selling yearling bulls, bred heifers and open heifers.

In addition to raising beef cattle, the Hoffman's also run 1800 acres of corn, soybeans, alfalfa and pasture. Part of the pasture operation is in rotational grazing which really works well for us.

Crazy Fate Ranch: Chad and Faith Olsen along with their son, Ryder (14), and niece, Katelyn (19), operate Crazy Fate Ranch. Chad's grandparents established the farm in 1933; Chad and Faith bought the farm in 2005, and have added several buildings since the purchase. In 2003 Chad and Faith started with 10 registered Simmental cows and have progressed to a herd of 190 head of seedstock. Each March, they hold an annual sale with Rockin' H Ranch, and sell approximately 30 bred heifers and 10-15 bulls; these animals are selected on performance, appearance, and docility. Most of the handling of the cattle is done by Faith, Katelyn, and Ryder, while Chad is busy with the grain farming part of the operation. Faith says, "If you can't tag the calf while Mama is standing there, they go to town".



In 2013, the Olsen's built a Monoslope barn to feed 300 head of cattle. They feed mostly Holsters steers and have found they do quite well in this type of barn so well that, they are adding onto the barn this year and should be completed by the tour. The existing barn will be expanded and house an additional 500 head. The Olsen's will fill the barn with some of their own animals and will custom feed also.

Chad and Faith farm close to 3,000 acres with neighbors and long-time family friends, Randy and Connie Janiszkeski. Wheat, Corn, Soybeans, and Alfalfa are crops

raised for feed.

Pesek Cattle Farm. Located near Taunton, Minnesota, is a fourth generation family farm that is comprised of a club calf and commercial cow/calf program, along with a feedlot and crop operation. Rooted in faith and family, Pesek Cattle Farm is owned and operated by Richard and Judy Pesek along with their children Mark and Allyson Pesek and Steven and Jill Resler. The pride Pesek's take in breeding and raising high quality cattle is only overshadowed by the pride they have for their grandkids, Mya and Mak Pesek and Ava and Addison Resler, the hopeful fifth generation of farmers to live and work off the land.



Hard work and attention to detail serve as the foundation for Pesek Cattle Farm. This hard work has allowed Pesek's to develop a high quality cow/calf program that utilizes genetic selection, embryo transfer and artificial insemination to raise cattle that are competitive, functional and progressive in the show ring and beyond. The commercial cow/calf and feedlot operation is where it all started for Pesek Cattle Farm. The Pesek's have developed a high quality commercial cattle operation that utilizes Maine Anjou, Angus, Charolais, Simmental and Hereford bulls from some of the Midwest's top seedstock producers. It is the Pesek's goal to raise high quality breeding stock and feedlot cattle that are efficient and produce high quality beef. When Mark returned to the farm, his expertise and passion for genetics allowed the Pesek's to diversify the cattle operation by raising and marketing club calves. Pesek's have had the opportunity to raise and market outstanding cattle across the nation, while keeping customer satisfaction and the development of young people a top priority.

In 2015 the Pesek's built a new calving barn that features a warming room, individual calving pens and a calving room featuring a Sunderman Calving Pen. The barn has been a welcomed addition to the calving season. Pesek's also utilize a series of surveillance cameras that allow visual access to all indoor and outdoor calving areas 24 hours a day from any location through mobile technology. The club calf sired calves are calved on the yard during February, March and early April while the commercial cow/calf pairs are calved out on a half section of crop residue and cover crops in March and April. When spring pasture conditions allow, the cow/calf pairs are moved to grass and stay there until early fall when they are moved closer to the home farm to graze crop residue and cover crops until the cold Minnesota winter sets in.

Wiesen Limousin is currently operated by Jordan, Jim and Paulette Wiesen; third and second generation beef producers. The farm was purchased in 1955 by Cletus and Dorothy Wiesen. In addition to crops, they also raised dairy cattle, hogs and poultry. Beef cattle were added in the mid 1960's with the purchase of 10 Hereford heifers. The herd grew and evolved from Hereford to Angus until 1992 when the first Limousin bull was introduced. In 2002 we implemented an aggressive herd improvement plan.



