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November/December 2019

Editorial Comments...

Jill Bayers Hotchkiss



Jill Hotchkiss

It seems like the last few months have been tough on old friends and this month was no exception. Whether you are 17, 70 or 90, old friends aren't necessarily old, rather they are dear people you've known for a long time who have enriched your life.

Once again, sadly we say goodbye to several dear friends, stalwarts of the ranching community. One nice thing about the ranching community and Hereford business, it is like an extended family. If you are in it for awhile you make friends with a number of people across the country and those friendships last for a lifetime.

We are happy for lives well lived, for their friendships and involvement in our lives but it is sure tough to see them go.

It continues to be an active fall/early winter in our area in terms of sales, weather issues and other activities. Female sales, both live and online, dominated September and October. For the most part, they have been very strong which is encouraging. Weather seems to have played a part in a few that didn't go so well.

Some of these sales focus on the show heifer market, others focus more on bred females and donor cows. There are some incredible opportunities in the female sales right now.

Congratulations to Arvid and Linda Eggen who were chosen for induction into the Montana Cowboy Hall of Fame.

(continued on page 8)

Arvid and Linda Eggen To Be Honored As Montana Cowboy Hall of Fame, Western Heritage Inductees

On September 16th, the Montana Cowboy Hall of Fame and Western Heritage Center (MCHF & WHC) announced its newest inductees into the Montana Cowboy Hall of Fame.

The MCHF & WHC was founded in 2003 by the Montana State Legislature as a 501(c)(3) nonprofit organization.

The goal of the organization is to preserve and pass forward the Montana cowboy way of life, the state's American Indian cultures, and the collective Montana Western Heritage.

The 12th class of inductees was chosen from a field of candidates nominated by the general public.

Inductees are honored for their notable contributions to the history and culture of Montana.

"The Hall of Fame exists to honor those who have made an impact in their part of the state and represent Montana's authentic heritage for future generations," said Bill Galt, MCHF & WHC President. "Our volunteer trustees around Montana vote on nominations that come from the district in which they reside. This process gives the local communities a strong voice in who will represent them in the Montana Cowboy Hall of Fame."

The MCHF & WHC board of directors has designated 12 trustee districts across the state from which up to 20 trustees may be appointed.

Nomination criteria established by the board for the Class of 2019 inductions allowed the election of one Living Inductee and one Legacy Inductee from each of the 12 districts.

(A full list of recipients follows article on Eggens.)

Hereford breeders Arvid Joseph and Linda Joy (Lee) Eggen were the recipients from District 1.



The Eggen family came to the Plentywood, MT, area in 1898 and built this iconic barn in 1908.

Arvid Joseph Eggen was born June 26, 1943, the eldest child and only son of Joseph and Katherine (Kohler) Eggen. He was raised on the J Bar E Ranch, 12 miles west of Plentywood, MT on the Big Muddy River in the Archer community of Sheridan County. Arvid continues as the third generation to live on the ranch.

When looking over the country in the spring of 1898, Arvid's grandfather, John Eggen, and his great uncle, Andrew Fadness, came across a vibrant green acreage with a beautiful natural flowing spring, rendering the decision to set down roots in that location. The spring remains active today providing water for three houses, the barn, and corrals. A large barn was erected in 1908 which stands as an icon to the area and era.



Arvid and Linda Eggen

During the first 10 years of ranching, John and Andrew raised cattle and horses. For several years they were able to run their livestock from the Canadian border to the Missouri River and from the North Dakota border to Scobey, MT, on open range.

In 1908, when the homesteaders began to stake claims under the Homestead Act, they began building fences. The Eggens, who had established the J Bar E Ranch, sent a strong message and started cutting the fences. John and Andrew decided they would fight this battle in a round-about way and began selling horses and cattle to the homesteaders. Eventually they became good friends with their homesteading neighbors.

John and his wife, Tillie, had three children: Joseph, Gene, and Lillian. John passed away in 1941 and a few years later, son Joseph (Joe) bought

(continued on page 5)



TOTAL PERFORMANCE BULL SALE

FRIDAY DECEMBER 6, 2019

Hereford Sale Bulls AVERAGE:

CED	BW	WW	YW	SC	SCF	MILK	CEM	UDDR	TEAT	CW	REA	MARB	\$BMI	\$BII	\$CHB
+8.8	+1.6	+68	+110	+1.4	+21.4	+29	+4.9	+1.4	+1.4	+81	+0.67	+0.25	+\$444	+\$537	+\$119
Top 8%	Top 20%	Top 2%	Top 2%	Top 5%	Top 5%	Top 15%	Top 15%	Top 4%	Top 5%	Top 4%	Top 3%	Top 10%	Top 2%	Top 2%	Top 5%

FEATURING 175 BULLS



**BEHM 100W
Cuda 504C**
Reg # 43636764

DT

CED	BW	WW	YW	MILK	SC	SCF	CW	REA	MARB	\$BMI	\$BII	\$CHB
+15.5	-0.9	+70	+116	+32	+1.6	+17.9	+86	+0.69	+0.37	+\$419	+\$521	+\$141

Sons Sell! No other sire in the breed comes close to matching Cuda's balance of calving ease, growth, maternal traits and carcass merit. This powerful, stout, rugged, short marked, homozygous polled sire is emerging as a true breed leader. Semen available from Select Sires.



**KCF Bennett
Noble D367**
Reg # 43785095

TC

CED	BW	WW	YW	MILK	SC	SCF	CW	REA	MARB	\$BMI	\$BII	\$CHB
+9.0	+0.2	+71	+113	+28	+1.8	+20.5	+97	+0.84	+0.15	+\$440	+\$532	+\$134

His First Sons Sell! Noble will be the high use sire at KCF in 2019 after demonstrating his unique ability to deliver calving ease, growth, pigment and phenotype in his first calf crop. Semen available from KCF.



**KCF Bennett
Homeward C776**
Reg # P43662613

TC

CED	BW	WW	YW	MILK	SC	SCF	CW	REA	MARB	\$BMI	\$BII	\$CHB
+6.8	+1.8	+68	+112	+30	+1.2	+18.3	+84	+0.40	+0.45	+\$403	+\$511	+\$118

Homeward is truly a complete package, delivering calving ease, growth, pigment, docility and a great look in both sons and daughters. Semen available from KCF.



**KCF Bennett
Devout B716**
Reg # 43595083

TC

CED	BW	WW	YW	MILK	SC	SCF	CW	REA	MARB	\$BMI	\$BII	\$CHB
+10.7	0.0	+63	+93	+36	+1.5	+23.3	+80	+0.75	+0.36	+\$474	+\$573	+\$117

Sons Sell! Devout delivers calving ease, pigment, carcass merit and maternal in a highly desirable package. A maternal brother to X51, he is programmed to excel on nearly every measurable trait. Semen available from KCF.

AVAILABLE MID-OCTOBER BY PRIVATE TREATY
15 open heifers from our replacement group, sired by BEHM 100W Cuda 504C, KCF Bennett Noble D367, JDH Victor 719T 33Z, KCF Bennett Homeland C34 and KCF Bennett Devout B716. Top cow families and elite EPDs.

