



The Minnesota Cattleman

The Official Newspaper of the Minnesota State Cattlemen's Association



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Volume 14 | Edition 2 | April 2014

Redwood Area Cattlemen to Host 2014 Summer Tour

The Redwood Area Cattlemen will welcome participants to the annual Minnesota State Cattlemen's Association Summer Beef Tour and Trade Show, Tuesday, July 8, 2014 in Redwood Falls, MN.

Over 1000 participants and vendors from around the state, as well as visitors from out-of-state and national vendors will attend the highly anticipated annual summer tour. "The MSCA summer tour is a unique showcase of the beef industry here in Minnesota," said Dar Giess, president of the Minnesota State Cattlemen's Association. "No other state really offers a yearly tour that provides the latest real world technologies and opportunity to visit progressive operations in one day."

The tour will be headquartered at the Redwood Area Community Center and will feature an intriguing tour spotlighting new innovations in marketing, management and technologies. The Redwood Area Cattlemen's association currently has 210 producers from Redwood, Brown and Renville Counties. "The tour will showcase Redwood Area producers and the diversity of production," said Brandon Kerkhoff, chairman of the Redwood Area Cattlemen's

Association.

Beef industry trade show and participation opportunities are available. Registrants will have access to over 200 agriculture-related businesses featuring new products and services available to cattlemen through the trade show.

Registration will begin at 6:15 a.m. through 8:30 a.m., with the first tour bus leaving at 7:00 a.m. and every fifteen minutes after that. A continental breakfast will be available before the tour. Tour stops include Grant Breitreutz, Redwood Falls; David and Clint Engen, Revere; George and Mike Landuyt, Walnut Grove; Curt and Chad Thram, Sanborn, Butch and Brandon Kerkhoff, Redwood Falls and a stop at Redwood Metal Works and Artex.

The tour registration fee is \$25 before June 15 and \$35 after June 15. The student price is \$20. An additional lunch ticket is \$10 and an additional dinner ticket is \$15. Send payment to Jeri Hanson, 37590 110th St, Comfrey, MN 56019.

A MSCA Board of Directors Meeting, MSCA Golf Scramble and a picnic will be held on Monday, July 7, 2014 in Redwood Falls.



For more information contact these Redwood Area Cattlemen: Brandon Kerkhoff: 507-829-3410; Grant Breitreutz: 507-430-0607; Clint Engen: 507-531-0279. Or e-mail: redwoodarea.cattlemen@outlook.com. You can also view more information about the tour by visiting the Redwood Area Cattlemen's Association Facebook page <https://www.facebook.com/RedwoodAreaCattlemen>

Nashville Convention Breaks Record

The 2014 Cattle Industry Convention and NCBA Trade Show held Feb. 3-7 broke the all-time attendance record. This year's convention attracted 8,218 participants who gathered to conduct business at the annual event.

The NCBA Trade Show was also the largest ever, attracting more than 300 exhibitors who filled nearly six acres of exhibit space.

This year's Cattle Industry Convention and Trade Show provided participants with an opportunity to network with fellow producers and plan the future course of the industry. In its second full year, the new committee structure, which was introduced to better align with the Industry Long-Range Plan, helped streamline the work flow and allow the industry to better respond to changes in the consumer landscape and address issues as they arise.

The NCBA also elected a new officer slate to direct the organization during the year ahead. The 2014 NCBA officers are: Bob McCan, president; Philip Ellis, president-elect; Tracy Brunner, vice president and Scott George, past president.

Minnesota Beef Referendum Vote Failed

On March 31, the Minnesota Department of Agriculture (MDA) notified the Minnesota Beef Council that the Minnesota Beef Referendum vote to collect an additional \$1.00/head has failed. The vote tally was: 963 (no) to 562 (yes) with 41 (invalid) ballots. Thank you to all those involved in the effort!

Minnesota Represented at National Convention

A large contingent of representatives from the Minnesota State Cattlemen's Association and Minnesota Cattlemen's Association represented the state at the National Cattlemen's Beef Association annual convention and trade show held Feb. 3-7 in Nashville, Tennessee. Attendees took part in legislative, policy, property rights, environmental management, marketing, international trade meetings and much more, as well as attending general sessions, highlighted by Captain Richard Phillips and Archie Manning. The 2015 NCBA convention will be held in San Antonio, TX.

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NEWS - TIME SENSITIVE MATERIAL



Minnesota representatives attend the 2014 National Cattlemen's Beef Association Convention and Trade Show in Nashville, Tennessee.

Hopefully I can write down that the winter of 2014 is behind us, with the hope that spring will be here soon in full force. This past winter brought challenges to all cattlemen and somehow we pushed on, caring for our livestock and families, through the toughest of circumstances.

The Minnesota State Cattlemen's Association works everyday to protect our industry and agriculture for future generations.

During our recent visit to the capitol in St. Paul, we met with Charlie Poster with the Minnesota Department of Agriculture, Carmelita Nelson from the Department of Natural Resources and Dr. Bill Hartmann with the Minnesota Board of Animal Health to discuss issues that are affecting Minnesota cattlemen today.

We have a severe shortfall in regard to funding for wolf depredation claims. Last year we lost over fifty percent of our biennial funding and now those cattlemen with losses may not be funded. The MSCA is working on alternative funding, to hopefully repair this shortfall. There is also a bill that is working its way through to discontinue the hunting season on wolves. The MSCA leadership believes this will not happen and are prepared work to protect the season and its revenue sharing licenses for wolf management.

Other areas the MSCA is concentrating on include, working to repeal farm machinery repair and warehouse sales tax, monitoring state legislator's proposal to increase sales and property taxes and fees and working to reauthorize the federal tax provisions, especially estate tax and section 179 expensing. We are also working to ensure that livestock operations are not required to have NPDS and state discharge system permits, unless there is a proven discharge.

The results from the state beef promotional order just came in and the referendum failed. Although the outcome was not favorable, we brought a lot of people together, discussing the promotion of beef here in Minnesota. The stage was clearly set for how much is needed to promote our industry and where our beef comes from. Our "Raised with Pride – Handled with Care" logo really does signify our membership here in the state. A special thanks to all who helped with the referendum.

The MSCA would like to thank everyone for their membership renewal. Take some time to recruit other new members, to help protect our way of life and build the future of the beef industry here in Minnesota.

Winter and calving season are almost over, here at Hoge's Flatrock Farm. (At least we hope so!!) We only have 4 cows left to calve and the snow banks are melting slowly. It has surely been a long winter for everyone. I know we are all looking forward to warmer weather and summer.

The Minnesota CattleWomen are looking forward to June 12-14 when we will be hosting the Region 3 & 7 American National CattleWomen's meetings. The meetings will be held at Key Largo on Lake Shetek near Slayton in southwest Minnesota. We are expecting fifty cattlegirls from North and South Dakota, Nebraska, Iowa, Missouri, Illinois, Wisconsin, Kansas and Minnesota as well as guests from ANCW. Marilyn Nickel, our committee chairperson, and the rest of the committee have put a lot of time into planning and have a great agenda scheduled. There will be several workshops including, "Ag in the Classroom" by Sue Knott, "Youth Education" by Crystal Reith, "Family Farm" workshop by AG Star and "Marketing Beef to Millennials" by Colleen Zenk. ANCW business meetings are also scheduled. We will be discussing industry issues, learning, and exchanging ideas with other cattlegirls on ways that they promote and support the Beef Industry in their states.

We are excited to be able to hold these meetings right here in our state. By June we should be able to see corn growing, instead of snow blowing in southwest Minnesota!



DAR GIESS
President, Minnesota State Cattlemen's Association

Winter has almost passed and spring will hopefully soon be upon us. It was another great winter traveling to local meetings talking to you all. I always enjoy getting to learn from each of you in your home areas. It seems that every cattle feeder I have talked to the last two weeks has been busy hauling manure trying to catch up after the cold made it next to impossible to haul this winter.

During the first part of February we traveled to Nashville to represent Minnesota cattle feeders at NCBA convention. A large number of people from Minnesota attended and it is a great time for learning the newest trends in the cattle feeding business. It also gives us the opportunity to talk with the folks from the National Cattlemen's Beef Association. As the cattle industry continues to move north producers in our region will continue to have more say in national issues as long as we show up to have our voices heard.

In early April we will be going to Washington D.C. This will give us the chance to meet with our congressional members and voice our opinions and priorities to them. It can be hard to find time to leave the farm sometimes but the only way we have a seat at the table and protect what is important to us is to show up at some of these functions. Our Local, State, and National leaders in the government and the Cattleman's organizations will not know what is important to you if you only bring it up while you are out with the cattle. When you make time to show up to some of the many events like local annual meetings and MSCA sponsored events it gives you a chance to express what's important to you and also gives the chance to learn other people's opinions on the issues.