Today our herd consists of commercial and purebred Limousin cattle. In 2009 we replaced an old barn with a new calving barn. Each year since then we made changes and additions to the outside pens by adding concrete floors, steel fencing and feeding floors. In the fall of 2015 we completed the project. This facility is used for calving, breeding cows using Artificial Insemination and vaccinating and sorting cows, calves and replacement heifers.

Our cow/calf operation is always changing as we incorporate the latest genetics, new marketing methods, updated facilities and computerized information systems to manage and track our herd.

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P.O. BOX 75 - CANBY, MN 56220

TOUR PARTICIPANT REGISTRATION

BEFORE JUNE 15, 2016: \$25
AFTER JUNE 15, 2016: \$35
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Ag Water Quality Certification provides numerous benefits to producers

By: Matthew Wohlman, Minnesota Department of Agriculture Assistant Commissioner

Many of our decisions in life weigh benefits over risks. We examine those possible outcomes when deciding on major and small purchases. These assessments are also carefully studied each year when producers look at animal and crop decisions on the farm. However, there's one thing we can all agree upon: we can do things right now to benefit water quality in Minnesota.

Since July 2015, staff at the Minnesota Department of Agriculture have been working hard to roll out the Minnesota Agricultural Water Quality Certification Program (MAWQCP) to every corner of the state. At its core, the program is based on a simple premise: if we mitigate risks to water quality field by field and farm by farm, we can better our ground and surface water across Minnesota.

MAWQCP delivers these water quality improvements by offering two major benefits to landowners. Certified farmers are deemed to be in compliance with new water quality rules for 10 years through regulatory certainty. Also, those seeking certification can obtain specially designed technical and financial assistance to implement practices that promote water quality. Certification gives farmers and the public greater certainty about regulatory standards, ultimately protecting Minnesota's water resources.

Progress is being made on protecting our valuable state waters. As of May 15, 145 farms with 81,345 acres have been certified. But the more impressive number may be the 295 new conservation practices that have been installed on the landscape. This translates into measurable results. So far, these 145 farms have achieved the following results:

- 6,598,000 pounds of sediment are prevented from entering rivers and streams annually;
- 8,982,000 pounds of soil are saved on fields annually;
- 4,491 pounds of phosphorous is saved from loss annually; and,
- There is up to a 49% reduction in loss of nitrogen.

Imagine what we could accomplish together with a larger share of the farms in Minnesota participating.

These numbers also represent a substantial benefit to a farmer's bottom line. When soil can be saved on the land and inputs can be more efficiently utilized, fewer dollars are going out the door and more is left on the bottom line.

The advantages of the MAWQCP can also be counted off the farm as producers go to market. Certified farmers and landowners may use their status to promote their businesses as protective of water quality and can choose to display field signs that show their role in protecting Minnesota waters. Some have already begun to use the program as a marketing tool.

Food and agriculture businesses are also seeing opportunities through MAWQCP. GNP (formerly Gold'n Plump), the largest integrated poultry producer in the Upper Midwest, is utilizing the Field Stewards program to tackle sustainability challenges in their supply chain and provide customers an opportunity to support clean water. Once a farmer becomes Ag Water Quality certified, they can participate in Field Stewards and receive an annual payment in exchange for continuing to maintain water quality friendly practices. Food brands like GNP purchase certificates, based on certified acres enrolled in Field Stewards, to offset their corn and soybean inputs. We're confident more companies will turn to the Minnesota Ag Water Quality Certification Program to ensure environmental protection is happening throughout their food systems.

But most important to beef producers is a recent announcement from the Minnesota Pollution Control Agency (MPCA). Minnesota livestock farms can jump to the head of line for MPCA feedlot permits if they also apply for agricultural water quality certification. The MPCA is revising its feedlot permit application to recognize water quality certification and the MAWQCP, and move these applications to the front. The state agency will expedite the approval of the online nutrient management tool developed for the certification program.

As you can see, there's a long list of benefits that the Minnesota Agricultural Water Quality Certification Program can provide to your operation, our natural resources, and for future generations who may farm the land after you. We encourage you to seek out more information on the MAWQCP. Visit www.mylandmylegacy.com to learn how to get involved, or you can contact your local Soil and Water Conservation District office for details.