James D. Bennett
(434) 376-7299

Paul S. Bennett
(434) 941-8245

Dalton G. Bennett
(434) 664-7946



Jim G. Bennett
(434) 664-7935

Brian R. Bennett
(434) 664-8309

Scott R. Bennett
(434) 660-7268

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Fax (434) 376-7008
knollcrest@knollcrestfarm.com
www.knollcrestfarm.com

Sales & Events

October

- 17 NILE Show, Billings, MT
- 18 Hereford Harvest Sale
Vibank, SK
- 19 C&T and Guests
Take the Next Step Sale
at Right Cross Ranch Facility
Kisbey, SK
- 20 Blair/Athol/Haroldson's
and Guests Sale
Arcola, SK
- 21 Delaney Online Heifer Event
SmartAuctions.co
- 24 Jensen Bros. "The Chosen"
Female Sale at Sanders Ranch
Louisburg, KS
- 26 AHA Annual Meeting
Kansas City, MO
- 26 Ladies of the Royal Sale
Kansas City, MO
- 27 American Royal Show
Kansas City, MO
- 29 Bowling Ranch Hereford &
Red Angus Production Sale
Newkirk, OK

November

- 1 Jamison Herefords Fall
Female Sale
Quinter, KS
- 5 Wooden Shoe Farms Sale
Blackfoot, ID
- 6 JC Cattle Co.
Pride in the Pasture Online Sale
SmartAuctions.co
- 8 SD Hereford Assn. Annual
Meeting & Banquet
Brookings, SD
- 9 SD Hereford Assn.
Excellence Sale
Brookings, SD
- 9 Nebraska Hereford
Association Annual Meeting
Grand Island, NE
- 9 Iron Lake Ranch
Iron Clad Genetics VI Sale
Grand Saline, TX
- 10 Nebraska Hereford Assn.
Cornhusker Classic
Grand Island, NE
- 11 Mohican West Bull Sale
Laurel, MT
- 12 Montana Hereford Assn.
Annual Meeting, Headwaters L/S
Three Forks, MT
- 13 Montana Feeder Calf Sale
Headwaters L/S, Three Forks
- 17 NAILE Show
Louisville, KY

- 21 Largent & Sons Sale
Kaycee, WY
- 21 Fenton Hereford Ranch Sale
Irma, AB
- 23 Amdahl Angus and Hereford
with Jim Baker Herefords
Production Sale
Rapid City, SD

December

- 5 Hereford America
Advertising Deadline
- 5-7 Western States Shows & Sale
Reno, NV
- 6 Knoll Crest Farms Total
Performance Bull Sale
Red House, VA
- 6 Nelson-Hirsche Bull Sale
Del Bonita, AB
- 6 North Dakota Hereford Assn.
Open Show / Annual Meeting
Valley City, ND

- 6 North Star Classic Cattleman's
Elite Classic Banquet and Sale
Valley City, ND
- 7 Pyramid Beef/
Frederickson Ranch Bull Sale
Spearfish, SD
- 7 North Dakota Hereford Assn.
Sale & Banquet
Valley City, ND
- 8 North Star Classic
Junior Hereford Show
Valley City, ND

(continued on page 4)

CURRENT CATTLE MARKET REQUIRES VALUE TESTED CATTLE



Only the top 1/3 of Bull calf crops qualify under the Value Performance System. Rausches have Yearling and Two-year-old Bull programs. See RauschHerefords.com for more details.



YOU GUYS BETTER PERFORM TO MAKE THE SALE OFFERING.

WE ARE READY FOR OUR NEW OWNERS TO LOOK US OVER!

62ND ANNUAL BULL AND FEMALE SALE

150 Bulls and 250 Females in the offering

THIRD MONDAY IN FEBRUARY 2020

Offering is from the Nation's Top Dams of Distinction Herd.
Volume Selection from top blood lines of both Polled and Horned genetics.



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(605) 948-2146 or 2157 or 2375

Jerry Shannon Vern & Joel

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Located 2 miles west of Hoven on Hwy. 20 and 47

E-mail: rauschherf@rauschherefords.com



38th Anniversary
DAMS OF DISTINCTION
Over 850+ Rausch
dams have qualified!
America's No. 1 Dams
of distinction herd
(Based on efficiency)

• Serving commercial and registered Hereford breeders •

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— In memory of Byron Bayers —

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Sales & Events

(continued from page 3)

- 13 Minnesota Hereford Breeders
Annual Meeting & Banquet
Hutchinson, MN
- 14 GoPher the Purple Sale
Hutchinson, MN

- 17 National Western Stock Show
Pen & Carload Show
Heifer Show
Denver, CO
- 20 Van Newkirk Herefords Sale
Oshkosh, NE
- 26 Knippling Hereford Online Sale
www.TheLivestockLink.com
- 27 Delaney & Atkins Bull Sale
Lake Benton, MN
- 28 Churchill Cattle Co. Bull Sale
Manhattan, MT
- 29 Black Hills Stock Show
Hereford Show & Sale
Rapid City, SD
- 30 Ridder Herefords Sale
Callaway, NE

January

- 9 The Berry's Bull Sale
Cheyenne, WY
- 15 National Western Stock Show
Junior Heifer Show
Denver, CO
- 16 National Western Stock Show
Bull Show
Denver, CO

New Sale
Date!

The Berry's

Thurs., January 9, 2020

Cheyenne, Wyoming

WHERE
COWMEN
BUY
BULLS

We will have
feed efficiency
and carcass data
on each bull

Jay and Janice Berry
Home: (307) 634-5178
Cell: (307) 630-7944

jaberryherefords@msn.com

RAUSCH HEREFORDS SINCE 1946

Announcing New Version of Rausch TOTAL VALUE PERFORMANCE RECORDS

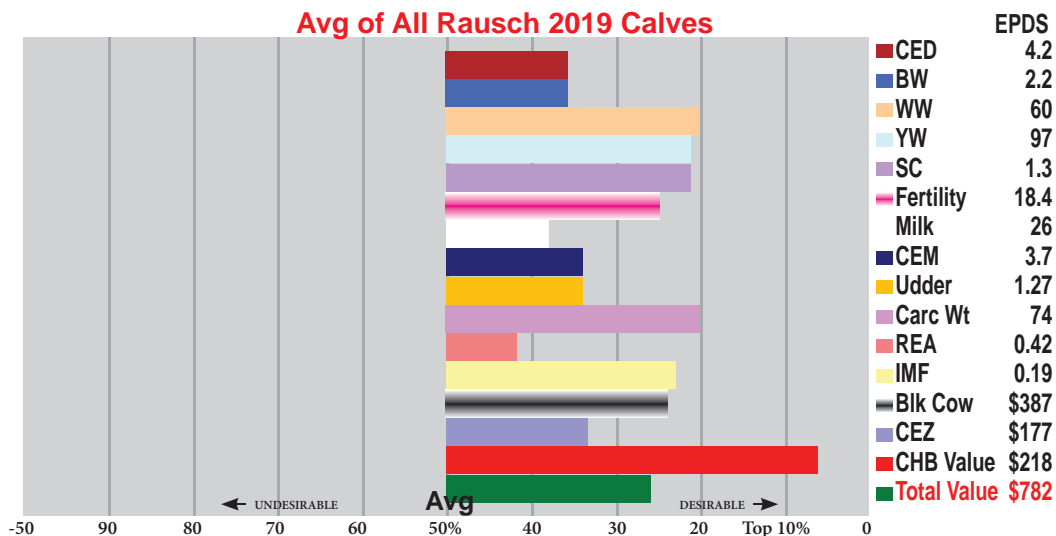
- All animals in Rausch Herd are under continuous evaluation.
- Any registered Hereford performance animal can be evaluated under this system.
- Rausch Value System is compatible with AHA's TPR performance program.
- Calving Ease, Growth, Maternal and Carcass traits are all represented in **TOTAL VALUE**.
- Bar graph of each Registered animal in 2020 Rausch Sale catalog.
- Bar graph of each Registered sale group in 2020 Rausch Sale catalog.
- Bar graph of customer multiple purchases available.



