



The Minnesota Cattlemans

The Official Newspaper of the Minnesota State Cattlemen's Association ®

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MSCA representatives attend MDA Japan Food and Ag Mission, visit Tokyo and Osaka

By MSCA Executive Director Kaitlyn Root

Minnesota State Cattlemen's Association (MSCA) Executive Director Kaitlyn Root and MSCA member and cattle producer Mike Landuyt traveled to Japan Sept. 8-15 for the Minnesota Department of Agriculture (MDA) Japan Food and Ag Mission. MDA staff, Minnesota state representatives and other ag leaders attended the trip as well.

Landuyt and Root worked to strengthen and expand relationships with Japanese consumers and distributors,

increase their understanding of business needs of foreign markets, establish useful contacts and understand consumer behaviors in foreign markets during their time in Japan.

"Learning about how other cultures enjoy the beef we raise was an incredible experience," says Landuyt. "By exporting, we add value to cuts that are not popular in the U.S."

The group had the opportunity to participate in a U.S. Department of Agriculture Agricultural Trade Office and



Prima Ham Visit – The MDA Food and Ag Mission group visited this top Japanese meat importer with U.S. Meat Export Federation representatives. The group learned about Japanese cultural food trends and preferences during the visit.

Foreign Agricultural Service briefing at the U.S. Embassy in Tokyo. During the briefing, the trade mission group was able to learn about Japan's political and economic overview. They also were informed on Japan's agricultural industry and Japanese consumer's demand for beef.

Landuyt and Root toured popular retail stores including AEON Shinagawa Seaside. The tours allowed the group to understand the difference between Japanese and American food preferences, including which cuts of meat Japanese consumers prefer. This was important to see firsthand what Japanese consumers are looking for when they shop for groceries.

Japanese consumers enjoy trying new foods and keeping up with what is trending, so food trade shows are popular in Japan. The trade mission group had the opportunity to attend the FoodStyle Japan Food Service Trade Show in Osaka.

Governor Tim Walz hosted two receptions in Japan which were attended by the trade mission group. Representatives from the Minnesota Trade Office at the Department of Employment and Economic Development were in attendance as well.

The U.S. Meat Export Federation (USMEF) displayed a



Networking – The MDA Food and Ag Mission trip offered valuable opportunities to connect and network with MDA staff, Minnesota State Representatives and Minnesota ag leaders. Pictured left to right, MDA Deputy Commissioner Andrea Vaubel, State Representative Kaohly Vang Her and MSCA Executive Director Kaitlyn Root.

large U.S. meat booth at the trade show where consumers were able to taste test different cuts of beef and pork; learn about sustainability in farming and ranching; and find recipes for beef and pork.

The USMEF utilizes trade shows like these to increase demand for U.S. beef, and they play into what Japanese consumers enjoy. Beef tongue, chuck eye roll and outside skirt are popular choices for Japanese consumers. New recipes are introduced at trade shows as well, such as beef-wrapped sushi.

Landuyt and Root enjoyed visiting with USMEF representatives to better understand

the work USMEF does to increase demand for U.S. beef.

Root says the Food and Ag mission was a success for the association, and she is grateful for the opportunity to represent Minnesota cattle producers in Japan.

"I was able to meet with many leaders in the beef industry, as well as network with Minnesota state representatives and Japanese consumers while on the Food and Ag mission," she says. "I feel this trip was a great way to learn about foreign markets and the Japanese culture, as well as to network with leaders in the beef industry."

MSCA

MSCA is a grassroots organization consisting of over 20 local cattlemen's groups, providing the greatest opportunity for producer input and policy recommendations

Minnesota State Cattlemen's members, did you know you can pay your local affiliate dues online? Use the link below to renew your membership for the state and local association!

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NEWS - TIME SENSITIVE MATERIAL

See page 9 for more Japan Food and Ag Mission photos



KAITLYN ROOT
Executive Director
Office: 763-479-1011

Greetings,
I hope all is well with everyone this harvest season. During this busy time of the year, it is extremely important to have the Minnesota State Cattlemen's Association actively representing cattle producers. I can confidently say the MSCA has been

actively working for you these past couple of months – here is an update of recent happenings:

I attended the 2023 Minnesota Ag Leadership Conference in Deerwood, Minnesota, Aug. 20-22 with many other state ag leaders, as well as U.S. representatives. The conference included discussion on the farm bill, U.S. trade, crop protection, U.S. Department of Ag/Farm Service Agency programs and Foreign Animal Disease.

Featured speakers included Senator Amy Klobuchar, House Ag Committee Chairman G.T. Thompson, Congressman Pete Stauber and more.

At the end of August, I worked in the Minnesota Beef Council booth at the Minnesota

State Fair. It was such a fun experience talking with consumers about cattle production and beef. This is an opportunity to directly impact consumers and gain their confidence in beef.

Whether it's sharing your favorite beef recipe, explaining the production cycle of cattle or educating on the environmental benefits of grazing, any positive impact on consumers is beneficial for all cattle producers. After spending time at the fair discussing the beef industry with folks of all ages and all backgrounds, I feel reassured that Minnesotans love eating beef and generally support cattle producers.

I encourage all of you to volunteer at the booth next year – it is your opportunity to make

a lasting impact on consumers.

MSCA member Mike Landuyt and I headed to Japan Sept. 8-15 for the Minnesota Department of Agriculture (MDA) Food and Ag Mission. We visited Tokyo and Osaka while on the trip, and it was an exceptional opportunity to network with state representatives and ag leaders; gain a better understanding of Japanese culture and consumer demand for beef; view the U.S. Meat Export Federation's (USMEF) work in action; and more.

The MSCA continues having discussions with the Minnesota Pollution Control Agency

Root...
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JAKE THOMPSON
President

Hello and good day fellow cattlemen and cattlemen,
I hope this finds you productive and safe in this busy time of the year. I find fall to be a great time of the year to harvest all the growth that has happened throughout the sum-

mer, not only in the fields but also in the pastures.

The Minnesota State Cattlemen's Association has been working hard to harvest some of the growth that we have seen over the last year and hopefully properly plan for the year to come.