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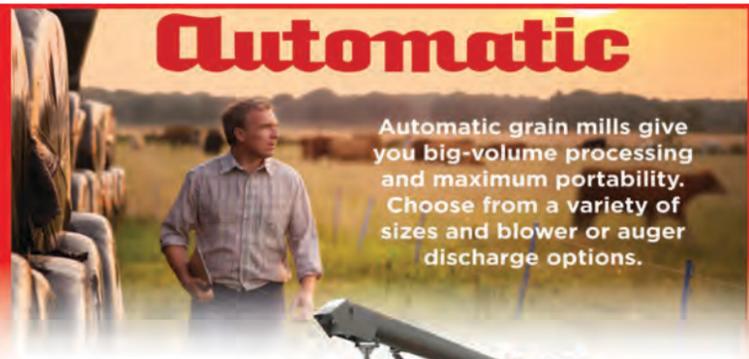
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Wulf Cattle:

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Inc. was formed and purchased all of the assets of R&B Distributing. Over the years Carlson Wholesale has added various product lines, in addition to Ritchie, to offer the dealer network. With the addition of other product lines came the need for further family involvement. In 1996 Chad Carlson was brought on board to take care of further sales efforts including dealer support, trade shows and customer education.

"We work through an extensive dealer network to provide the best equipment and service to the beef industry at a competitive price." Tim Carlson. Carlson Wholesale has been involved with the Minnesota State Cattlemen's Association for 26 years, but have been involved with the cattle industry for 45 years.

When asked how they feel their company helps benefit cattlemen, they stated, "By offering the highest Quality products and service at a reasonable price."

Their continued goal for cattle producers is to help them stay profitable by keeping input prices as low as possible while still maintaining quality. The folks at Carlson Wholesale would like to thank Minnesota beef producers for their support of Carlson Wholesale and Ritchie livestock fountains.

The Minnesota State Cattlemen's Association would like to thank Carlson Wholesale for their continued support of our organization. To learn more about Carlson Wholesale, visit their website, www.carlsonwholesale.net or call 1-800-669-4038.



Wulf cattle markets 50,000 + value added fed cattle annually. Most of those calves are purchased from our bull customers. Wulf Cattle's herd consists of 1400 registered and 1500 commercial cows. AI and embryo transfer programs are extensively used for each calf crop to produce quality beef and target specific markets. Each year we sell about 650 bulls and 100 replacement heifers. Carcass data is collected on 400 pedigreed feeder calves each year. The collected carcass data on our fed cattle is returned to the ranch of origin each year for evaluation and bull selection.

Wulf helps their customers stay profitable by keeping them positioned for the future in a constantly changing industry. They do this by: 1.) Design better and more efficient breeding programs. 2.) Help them add value to their calves by getting them qualified for value added markets. 3.) Share health, feedlot and carcass data back on their calves.

The Minnesota State Cattlemen's Association would like to thank Wulf Cattle for their continued support of our organization. To contact Wulf Cattle, their website is www.wulfcattle.com. Keep up with the daily happenings on their operation by following their Facebook page, Wulf Cattle.



Carlson Wholesale

Carlson Wholesale started in January 1970 by Vernon Carlson. At the time the company was known as R&B Distributing with facilities in Rochester, Minnesota. R&B Distributing was formed to fill a need for the distribution, to dealers, of the Ritchie line of automatic livestock fountains serving the Southeastern corner of Minnesota. In January of 1979 R&B Distributing expanded its territory by adding the East Central and Northeastern areas of Minnesota to its coverage area. At that time an office/warehouse was opened in St. Cloud, Minnesota in addition to the Rochester location. With the opening of the St. Cloud location Tim Carlson was brought on board to handle that branch and in July of 1979 Carlson Wholesale,

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NCBA Continues to Work with CME to Address Market Concerns

The NCBA and the CME Group continue to work together through our joint working group with NCBA's Cattle Marketing and International Trade Committee to address cattle producer's concerns with the volatility in the cattle futures. This conversation began with a letter from NCBA to the CME Group outlining a number of changes to cattle producers felt would help quell some of the recent volatility in the futures markets arising from increased high-frequency trading. One of the requests from NCBA was that CME include livestock contracts in the Messaging Efficiency Program (MEP), which is designed to ensure efficient messaging – that someone doesn't continually enter orders, modifications and cancellations without trading.