RESULTS OF RAUSCH TOTAL VALUE PERFORMANCE PROGRAM

R Leader 6964, R Revolution 4510, R New York 5083, R Bonanza 4164 & R Sweet Red Wine
Dams of Distinction #1 cow herd since 1980.

Avg of All Rausch 2019 Calves



TOTAL Value =
BLK COW Value (AHA value) + CEZ Value (2 x BW Dev + CED Dev) + CHB Value (2 x AHA value)

Please call, write or e-mail for more information:

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38th Anniversary



Over 850+ Rausch
dams have qualified!
America's No. 1 Dams
of distinction herd
(Based on efficiency)

Eggen...

(continued from page 1)

the ranch from his mother. He married Katherine "Kay" Kohler and had three children: Arvid, Joann and Linda. On June 18, 1967, Arvid married, Linda Joy Lee. To this union two children, Lorrie and Jay-De, were born. Today they reside on the expansion of the ranch along with their families.

The J Bar E Ranch has always been known for raising fine cattle and horses. In 1952, Joe decided to dabble in the registered cattle business and bought 13 head of bred Horned Hereford cows. That adventure was the beginning of activities surrounded by bull sales and traveling throughout the United States, Canada and, Mexico meeting and making lifelong friends.

At one time half the homeplace was set up for farming and the other half for grazing. As Arvid began managing, he soon realized his desire to concentrate on raising quality cattle and Quarter Horses and seeded the farmland to grass.

The J Bar E Ranch has long been known for its good Hereford cattle. Their goal has always been to produce high quality seedstock for the cattle industry. They sell bulls and females to registered and commercial operations by private treaty. Their cattle have gone to most states, Canada, and Mexico.

They run their registered and commercial cattle alike, in short hard grass

country, not on irrigated pastures or cropland.

The ranch is in an area dominated by black cattle, but Eggen's neighbors are seeing the advantages of their Herefords for their longevity and growth. The F-1 black baldy is the most sought after calf in the commercial business.

Eggen's long standing love for Herefords and unwavering commitment to the breed has led to a very successful operation. Their cattle look like beef cattle with bulls having thickness, depth of body, and sound feet and legs. They also work with balanced EPDs and have great dispositions. Bloodlines are predominately Real Prince Domino and Canadian.

It says something for an operation to run as long as they have. Eggens feel the key is to realizing there is always room to improve and get better, and they are constantly trying to improve their operation every day.

Arvid and Linda own "Winning



J Bar E Ranch strives to produce high quality, functional Hereford cattle and sells bulls privately. In an area dominated by black cattle, the Eggens say neighbors are noticing the advantages of Herefords.

Photo by Karena Sebastian Quigley

Little Leo," their American Quarter Horse Association stallion. He is the last known grandson of the legendary "Leo" (born in 1940) and the great grandson of "Joe Reed II" and "Little Fanny." He is from the lineage of "Dry Spec A Pepper," with 17 legends and foundations in his pedigree. "Leo", as he is now called, is quiet & well-mannered, has cow savvy and great speed. Sure-footed, his progeny has excelled as trustworthy steeds for ranchers, bar-

rel racers and ropers in the arena, and countless trail riders. At age 24, he stands at stud having sired six foals this year. His colts are intelligent and quick to learn.

Arvid and Linda are gracious hosts. They love to entertain guests in their beautiful log home, where the door is always open to friends, neighbors, hunters, Hereford enthusiasts, and teenagers alike. In the 1990s the Egg-

(continued on page 6)

Easy Calving ♦ Easy Keeping



BW	0.0
WW	65
YW	96
M	29
M+G	61
REA	.78
Marb	.09

F Frontier 925 (homozygous polled) 174E x 10Y
BW 70 lb. Herd bull style, quality, and muscle.



BW	2.2
WW	72
YW	113
M	27
M+G	63
REA	.58
Marb	.39

F Anodyne 928 (polled) 001A x X651
BW 80. All-around performer from a first-calf heifer.



BW	3.3
WW	69
YW	109
M	32
M+G	67
REA	.52
Marb	.22

F Warrior 904 (polled) BW 82

For Sale Privately
70 bulls ♦ 30 females
Polled and Horned
Feddes Herefords

Tim 406.570.4771 Dan 406.570.1602
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2009 Churchill Road Manhattan, MT 59741

Our sale is any time you want. All our cattle sell privately.
See more bulls for sale at:

www.feddes.com



BW	3.4
WW	60
YW	102
M	33
M+G	62
REA	.60
Marb	.19

F 3297A Advance 956 BW 86

Eggen...

(continued from page 5)

ens decided to share their passion and knowledge of northeast Montana and its rich history. They began a 5-day hunting business providing a place where people from around the world could come to stay and hunt, allowing Arvid and Linda the opportunity to educate others about agricultural and the western life-style. Visitors learned about American ranchers and cowboys who take great care of the land, livestock, and wildlife, thus providing for the safe and abundant food we all enjoy. Without good stewardship, ranchers would not be in business to manage and sustain the food chain, which enables others to live healthy life-styles. Guests have returned annually from Hawaii, Alaska, and many of the contiguous states.

The Eggens have always had a soft spot for youth, encouraging them in a western lifestyle. Arvid and Linda, who were involved as members and leaders in 4-H, teach safe beef and sheep showmanship skills to 4-H and FFA students.

Arvid has become known as the local "cow whisperer" helping ranchers pick out their annual replacement heifers, to work cattle more quietly and put together a quality herd. Linda is an efficient and beautiful seamstress who has designed everything from christening to wedding gowns and guided numerous 4-H sewing members with their projects throughout the years.

Branding time is a big event on the J Bar E. Neighbors and friends gather to "rope and drag" calves to the fire. On any given year it is not unusual to have a crew of 50 to 75 people sit down to a delicious meal prepared by Linda. The home cooking is a big reason why so many show up and enjoy a good time of laughter, stories, making friendships, and creating memories to last a lifetime.

The Eggen family's western roots lie deep and continue to expand with the next generations. Lorrie has two sons and a daughter. In 2017, she took over the ranch, with her Dad advising and son, Jarett, working alongside her.

Jay-De owns a cattle hauling business and has developed a good reputation as a dependable handler of livestock hauling cattle and registered bulls throughout the United States. He works for the J Bar E during the summer months. Jay-De has three daughters.

Arvid and Linda, are the pillars of a ranching lifestyle. Their children and grandchildren are prepared to preserve while holding strong to their faith in God, staying loyal to the western way of life, and teaching respect of the land.