We held our quarterly meeting and budget committee meeting on Sept. 27 down at the Minnesota Beef Council office in Maple Plain.

The budget committee held a discussion to finalize the Fiscal Year 2023-2024 budget, and I feel very comfortable with what we came up with.

The quarterly meeting was held with discussions on the 2023 Summer Tour, and we

were presented with a check from Murry and Pipestone county cattlemen as a donation from a very successful tour. We are very grateful and thankful for everyone that made the tour successful and greatly appreciate the donation.

Kaitlyn gave us highlights and a summary of the Japan trade trip she and Mike Landuyt represented MSCA on with the Minnesota Department of Agriculture.

Farmfest was finalized, and it was once again a very successful fundraiser. We want to thank everyone who donated their time to make that happen.

As for some new business discussion, the board discussed other fundraising opportunities

and future Farmfests. We are also working on establishing industry partnerships to increase membership benefits.

I would like to strongly encourage renewing memberships and recruiting new members before the upcoming annual convention Dec. 15-16 at the Arrowwood Resort in Alexandria.

This is a great opportunity to take in a wonderful trade show and listen in on some great informational industry partners' presentations.

There will also be the opportunity to take in some entertainment and fellowship. Hope to see everyone at the annual convention and trade show Dec. 15-16!



RACHEL GRAY
Vice President

Hello from the north!
I hope harvest is underway in your area and that it is going well. In my area, most producers are finished chopping corn and moving into their bean harvest.
We have been blessed up here with timely rains, and the crops have been good. If you are a producer in need of hay, look to northern Minnesota. We seem to have an abundance of feed in many areas.
With fall comes prep check-

ing time and the start of the fall run. In talking to many producers around the area, the calves are doing well and the people that have sold calves have been very happy with the price.

Much of the talk in cattle country involves pricing and getting some sort of coverage or protection on the cattle you have. A Livestock Risk Protection (LRP) policy sure seems like a good idea.

Even though it is hard to think about winter and snow, this is a great time of year to get your feed tested and make a winter-feeding plan. Many of the mineral companies have reps in your area, and they can help with feed testing when needed.

When I think of winter, I always think of convention. It's a great chance to get away from the cows for a night, have a bit of fun and visit



ERIC ZELTWANGER
Cow/Calf Council Chair

Greetings fellow cowboys and cowgirls,

As I visit with producers across the state, the overall message is, "How about this weather?" As most of you know, southeast Minnesota is in D3 drought status and a couple of pockets in central, northcentral and southwest Minnesota are as well.

Drought status plays a big role in how producers qualify for government payments. I don't know about your specific

areas, but many of the people I talk to are hurting more this year than in previous years.

I would like all of you reading this to know and pass it on to everyone that doesn't read this: we are working on making changes to how weather is reported to more accurately monitor drought status.

We need the map to show true weather problems more accurately so those needing help are eligible. These changes won't happen overnight (we all know government changes for us move slowly) but as members of the Minnesota State Cattlemen's Association, we work on issues like these to help make changes for the future.

The help we can use from all locals and regions is a push to increase membership and make our voices heard even more. Everything we do at the

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ROSEMARY GUSTAFSON
CattleWomen President

Hello from northern Minnesota!

The leaves have almost all fallen, and harvest is underway. Just as we're experiencing change in the seasons, the Minnesota CattleWomen experienced change in leadership.

President Michelle Mouser has stepped down to focus on her health, and as president-elect, I have assumed her duties as president. The Minnesota CattleWomen would like to thank Michelle for all she has done during her presidency and her continued pledge to serve the Minnesota CattleWomen in a different role.

The CattleWomen and our Minnesota State Beef Ambassadors are preparing for the MN Beef Expo, Oct. 19-22, where we will be hosting our 32nd annual State Beef Ambassador Competition. The contest is open to young men and women with a passion for beef who are between 14-19 years

old as of Sept. 1 of the year they apply.

Competition will be held Oct. 21, 2023. There will be an option to compete virtually via Zoom if the applicants are unable to attend in person.

Please help share the competition information with applicants you feel would be a good fit for the program; applications close Oct. 10 and can be found at the Beef Expo website at mnbeefexpo.com/beef-ambassadors/ or MNCW website at mncattlewomen.org/mnsba-application.

We thank the Minnesota State Cattlemen's Association (MSCA) for their continued sponsorship of the Lead Ambassadors Scholarship.

Currently, the MN Beef Ambassador team has a scholarship raffle going on to help fund the 2024 Scholarship fund with the drawing being held the Saturday of Expo. Tickets can be purchased from any Beef Ambassador, or by emailing MNBeefAmbassadors@gmail.com.

Along with prepping for the Beef Expo, the Minnesota CattleWomen are adding additional youth educational activities in our booth this year aimed at young people under the age of 14 to encourage them to get in-

Gustafson ...
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Thank you, 2023 Beef Alliance

THANK YOU to the following businesses that have committed to support members of the Minnesota State Cattlemen's Association as a part of the Minnesota Beef Alliance Program for 2023. If you are interested in learning more about the Beef Alliance program, contact Angie Ford at mnscamembership@gmail.com.

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Vaxxinova
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Dry Creek Trucking

* Indicates giving above base level for that category!

Zeltwanger ... continued from page 2

state level goes back to how many people we have supporting us.

I don't know about you, but I struggle to make time to get to the Capitol two times a year. This is why we need to support MSCA so we can employ people like Bruce Kleven, MSCA's legislative consultant, to help watch our backs on the day-to-day issues we face.

Also, having Kaitlyn on

staff is beneficial to help cover meetings with the Minnesota Department of Natural Resources, Minnesota Pollution Control Agency and other groups who we may not always agree with, but we need to work with.

Now that I put in my plug for membership, I can tell you what I know about the beef industry. I have talked with numerous producers about the struggle to cash in on high

price calves or retain heifers for in herd growth or sales.

I can't tell you what to do for your operations, but I remain optimistic that the U.S. population will continue to eat beef, especially at celebrations and special events. I mean, who has ever heard of a chicken knife?!