The last three months have been filled with meetings to plan this year's state summer tour. We are working very hard to put together a tour that will be well worth your time to attend. I think that we have a nice variety of stops put together that will have something for everyone and also highlight cattle feeding in this part of the state. I hope everyone is working toward the goal of recruiting new members so that we can grow the organization together.

It is calving time at the Chute farm as it is at many places across the state. We visit our calving area more often than any other place at this time of year. We all know the best way to do well in the cattle business is to start with a live calf. Calving season allows me a few moments to watch the little ones stand, nurse and run around, a time to enjoy the start of a new season. Sometimes we need to take these few moments of pleasure before we get so involved in the challenging side of things.

Teamwork; as your cow calf chair I have attended many events, but one volunteer can't do it all. A big THANK YOU! to those who share the responsibility and stepped up on behalf of MSCA at Cow Calf days, local meetings and other events. Thanks also need to go to all who took the time to vote on the check-off, by voting we stated our position and gives us a right to talk about the outcome.

Several events I attended and valuable experiences of the last few months included attending the NCBA convention. I was impressed at the wealth of information and resources about the beef industry all in one place. The presenters, a trade show and real people like you and I sharing and learning from each other. Realizing how what happens in my calving pasture is such an important, yet small part of the whole picture.

Another important event was the Cattlemen at the Capitol, a great event for any and all. This provides an opportunity for us, the "hands on" people to tell our side to lawmakers who may not have direct connections or real world information to base decisions on. This is very important to all agriculture in Minnesota. Plan to attend the next Cattlemen's Day at the capitol.

Local association meetings don't usually get headlines in



MIKE LANDUYT
Chairman, Feeder Council



JOHN CHUTE
Chairman, Cow-Calf Council

Chute . . . continued on page 3

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Minnesota Cattleman
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Chute... continued from page 2

major papers, yet they can be some of the best places to learn about or discuss important challenges in our own backyards, maybe solving the problem or gain support to move it forward to MSCA or beyond.

Remember the old saying about all work and no play...take a break and "Enjoy the moment."

Minnesota Beef Alliance Members

Thanks to the following businesses that have already joined the Minnesota Beef Alliance in 2014. If you are interested in learning more about the alliance, contact the MSCA office at 320-634-6722 or 320-249-2130 or visit www.mnsca.org.

Prime Level

Minnesota Corn Growers Association
Perham Stockyards
Purina Animal Nutrition
Carlson Wholesale, Inc.
American Foods Group

Choice

Central Livestock Association
Zoetis
Wulf Cattle

Select

Vi-Cor
Arrex Mfg.

Basic

Summit Livestock Facilities

NCBA Legislative Conference

The MSCA will be sending a small delegation to Washington, DC on April 8-10 to attend the National Cattlemen's Beef Association Legislative Conference. While in Washington, the MSCA group will be meeting with members of Minnesota's congressional delegation to discuss several priority issues confronting Minnesota's cattle sector.

Priority issues include:

- 2015 Dietary Guidelines serve as a foundation for food and nutrition policies. This could play a major role in how consumers view beef and the results could have a major impact on beef consumption in the

NCBA . . . continued on page 10

Upcoming Events/ Important Dates

- April 8-10: NCBA Legislative Conference, Washington, DC
- June 12-14: Region 3 & 7 ANCW Meeting, Slayton, MN
- July 7-8: MSCA Summer Tour, Redwood Area
- July 30: NCBA Summer Conference, Denver, CO
Aug. 5-7: Farmfest
- Sept. 6: MSCA Quarterly Meeting, Pierz, MN
- Oct. 16-19: Minnesota Beef Expo
- Dec. 4-6: MSCA Annual Convention & Trade Show, Hinckley, MN

MSCA over Half Way to Membership Goal of 1,200

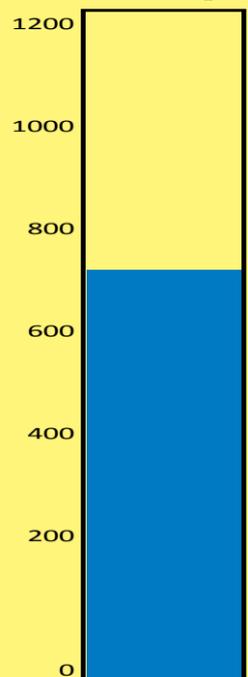
Thank you for being a member of the MSCA and the National Cattlemen's Beef Association (NCBA). Your membership matters and allows our collective voices to be heard on the issues in St. Paul and Washington D.C.

Thank you for all of the recent renewals. We currently have renewed 702 members and are well on our way to achieving our goal of 1,200 members in 2014. There are still 482 members who have not renewed for the year, with 157 members who lapsed in 2013.

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. Looking forward to 2014, 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!

MSCA Membership Goal



The Redwood Area Cattlemen welcome beef producers, agri-businessmen and consumers to the

Annual MN State Cattlemen's Summer Beef Tour & Trade Show

Tuesday, July 8, 2014

Tour headquartered at Redwood Area Community Center
Redwood Falls, MN



An intriguing tour spotlighting new innovations in marketing, management and technology and families working together.

**Registration
6:30 - 8:30 AM**

**Tour bus leaves at 7:00AM
and buses leave every 15 minutes after that.
A continental breakfast will be available
before the tour.**

Look for pre-registration in the MN Cattlemen's Newsletter, State Website www.mnsca.org (Summer Tour), and Redwood Area Cattlemen's Facebook page: www.facebook.com/RedwoodAreaCattlemen.com, and send payment to:

Jeri Hanson
37590 110th St
Comfrey, MN 56019

Tour Participant Registration

**Before June 15, 2014 - \$25
After June 15, 2014 - \$35
Student Price - \$20
Additional Lunch Ticket - \$10
Additional Dinner Ticket - \$15**
(Meal tickets can be picked up at registration)

Tour stops at:

Grant Breikreutz
Redwood Falls

David & Clint Engen
Revere

George & Mike Landuty
Walnut Grove

Curt & Chad Thram
Sanborn

Butch & Brandon Kerkhoff
Redwood Falls

**Additional stops at:
Redwood Metal Works
Artex**

Reminder:

Marketing Meeting provided by Ellendale Marketing
set for after the meal on the 8th at the Redwood Area Community Center



Is Your Farm or Ranch TV Ready?

A few weeks ago, I was wrapping up at the office on a Tuesday, when a news reporter with WCCO TV called. She had just been given a story on the rising beef prices to be aired yet that evening on the 10 p.m. news. Of course, she wanted an on-farm interview during a muddy, cool day in March. Luckily, we were able to identify a media trained farmer within close proximity to the station.

I agreed to meet her at the farm, as soon as possible, to gather the right footage before sunset. The interview went well and the farmer was willing to be on camera to answer a few questions. We stuck to our talking points regarding beef supply and demand. This included stating over and over, that much of the top beef producing states have undergone a significant, multi-year drought and export demand has skyrocketed in recent years. We also discussed that consumers have options for beef in the grocery store that fit any budget.

Once we wrapped up, I pointed them in the direction of a retailer that would provide good insight to how consumers can shop smart at the meat counter and maximize their food dollars. When all was said and done, this piece was the top story on the news that evening and they took much of what was discussed by the farmer and MBC out of context. The story did end on a high note, referencing cost saving measures and recipe ideas.

I share this story, because now is the time to develop talking points as we head into grilling season where beef retail prices will likely continue to climb.

This process provided many lessons such as:

1. Be prepared for anything.
2. Always travel with a pair of boots in your car.
3. When possible, have your farm TV ready at any time.

The MBC is always available to help with any media inquiry that you may have on a local level. Feel free to contact our office for assistance.



KARIN SCHAEFER
MN Beef Council Executive Director

Minnesota Association of Meat Processors Convention



Congratulations to Erdman's County Market and St. Joseph Meat Market, Inc. for being awarded with our Innovative Beef Product Awards during the 2014 Minnesota Association of Meat Processors Convention in St. Cloud, MN.



During the Minnesota Association of Meat Processor's Convention, Minnesota Beef Council sponsored the Innovative Beef Product Awards. Judges Karin Schaefer - MBC executive director, Doug Dickmann - MBC director, and Nicole Rambo - U of M Extension beef specialist, all served as judges for this year's contest.

MBC hires Kaye Strohbahn as Director of Marketing

Minnesota Beef Council hired a new Director of Marketing, Kaye Strohbahn. Her experience growing up on an Iowa Angus farm, interning with IA Beef Industry Council and working at Iowa State University Extension make her a valuable new asset to our team. Kaye's first day was March 3rd. She will take over Colleen Zenk's full time position, as Colleen transitions to a consultant role at MBC. You can reach Kaye at kaye@mnbeef.org or 952-851-7994 and Colleen at colleen@mnbeef.org or 612-834-5723.



KAYE STROHBAHN

Beef Quality Assurance Training in Waubun

On March 18, the Minnesota Beef Council conducted a Beef Quality Assurance training in Waubun, with partnership from the Wild Rice Stockmen's Association, Mahnomen County Farm Bureau, and the Mahnomen Area Extension office. The training was conducted by Conrad Kvamme with the Minnesota Beef Council.