Submitted by:

Christy Stensland, Executive Director
Montana Cowboy Hall of Fame

References:

Interviews with Linda Lee Eggen by
Avice Hoff, 2018

Interviews with Linda Lee Eggen by
Lorrie Eggen, 2019

Memories as written by Linda Lee Eggen, 2019

Sheridan Daybreak II, published 1984,
Library of Congress No: 85-60467
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Sheridan Daybreak III, published 2005,
page 50 – 58, North Winds Publishing
& Printing, Great Falls, MT 59403

Certificate of Registration, American
Quarter Horse Association #3390082
'Winning Little Leo', sorrel stallion,
born May 01, 1995

ADDITIONAL 2019 INDUCTEES

The 2019 inductees into the Montana
Cowboy Hall of Fame are as follows:

· District 1 (Daniels, Phillips, Roosevelt,
Sheridan, & Valley Counties): Living
Award – Arvid Joseph & Linda Joy (Lee)
Eggen, Plentywood. Legacy Award –

Benjamin F. Stevens, Dodson.

· District 2 (Dawson, Garfield, McCone,
Prairie, Richland, & Wibaux Counties):
Living Award – William 'Bill' & Alice
Cullinan, Glendive. Legacy Award –
Martha Magnuson Kempton, Terry.

· District 3 (Carter, Custer, Fallon, Pow-
der River, Rosebud, & Treasure Coun-
ties): Living Award – John L. Moore,
Miles City. Legacy Award – Joseph H.
'Proc' Proctor, Forsyth.

· District 4 (Blaine, Chouteau, Hill, &
Liberty Counties): Living Award – Ar-
thur Wade Bickford, Havre. Legacy
Award – Charles Leon 'Charlie' Floyd,
Havre.

· District 5 (Cascade, Glacier, Pondera,
Teton, & Toole Counties): Living Award
– Wylie Galt Gustafson, Conrad. Legacy

Award – Belknap 'Ballie' Buck, Chote-
au.

· District 6 (Fergus, Golden Valley, Ju-
dith Basin, Musselshell, Petroleum, &
Wheatland Counties): Living Award –
Virginia (Mortensen) Howell, Roundup.
Legacy Award – Z6 Ranch – J.C. Jensen,
Inc., Lavina.

· District 7 (Big Horn, Carbon, Stillwa-
ter, Sweet Grass, & Yellowstone Coun-
ties): Living Award – William E. 'Billy'
Greenough, Fromberg. Legacy Award –
Ruth E. (French) Smith Cure Weber, Dry
Head/Laurel.

· District 8 (Broadwater, Jefferson, &
Lewis and Clark Counties): Living
Award – Donald Edward 'Don' Blixt,
Helena. Legacy Award – Hester Ann
(Allemand) Rea, Helena.

· District 9 (Gallatin, Meagher, & Park
Counties): Living Award – James Eu-
gene 'Jim' Carrig, Bozeman. Legacy
Award – Theodore 'Ted' Hamilton Thorpe,
Livingston.

· District 10 (Flathead, Lake, Lincoln, &
Sanders Counties): Living Award – Wal-
ter J. 'Walt' Vermedahl, Polson. Legacy
Award – Quirk Cattle Company - 101
Ranch, Eureka.

· District 11 (Mineral, Missoula, & Ra-
valli Counties): Living Award – Walter
E. 'Wally' Congdon, Missoula. Legacy
Award – Alex Nixon 'Alec' Ogilvie,
Florence.

· District 12 (Deer Lodge, Beaverhead,
Silver Bow, Granite, Madison, & Pow-
ell Counties): Iola 'Olie' Else, Dillon.
Legacy Award – Pleasant View Ranch/
Jackson Morgan Horse Ranch, Harrison.
The MCHF & WHC will honor these
inductees during the annual Circle the
Wagons gathering February 7-8, 2020,
in Great Falls at the Heritage Inn.

Full biographies for past inductees are
available on the MCHF & WHC's web-
site, <http://www.montanacowboyfame.org>.



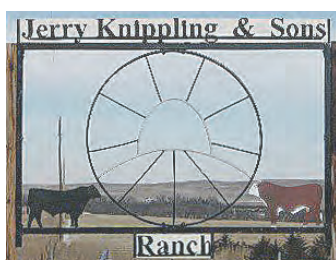
Heifers lazing in the shade on a hot summer's day.

KNIPLING HEREFORD ONLINE BULL & FEMALE SALE

SELLING 60 BULLS

PLUS F-1 BALDY REPLACEMENT HEIFERS

January 26, 2020



For more information contact:

Knippling Hereford

Randy Knippling H: 605/293-3493 - C: 605/680-3185

Garin Haak H: 605/293-3289 - C: 605/680-4637

WWW.KNIPLINGHEREFORD.COM

Racehorse style on
www.TheLivestockLink.com

The Livestock Link

See websites for instructions.

Bulls can be
viewed at any time.
Catalogs and video
disks available.

THE BEST WAY FORWARD IS WITH THE BEST BULLS!



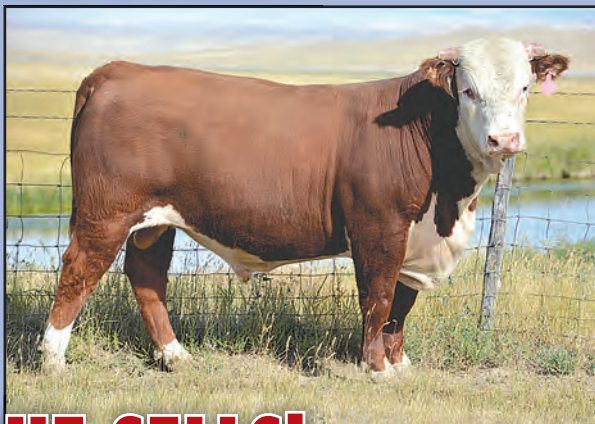
HE SELLS! DCR 120.4



HE SELLS! DCR 111.2



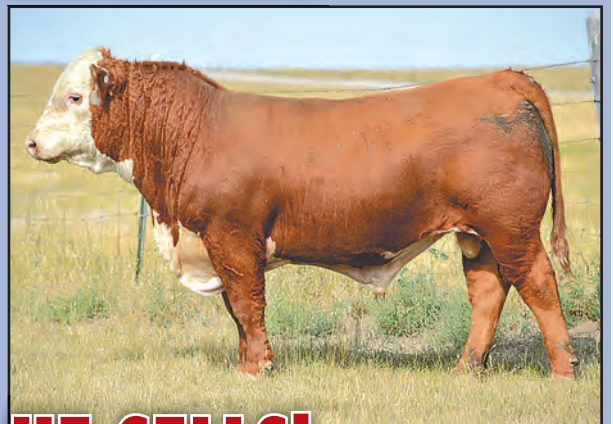
HE SELLS! DCR 131.6



HE SELLS! DCR 107.3



HE SELLS! DCR 133.8



HE SELLS! DCR 98.8

THE MART "BEST WAY" SALE THURSDAY, NOVEMBER 21, 2019 SELLING **100 POWER-PACKED** HEREFORD BULLS

★★★ INTRODUCING **DESERT CARCASS RATIO** (DCR) ★★★

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(continued from page 1)

Third generation ranchers, the Eggen family settled in the area of Plentywood, MT, in 1898. From that beginning grew a great ranching family with strong Hereford roots. (See full story on front page.) We commend the family on this well-deserved honor and their dedication to the western way of life, giving back to the community and dedication to the Hereford breed.