Stay safe this harvest season!

Gray ... continued from page 2

with other producers.

This year, we will be hosting the convention in Alexandria at the Arrowwood Resort. It will take place on Dec. 15 and 16.

Registration is open! Be sure to make plans to attend.

There is time to connect with other producers, visit the trade show and learn about what is going on in our state

and at the national level for cattlemen and women.

I hope your harvest goes well, your cattle are bred and your calves sell high.

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Twin Cities Live

The Minnesota Beef Council has continued with its monthly appearances on KSTP Twin Cities Live featured on 5 Eyewitness News. The segments last about seven minutes and are shared on our website and social media pages after airing.

In August, live from the Minnesota State Fair, with so many different foods to try at the fair,

we featured three different tasty beef dishes fair-goers could find at the fair. September was back in the studio to share recipes in celebration of Family Meals Month. Classics including meatloaf, crockpot beef stew and chili, which are fitting with the changing weather.

To watch these segments and find the recipes, visit our website at mnbeef.org.

2023 Minnesota State Fair

This year's state fair was a success on many levels! With attendance at normal levels, we were able to visit with many consumers and producers in both our booth and in the livestock barns. The Minnesota Beef Council (MBC) booth was in the Dairy Building on Judson Ave and was centered around beef's sustainability.

Attendees who visited the booth played Beef Plinko to win a prize. This year we gave away "Beef. It's What's for Dinner" paper cowboy hats and adjustable measuring spoons for those who participated and asked beef questions of the team in the booth. We also offered recipe cards, cut charts and our new grilling guide.

This year, we had numerous board members helping in the booth, including Tom Olson, Jeri Hanson, LeeAnn Waugh, Dave Wulf, Patricia Erickson, and Hilary Paplow. Along with many other volunteers! Hilary and MBC Business Manager Heather DeLong also helped judge the 4-H Minnesota Meats Beef contest. The staff also helped with the 4-H, FFA and Open Beef Shows along with working at the booth



when needed.

MBC CEO Kelly Schmidt and MBC Director of Industry Relations Jon Dilworth also helped grill steaks which were served at the 4-H Purple Ribbon Auction during 4-H livestock weekend. Staff assisted with other Beef shows during the state fair. This is a great opportunity to talk to producers from across the state.

Consumer Events

The Minnesota Beef Council (MBC) made an appearance at the UMN Gopher's Game on September 9 where Food & Ag Day was celebrated. There was a booth set up outside of the stadium, and we were able to chat with those walking into the stadium, providing them with resources and giveaways. Minnesota Beef was also featured on radio spots, a live read during the game day broadcast and recognition on the video board in the stadium.

Smoke out Presented by Mpls. St. Paul Magazine & Justin Sutherland's

On September 17, the MBC joined award-winning Chef Justin Sutherland and Mpls.St. Paul Magazine's Executive Editor New Media/Food Stephanie March, for the most lip-smacking, mouth-watering, outdoor barbecue event of

the fall. The Minnesota Beef Council was the sponsor of the sporks that were given to all attendees. The MBC also highlighted the Confident Cooking Book along with our steak and burger blend seasoning packets.



MBC Leaders Visit South Korea and Japan

Minnesota Beef Council (MBC) leadership joined in a trade delegation to Seoul, South Korea and Tokyo, Japan to promote U.S. beef and explore export market opportunities in September. MBC CEO Kelly Schmidt and Vice-Chair Neil Johnson were members of the "Heartland Team" on a trade mission sponsored and organized by the U.S. Meat Export Federation (USMEF). The Heartland Team included farmers, ranchers and leaders from the beef, pork, corn and soybean industries. USMEF is a contractor to the Beef Checkoff working to promote U.S. beef and expand export opportunities.

Schmidt and Johnson were able to learn about the top two U.S. beef export markets, South Korea and Japan respectively. While in South Korea,

they attended market update meetings, met with U.S. trade leaders from the U.S. Embassy and met with online food retailers. They also toured a meat processing facility, the largest burger franchise in South Korea using exclusively U.S. beef. On the Japan leg of the trip, Schmidt and Johnson learned about the Japanese market and attended a food expo where U.S. beef was prominently highlighted. They also toured the largest food retailer in Japan and assisted in a USMEF-sponsored seminar for Japanese food business professionals to learn about U.S. agriculture. It was a fantastic opportunity to see Beef Checkoff investment at work in key markets which continue to demand high quality, U.S. beef and break records for tonnage and value.

MBC Board Meeting

The next Minnesota Beef Council Board of Directors Meeting is scheduled for Monday, November 13 in Maple Plain, MN.

Minnesota Beef Council Events

- October 19-22 - MN Beef Expo, Minnesota State Fairgrounds
- October 25-26 - MN Top of the Class
- November 13 - Minnesota Beef Council Board of Directors Meeting, Maple Plain, MN
- December 15-16 - MN State Cattlemen's Convention, Alexandria, MN