At the Cattle Industry Annual Convention in San Diego, Calif, CME Group Executive Chairman Terry Duffy addressed the Cattle Marketing Committee on the steps the exchange would take in response to our concerns. Less than a week after that meeting, CME Group included the livestock contracts in their MEP. The inclusion of messaging limits in the livestock contracts limited the number of changes traders could make to their orders per fill. Each product has a benchmark message-to-fill ratio. In the case of the Live Cattle Futures the ratio under the MEP was set at 20 messages to every fill - 20:1.

"As a hedger you put an order in the market and expect it will get filled," explained Tim Andriesen, CME Group Managing Director of Agricultural Products. "You might have to move it or modify it if market conditions change, but not that frequently. On the other hand, market makers who provide liquidity to hedgers may be more regularly changing orders to frame the current market price and to manage the positions they are carrying. That means their message-to-fill ratio might be higher. The MEP allows both participants to message as they need to, within the ratio, so that market liquidity does not suffer."

Since the implementation of that program in February, CME Group reports that the number of messages to fills has decreased 15 percent. For cattle producers that alone has added some measure of stability to the futures market.

"We are committed to working with NCBA on a number of initiatives to address customer concerns about market volatility, and inclusion of Live and Feeder Cattle in the messaging policy is a good start," said Andriesen.

The CME Group and NCBA's joint cattle industry working group continues to meet to discuss initiatives to address market volatility issues. We believe that working together with the CME Group is the most direct way to raise legitimate concerns with volatility in the futures market and NCBA remains committed to ensuring the futures market works as a risk management tool for the entire cattle industry.

MSCA Joins 5 State Coalition Opposing CME Proposed Changes

MSCA, along with South Dakota, Iowa, North Dakota and Nebraska recently submitted a follow up letter to the CME regarding their recent proposal to discount deliveries to the CME live cattle delivery point in Worthing, SD. The letter emphasized that the 5 states collectively oppose the proposal as it will be detrimental to the Live Cattle contract as a risk management tool and place producers in the area surrounding the Worthing delivery point at a competitive disadvantage to their counterparts in other areas who have the opportunity to deliver cattle against the contract at par value. The letter continued to explain that the large (and growing) percentage of the industry's cash fed cattle trade takes place in the area served by the Worthing delivery point. This fact further emphasizes the importance of the Worthing delivery point and its use by producers in the area.

MSCA Comments on USDA-APHIS proposed updates to the bovine tuberculosis (TB) and brucellosis general provisions and program standards.

MSCA submitted comments to reflect concerns on a few portions of the USDA-APHIS proposed updates to the TB and brucellosis program standards. Specific items addressed included:

1. MSCA opposes the transition from an eradication program to a control program for both TB and brucellosis.
2. MSCA expressed concerns that federal and state budgets may currently lack the ability to adequately fund much of the program structure in the proposed rule.
3. MSCA strongly discouraged USDA-APHIS from adopting a final rule that does not differentiate between program diseases. Separating these two programs becomes more important as disease prevalence increases and reactionary measures are needed.
4. MSCA strongly discouraged USDA-APHIS from adopting a final rule that does not differentiate between program species. Just as the differences between TB and brucellosis make it extremely difficult to effectively mitigate health risks using a synonymous approach, differences between species and industries must be taken into consideration when developing regulatory framework.

For more details or to read the comments submitted in their entirety, email your request to mnsca@mnsca.org



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¹ Campos-Granados C, Rojas-Bourrillon A, Elrod CC. Effects of CELMANAX supplementation to prepartum dairy cows on colostrum quality and the subsequent growth and health of their calves. ADSA 2014; Abstract 858/T005.

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2016 MSCA Summer Tour & Trade Show

• **Event dates: July 11, 2016 – July 12, 2016** •

About the Event:

The 2016 Minnesota State Cattlemen's summer tour and trade show is scheduled for July 11th & 12th and hosted by the Midwest Cattlemen Association. **The trade show and tour headquarters will be based on the campus of the Minnesota West Technical School in Canby, Minnesota.** *Note: July 11th is our quarterly meeting and PAC golf outing and July 12th is the day of the tour.