On another note, bizarre weather continues to inundate areas of the U.S., from drought in the south, flooding in Nebraska, SD, ND and MN to early winter storms in the northern tier of states.

The first big winter blast hit northern Montana toward the end of September, dropping up to 40 inches (Browning, MT) of snow and breaking century-long records. Strong wind made for impressive drifts and complicating life for ranchers and farmers

who still had crops in the field. This storm hit Holden Herefords near Valier, MT. In speaking with Jack Holden he indicated it was a severe winter storm that left huge drifts. He was concerned about the severity and its impact on local ranchers and farmers.

A similar storm roared through North Dakota the second week of October. All this was on top of crops buried in the snow and already very, very wet conditions. As with many of these storms that carry strong winds it is difficult to measure snow totals but in areas of northeastern ND around Carrington, they estimate at least 30 inches of snow. Hereford breeder Steve Wolff who lives near Oakes, ND, said the conditions were tough. Not only did the area still have plenty of water (standing and running) the blizzard in his area was preceded by rain. The negative impact on area farmers is taking a heavy toll. He was

quick to mention his concern was not for himself, rather others in the area.

I also conversed with Bill Smith and Jake Burkhardtsmeier, Midway Polled Herefords near Sheyenne, ND. Prior to the the storm they were busy moving and feeding cattle. One good thing is they had a forecast in advance of the storm which allowed them to prepare. Winds of 65 mph in their area and at least two feet of snow (probably more) made for life-threatening conditions for livestock and people. They were able to power through and the cattle came through it okay. The storm left them with huge drifts. They are still digging out and they too, have water underneath.

No doubt there will always be considerable factors with weather. The big difference is we now can have weather information at our fingertips at any time. Advance warning is key

with livestock and those of us in this area will never forget winter storm Atlas for which there was no remedy.

Will Mother Nature give us a much-needed break up here in the northern tier of states? As of press-day, I found a report with the North American Multi-Model Ensemble which is predicting above normal temperatures with neutral precip for the next few months. If true, this is a much-needed ray of hope for many. Here is hoping and praying it comes to fruition and farmers and ranchers can re-coup some of what they have lost.

Maybe we will see some of you in Kansas City at the AHA annual meeting. Some wonderful people are once again being honored and we will report on this in our January issue.

—JBH

Advertisers Index

Amdahl & Baker	11	Melcher Herefords	8
The Berrys	4&27	Mohican West	15
Cornhusker Classic	10	Nelson-Hirsche	20-21
Feddes Herefords	5	North Star Classic	16
Fenton Herefords	13	Pyramid Beef	40
Friedt Herefords	23	Ravine Creek	14
GoPher the Purple	17	Rausch Herefords	3
Greater Omaha	9	Rausch Herefords #2	4
Hereford America	29	SD Excellence Sale	19
Knippling Hereford	6	SD Hfd. Directory	18
Knoll Crest Farms	2	The Livestock Link	30
Largent & Sons	7	Vern's Mfg.	8
Leddy Hfds./Reds	25	Zens Herefords	17



Old Glory in North Dakota storm near McCanna. Photo by Judith Quinn.

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Obituaries

Don McPherson

Donald "Don" was born August 29, 1927, to Eugene H. and Ida M. (Thiers) McPherson. Born the seventh of eight children, he was a survivor learning the value of hard work and perseverance. He grew up on the family ranch east of Sturgis on Alkali Creek. He attended country school through eighth grade, graduated high school, and went onto Aggie School in Brookings, SD. He enlisted in the Army in 1946 and proudly served his country during World War II.



Don McPherson

Dad spent his entire life on the ranch that his grandfather, George B. McPherson, homesteaded in 1890, working with cattle and horses. He was proud of the fact that his grandfather is believed to have brought the first Hereford cattle west of the Missouri River in 1888. For many, many years, Herefords were the only cattle that grazed on the ranch. Even though Angus and Longhorn eventually showed up, Dad remained head strong that Herefords were the best. Heritage was important to Dad. He bought his brand, Seven Cross Connected, from a cousin and branding is still done today on the prairie with a hot iron. Dad thought the only way to handle livestock was

horseback and he spent countless hours in the saddle doing just that. He was a legendary cowboy. The ranch continues to serve as a proud reminder of our family history and remains in the McPherson family with the sixth generation involved in the operation leaving their footprint.

On June 9, 1950, Don married Mabel Keffeler. From that day on, they worked side by side making their home and life together on the prairie. There never was a better example of what marriage is all about: respect, devotion, and unconditional love. Don loved his wife more than life itself. In Dad's words, the best thing he ever did was marry the farm girl up the road!!! They lived, laughed and loved for the next 69 years. Two trips to Mayo clinic in Minnesota and seven weeks of radiation/chemo regiment, Dad never missed an appointment and Mom was right there with him each and every time; a testament to their love and devotion to each other. That devotion was demonstrated time and again but never more passionately than in Dad's final days when Mom said, "I love you Dad" and he responded with, "I love you too Mom, always have, always will."

Don and Mabel had four children, Harvey, Judy, Cheryl, and Ross. The family started out in a one-bedroom home with the bedroom heated with a small propane stove compliments of McPherson Propane. There was electricity but no running water which meant no indoor plumbing! In 1962, a new home was built with the luxury of running water and indoor plumbing! Growing up, we kids spent many, many, hours on horseback work-

ing cattle with Dad.

Don and Mabel raised their kids with the ranching values of hard work, honesty, perseverance, right from wrong, respect your elders, and no swearing.

If raising their own four was not enough, you would oftentimes find their nephews and nieces at their table and lending a helping hand with the ranch work. Don and Mabel have many, many special memories and stories of those escapades!!!

Family and friends were always welcome in their home. You never left hungry no matter what time of day you showed up. You may have come to their home as a stranger but left as a friend.

Don was a longtime supporter of the South Dakota High School Rodeo Association. He served as a director of the Sturgis Region of SDHSR Association for several years and furnished the roping and cutting stock many times. Don was awarded the Stockman of the Year award in 1993. This award recognizes an individual who has achieved success in beef production. In his acceptance speech, Dad was quick to point out that he had a good woman beside him for which he was very thankful. In 2006, The South Dakota Hereford Association presented the McPherson Ranch with their Commercial Producer of the Year award.

On the rare occasion Don took time off from ranch work, he enjoyed team roping. He built an indoor arena and hosted team roping events for several years. He and his roping partner, Jim Sigman, qualified for the National Old Timers Team Roping Association championships.

Dad's church was on the back of a

horse. He especially liked his morning rides during calving season. He thought mornings were the best part of the day.

Don always had a smile on his face, a twinkle in his eye, and a story to tell. Don was one of those people that never required any recognition for his contributions and successes. He worked behind the scenes, believed in honest values, good livestock, and the future of ranching.

His long, hard fought battle with cancer brought many unknowns and challenges but did not affect his unwavering sense of humor. He made countless trips for medical treatment and when asked if he was allergic to anything the answer was always "work." When the medical staff reminded him of upcoming appointments Dad would respond with "Thanks for the warning." On one trip for medical attention, Ross asked if Judy had gassed the car up and Dad replied that he didn't remember if she did or not. Ross then asked if he had paid Judy for the gas. Dad's reply, with that slight smile on his face, "How am I to know if I paid for the gas when I don't remember if she filled up." During his final battle, his granddaughter told him he looked good and Dad responded with "Think you need glasses." He never complained nor felt sorry for himself during his cancer journey. His only concern was making sure Mom was taken care of.