Checkout MBC's NEW Website: www.mnbeef.org

Earlier this winter, the MBC launched a new website that unveiled a new logo and branding campaign for our organization. This new site allows consumers to utilize the Beef. It's What's for Dinner recipe search tool and provides essential health and performance information. Producers can also access essential information regarding our Local Producer Promotion materials and collection/compliance forms for the beef checkoff.



Staff Attend Beef Retail & Foodservice Workshop in Kentucky

Karin Schaefer, MBC Executive Director and Kaye Strohbahn, MBC Director of Marketing, attended the annual Beef Retail & Foodservice Workshop March 4-6. National staff have identified key Retail and Foodservice accounts they would like to build stronger relationships with in an effort to build their beef sales and merchandising. A worthwhile not to share is that Target has been selected as a key retailer that NCBA and MBC staff will be working to strengthen. Attendees also had an opportunity to exchange industry knowledge, hear experts from industry present educational updates on current retail and foodservice industry topics and were provided with program updates on national retail and foodservice activities for fiscal year 2014.

Award Winning Winter for Beef

Earlier this winter, Minnesota Beef Council received two special and well deserved awards. We have had a long standing relationship with the Minnesota Association of Family and Consumer Science Educators. During their annual conference, they named the MBC as an Outstanding Friend of the Association.

At the Region III National Agriculture Marketing Association (NAMA) Awards Program, MBC and Weber Shandwick were recognized for the beef promotion project last May. NAMA recognized that this smaller budget promotion had huge impact throughout the Twin Cities media market and ultimately the consuming public.



Get BQA Certified Online for FREE!

Until April 15, people can receive Beef Quality Assurance Training for free online at bqa.org/team. This free offering is made possible by sponsorship from Boehringer Ingelheim Vetmedical, Inc.

Influencer Engagement Update

The Minnesota Beef Council has had great success with influencer tours and outreach over the past few years. Efforts to reach these key influencers has included meat cuttings and demonstrations with culinary programs, on farm tours for dietitians and nutrition professionals, educational information for Family and Consumer Science educators and outreach to influential female millennials. We are always looking for producers willing to open up their farm gates to on-farm tours.



May Beef Month Promotions

To build upon our success last year, MBC will be partnering again with the South Dakota Beef Industry Council and the Minnesota Corn Growers Association to conduct a powerful May Beef Month promotional campaign. This will include media tours with Twin Cities television and radio segments, a retail partnership with Lund's/Byerly's and participation in Grill Fest.



Go Red for Women Luncheon

Minnesota Beef Council participated in the American Heart Association's Go Red For Women Luncheon in Minneapolis on January 28. The event allowed the Minnesota Beef Council's Colleen Zenk and chef John Schiltz of the Lake Elmo Inn, to discuss how beef can be an essential part of a heart healthy diet. Chef Schiltz and his wife, also prepared and sampled beef ravioli, using lean beef cooking techniques.



Colleen Zenk pictured with Lake Elmo Inn owners John and Chris Schiltz during their Go Red For Women nutrition and cooking seminar.

March was National Nutrition Month: How to enjoy food & eat right

Top of mind this month (and every day), is that we're all in a delicate balancing act when it comes to food.

First and foremost, we want our food to taste good. But we also look for items that'll fit within our health goals. And then add on the fact that we're usually pressed for time... Meals that meet all our requirements may seem out of reach, but when you start with a satisfying protein, everything can fall into place.



COLLEEN ZENK
MN Beef Council
Director of Consumer
Information & Nutrition



Cooking Healthy with Beef

Beef. It's What's for Dinner, is a great place to start for inspiration and healthy eating ideas. So if you haven't already, check out some of the most popular lean beef cuts like strip steak, t-bone, and tenderloin steak. You're probably already cooking a lean cut at home or choosing it when dining out!

You can also chat with the experienced and knowledgeable specialists at your meat counter. They can direct you to those lean cuts and share additional suggestions that fit within your budget.

Put all this into action with simple, quick recipes like Korean Style Marinated Flank Steak and Sirloin Steak and Tomato Salad. These recipes can be found on the mnbeef.org website or on our social media sites Facebook- Minnesota Beef Council, Twitter- @MNBeefCouncil or Pinterest- Minnesota Beef Council. Take a look at other meal inspirations for salads, sandwiches and tacos. With a few easy steps, you'll be whipping up a meal that meets all your flavor and nutrition requirements in no time!

Local Producer Promotions

Any local cattle producer organization is eligible to request up to \$500 per fiscal year, while budgeted funds are available, for a project directly relating to the promotion of beef. The fiscal year runs from July 1 through June 30. Promotions must encourage the use of beef and the proposed promotion must fall within the definition of promotion as defined by the Beef Promotion and Research Act of 1985: "Any action including paid advertising, to advance the image and desirability of beef and beef products with the express intent of improving the competitive position and stimulating sales of beef and beef products in the market place."

All requests must be submitted directly to the Minnesota Beef Council by the local organization. Before a promotion can be started, a written proposal must be received and approved by the Executive Director and the Promotion Committee Chairperson of the Minnesota Beef Council. All requests must be made three (3) weeks in advance of the proposed promotion. If the promotion is approved, the President of the organization will receive in writing an approval letter with a copy of their signed request. Request forms can be found at the website at mnbeef.org or by calling Brian at 952-854-6980.

Beef Nutrition Facts

Did you know lean beef is one of the most satisfying proteins and packs a powerful punch when it comes to nutrition? A 3 oz. serving of lean beef provides nearly half of the protein you need each day, along with 10 essential nutrients, including iron and B vitamins, for only 150 calories. Research suggests eating lean beef can also improve cholesterol levels! That's the power of lean beef – power to feel full longer, manage your weight and stay active longer.

Lean Beef Flash Facts (based on a 3 oz. serving)

- Nearly half the daily value for protein
- Less than 10 grams of fat
- 4.5 grams or less of saturated fat
- Less than 95 mg of cholesterol



Audrey Rodvold and Sarah Justad talked to hundreds of women at the American Heart Association's Go Red For Women luncheon in Minneapolis.

Ram Truck Brand Partners with NCBA

The National Cattlemen's Beef Association and the Ram Truck brand announced a partnership at the recent 2014 Cattle Industry Convention and NCBA Trade Show in Nashville, Tenn. The partnership includes Ram being named the 2014 Official Truck of the show and the NCBA

The relationship with NCBA reinforces the Ram brand's long-standing commitment to supporting American agriculture as demonstrated with last year's two-minute "Farmer" video during the Super Bowl XLVII broadcast and the declaration of 2013 as the "Year of the Farmer."

"This is an important partnership for us as trucks are a hard-working part of everyday life for the more than 190,000 cattlemen who are represented by NCBA and its affiliates," said Reid Bigland, President and CEO – Ram Truck Brand, Chrysler Group LLC.



RAM

"Ram trucks deliver the capabilities that farmers count on: industry-best 30,000-pounds towing, 850 lb.-ft. of class-leading torque and the best fuel economy."

The uniquely American "farmer" ethos conveys the spirit of Ram so well, added Bigland. On a daily basis, both the Ram brand and cattlemen value courage, dignity and setting examples through hard work.

NCBA is the largest organization representing America's cattle industry. Its members manage 90 percent of the national fed cattle market and over 40 percent of the nation's cow herd. The organization's members will receive a discount on Ram trucks as well as Chrysler, Jeep, Dodge and Fiat brand vehicles. For more information about the Official Truck of NCBA, visit www.beefusa.org.

Cattle Fax Projections Include Improved Weather Conditions and Record Prices

Cattlemen and women at the 2014 National Cattlemen's Beef Association Convention and Trade Show gathered to hear CattleFax market analysts' projections for the year ahead. Creighton University Professor Emeritus Art Douglas told the audience he expects improved moisture conditions in the majority of the United States, including improvements of the drought-affected areas of the west coast.

As precipitation returns back to more normal levels for the 2014 growing season, CattleFax predicts farmers in the U.S. should grow an adequate corn crop to build the carry over supply. The improved corn supplies should assure lower corn/input costs over the next 12-24 months, according to CattleFax Grain Market Analyst Mike Murphy.

"The lower input cost will have a direct correlation to improved feeder cattle and calf values in 2014 and with continued help from Mother Nature, we will be in better shape with regard to hay supply and prices moving forward," Murphy said.

Global Market Specialist Brett Stuart indicated that beef exports are expected to be near even in 2014 with record high prices being the limiting factor. At the same time, expectations are for beef imports to be near even, despite the need for 90 percent trim due to the expected lower non-fed slaughter rates in the U.S. The driving factor for stagnant imports is the growth of China demand for global beef which will continue to divert beef from Australia into the China market and away from the U.S. market.