The first leg of the tour will include the Wiesen Limousin Farm - operated by Jordan, Jim, & Paulette Wiesen; Crazy Fate Ranch - operated by Faith & Chad Olsen, Rockin' H. Simmental - operated by Matt and Holly Hoffman, and Rockin' H. Ranch - operated by Chuck & Lorie Hoffman. The second leg of the tour will include Circle S. Cattle Company - operated by Kami and Mark Schoenfeld and Gladys & Harvey Hastad, and Pesek Cattle Farm - operated by Dick, Judy, Mark, & Ally Pesek, and Jill & Steve Resler. New to the tour this year will be a forage demonstration stop, hosted by the Pesek Cattle Farm.

Highlights of the tour will include a monoslope feeding system, hoop barn feeding system, public grazing programs, as well as feature high quality breeding stock at multiple stops throughout both legs of the tour. A variety of equipment manufacturers will be on hand to view and demonstrate new and upcoming technologies in forage equipment and forage preservation techniques and practices.

Lodging & Camping Options

• **Canby Inn & Suites** • 127 1st Street West • Canby, MN 56220 • www.canbyinnandsuites.com • 507-223-6868 •

*Note: All 28 rooms have been reserved under the 2016 Midwest Cattlemen's Tour & Trade Show event.

• **Stone Hill Regional Park Campground** • Canby, MN 56220 • 507-223-7586 (or) 507-829-0394 •

• **Buffalo Ridge Resort & Talking Waters Campground** • 1312 Coteau Street • Gary, SD 57237 • www.buffaloridgeresort.com • 605-272-7777

*Note: Other lodging is available in Marshall, MN.

Questions? E-mail us at mncattletour16@gmail.com (or) call Krist Wollum at 507-296-4471 or 507-530-3854 (or) call Dick Pesek at 507-829-3774.

As a Tour Participant, please fill out this form and send back to us with your payment.

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* Checks can be made out to: Midwest Cattlemen's Assn. • Send completed form & payment to: Midwest Cattlemen's Association • P.O. Box 75 • Canby, MN 56220 • For Credit Card payments, please provide the name as written on the card, credit card number, 3-digit security number, and expiration date. Billing will go through the Minnesota State Cattlemen's Association. *

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Entry Fee:

- \$35 Individual
- \$100 for Pen-of-Three

Must select one to compete in the individual division - additional individual entry \$35 per head. Pen-of-three must be entered under one name.

• **\$100 drawing for Pre-Entries paid and post marked by June 1** •
Mail entries to CCP, 41385 US Highway 71, Windom, MN 56101

Join us for a STEAK SUPPER OPEN TO THE PUBLIC that evening after we showcase the winners of the live contest. Tickets for non-members are \$10.

For more information, check out our Facebook Page, Cottonwood Cattle Producers or contact Ed Yonker, 507-830-0120, Troy Paplow, 605-212-5699, or David A. Hansen at the Lamberton Stockyards 507-382-8823

Sign Up a New Member Today - Help MSCA Grow!

Minnesota State Cattlemen's Association/National Cattlemen's Beef Association

MSCA/NCBA Partnered Membership Application Form

Name _____ Phone _____ Email _____

MN State Cattlemen's Association Dues \$50
Junior Dues \$25

Local Cattleman Association Dues (Optional)

Local = _____ (Local Dues →) _____

NCBA Membership Dues (Optional)

(Select the appropriate classification and add to MN State Cattlemen dues)

- | | |
|----------------------|--|
| 1-100 - \$150 | Stocker/feeder - \$150 + \$0.38/head |
| 101-250 - \$300 | |
| 251-500 - \$450 | |
| 501-750 - \$650 | Associate Dues |
| 751-1000 - \$900 | Individual - \$150 (NCBA Dues →) _____ |
| 1001-1250 - \$1150 | Business - \$200 |
| 1251 - 1500 - \$1400 | Student (24 or younger) - \$50 |
| 1501 - 1750 - \$1600 | |
| 1751 - 2000 - \$1900 | |

Total Dues Enclosed This Membership _____

Address _____

City _____ State _____ Zip _____

Type Ops: Feeder Cow-Calf Seedstock Stocker Dairy Associate

Method of Payment: Check Credit Card Invoice Me

Credit Card Type: Master Card Visa Discover

Card # _____

Expiration Date ____/____/____ Signature _____

Make Checks Payable to: "MSCA" (No Cash Please)

Return Form & Payment To: MSCA Treasurer

23722 230th Street • Hutchinson, MN 55350

Recruited By: _____

Questions Call: ☎ (612) 618-6619 or email: ✉ mnsca@mnsca.org