This chapter of life on earth comes to an end but the story lives on forever in our hearts. Donald "Don" Richard McPherson rode off into the sunset on Sunday, September 29, 2019.

He is survived by his loving wife of 69 years, Mabel; his brother, Dale and Dorothy McPherson, Rapid City, SD; sister-in-law, Rosalind McPherson, Piedmont, SD; son, Harvey and KT McPherson, Rapid City, SD; daughter, Judy and Alan Morris, Rapid City, SD; daughter, Cheryl and Burt Cross, Sturgis, SD; son, Ross and Kathi McPherson, Hereford, SD; seven grandchildren, Brian and Jody McPherson, Mountain Home, TX, Brad McPherson, Boise, ID, Justin and Lyndsee Cross, Chadron, NE, Megan (Derek) Murphy, Pierre, SD, Jayme and Dusty Hatch, Hereford, SD, Cody and Brooke McPherson, Rapid City, SD, and Nicole (Joe) McPherson, Hereford, SD; twelve great-grandchildren, Bradyn McPherson and Molly McPherson, Mountain Home, TX, Brady McPherson and Breckin McPherson, Boise, ID, Hudson Cross, Holden Cross, and Hayes Cross, Chadron, NE, Madison Murphy, Macie Murphy and Maverick Mentele, Pierre, SD, Tenleigh Hatch, Hereford, SD, and Braxtyn McPherson, Rapid City, SD; and the Keffeler clan that he thought so much of: brother-in-law, Murrin, and sisters-in-law, Darlene Keffeler, Rose Marie Van Sickel, Irene Long, and Betty Keffeler. He is also survived by daughter-in-law, Nancy McPherson; and numerous

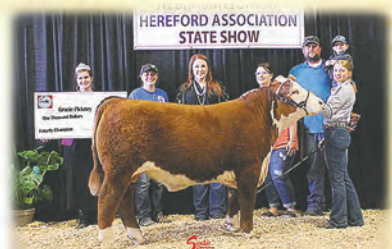
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(continued on page 12)



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Obituaries

(continued from page 10)

nephews, nieces, cousins, and his “special kids,” Mark Black and Ninu Brink Spring.

Don was preceded in death by his parents, Eugene and Ida; his brothers and their spouses, Earl & Celeste, Arnold & Maxine, Joe & Elma, and Glenn McPherson; his sisters and their spouses, Edna & Vernon Watkins and Mae & Charles (Bud) Keffeler; and in-laws, John & Mary Keffeler, Laura & George May, Bernice & Fae Hanks, Mae & Dan Dingeman, Art Keffeler, Marion & Jim Clinch, Maurice Keffeler, Kenny Van Sickel, Ben Long, Shirley Keffeler, and Ralph Keffeler; and several nephews, nieces, and cousins.

We want to thank Dr. Eastmo and his staff at the Cancer Center for the care, respect and devotion they gave Dad during his cancer journey. We also want to thank the staff at Sturgis Regional Hospital for making his final time much easier.

In lieu of flowers, memorials have been established for the Hereford Volunteer Fire Department, the Sturgis High School Rodeo Club, and the Lip-pold Hospice Suite.

So, until we meet again, Dad, we will ride with our eyes peeled and our head on a swivel. Happy Trails!

Thomas Wayne Dashiell

Thomas Wayne Dashiell, 100, was born to parents George and Annie Dashiell on June 23, 1919 at the family homestead/farm near Mt. Hope,

WA. Tom passed away peacefully the morning of September 24, 2019 at Palouse Country Assisted Living in Fairfield, WA.

He lived in the area on the same road his entire life. He was preceded in death by his parents, his brothers and sisters, and his wife Ardis.

Tom met Ardis at a Grange dance and they married December 5, 1945. They celebrated 71 years together. Tom graduated from Rockford High School in 1937. He was actively engaged in the agriculture industry and began his Hereford cattle herd in 1945. The herd grew over the next 53 years. He was always looking for cattle that had good temperaments and were a favorable consumer product.

He was honored with an induction to the Hereford Association Hall of Fame in 2010. During his career in farming, Tom helped develop the area's bluegrass seed industry. He and some neighbors started the company, Seeds, Inc. in 1972 which continues today as a Dashiell Family business. Tom was always concerned about soil erosion and was Conservation Farmer of the Year in 1958.

Tom and Ardis had three children, Elaine, Paul (Jane), and Ross. They gained eight grandchildren, 12 great-grandchildren, and three great-great-grandchildren. Spending time with their family was always a highlight for them. Tom was an active member of the Masonic Lodge for his entire adult life. He was a board member for the Mt. Hope Cemetery Association for many years. Tom is survived by his children and their families; his sister-in-law, Eunice Dick, and numerous nieces, nephews and cousins. Special thanks to Palouse Country Assisted Living and to Home Instead for the extra care Tom received in his final three weeks.

Memorial contributions may be made to the Mt. Hope Cemetery Association, Palouse Country Assisted Living, Rockford Methodist Church, or the American Junior Hereford Association Scholarship Fund.



Tom Dashiell

William H. “Bill” Vroman

William H. Vroman, 93, of Buffalo, SD passed peacefully in his sleep Saturday, October 5, 2019 at Belle Estate in Belle Fourche, SD.

William H. was born September 20, 1926 in Deadwood, SD to Lena (Mitchell) and Colonel James Vroman. He was raised on the Meathook Ranch, 20 miles SE of

Buffalo with an older brother, Colonel James Jr. (CJ) and older half-sister, Willo. He grew up doing much loved ranch work including breaking horses and tending to cattle.

One cold, winter day, Bill rode over the buttes to have dinner with neighbors, Buzz and Esther Wammen. It was there that he met and fell in love with Esther's visiting younger sister, Verona Heck. The two married on November 7, 1947 at the Wesleyan church in Mitchell, SD and began their life together on the XX Ranch outside of Buffalo. Bill and his brother, CJ, continued ranching with their parents until 1952 when their father died and they purchased the ranch from their mother.

Larry Bill was Bill and Verona's first son, born May 12, 1949. Daughter, Linda Kay, was born January 21, 1951. Ross Gene was born September 15, 1952 with Cerebral Palsy. At age 2 Ross was moved to the Children's hospital in Redfield, SD where he lived until his passing at age 13 in March of 1966. Their youngest son, Mark James, was born September 1, 1956.

Bill and Verona spent the majority of their years on the ranch with their three kids raising beef cattle, ponies, and horses. In true cowboy fashion, Bill taught all the kids ranch work including how to break horses, to rope, and to ride. The kids spent a lot of time competing and placing in rodeos.

A love of flying allowed Bill the opportunity to fly the ranch's Super Cub to check cows and water on the XX and neighboring ranches daily. He also took longer trips from time to time. In 1960 Bill flew the family's Cessna 172 to San Antonio to visit his sister, Willo, stopping in Missouri to visit Verona's father on the way home. The family also traveled



Bill Vroman

to Seattle for the World's Fair in 1962 and many other states for rodeos throughout the years.