CattleFax Senior Analyst Kevin Good indicated the combination of improved moisture conditions resulting in lower input costs and record high calf values should lead to beef cow herd expansion beginning in 2014.

Beef production in the U.S. will fall, with per-capita supply declining 4.5 percent. However, he said the pork and poultry supplies are expected to increase, leaving total meat supplies near even. CattleFax projects the Retail Beef Demand Index will improve by one percent due to continued modest economic growth.

... continued on page 7



FlaxLic: The Block Everyone's Talking About



FlaxLic now has a U.S. Product and Process Patent for elevating Lipid Blood Levels in Livestock.

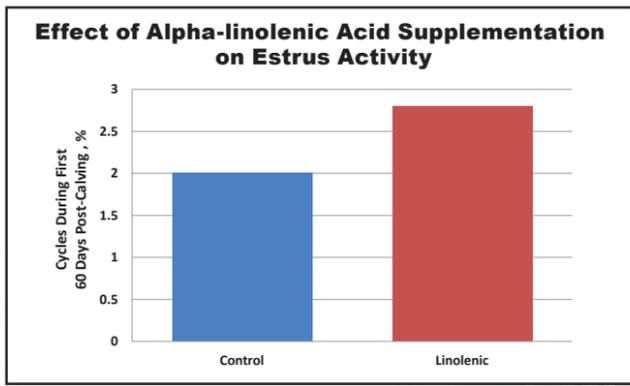
Item	Control	Linolenic Acid
5-10 mm follicles on day 5	1.6	1.4
5-10 mm follicles on day 15	1.8	3.4
Max diameter of 1 st dominant follicle, mm	13.3	15.6
Max diameter of preovulatory follicle, mm	17.0	18.3

Larger follicles >>>> greater estrogen

Here's What They're Saying

FlaxLic® is an all-natural supplement containing a high level of Alpha-linolenic acid, an omega-3 fatty acid. Fatty acids are used by cattle for energy, cell membrane structure and integrity and regulating hormones. This unique supplement is the first low-moisture block to contain a high level of ALA beneficial to optimal performance.

In addition, FlaxLic is highly fortified with essential vitamins and minerals. This block is produced using a state-of-the-art, patented process that provides a unique 24-hour feeding system.





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Cattle Fax...

“As we think about our consumers today, not only domestically but globally, they’re a lot more diverse than they have been in the past,” Good said. “We’ve got different customers with different preferences and different pockets books.”

Good said because of the continued tighter feeder cattle supply, the margin segments of the beef production system, both feed yards and packers, will struggle with excess capacity. Look for continued closure of both packing and feeding entities over the next 12-24 months.

Prices are expected to average \$135 compared to \$126 during 2013, an increase of seven percent. Yearling prices are expected to average \$168, an increase of 13 percent from the 2013 average of \$146. According to Good, calf prices will average \$193, up 13 percent from last year’s average of \$168.

“After years of tightening supplies, the cow-calf sector will again remain in the driver’s seat during 2014,” Good said.

CattleFax CEO Randy Blach summarized the year ahead by saying almost all segments of the production chain will be profitable, although margin operators will continue to face challenges over the next few years.

Blach remains optimistic for the long-term cattle industry as the profit incentives will result in a larger U.S. cattle herd over the next five years, creating business opportunities for those willing to adapt to a dynamic and changing business environment.

“You can start to see the globalization of the protein markets from the 1990s on,” Blach said. “We have the most efficient production system in the world and we are the largest exporter of protein onto the global market.”

Feeder Cattle Review: Cash Prices Cause “Sticker Shock”

USDA, Updated 3/28/2014 - Compared to last week, feeder and stocker cattle sold unevenly steady to 3.00 higher. For the most part, feeder markets defied last Friday’s bearish cattle-on-feed report with even CME Feeder Cattle contracts opening the week with sizeable gains and continuing strong through the week. However,



cash prices on some of the highest demanded cattle and most popular weights did level-off after last week’s “sticker shock”. The average price for 6 weight steers in the South Central Region and for 5 weight steer calves throughout the Southeast was slightly lower. Softer fall-born new crop calves are making their way onto the scene and widening the price spread against the rugged old croppers.

Nevertheless, most top quality 600 lb steers with a longtime weaned and lightly fleshed condition that is suitable for grass yielded prices north of 2.00/lb near the major grazing regions. There are not enough of these types of stocker cattle to go around and when they arrive on offer in an auction setting bidding becomes rampant. Grazers know that if these cattle are ready to hit the ground gaining on pasture, that there may still be room for profit if they can get possession for less than 1300.00 per head and spend less than 100.00 for their

summer rent. They need these cattle to gain their heads off and press-down hard on the scales late this summer or early fall when they take the cattle off grass. As high as yearlings are, there is reason to believe that prices could escalate even farther this summer.

Beef Quality Assurance

BQA – making a difference

With his unique perspective of research and real world knowledge of the checkoff-funded Beef Quality Assurance (BQA) program, Dr. Clyde Lane, the 2014 BQA Educator of the Year, has been translating that information into practical tools for Tennessee beef cattle producers for nearly four decades. Dr. Lane is proud that nearly half of the 40,000 beef cattle producers in his state are BQA certified.

“BQA is the right thing to do. I’ve worked to create tools that make its on-farm application easy, so cattlemen can provide a quality beef product.”

Learn more at BQA.org

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Dr. Clyde Lane
University of Tennessee

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Farmland Documentary Scheduled for Release May 1

Academy Award winning filmmaker James Moll's new feature length documentary, *Farmland*, will be released nationally May 1, 2014. The film will be distributed via D&E Entertainment in more than 60 major markets. Numerous national exhibitors will be carrying the film including: Regal Cinemas, Marcus Theatres, Carmike Cinemas, Landmark Theatres and many key independent theaters.

The film will have its New York premiere at a private screening on April 17, during the 2014 Tribeca Film Festival. Additionally, *Farmland* has been selected to be in competition this year at Cleveland International Film Festival on March 28-29, 2014; Atlanta Film Festival on April 6, 2014; Nashville Film Festival on April 19, 2014; and Newport Beach Film Festival in April 2014.

Farmland offers viewers an intimate and firsthand glimpse into the lives of six young farmers and ranchers across the U.S., chronicling their high-risk/high-reward jobs and their passion for a way of life that has been passed down from generation to generation, yet continues to evolve.

"In *Farmland*, audiences will hear thoughts and opinions about agriculture, but not from me, and not from a narrator," Moll says about his film. "They're from the mouths of the farmers and ranchers themselves."

The documentary features an original score composed by Nathan Wang with the City of Prague Philharmonic Orchestra. The film also includes an original recording of "This Land is Your Land" performed in a first-ever collaboration with platinum rock band Everclear and Grammy® Award-nominated artist Liz Phair.

Visit www.FarmlandFilm.com to locate a theatre near you where *Farmland* will be screening, as well as additional information about the film and to watch the trailer.

Farmland was produced by Moll's Allentown Productions, with generous support from the U.S. Farmers & Ranchers Alliance® (USFRA®).

Based at Universal Studios in Los Angeles, Allentown Productions is a film and television production company specializing in non-fiction filmmaking. Allentown Productions was established by filmmaker James Moll, who was born in Allentown, Pennsylvania – hence, the name of the company. His work as a documentary director/producer has earned him numerous awards including an Academy Award®, two Emmy Awards®, a Grammy Award® and a Peabody Award, among others.

USFRA consists of nearly 80 farmer- and rancher-led organizations and their agricultural partners representing virtually all aspects of agriculture. It works to engage in dialogues with consumers who have questions about how today's food is grown and raised. USFRA is committed to continuous improvement and supporting U.S. farmers and ranchers efforts to increase consumer confidence and trust in today's agriculture.

Livestock Producers Affected by Severe Weather Urged to Keep Good Records

The U.S. Department of Agriculture's (USDA) Farm Service Agency (FSA) again appeals to livestock producers affected by natural disasters such as the drought in the West and the unexpected winter storm in the upper Midwest to keep thorough records. This includes livestock and feed losses, and any additional expenses that are a result of losses to purchased forage or feed stuff.

In addition to western drought and the early-winter snowstorms, there are a variety of disasters from floods to storms to unexpected freezes. Each event causes economic consequences for farmers and ranchers throughout the United States. FSA recommends that owners and producers record all pertinent information of natural disaster consequences, including:

- Documentation of the number and kind of livestock that have died, supplemented if possible by photographs or video records of ownership and losses;
- Dates of death supported by birth recordings or purchase receipts;
- Costs of transporting livestock to safer grounds or to move animals to new pastures;
- Feed purchases if supplies or grazing pastures are destroyed;
- Crop records, including seed and fertilizer purchases, planting and production records;
- Pictures of on-farm storage facilities that were destroyed by wind or flood waters; and
- Evidence of damaged farm land.

Visit www.fsa.usda.gov or an FSA county office to learn more about FSA programs and loans. For information about USDA's Farm Bill implementation plan, visit www.usda.gov/farmbill.