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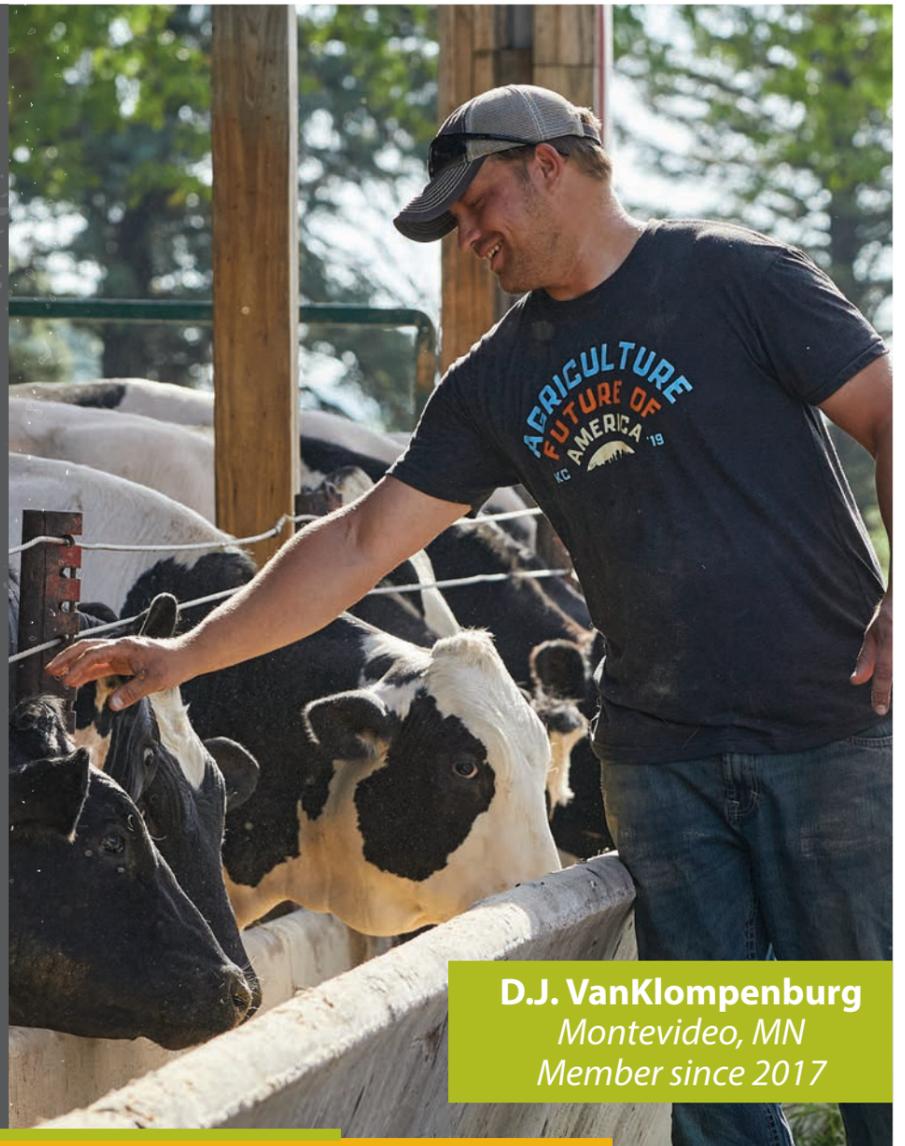


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Root. . . continued from page 2

(MPCA), with the main topics including: prevention of fish kills; manure application and nitrate levels; manure storage facilities; and the Feedlot State Disposal System (SDS)/National Pollutant Discharge Elimination System (NPDES) permits.

The SDS general permit expires May 31, 2025, and the NPDES general permit expires less than a year later on Jan. 31, 2026. The MPCA is working on developing a new SDS feedlot general permit and a new NPDES feedlot general permit concurrently.

This process includes informal meetings with

livestock and environmental advocacy groups; public meetings; public comments and response to comments.

The MPCA is anticipating public notice of SDS and NPDES permits in February of 2024, where public comment will be taken. MSCA will keep members up-to-date with this process and any news from MPCA.

Moving forward, MSCA will continue working with the MDA and Minnesota Department of Natural Resources on deer depredation. We feel there is a management issue of deer in Minnesota, and we will

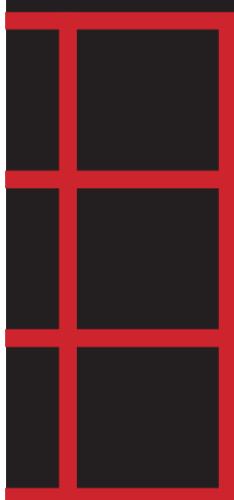
continue working to solve this issue.

Don't forget to register for the MSCA Cattle Industry Convention on Dec. 15-16 at Arrowwood Resort in Alexandria. We are excited to offer educational sessions on current legislative issues, using Livestock Risk Protection, understanding hedging, USMEF updates and a keynote presentation from National Cattlemen's Beef Association President Todd Wilkinson.

For more information and to register, visit mnsca.org/convention.



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KIOTI



Retail Store Visits – Mike and Kaitlyn were excited to find “U.S. Beef” in popular retail stores in Tokyo and Osaka.



Sanwa Starch Tour – The MDA Food and Ag Mission group toured a starch factory near Osaka where they learned about the use of U.S. corn in the process of making starch.



Governor’s Reception – Mike and Kaitlyn met with Gov. Tim Walz during receptions hosted in Tokyo and Osaka.



Minnesotan Representation – MSCA member Mike Landuyt (left), pictured with Minnesota Gov. Tim Walz, Lieutenant Gov. Peggy Flanagan and other ag leaders at a trade show in Tokyo where U.S. beef was showcased.



Trendy Foods – The U.S. Meat Export Federation showcased a large “U.S. Meat Booth” during a trade show in Tokyo where they displayed cuts of beef, cooked beef samples and offered new foods like the beef-wrapped sushi (pictured to the left).



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Scan the QR code to learn more.

Gustafson . . . continued from page 3

volved as ambassadors in the making!

The MN CattleWomen are also looking forward to “Grazing: Cattle’s Positive Impact on the Land and How to share it” on Nov. 4 in Starbuck, MN. Our day will begin with a tour of the Wulf family’s operation, then we will hear from multiple government agen-

cies that manage public lands and finish the day learning how to share our story of cattle’s positive impact on the land. The event is open to any interested cattle women.

After our event in Starbuck, we wrap up the end of the year with the MSCA Convention; Dec. 15-16 at the Arrow-

wood Resort in Alexandria. The Minnesota CattleWomen’s annual meeting will be held Saturday the 16th at noon to allow all CattleWomen with dual memberships the ability to fully participate in the MSCA convention. Registration is open at mncattlewomen.org/events.