Always active in his community, Bill served as a member of the Masonic Lodge, Harding County Weed Board, Stockgrowers Association and Harding County Commissioners. He was an enthusiastic supporter of the Beef industry and donated meat to the Labor Day BBQs in Buffalo along with many other community events.

Bill and Verona enjoyed taking trips with the Elite Club, travelling to Branson, Nashville, Alaska and Washington DC. Every winter, for 40 years, they drove to Arizona to visit their daughter, Linda and her family and other friends. They were gracious hosts for family reunions some summers, a living nativity scene in the barn every Christmas, and they never turned away a coffee guest.

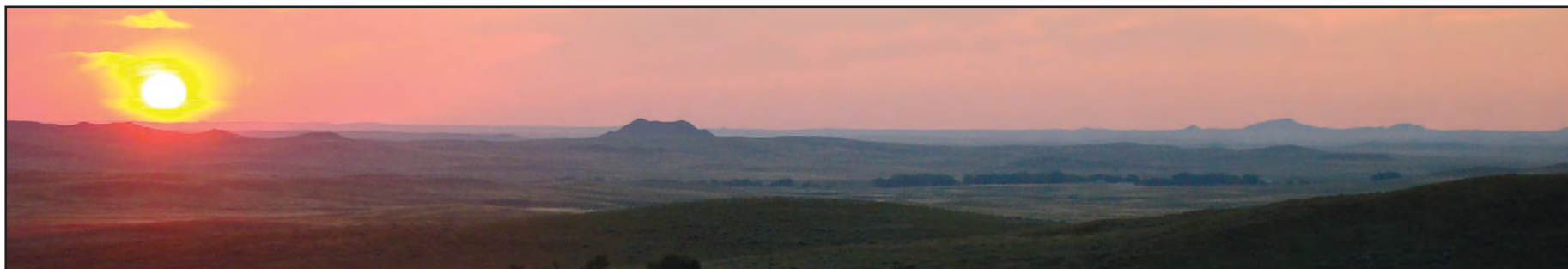
In 2000, Bill and Verona moved into Buffalo as sons Mark and Larry took over the ranch. For Bill, retirement meant less time being a cowboy and more time being “Gramps.” He loved watching his grandkids and great-grandkids grow up and they all agree he made the best pancakes you'd ever taste. His latest years were spent at Peaceful Prairie Estates in Buffalo, Judy's Assisted Living in Belle Fourche, and finally, Belle Estate in Belle Fourche.

As a thoughtful storyteller, Bill (Gramps) always had a tale to tell worth listening to. His stories of “the old days,” hard work ethic, and his love for a juicy steak will surely live on through his family.

Bill is survived by his wife, Verona, of Belle Fourche, SD; daughter Linda (Bill) Otis of Buckeye, AZ; son, Mark (Jo) of St. Onge, SD; 7 grandchildren: Taylor Vroman, Ryan (Kelcee) Vroman, Seth (Jen) Otis, Trent (Kim) Otis, Nikki Vroman, Lisa (Chance) Kvistad, Lona (Jake) Downs; 9 great-grandchildren: Jace, Mollee, Tyson, Reese, James, Kayden, Mylee, Harlan, Alexa. He is also survived by his daughter-in-law, Claudia Vroman of Buffalo.

Friends may leave written condolences and view a video tribute at: www.funeralhomeofthenorthernhills.com

Ad Materials
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January 2020
issue of
Hereford
America
are due in by
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TO VIEW CATALOGUE

Value Added – The New Wave in Beef Industry

By Jan Ellefson

Times have changed over the past years as to how beef is merchandised in retail markets. Fifty years ago hanging carcasses were delivered to the retail markets to be broken down and merchandised by the butcher in the meat shop or meat department of grocery stores. Then came the age of boxed beef where shipping carcasses became obsolete. Many retailers still use boxed beef that they cut and package in the meat department as the standard way of merchandising their beef in the self-service case or full service meat case.

This method of merchandising beef steaks and roasts at the grocery store usually requires a foam tray with a clear Saran-type overwrap. This has become the norm for the last 30-40 years. After cutting boxed beef at the store and packaging it in foam trays, retailers can expect a 2-5 day window to sell their product. At the end of the 5-day window, packages are discounted to significantly lower prices. Often these lower prices are below breakeven cost and create losses for the retailer. Those incurred discount costs due to price reduc-

tions and occasional packages that actually get thrown away are what retailers term “shrink” costs.

Although shrink is almost never entirely avoidable, it is a keen focus all retailers work to control. This traditional meat merchandising using foam trays and overwrap film requires experienced meat cutters and a lot of labor. In our travels across the country we’re hearing time and again that this is becoming more of a problem.

Experienced help is getting difficult to find. Retailers are looking for programs that help them keep their meat

cases full without having to give up variety, profits or excessive shrink. This requires a balanced approach.

Greater Omaha Packing Company is offering a very innovative

way of packing beef for our retail customers called Skin Pack. This high performance packaging provides several unique attributes. It provides a longer shelf life allowing up to 45-days for the retailer to merchandise the product. It allows a three dimensional view of the product and also allows it to age in the package. Skin Pack utilizes two films to create a vacuum package which has a second skin appearance that tightly conforms to the product and enhances food safety through leak proof packaging. This program works well for the small retailer as well as the larger stores. It gives the retailer an opportunity to sell more va-



Innovative Skin Pack allows up to 45-day shelf life, in-package aging and a 3-D view of the product.



Example of foam tray and overwrap film which requires experienced meat cutters to do properly.

rieties of beef cuts such as the tri tip and flank because these are offered in a small box (example ten individual pieces per box vs multiple pieces per bag and multiple bags per box). This same concept is working very well in the food service industry to have individual cuts for preparation as needed. Greater Omaha’s Value Added facility is growing with the increasing interest in this program for obvious reasons. As mentioned before shrink is a word no retailer wants to hear, and the Skin Pack program helps retailers to minimize shrink for their meat departments.

In addition to the Skin Pack Program, Greater Omaha’s Hereford Program offers Skin Package inserts for a number of cuts that tell a story, offer a recipe, educate the consumer on new cuts, and provide cooking & carving tips. Consumers frequently pass up excellent cuts of beef because they are unknown and unfamiliar. A little product story and preparation knowledge goes a long way.

Greater Omaha’s goal is to help educate the consumer so that they can achieve that fine dining experience at home with the best possible cuts of beef offered.

Ground beef has been similarly packaged in foam trays with the “Saran Wrapped” appearance for many years. Again, the shelf life is minimal and the labor hours and costs are huge. Greater Omaha has taken the initiative to offer a Hereford ground beef program available in multiple packaging options and sizes that include one, three, and 5-pound scanable chubs as well as a variety of square bricks and patties. From original pack date, the ground beef has a 20-day shelf life and goes from the box to the display case with minimal labor.

All of the “case ready” information

(continued on page 16)



Skin Pack inserts help educate the consumer.