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NCBA... continued from page 3

US. Serving sizes have been reduced over time and now there are efforts to tie sustainability of products to dietary guidelines.

- EPA's oversight of navigable waters in the U.S. has been key to improving water quality in this country since the Clean Water Act was passed. However there are continuing efforts to remove the word navigable from the regulation. This would result in an unprecedented expansion of EPA's regulatory authority, allowing the agency to regulate all waters in this country.
- Foreign Trade
- Stopping proposed costly permitting requirements on fuel tanks and a variety of new air and water permits.
- Stopping any proposed restrictions on the responsible use of antibiotics and other animal health products.
- Preventing the US EPA from creating a national database of cattle operations and releasing that information publicly.

Successful Cattlemen at the Capitol on March 5 Next Day May 6

A contingent of Minnesota Cattlemen attended the first Cattlemen at the Capitol on March 5 to represent Minnesota's cattle community and engage elected and agency officials on critical issues confronting the growth of Minnesota's cattle sector. During the day the group met with 11 elected officials to raise awareness on several priority issues. They also met with Charlie Poster from the Minnesota Department of Agriculture, Carmelita Nelson from the Department of Natural Resources and Dr. Bill Hartmann from the Minnesota Board of Animal Health.

Be sure to mark down May 6 on your calendar, as that will be the next and last day in St. Paul for 2014. The day will begin at 9:00 a.m. at the Best Western Kelly Inn near the Capitol with a briefing on the issues and meetings with key agency leaders.

Everyone who is interested in supporting Minnesota's cattle sector, ranging from producers, supporting businesses or any other advocates are welcome to attend. For additional details call the MSCA office at 320-634-6722 or 320-249-2130.

Quarterly Board Meeting Summary

The MSCA held their board of directors meeting on Saturday, March 8, 2014 at the Jackpot Junction Casino in Morton. Following is a summary of the meeting:

- Review of mid-year financials. The convention cleared \$7,000. There was additional revenue from the raffle and the auction that brought in an additional \$14,000.
- Membership Report: 558 renewed and 162 lapsed members from last year with more locals still to send in their information.
- A Seedstock Alliance and Junior Membership program were approved.
- Discussion of the Summer Tour was held. Promotional information has been sent out and the registration and sponsorship form will be available on the MSCA website.
- Rules and regulations were discussed for grazing on state lands.
- State fair share dues will be added to the membership form.
- The MSDA statewide grilling contest will be held August 10 in conjunction with the Morrison County Fair.

MSCA Leadership Votes to Begin Junior Membership Program

The Minnesota State Cattlemen's Association leadership voted at the recent quarterly meeting held last month to begin a junior membership program.

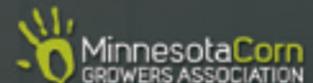
"Through this junior cattlemen's organization we can develop future leadership and provide guidance to juniors who will pursue careers in the beef industry," said Dar Giess, president of the Minnesota State Cattlemen's Association.

The MSCA Junior Cattlemen's Council will elect their own leadership board and be included in the annual summer tour, Farmfest, Cattleman at the Capitol, the annual state convention and trade show and many other events. There will be breakout sessions for the juniors at the 2014 state convention, with information and a program to help them start in the beef industry, said Giess.

Yearly membership fees will be \$25 per year and will be renewed yearly. For more information contact the MSCA office or mail in the application form on page 16 with your junior membership fee.

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MSCA Plans State-Wide Grilling Contest

Beef chefs from across the state will have the opportunity to compete in the first ever Minnesota State Cattlemen's Association (MSCA) beef grilling contest.

The event will be held Sunday, Aug. 10, 2014 at the Morrison Count Fair in Little Falls, Minn. The competition is open to teams of 1-3 individuals. Beef must be prepared on the fairgrounds that day and will consist of strip loins and burgers. A panel of four judges will officiate the contest.

"This will be another effort to bring our product to the forefront," said Dar Giess, Minnesota State Cattlemen's president. "A contest like this will help MSCA membership further promote different ways of cooking beef."

Cash awards and additional prizes will be awarded to the top placings.

The contest will coincide with an open beef cattle show, so spectators will have the opportunity to enjoy both events, said Giess.

At the conclusion of the event a steak fry will be held, sponsored by the Mississippi

Valley Cattlemen's Association, local businesses and the MSCA. More details will be available in the upcoming issues of the MN State Cattleman and on line www.mnsca.org. You can access beef recipes by logging on to www.mnbeef.org or www.beefitswhatsfordinner.com.

MSCA Offers Seedstock Alliance

In order to better serve the breed associations and seedstock breeders in the state the executive board voted to offer a seedstock alliance. Those members who join the alliance will receive an eighth page size ad in each publication of the Minnesota Cattleman, published six times per year. They will also receive a listing of sale and event dates in each issue. Added benefits of seedstock alliance members will also include sale reports and feature articles.

"We feel this would enable membership to better access events and genetics right here in the state," said Dar Giess, president of the Minnesota State Cattlemen's Association.

Cost to join the MSCA Seedstock Alliance is \$500. For more information contact the MSCA office or call 320-249-2130.

New for 2014, MSCA Photography Contest

The MSCA invites photographers to enter its 2014 Photo Contest. We are looking for striking images to celebrate the cattle industry in Minnesota. Your images should show the diversity of the industry, including photos of cattle, people, scenery and children.

If you choose to include people in your submission, you are responsible for obtaining the necessary releases from the individuals depicted. All photographs should accurately reflect the subject matter and the scene as it appeared. Photo captions must accompany all submissions and should include the subject image, the location the image was taken and the name of the photographer.

Please submit no more than two entries per category. Digital images are preferred. The deadline for entries is August 1, 2014. The photograph, in its entirety must be a single work of original material taken by the contest entrant. Take advantage of the beautiful fall weather to start taking pictures. For more information about the photo contest log on to www.mnsca.org or e-mail msca@fallsnet.com



Pesto-Pepper Jack Sliders

Total Recipe Time: 25 minutes
Makes 4 servings
Ingredients

1 pound ground beef (95% lean) 1/2 cup refrigerated reduced-fat pesto with basil 1 can (10 ounces) diced tomatoes and green chilies, drained 3 slices (1 ounce each) pepper jack cheese, quartered 12 bakery dinner rolls (2-inch diameter)

Instructions

1. Combine ground beef and pesto in medium bowl; mix lightly, but thoroughly. Lightly shape into twelve 1/2-inch thick patties.

2. Heat large nonstick skillet over medium heat until hot. Place 6 patties in skillet. Cook 8 to 10 minutes to medium doneness (160°F), turning occasionally. During last 2 minutes of



cooking, spoon 1 heaping tablespoon diced tomato mixture on each patty; top with one quartered cheese slice and cover. Repeat with remaining patties. Place burgers on bottoms of rolls; close sandwiches.

Nutrition information per serving: 686 calories; 29 g fat (10 g saturated fat; 4 g monounsaturated fat); 106 mg cholesterol; 968 mg sodium; 58 g carbohydrate; 3.4 g fiber; 44 g protein; 11.5 mg niacin; 0.5 mg vitamin B₆; 2.4 mcg vitamin B₁₂; 6.8 mg iron; 44.5 mcg selenium; 7.0 mg zinc; 93.6 mg choline. This recipe is an excellent source of protein, niacin, vitamin B₆, vitamin B₁₂, iron, selenium and zinc; and a good source of fiber and choline.



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Upcoming Sale Schedule
Sales Start at 11am