Our membership is sitting at 80 mem-

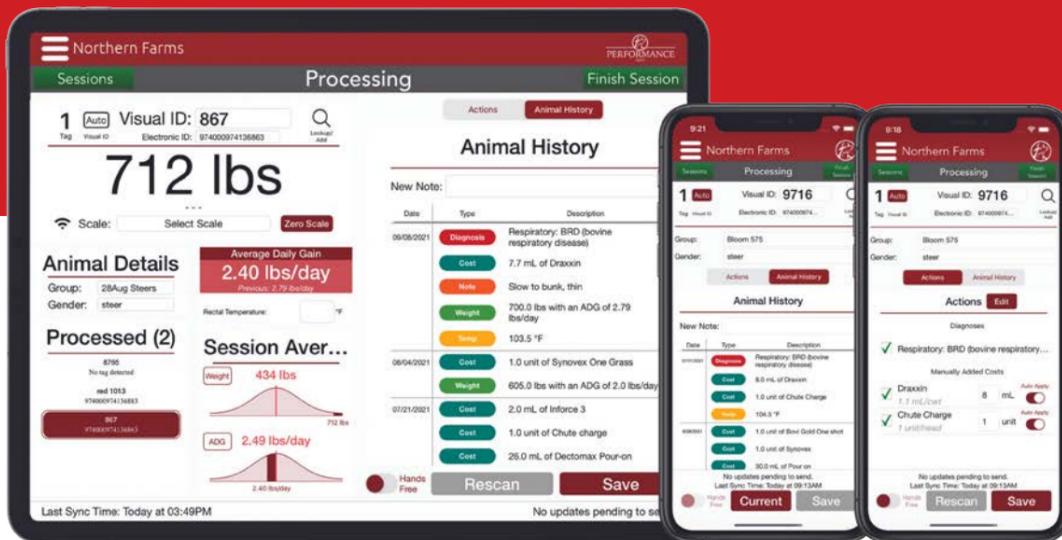
bers, and we are excited about a productive 2024. I look forward to coming alongside the rest of the beef industry in Minnesota as the MN CattleWomen continue to refocus on education.

For more information or to sign up for any event, please visit mncattlewomen.org.

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SCAN TO SEE HOW THEY USE IT >>



NEWS BRIEFS

Disaster Assistance Available for Livestock Losses

The Livestock Indemnity Program (LIP) provides assistance to producers for livestock deaths in excess of normal mortality caused by adverse weather, including extreme heat. Poultry and swine are considered eligible livestock under the LIP program.

For 2023 livestock losses, **producers must file a notice within 30 calendar days of when the loss is first apparent.**

Producers then must provide the following supporting documentation to the local FSA office no later than 60 calendar days after the end of the calendar year in which the eligible loss condition occurred. In addition to filing a notice of loss, producers must also submit an application for payment by March 1, 2024.

- Proof of death documentation
- Copy of grower's contracts
- Proof of normal mortality documentation

Producers should record all pertinent information regarding livestock inventory records including:

- Documentation of the number, kind, type, and weight range of livestock
- Beginning inventory supported by birth recordings or purchase receipts.

Confinement operations must follow good management practices and confinement facility's operating equipment must meet industry standards to be eligible for LIP. Poultry and/or swine death losses in confinement operations that are attributed to an eligible adverse weather event causing the confinement operation's equipment to malfunction are not eligible for compensation under LIP if: good management practices are not followed, the confined livestock operation's facilities do not possess all the equipment that meets industry standards such as, but not limited to, backup generators, alarm systems, fans, etc., management decisions were made not to take the necessary measures that could have prevented the loss.

For more information, producers should contact their local County USDA Service Center or visit fsa.usda.gov. To find the contact information for the local Farm Service Agency Office, visit offices.sc.egov.usda.gov/locator/app.

MSCA Joins Letter Urging House Leaders to Reject Anti-Checkoff Legislation

The MSCA joined other state and national organizations in writing a letter to House Speaker Kevin McCarthy and Minority Leader Hakeem Jeffries in opposition of the Spartz Amendment to the Agriculture, Rural Development, Food and Drug Administration, and Related Agencies Appropriations Act, 2024.

This amendment targeted commodity research and promotion boards, better known as "checkoff" programs. The House overwhelmingly rejected the amendment to the Ag-FDA funding bill. The Spartz Amendment failed by a vote of 49-377.

Blue Jackets Sponsors Needed

Bright Futures Program

With school in full swing, thousands of young people are joining FFA in Minnesota. To support the development of these young people, future leaders for agriculture and their local communities, the Min-

nesota FFA Foundation is again offering the Blue Jackets Bright Futures program which provides official FFA jackets to members who have completed an application indicating their desire to be involved with FFA programs.

This is the sixteenth year the Minnesota FFA Foundation has offered the program.

"The Blue Jackets Bright Future program is a valuable program providing students with an FFA jacket to support their FFA involvement. A personalized FFA jacket provides recipients with a sense of pride while giving them ownership of their FFA experiences, said Lavayne Rada, Minnesota FFA Association Executive Director. "FFA plays an important role in developing agricultural and leadership skills in students while preparing them for their future careers."

"The jacket is a symbol of tradition and pride for those who have worn the official FFA jacket. Many past members have sponsored jackets, but it's not uncommon for individuals and companies to sponsor jackets because they appreciate what the organization does to develop young leaders," said Val Aarsvold, Minnesota FFA Foundation Executive Director.

To support the Blue Jacket Bright Future program, you can find more details and the donation brochure on the MN FFA Foundation's website at mnffaoundation.org/blue-jackets-bright-futures.

For more information or questions on how you can support FFA members through the Minnesota FFA Foundation's Blue Jacket Bright Futures program, contact Amanda Sommers at 507-461-2214 or visit mnffaoundation.org.

Wolf Attack Prevention Grant Money Available

Applications due Jan. 5, 2024

New money is available to Minnesota livestock producers to help prevent wolf attacks. A total of \$95,000 will be awarded by the Minnesota Department of Agriculture (MDA) through the Wolf-Livestock Conflict Prevention Grants. Applications are due Jan. 5, 2024.