April

Monday, April 7, 2014

Monday, April 14, 2014

Monday, April 21, 2014

Monday, April 28, 2014 • Dairy Sale

May

Monday, May 5, 2014

Monday, May 12, 2014

Monday, May 19, 2014

Monday, May 26, 2014 • Dairy Sale

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Feeders

STEERS				HEIFERS				BULLS											
FERGUS FALLS MN	5	Blk Steer	393	236.00 C	LONG PRAIRIE MN	2	Blk Steer	315	179.00 C	FLOM MN	1	Blk Heifer	240	194.00 C	PARK RAPIDS MN	2	Blk Bull	477	217.00 C
MILTONA MN	2	Blk Steer	377	232.00 C	GUTHRIE MN	3	Blk Steer	471	177.00 C	BATTLE LAKE MN	7	Blk Heifer	517	193.00 C	BACKUS MN	2	Grey Bull	292	195.00 C
HEWITT MN	1	Blk Steer	360	230.00 C	VERNDALE MN	1	Blk Steer	755	175.00 C	PARK RAPIDS MN	1	Blk Heifer	280	191.00 C	HEWITT MN	1	Blk Bull	600	172.00 C
MILTONA MN	6	Blk Steer	478	229.00 C	SEBEKA MN	2	Mix Steer	650	173.00 C	VERNDALE MN	2	Mix Heifer	535	189.00 C	PERHAM MN	1	Blk Bull	490	161.00 C
MILTONA MN	1	Char Steer	470	229.00 C	LONG PRAIRIE MN	1	Mix Steer	380	171.00 C	SEBEKA MN	3	Blk Heifer	483	185.00 C	ULEN MN	5	Hol Bull	424	156.00 C
GUTHRIE MN	3	Blk Steer	456	229.00 C	LONG PRAIRIE MN	2	Mix Steer	270	170.00 C	SEBEKA MN	6	Blk Heifer	572	183.50 C	SEBEKA MN	2	Mix Bull	452	154.00 C
FERGUS FALLS MN	7	Blk Steer	450	227.00 C	SEBEKA MN	2	Mix Steer	407	164.00 C	SEBEKA MN	3	Char Heifer	460	181.00 C	SEBEKA MN	3	Mix Bull	570	129.00 C
PEQUOT LAKES MN	3	Blk Steer	435	224.00 C	FERGUS FALLS MN	3	BWF Steer	741	164.00 C	BACKUS MN	1	Grey Heifer	335	178.00 C					
FERGUS FALLS MN	3	Mix Steer	375	218.00 C	SEBEKA MN	1	Blk Steer	370	162.50 C	KENSINGTON MN	4	RWF Heifer	558	173.00 C					
FELTON MN	2	Blk Steer	487	218.00 C	HEWITT MN	2	Red Steer	810	162.00 C	PARK RAPIDS MN	1	BWF Heifer	540	170.00 C					
HEWITT MN	3	Blk Steer	510	217.00 C	PARK RAPIDS MN	2	Blk Steer	805	161.00 C	BATTLE LAKE MN	7	Blk Heifer	622	170.00 C					
GUTHRIE MN	8	Blk Steer	561	217.00 C	GOODRIDGE MN	1	Blk Steer	800	159.00 C	BATTLE LAKE MN	2	BWF Heifer	607	167.00 C					
FERGUS FALLS MN	17	Blk Steer	565	215.00 C	PARK RAPIDS MN	1	Mix Steer	625	155.00 C	FERGUS FALLS MN	1	Grey Heifer	315	167.00 C					
FELTON MN	3	Red Steer	526	210.00 C	PERHAM MN	3	Blk Steer	930	151.00 C	HEWITT MN	2	Blk Heifer	712	166.50 C					
BATTLE LAKE MN	5	Blk Steer	543	203.00 C	GOODRIDGE MN	12	Blk Steer	909	150.50 C	FERGUS FALLS MN	9	Blk Heifer	672	166.00 C					
PARK RAPIDS MN	6	Blk Steer	633	201.00 C	GOODRIDGE MN	2	Blk Steer	652	149.00 C	GOODRIDGE MN	4	Blk Heifer	648	166.00 C					
PARK RAPIDS MN	1	BWF Steer	560	200.50 C						PEQUOT LAKES MN	1	Blk Heifer	595	165.00 C					
HEWITT MN	1	Red Steer	540	196.00 C						GOODRIDGE MN	13	Blk Heifer	768	163.50 C					
VERNDALE MN	1	Blk Steer	505	195.00 C						LONG PRAIRIE MN	2	Mix Heifer	297	163.00 C					
LONG PRAIRIE MN	2	Mix Steer	282	190.00 C						HENNING MN	1	Herf Heifer	640	151.00 C					
VERNDALE MN	2	Blk Steer	612	189.00 C						BAUDETTE MN	1	Red Heifer	535	150.00 C					
FELTON MN	1	Red Steer	455	187.00 C						HEWITT MN	1	Red Heifer	730	146.00 C					
BATTLE LAKE MN	4	Blk Steer	676	186.00 C						BAUDETTE MN	1	Red Heifer	355	143.00 C					
PEQUOT LAKES MN	2	Blk Steer	567	186.00 C						FELTON MN	1	RWF Heifer	830	143.00 C					
HEWITT MN	6	Blk Steer	687	185.00 C						BATTLE LAKE MN	1	BWF Heifer	530	143.00 C					
HEWITT MN	4	Blk Steer	672	181.50 C						HEWITT MN	1	Mix Heifer	505	142.00 C					
BERTHA MN	1	Mix Steer	320	180.00 C						BAUDETTE MN	1	Char Heifer	705	137.00 C					

Slaughters Cows

FERTILE MN	1	Blk	1395	112.00 C	RICHVILLE MN	1	Blk	985	105.00 C	BEMIDJI MN	1	Hol	1795	102.00 C	NEW YORK MILLS MN	1	Hol	1335	98.50 C
FERTILE MN	1	Blk	1575	115.50 C	PERHAM MN	1	Hol	1735	104.50 C	UNDERWOOD MN	1	Hol	1665	102.00 C	BLACKDICK MN	1	Hol	1235	98.50 C
NEW YORK MILLS MN	5	Red	1303	110.50 C	BEMIDJI MN	1	Hol	1465	104.50 C	MENAHGA MN	1	Hol	1170	101.50 C	FERTILE MN	1	Blk	1005	98.50 C
MIDDLE RIVER MN	1	Blk	1370	110.00 C	GARFIELD MN	1	Hol	1255	104.50 C	CLARISSA MN	1	Herf	1265	101.50 C	MENAHGA MN	1	Hol	1635	98.50 C
NEW YORK MILLS MN	4	Blk	1338	109.75 C	PERHAM MN	1	Hol	1370	104.50 C	CLARISSA MN	1	BWF	1035	101.50 C	LAKE PARK MN	1	Hol	1305	98.50 C
LAKE PARK MN	1	Hol	1590	109.50 C	FERTILE MN	1	Blk	1595	104.50 C	SEBEKA MN	1	Red	1640	101.50 C	GRANVILLE ND	1	Blk	1010	98.00 C
BEMIDJI MN	1	Hol	1645	109.00 C	FERTILE MN	1	Blk	1510	104.50 C	FRAZEE MN	1	Hol	1660	101.50 C	FOLEY MN	1	Hol	1510	98.00 C
FERTILE MN	1	Blk	1590	108.50 C	FERTILE MN	1	BWF	1470	104.50 C	RICHVILLE MN	1	Blk	1240	101.50 C	FOLEY MN	1	Hol	1545	98.00 C
BEMIDJI MN	1	Hol	2025	108.00 C	FERTILE MN	1	BWF	1345	104.50 C	STAPLES MN	1	Hol	1460	101.00 C	LAKOTA ND	1	Hol	1965	98.00 C
BEMIDJI MN	1	Hol	1635	108.00 C	BROOKS MN	1	RWF	1285	104.50 C	LAKOTA ND	1	Hol	1875	101.00 C	FREETPORT MN	1	Hol	1130	97.50 C
SWANVILLE MN	1	RWF	1200	107.50 C	BROOKS MN	2	RWF	1337	104.50 C	PELLICAN RAPIDS MN	1	Hol	1425	101.00 C	GRANVILLE ND	1	RWF	1105	97.50 C
GOODRIDGE MN	1	BWF	1485	107.00 C	FERTILE MN	1	Blk	1565	104.00 C	FERTILE MN	1	Blk	1535	101.00 C	FERTILE MN	1	Blk	1325	97.50 C
FERTILE MN	1	Blk	1670	107.00 C	FERTILE MN	1	Blk	1695	104.00 C	FERTILE MN	2	Blk	1207	101.00 C	FERTILE MN	1	Blk	1120	97.50 C
FERTILE MN	1	Hol	1500	107.00 C	RICHVILLE MN	1	Blk	1235	104.00 C	SEBEKA MN	1	Grey	1060	101.00 C	NEW YORK MILLS MN	1	Blk	1060	97.00 C
PEQUOT LAKES MN	1	Hol	1605	106.50 C	STAPLES MN	1	Hol	1390	104.00 C	HANCOCK MN	1	Hol	1485	101.00 C	PERHAM MN	1	Hol	1275	97.00 C
GARFIELD MN	1	Hol	1480	106.50 C	BEMIDJI MN	1	Hol	1725	104.00 C	MENAHGA MN	1	Hol	1725	101.00 C	HEWITT MN	1	Hol	1030	97.00 C
RICHVILLE MN	1	Hol	1580	106.50 C	DENT MN	1	Hol	1355	104.00 C	LAKE PARK MN	1	Hol	1825	101.00 C	WADENA MN	1	Hol	1400	97.00 C
UNDERWOOD MN	1	Blk	1590	106.50 C	NEW YORK MILLS MN	1	Blk	1530	103.50 C	LAKE PARK MN	1	Hol	1750	101.00 C	OTTERTAIL MN	1	Hol	1575	97.00 C
BEMIDJI MN	1	Hol	1615	106.00 C	RANDALL MN	1	BWF	1375	103.50 C	BEMIDJI MN	1	Hol	1570	101.00 C	NEW YORK MILLS MN	1	Hol	1265	96.50 C
BEMIDJI MN	1	Hol	1635	106.00 C	WADENA MN	1	Hol	1395	103.50 C	BATTLE LAKE MN	1	Red	1200	100.50 C	WADENA MN	1	Hol	1365	96.50 C
NEW YORK MILLS MN	1	Red	1365	106.00 C	FERTILE MN	1	Blk	1425	103.50 C	UNDERWOOD MN	1	Hol	1660	100.50 C	BATTLE LAKE MN	1	Blk	1245	96.50 C
PELLICAN RAPIDS MN	1	Hol	1435	106.00 C	FERTILE MN	1	Blk	1235	103.50 C	CLARISSA MN	1	Grey	1015	100.50 C	GRANVILLE ND	1	Blk	1225	96.50 C
FERTILE MN	1	Blk	1375	106.00 C	FERTILE MN	1	Blk	1170	103.50 C	AUDUBON MN	1	Hol	1545	100.50 C	LAKE PARK MN	1	Hol	1090	96.50 C
SEBEKA MN	1	Hol	1495	106.00 C	FOLEY MN	1	Hol	1310	103.50 C	FERTILE MN	1	BWF	1270	100.50 C	RICHVILLE MN	1	BWF	1075	96.00 C
OTTERTAIL MN	1	Hol	1695	105.50 C	LAKOTA ND	1	Hol	1825	103.00 C	FERTILE MN	1	Blk	1120	100.00 C	GARFIELD MN	1	Hol	1325	96.00 C
FERTILE MN	1	Blk	1535	105.50 C	PARK RAPIDS MN	1	Hol	1305	103.00 C</										

Schiefelbein Angus 2014 Sale Results

295 Bulls gross \$1,923,750 to avg. \$6,521

236 Angus gross \$1,481,000 to avg. \$6,275

59 SimAngus Balancer gross \$442,750 to avg. \$7,504

47 Bred Heifers gross \$271,250 to avg. \$5,771

Top Angus Sellers: Lot 94, \$24,000 to Lake States Cattle, Grand Rapids, MI; Lot 163, \$18,000 to Kevin Keckler, Eagle Butte, SD; Lot 214, \$15,000 to Kenny Entze, Golden Valley, ND; Lot 68, \$13,500 to Kevin Keckler, Eagle Butte, SD; Lot 78, \$13,000 to Mark Boraas, Appleton, MN; Lot 196, \$13,000 to Joe Wagner, Brandon, MN; Lot 5, \$12,500 to Micky Simons, White Owl, SD; Lot 215, \$12,500 to Kevin Keckler, Eagle Butte, SD; Lot 82, \$12,000 to Stephen Gottwald, Paynesville, MN.

Top SimAngus Balancer Sellers: Lot 96, \$16,000 to Joe Wagner, Brandon, MN; Lot 132, \$14,000 to Duane Gray, Ridgeview, SD; Lot 144, \$14,000 to Kim Entze, Golden Valley, MN.

Top Angus Bred Heifer: Lot 296, \$27,500 to B and L Fischbach Farms Inc., Mellette, SD and Kirby Hufford, Morris, MN. Lot 302, \$7,000 to Holst Cattle Farms, Lanesboro, MN; Lot 306, \$7,000 to Jerry Chauncey, Carter, SD; Lot 314, \$7,000 to Bruce Luepke, Courtland, MN.



Volume Buyers: Kasper Cattle Company, Wilson, KS purchased 30 bulls and Kevin Keckler, Eagle Butte, SD purchased 18 bred heifers.

USDA Makes Long Term Ag Projections

Despite lower prices for many agricultural products in the near future, USDA is projecting U.S. farm income to remain historically high through 2023. Analysis for the report was conducted prior to completion of the Agricultural Act of 2014, and was based on the assumption of continuation of policies in the 2008 Farm Bill. Projections range from long-term economic growth, global production and consumption trends, global trade trends, commodity prices, farm income and more.

USDA projects global economic growth to average 3.2 percent annually over the next decade, with stronger growth projected in developing countries, including China, India, and countries in Africa and Latin America. The U.S. economic growth is projected to average 2.6 percent over the next decade. "Steady global economic growth supports longer term gains in world food demand, global agricultural trade, and U.S. agricultural exports," according to the report.

While prices for many of the major crops are projected to decline in the next few years, long-term growth in global demand, a low-valued U.S. dollar, and demand for biofuel, will hold prices for corn, oilseeds and other major crops

above pre-2007 levels, according to the report.

As a result of recovering from high feed prices in recent years and drought, USDA is projecting livestock production and per capita red meat consumption to increase through 2023.

While beef production is projected to decline through 2016 as producers retain heifers to grow the overall herd, production is expected to begin increasing in 2016. USDA is projecting that beef cow numbers will increase from 29 million today to more than 33 million in 2022-2023. The total cattle inventory is projected to expand to approximately 96 million in 2023, and increasing slaughter weights add to increased beef production projections. USDA is projecting beef cattle prices to increase through 2017, then fall but increase again through 2023.

With regard to global beef trade, USDA is projecting world meat consumption to increase by about 1.9 percent annually from 2014-2023 and world meat trade to increase by 22 percent during that same period. Stagnate beef export projections from Australia resulted in the top four beef exporting nations, according to USDA, to be Brazil, India, the United States and Australia. On the import side, China and Hong Kong are projected to increase beef imports by 55 percent in the next decade as China's middle class grows from 300 million today to an expected 640 million by 2020. For the full report, visit the USDA Economic Research Service website.

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Wulf Cattle Opportunity Sale of 2014

Sold cattle to 26 US states and 4 Canadian Provinces

10 2/3	Angus Fall	\$6,703
21 2/3	Angus Yearling	\$6,103
32 1/3	Angus Bulls	\$6,302
22	LimFlex two year olds	\$6,488
2	LimFlex Fall	\$6,000
61 1/3	LimFlex Yearling	\$5,409
85 1/3	LimFlex Bulls	\$5,703
70	Limousin two year olds	\$6,282
11	Limousin Fall	\$6,684
159 2/3	Limousin Yearling	\$6,601
241 2/3	Limousin Bulls	\$6,519
363 1/3	Bulls	\$6,295
5	Angus Open Heifer	\$5,300
11	LimFlex Open Heifer	\$3,545
35	Limousin Open Heifer	\$3,386
51	Heifers	\$3,608
413 1/3	Total lots averaged	\$5,920

Top Selling Bulls

Lot 1, Wulfs Amazing Bull T341A (Sire: Hunt Mr Jock 44J), Purebred Limousin, \$33,000 for 2/3 interest sold to Southern Cattle Company, Marianna, Florida.

Lot 2, Wulfs Apostle T343A (Sire: Wulfs Yankee K689Y), Purebred Limousin, \$42,000 for 2/3 interest sold to Wieczorek Limousin, Mt. Vernon, SD. Cripple Creek Cattle Co, Dakota, MN, KS Cattle Company, Java Village, NY, Leonard Limousin, Holstein, IA, Rom'n Limousin, Arlington, SD, Schott Limousin, McLaughlin, SD, Schrock Cattle Company, Greentop, MO, South Fork Ranch, Fort Pierre, SD, Spring Creek Cattle Co, Wauzeka, WI, Symens Brothers, Amherst, SD, Waddle Limousin Ranch, Pine Bluffs, WY, Bruce Walrod, Mooreland, IA.

Lot 42, Wulfs Impresssion A955Z (Sire: Connealy Impression), Purebred Angus, \$15,000 sold to Moser Family Limousin, Morris, MN

Top Selling Heifers

Lot 394, Wulfs Forever Lady 3614A (Sire: Connealy Impression), Purebred Angus, \$8,000 sold to Hahn Cattle Company, Sherwood, AB

Lot 380, Wulfs Ablaze 3012A (Sire: SAV Final Answer 0035), Lim-Flex, \$7,000 sold to Clear Springs Cattle Co, Starbuck, MN, Edleman Ranch, Willow Lake, SD

Lot 381, Wulfs Abbreviate 3003A (Sire: Wulfs US Army General 5093), Purebred Limousin, \$6,500 sold to Sieren Farms, Hendrick, IA

Volume Buyers

32 lots, Hepper Ranch, Bismark, ND

32 lots, Meyer Ranches, Flasher, ND

24 lots, Todd and Warbonnet Ranches, Willcox, AZ

10 lots, Gene Hoyer, Sibley, IA

8 lots, Roth Farms, Redfield, SD

8 lots, Perry Dewald, Ellendale, ND



DLCC Ranch Annual Production Sale ...



South Devon are:

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April 26, 2014 - 1:00 P.M.
At the Ranch
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Congratulations to Wiley Fanta, Hancock, MN. DLCC Cocoa 46Z, Grand Champion Jr Breeding Heifer at the 2014 NWSS and Reserve National Champion Female. Purchased last year in the sale.