The grants provide reimbursement for costs of approved practices to prevent wolf-livestock conflicts. Only costs incurred after entering into a grant agreement with the MDA are eligible for reimbursement. Eligible expenses for the grant program will include:

- Purchase of guard animals
- Veterinary costs for guard animals
- Wolf-barriers which may include pens
- Fladry and fencing
- Wolf-detering lights and alarms
- Calving or lambing shelters

Eligible producers must live within Minnesota's wolf range, as designated by the Minnesota Department of Natural Resources, or on property determined by the Commissioner of Agriculture to be affected by wolf-livestock conflicts. Any animal species produced for profit and documented to have been killed by wolves in Minnesota in the past is eligible. This includes bison, cattle, chicken, deer, donkey, duck, geese, goat, horse, llama, mule, sheep, swine and turkey.

The funding also requires an 80:20 matching cost-share, meaning 80 percent of eligible project costs will be reimbursed by the grant and the remaining 20 percent will be paid for by the grantee.

The grant application must be emailed or post-marked by 5 p.m. on Jan. 5, 2024. Work for this grant must be done and expenses reported by Aug. 31, 2024. The application and more information can be found at mda.state.mn.us/wolfgrants.

This round of funding for the Wolf-Livestock Conflict Prevention Grants is made possible by monies appropriated by the Minnesota Legislature and funding awarded by the U.S. Fish and Wildlife Service to the MDA for grant distribution.

NCBA Secures Passage of Key Animal Health Priority

The Animal Drug User Fee Act Helps New Animal Health Products Come to Market

On Oct. 2, the National Cattlemen's Beef Association (NCBA) hailed the reauthorization of the Animal Drug User Fee Act (ADUFA), a top priority for NCBA that is now law following President Joe Biden's approval of a continuing resolution to fund the government. Included in the continuing resolution, this "clean" reauthorization of ADUFA keeps the legislation in effect for another five years.

"Keeping our livestock healthy is on every cattle producer's mind," said NCBA President Todd Wilkinson, a South Dakota cattle producer. "NCBA made the ADUFA reauthorization a top priority at the 2023 Cattle Industry Convention, and I am proud to see our team's hard work pay off with this latest reauthorization being signed into law. This is just one of many examples of how NCBA works hard to protect our interests in Washington, D.C."

ADUFA allows the Food and Drug Administration's (FDA) Center for Veterinary Medicine (CVM) to collect fees from animal health companies, which fund the agency's review and approval process for new animal drugs. ADUFA ensures that the FDA has an efficient system for authorizing new cattle medicines and diagnostic tools that keep livestock healthy and protects our safe, wholesome food supply. NCBA fought hard to ensure that this latest ADUFA reauthorization contained no post-market amendments that would harm the effectiveness of the FDA's review process, disrupt producers' access to cattle medicines, or simply keep the legislation from passing Congress before the September 30th deadline.

"Incredible veterinary drug innovations are happening every day, and ADUFA ensures that the FDA has the resources it needs to review these new technologies for safety and efficacy and to bring them to market for cattle producers," said NCBA Chief Veterinarian Dr. Kathy Simmons. "We are pleased that Congress passed the ADUFA reauthorization and President Biden signed it into law."

MSCA Convention Registration Opens

The Minnesota State Cattlemen's Association Annual Convention and Trade Show will be held Dec. 15-16 at the Arrowwood Resort in Alexandria. **Make sure to book your hotel room by Nov. 17** by calling the resort at 866-386-5263. Mention the MSCA Convention when you book your room for discounted pricing.

Convention will offer networking opportunities, educational speakers, the Best of Beef Banquet including entertainment and dinner, silent and live auction and more! Visit mnsca.org/convention to register for convention online and to view sponsorship opportunities.

Don't forget to send in nominations for the 2023 Cattleman of the Year and 2023 Industry Service Award which highlight outstanding cattlemen and industry partners. These applications and more information can be found at mnsca.org/convention.

NEWS BRIEFS

USDA Updates Livestock Disaster Payment Rate to Assist Producers Hard-Hit by Heat and Humidity

The USDA's Farm Service Agency (FSA) is updating the Livestock Indemnity Program (LIP) payment rate to support livestock producers in the Midwest who have lost cattle to the extreme heat and humidity experienced this summer. To help indemnify ranchers to reflect a trend towards higher cattle weights in feedlots, the 2023 LIP payment rate for beef calves over 800 pounds will increase from \$1244 per head to \$1618, an increase of \$374.

"The recent heat domes plaguing many parts of the country have proven to be unsurvivable for some animals and temperatures are not expected to let up any time soon. This is one of the latest, many examples of how a changing climate is creating immediate challenges for farmers and ranchers, and we're finding that our emergency relief programs need to adapt accordingly," said FSA Administrator Zach Ducheneaux. "Given these circumstances and the trend towards higher weights in feedlots, it became clear that USDA's Livestock Indemnity Payment rates were not reflective of the true market value for cattle. This change will better indemnify the investments producers have in the livestock they raise, and we will continue to find flexibilities where possible to help our farmers and ranchers in the wake of climate-related impacts."

LIP provides benefits to livestock owners and some contract growers for livestock deaths exceeding normal mortality from eligible adverse weather events, certain predation losses and reduced sales prices due to injury from an eligible loss. Indemnity payments are made at a rate of 75% of the prior year's average fair market value of the livestock.

The updated LIP payment rate is effective immediately and will be applied retroactively starting Jan. 1, 2023, for all eligible causes of loss including excessive heat, tornado, winter storms, and other qualifying adverse weather. Producers who have already received LIP payments for 2023 losses will receive an additional payment, if applicable, commensurate with this updated rate. For details on eligibility and payment rates, review the LIP fact sheet.

FSA recognizes that an annual update of LIP payment rates does not account for the volatile nature of livestock markets and is further exploring flexibilities to establish more current payment rates.

MSCA Industry Service and Cattleman of the Year Nominations Open

Deadline for nominations is Nov. 17, 2023

The Minnesota State Cattlemen's Association (MSCA), through the Minnesota Cattleman of the Year award, annually recognizes an individual cattleman that has demonstrated outstanding leadership and personal dedication to Minnesota's cattle community. MSCA accepts nominations for the honor and presents the nominations to a selection committee consisting of individuals that are past recipients of the award.

The announcement of the selection is made public at the annual Best of Beef Banquet during the MSCA convention in December.