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Central Livestock Association

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Albany 800-733-6828
April 9 & May 14

Rock Creek 320-629-1122
April 9 & 23, May 14 & 28

West Fargo 800-733-4620
Wednesdays

Zumbrota 877-732-7305
April 10 & May 15



Visit www.centrallivestock.com for weekly sales schedules, early consignments & market reports



Albany Market

Mgr. Greg Supan: 320-249-5221
Asst. Mgr. Lonnie Ritter: 320-293-5311

Monday & Wednesday:

7 a.m. to noon - Hogs and Sheep

Tuesday & Thursday: 7 a.m. to 10 a.m. - Hogs 10:30 a.m. - Fed Cattle, Slaughter Cows & Bulls along with Baby & Started Calves on Thursday

Rock Creek Market

Mgr. Dave Vandenheuvel 612-710-8084
Dick LeCocq: 612-390-8457

Monday: 8 a.m. - Market Cows, Fed cattle, Feeder Cattle, Hogs, Sheep & Goats

Wednesday: 10 a.m. - Market Cows, Fed Cattle, Feeder Cattle, Hogs, Sheep & Goats

Zumbrota Market

Mgr. Bob Young: 651-343-3703
Big John Hoememann: 507-259-7244
Don Huntington: 507-259-7245
Dale Krier: 507-273-8447
Donnie Dohrn: 507-273-0335

Monday - Friday: Hogs, Sheep & Goats

Monday: 8 a.m. - Overnight Market Cows/Bulls 10 a.m. - Fed Cattle, Stock Cows & Breeding Bulls

1 p.m. - Feeder Cattle, Day Delivered Market Cows/Bulls

4 p.m. - Baby Calves

Tuesday: 8 a.m. - Sheep, Goats & Feeder Pigs

Wednesday: 10 a.m. - Market Cows/Bulls & Fed Cattle

West Fargo Market

Mgr. Mike Hilde: 701-371-8144
Kent Oland: 701-238-1546
Kelly Waslaski: 701-360-2326

Wednesday: 10 a.m. - Feeder Cattle & Slaughter Cattle

Special Sheep & Goat Sales:

8:30 a.m. on Wednesday twice a month



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Impact of Cold Weather on Calf Weights

By Bethany Johnson
University of Nebraska Extension Educator

It seemed strange ... why did shorn sheep have bigger lambs than their unshorn counterparts? Could lamb birth weight be affected by their shorn mother's reaction to the cold winters? The original research goes back to shorn versus unshorn ewes, with the pregnant shorn ewes having higher lamb weights.



The relationship also exists in cattle, according to a UNL study. Researchers are still not clear why spring calving cows in colder winters have larger calf weights, but the study shows that for every 1 degree F decrease in average winter temperature, there is an increase in calf birth weights by one pound.

The UNL beef researchers studied the effect of colder than normal temperatures on calf birth weights. The six-year study found the coldest winter (11 degrees colder than the warmest winter) resulted in calf birth weights 11 pounds heavier when compared to the warmest winter. The exception was the winter of 1995-1996 when above normal average temperatures resulting in numerical (not statistically) heavy calf birth weights. One possible reason could be the colder than normal temperatures in January when the cows were in their last trimester (the cows calved in mid-February to April 1).

With slightly colder than normal temperatures according to data from the High Plains Regional Climate Center for the last three months and a very cold beginning of February, cattlemen may want to pay special attention this calving season. Richard Randle, DVM and UNL Extension Beef Cattle Veterinarian, says "Increases of five to eight pounds in birth weights due to cold weather in mature cows should not result in dramatic increases of dystocia. However, producers should be aware of the possibility and be observant for potential problems.

In addition to potentially larger calves, cows that are energy deficient can be weaker and therefore will take longer to calve because they don't have strong contractions and tend to fatigue quicker. These prolonged calving events can lead to weak and less vigorous calves. So cows, especially thin cows, that don't receive adequate additional feed/supplementation in cold weather will likely be weaker at calving.

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Meet the U of M Beef Team

Please contact any member of the U of M Beef Team with questions or concerns related to the beef industry and follow us on Facebook at facebook.com/UMBeefTeam.



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Minnesota CattleWomen Tell the Story

The Minnesota CattleWomen strive to tell the story of agriculture and beef production through the following programs: Minnesota Beef Ambassador Team, Ag in the Classroom, MN State Fair, BEEF Man, use of social media and other outlets, MN Education Association annual conference, local MN State Cattlemen's Association events, membership development, American National CattleWomen, Inc., membership and the Minnesota Beef Council partnerships.

The Minnesota CattleWomen are affiliated with

the American National CattleWomen, Inc. Their mission is to promote and support the industry and encourage women involved in beef and related agribusiness. Their vision is to sustain the integrity of the beef industry through consumer awareness, education and promotion, while continuing to respect the past, living in the present and looking toward the future.

The MCW and ANCW core values include: respect, integrity and credibility along with professional business practices within our organization, our

volunteers and their contributions, a progressive mindset and life-long learning opportunities.

MCW dues are \$25, ANCW dues are \$60 and collegiate/student dues are \$10. Associate members are also welcome and appreciated. Association membership dues are \$50, \$100, \$250 or \$500. If you are interested in joining the Minnesota CattleWomen's organization send your name, address, phone, e-mail and dues payment to Minnesota CattleWomen, 13557 SE 54th Ave., Blooming Prairie, MN 55917.



Redwood Area Cattlemen's Association

2014 Minnesota State Cattlemen's
Summer Beef Tour & Trade Show-
July 8, 2014

As a sponsor/vendor, please check choice(s) below

Sponsorship Levels

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-Meal sponsor
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-Four Tour participant registrations
-Full page color ad in Tour Program

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-Standard Trade show booth
-1/2 page color ad in Tour Program
-Two Tour participant registrations

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Full page, color (7.375x9.5") **\$400**
 1/2 page, color (7.375x4.75") **\$250**
 1/4 page, color (3.625x4.75) **\$150**
 1/8 page Color (3.625x2.25) **\$75**

Premium Color Pages-(First come, First serve)

Back cover, full page **\$600**
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 2 page center spread, color **\$950**
 Full page adjacent to Tour stop summaries **\$500**

**A PDF file of your ad must be email to redwoodarea.cattlemen@outlook.com by April 1st, 2014. After April 1st, add \$100.00

Other Donation Amount \$ _____

Credit Cards cannot be accepted as a form of payment

Trade Show Booths

1 space (10'x10') **\$300**
-One 8 foot table
-One participant registration

2 spaces (10' x 20') **\$550**
-Two 8 foot tables
-One participant registration

Outdoor space \$300
-20'x40'
-One participant registration

Tour Stop Sponsor (First come, first serve) \$1,250
-Two Tour participant registrations

Bus Sponsor \$950
-Two Tour participant registrations
-Sponsor designation on bus

Tour Participant Registration

Before June 15, 2014 **\$25**
 After June 15, 2014 **\$35**
 Student Price **\$20**
 Additional Lunch Ticket **\$10**
 Additional Dinner Ticket **\$15**

Send completed form and payment to:
Redwood Area Cattlemen
 C/O Jeri Hanson
 37590 110th Street
 Comfrey, MN 56019

Total Amount Enclosed: \$ _____
 **Payment must be received by June 15, 2014.
 **Checks can be made out to: RACA
 **Questions:
 -RACA Email: redwoodarea.cattlemen@outlook.com
 -Brandon Kerkhoff: 507-829-3410
 -Grant Breitzkreutz: 507-430-0607
 -Clint Engen-507-531-0279

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MN Cattlemen's Tour & Trade Show
July 8th, 2014- Redwood Falls

2014 Summer Beef Tour & Trade Show

July 8th, 2014

Advance Registration Form

Must be received by June 1, 2014

Name(s): _____

Phone: () : _____

Email: _____

Address: _____

City: _____ State: _____ Zip: _____

Pre-Registration:

Per Adult is \$25.00 Each # of Adults ___ x \$25= \$ _____

Per Student is \$20.00 Each # of Adults ___ x \$25= \$ _____

Total Enclosed \$ _____

(Make checks payable to RACA)

*No refunds. After June 1st, 2014 registration for adults will be \$35. Send form and check to:

RACA Tour
 C/O Jeri Hanson
 37590 110th St
 Comfrey, MN 56019

Registration Questions? Call Brandon at 507-829-3410
 Find us on Facebook....www.facebook.com/RedwoodAreaCattlemen

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 Head = \$100
 101-250 Head = \$200
 251--500 Head = \$300
 501-1000 Head = \$400 + Fair Share
 1001 - 1500 Head = \$550 + Fair Share
 1501 Head & Up = \$750 + Fair Share
 Fair Share is \$0.25 per stock cow & \$0.125 per stocker/feeder
 Individual Supporting Member (non-cattle owner) = \$100
 Student Membership = \$50

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

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Expiration Date ____/____/____ Signature _____

Make Checks Payable to: "MSCA" (No Cash Please)
 Return Form & Payment To: MSCA Treasurer
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Recruited By: _____

Questions Call: ☎ (320) 634-6722 or email: ✉ msca@fallsnet.com