Have someone in mind who you think is deserving of this award? To view the nomination form and make a submission, visit mnsca.org/convention.

The Industry Service Award recognizes an individual, business or organization that has demonstrated support to grow the Minnesota

cattle industry or community.

The beef industry in Minnesota depends on the support of agricultural businesses and organizations for the advancement of our industry. The Minnesota Beef Industry Service Award serves as an avenue for MSCA to recognize and thank these groups for their efforts in our state.

Nominations are submitted to the MSCA Executive Committee, which then selects the award recipient. The announcement of the selection will be made public at the annual Best of Beef Banquet during the MSCA convention in December. Nominees must have demonstrated leadership and support to the cattle industry that have made a positive and lasting contribution to Minnesota's cattle community.

To view the nomination form and make a submission, visit mnsca.org/convention.

DON'T FORGET!

Minnesota State Cattlemen's Association Annual Cattle Industry Convention is December 15-16.

See page 16 for more information.

MINNESOTA BEEF COUNCIL

Host a BQ A Training!

CONTACT MBC BQA COORDINATOR KAITLYN ROOT AT [KAITLYN@MNBEEF.ORG](mailto:kaitlyn@mnbef.org) TODAY!

REMINDER!

Book your hotel room for MSCA Convention by **Nov. 17!!** Make sure to mention the MSCA Convention when you book in order to secure the discounted rate.

Call the Arrowwood Resort at 866-386-5263 to book your room. Mention the MSCA Convention for the discount.

MINNESOTA STATE CATTLEMEN'S ASSOCIATION

Minnesota Beef Alliance Program

By contributing to the MN Beef Alliance program, you are listed as an Associate member of the MN State Cattlemen's Association. You have the opportunity to participate in the association's educational seminars, events and various membership opportunities throughout the year.

<p>Prime Level - \$5,000 +</p> <ul style="list-style-type: none"> Advertising opportunities <ul style="list-style-type: none"> Advertisement in the Minnesota Cattleman Newspaper <ul style="list-style-type: none"> 6 half page or 3 full page advertisements Linked logo on the MSCA website page for 1 year Event Sponsor <ul style="list-style-type: none"> Summer Tour and trade show <ul style="list-style-type: none"> Standard trade show booth Bus sponsor Half page color ad in program 2 registrations Sponsor recognition in tour program Minnesota Cattle Industry Convention and Trade Show <ul style="list-style-type: none"> Prime trade show booth space Meal sponsor 2 individual registrations Listed as Associate Member in directory and newspaper <p>\$6,000 Value</p>	<p>Choice Level - \$4,000</p> <ul style="list-style-type: none"> Advertising opportunities <ul style="list-style-type: none"> Advertisement in the Minnesota Cattleman Newspaper <ul style="list-style-type: none"> 4 half page or 2 full page advertisements Event Sponsor <ul style="list-style-type: none"> Summer Tour and trade show <ul style="list-style-type: none"> Standard trade show booth Half page color ad in program 2 registrations Sponsor recognition in tour program Minnesota Cattle Industry Convention and Trade Show <ul style="list-style-type: none"> General trade show booth space General sponsor 2 individual registrations Listed as Associate Member in directory and newspaper <p>\$5,000 Value</p>	<p>Select Level - \$1,500</p> <ul style="list-style-type: none"> Advertising opportunities <ul style="list-style-type: none"> Advertisement in the Minnesota Cattleman Newspaper <ul style="list-style-type: none"> 3 half page advertisements Event Sponsor <ul style="list-style-type: none"> Summer Tour <ul style="list-style-type: none"> Sponsor recognition in tour program Minnesota Cattle Industry Convention and Trade Show <ul style="list-style-type: none"> General trade show booth space General sponsor 2 individual registrations Listed as Associate Member in directory and newspaper <p>\$2,000 Value</p>	<p>Presidential Level - \$900</p> <ul style="list-style-type: none"> Advertising opportunities <ul style="list-style-type: none"> Advertisement in the Minnesota Cattleman Newspaper <ul style="list-style-type: none"> 3 half page advertisements Advertisement in the MSCA e-newsletter (Policy Pen) <ul style="list-style-type: none"> 4 ads in the Policy Pen newsletter Listed as Associate Member in directory and newspaper <p>\$1,200 Value</p>
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Mission: To create and maintain an economic and political climate that provides individual members the opportunity to sustain and grow the cattle industry



Grassroots Outreach Makes All the Difference

By Todd Wilkinson, NCBA President

When I update cattle producers in different parts of the country on what NCBA is doing in Washington, D.C., I am frequently asked, “How can I help?” The answer is by speaking up and joining our grassroots outreach efforts. Unlike so many other advocacy organizations in Washington, NCBA speaks for individual cattle producers, not companies or other interests. That is something I’m certainly proud of, and I hope you are also proud to be part of this association that puts producers first.

At the first meeting of the National Stock Growers Convention in January 1898 — an event that would eventually lead to the formation of NCBA — a Pueblo rancher named G.F. Patrick told the crowd how individual cattle producers might be ignored by policymakers and special interests, but when producers unite their voice it’s powerful: “Singly, he is but one man with a few thousand dollars; combined, he is a multitude with a million at his back, and with the business aggression, experience and abil-

ity of an army standing to support him.”

That same point holds true 125 years later. Today, we face a new array of challenges, but the grassroots outreach of our members makes all the difference on Capitol Hill. This year, thousands of cattle producers have made their voices heard on a range of policy issues by joining NCBA’s grassroots campaigns. While NCBA works every day to represent you on Capitol Hill and in federal agencies, hearing directly from a producer can make the difference and move a policy-maker to our side.

Since the start of 2023, cattle producers have sent 14,236 messages to their representatives in Congress representing 49 of 50 states. This spring, 1,950 cattle producers wrote to urge the U.S. Senate to pass a resolution to overturn President Biden’s Waters of the United States (WOTUS) rule and the resolution passed in a bipartisan vote.

When the Bureau of Land Management proposed new rules that would upend graz-

ing on public lands, 813 cattle producers from across the U.S. wrote letters and showed the agency that farmers and ranchers — in the West and beyond — were united against the rule.

As animal rights activists have attacked the Beef Checkoff, 2,556 cattle producers spoke up to show policymakers that real farmers and ranchers support the Checkoff. When Rep. Victoria Spartz, an Indiana Congresswoman, introduced an amendment that attacked the Beef Checkoff, producers bombarded Capitol Hill with 1,028 letters opposing the measure. These letters make a powerful difference because they show policymakers that their constituents — real producers — care about the issues being debated on Capitol Hill.

Even more impactful than writing to Congress is meeting with members of Congress and their staff in person. NCBA members traveled to D.C. this spring for the Legislative Conference, which gives producers a chance to talk directly with their representatives and

share their perspective as constituents. This year, we talked about our support for the Beef Checkoff and pushed back on false claims being made by animal rights activists.

Even more exciting is the opportunity to prepare younger producers to take on greater roles as spokespeople for the cattle industry. For the first time since 2019, we were able to hold the Young Cattlemen’s Conference (YCC). This trip brings more than 70 cattle producers from all across the country together for the chance to visit other operations, tour processors and retailers, and see what D.C. advocacy is like firsthand. At the end of the trip, YCC attendees go to Capitol Hill to meet with their members of Congress and once again share their grassroots perspective as individual producers and constituents.

NCBA has been a political force to be reckoned with for the past 125 years but remaining a strong voice for cattle producers for the next 125 requires investing in the next generation. Walking around

the Cattle Industry Convention and NCBA Trade Show in New Orleans, members of FFA, 4-H, Block and Bridle, and Collegiate Cattlemen’s chapters from colleges and universities across the U.S. were in every room excited to learn about production practices and policy alike.

NCBA is also supporting students who are founding and leading Collegiate Cattlemen’s Associations by providing industry speakers and sharing information on internship and scholarship opportunities. These students are tomorrow’s cattle industry leaders, and I am so glad they are connected with our association.

Our industry has no shortage of challenges, but together we will rise to address every issue. Like G.F. Patrick said at our first meeting in 1898, our power comes from our grassroots members uniting together in this association. Thank you for being a proud member of NCBA. Together, we will protect the future of the cattle industry for the next generation.

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MBC and UMN Offer Online BQA Training Opportunities

University of Minnesota Extension, along with the Minnesota Beef Council, will host online Beef Quality Assurance (BQA) training opportunities starting in September, 2023. Producers attending any of the free workshops will receive their three-year BQA certification.

Over the past three years, cattlemen and women have been asked to complete the BQA program in order to market their cattle to certain processors. However, BQA certification is still voluntary. Specific companies have chosen to extend their own quality assurance protocol requirements to cattlemen who are a part of their supply chain. A BQA certification is being required by many major industry buyers and processors. When a producer does not have current BQA certification the result is that many packers and feedlots simply cannot purchase those cattle because their company cannot source cattle from a producer who does not meet their certification requirements.

The online BQA trainings that will be offered include:

- **Online Zoom training:** Thursday, November 30, 2023, beginning at 7:00 p.m.
o Register at z.umn.edu/BQANov30
- **Online Zoom Training:** Tuesday, February 20, 2024, beginning at 7:00 p.m.
o Register at z.umn.edu/BQAFeb20
- **Online Zoom Training:** Tuesday, April 9, 2024, beginning at 7:00 p.m.
o Register at z.umn.edu/BQAApril9

The two-hour trainings are free to attend, but attendees must pre-register online at the correct link. Everyone who handles and manages fed cattle is encouraged to become BQA certified.

You only need to attend one of the training options to complete BQA certification.

About the ONLINE Zoom trainings: Pre-registration is required. You will not be able to access the Zoom meeting room without first pre-registering and receiving the secure Zoom link from Extension staff. Accessing Zoom is as simple as clicking on the secure link that will be emailed directly to you.

Families are able to view the training on the same computer/mobile device, and all viewers will receive credit for certification.

At the time of entering the Zoom webinar, each participant will need to be checked in by UMN Extension staff with their full name, address, and contact information if it was not supplied at the time of registration.

**CHECK US OUT
ON THE WEB
AT
WWW.MNSCA.ORG**

IMPORTANT DATES:

Dec. 15-16 – 2023 Minnesota Cattle Industry Convention – Arrowwood Resort, Alexandria

Jan. 31- Feb. 2 – NCBA Cattle Industry Convention and Trade Show – Orlando, Florida

June 24, 2024 – MSCA Quarterly Meeting & PAC Event

June 25, 2024 – Summer Tour – hosted by Northwestern Stockmen’s Association

For more details on events listed above, visit www.mnsca.org





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SAVE THE DATE!

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DEC. 15-16

Arrowwood Resort
Alexandria, MN



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MINNESOTA STATE CATTLEMEN'S ASSOCIATION ANNUAL CATTLE INDUSTRY CONVENTION

Stay up to date with drought resources by checking your weekly Policy Pen. If you do not receive the Policy Pen e-newsletter, reach out to Kaitlyn at kaitlyn@mnsca.org to get signed up!

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

MSCA/NCBA Partnered Membership Application Form

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YES I would like to receive the Policy Pen E-Bulletin

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

PO Box 12, Maple Plain, MN 55359

Recruited By: _____

Questions Call: ☎ (763) 479-1011 or email: ✉ mnsca@mnsca.org

MN State Cattlemen's Association Dues \$50	
Junior Dues \$25	
Local Cattleman Association Dues (Optional)	
Local = _____	(Local Dues →) _____
NCBA Membership Dues (Optional)	
<small>(Select the appropriate classification and add to MN State Cattlemen dues)</small>	
1-100 - \$150	Stocker/feeder - \$150 + \$0.38/head
101-250 - \$300	
251-500 - \$450	Associate Dues
501-750 - \$650	Individual - \$150 (NCBA Dues →) _____
751-1000 - \$900	Business - \$200
1001-1250 - \$1150	Student (24 or younger) - \$50
1251 - 1500 - \$1400	
1501 - 1750 - \$1600	
1751 - 2000 - \$1900	Total Dues Enclosed This Membership _____