Your Source of Quality Hereford Genetics

New Sale Date

WEDNESDAY, MARCH 11, 2020

At Magness Livestock Market, Huron, SD



RV Homestyle 5611

Champion Hereford Bull 2016 SD State Fair



RV Virg's Sensation 7611

Reserve Champion Heifer 2018 SD State Fair

Featured Sires for 2020 Sale: R Leader 6964 | Innisfail WHR X651/423 4013 | JDH Victor 719T 33Z



20025 399th Avenue | Huron, SD 57350
Email: ravinecr@santel.net | www.ravinecreekranch.com

Gerald & Janelle Bischoff
605-352-5530

Garret Bischoff
Peyton & Cooper
605-461-1555

Matt & Heather Bischoff
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605-350-0980

LIKE US ON


MOHICAN WEST BULL SALE

MONDAY, NOVEMBER 11, 2019 • 1:00 PM

SELLING 44 BULLS

Auctioneer: Joe Goggins // (MST)
at the Ranch, Laurel, MT



TDP LAMBEAU 11F // 43919601 // BW 78 // WW 660
Sired by: TH 512X 17Y LAMBEAU 404D ET
CE 4.5 BW 1.9 WW 55 YW 93 M 24 MG 52 REA .29 MRB .16



MOHICAN LAMBEAU 14F // 43919628 // BW 79 // WW 685
Sired by: TH 512X 17Y LAMBEAU 404D ET
CE 1.5 BW 2.7 WW 49 YW 83 M 28 MG 53 REA .33 MRB .15



MOHICAN SALUTE 17F // 43937087 // BW 80 // WW 650
Sired by: NJW 76S 27A SALUTE 201C
CE 3.9 BW 2.2 WW 50 YW 78 M 26 MG 52 REA .32 MRB .04



TDP TEN 44F // 43920172 // BW 85 // WW 640
Sired by: MOHICAN TEN GAUGE 233A
CE -3.5 BW 3.8 WW 54 YW 99 M 27 MG 54 REA .45 MRB .05



MOHICAN SALUTE 99F // 43919620 // BW 86 // WW 570
Sired by: NJW 76S 27A Salute 201C
CE 4.7 BW 1.3 WW 53 YW 81 M 27 MG 53 REA .40 MRB -.04



MOHICAN EXCEDE 116F // 43926398 // BW 68 // WW 630
Sired by: MOHICAN THM EXCEDE Z426
CE 11.4 BW -0.5 WW 51 YW 84 M 31 MG 57 REA .38 MRB .03



MOHICAN DOWN 217F // 43973014 // BW 78 // WW 703
Sired by: MOHICAN DOUBLE DOWN 106D
CE 2.3 BW 2.1 WW 58 YW 93 M 25 MG 54 REA .50 MRB .15



MOHICAN TAKEN 138F // 43919635 // BW 81 // WW 630
Sired by: MOHICAN TAKE CHARGE 417A ET
CE 5.7 BW 1.1 WW 46 YW 74 M 29 MG 52 REA .29 MRB .19



MOHICAN BLUE 227F // 43973027 // BW 84 // WW 761
Sired by: MOHICAN BLUEPRINT 69B
CE 1.4 BW 2.7 WW 59 YW 93 M 28 MG 57 REA .46 MRB .06

MW

MOHICAN WEST

Conard & Nancy Stitzlein, Owners
Terry Powlesland, Mgr.
Cell: (406) 670-8529
fax (406) 633-2600
E-mail: mohicanw@yahoo.com

3100 Sportsman Park Rd.
Laurel, MT 59044
Catalog may be viewed online at
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Greater Omaha...*(continued from page 14)*

already provided including barcodes will scan at the register. This is key to reducing labor costs especially when ground beef is being featured in an Ad Feature. This gives the meat department associates more time to cater to the customer in other areas or to spend more time making specialty products for the meat case. The chubs are also color coded making it easy for the consumer to choose the lean point they prefer. One unique feature is that many other chubs from other companies do not allow the customer to actually see through the film to know what they are getting. Eye appeal is buy appeal.



Ground Hereford beef in three and five pound chubs and individual patties in the new packaging has a 20-day shelf life from the original pack date.

Brad Ellefson (Hereford Feeder Cattle Coordinator) has had a long history with Hereford cattle on the agricultural side, as well as the beef retail side. Many of you already know me from the Hereford business, but if you don't... I'm Brad's wife Jan. Since retiring from the teaching profession, I've began working with Brad as we travel the country seeing Hereford customers for Greater Omaha as field specialists. We've been in countless retail markets to help customers to more effectively merchandise beef and improve on their bottom line with greater efficiencies and labor saving ideas. In the end, it is Greater Omaha's goal to help our customers achieve greater success retailing high quality beef from your cattle in our Greater Omaha Hereford boxes.

Guest Editorial: Sustainability...or Balance

by Tom Granzow

It seems like the buzzword in today's agriculture world is sustainability. All the educated folks are using the word sustainable, all the salesman seem to have picked up on it, and even the bureaucrats are making sure "sustainable" agricultural practices are getting funded, like "horse rescue," indoor growing of salad greens (without soil), and maybe even impossible burgers for all I know. Now we all know that innovation in

agriculture is important. Worldwide there are many mouths to feed and we must do so in a manner that is efficient, cost effective, and gets the most out of the resources at our disposable. That's fine and very understandable, but what exactly is sustainability? It sure rolls off the tongue nice and sounds good and wholesome, but just exactly how do we define it?

Mr. Webster defines sustainability as:
1: capable of being sustained. 2a :

of, relating to, or being a method of harvesting or using a resource so that the resource is not depleted or permanently damaged, sustainable techniques, sustainable agriculture.

Or from the Brundlandt Commission and the World Commission on Environment and Development: Development that meets the needs of the present without compromising the ability of future generations to meet their own needs.

Examples of this new found phenomenon should naturally follow. Remember we are trying to feed the world in a way that is economically and environmentally sound that will enhance the health and wellbeing of everyone, right? Let's start with growing crops. Easily the most beneficial for the world at large and readily adaptable to most parts of the world with minimal modification. Wheat is wheat and corn is corn. About twenty to thirty years ago, no till farming became very popular and soon caught on as a very good way to grow food crops and at the same time minimize erosion of our most valuable resource worldwide, soil. Our entire economic platform is dependent on four or so inches of topsoil. Pretty scary to think it could erode away and leave us all hungry. So it really does make sense to save all of it through the use of something like no till farming.

So, no till caught on and became easily the most popular way to grow crops. Always a trade off though, right? Chemicals became our tilling machinery and is the best way to control weeds and other pests such as insects, fungus, and blight. Over time, the chemicals became weary and the pests became stronger, so new and "improved" chemicals were developed to fight the pests. Of course, the costs of the new and improved chemicals went against the crops being grown and pretty soon the farmers were faced with the decision of whether to keep no tilling or to go back to the now

more economical tillage of the past.

In our area, many have come up with a blend of both. They till the ground from time to time in a rotation with chemical control of pests. But, here we are again in a time where our amazing ability to produce food for a starving world is pitted against the economics. A vast amount of grain is being held ransom to the bureaucrats and policies that these farmers have absolutely no control over. So where is the "balance" and the sustainability if neither system allows the producers to be profitable and "sustainable."

So what about ranchers that essentially make their living by being stewards of that same four inches or so of topsoil, only with much different circumstances. We allow the natural forbs to grow and utilize them by grazing and turning that grass into a usable product that can feed people with a viable source of protein and other essentials nutrients. Our stewardship practices may differ greatly from the farmers that are tilling the soil, yet essentially our goals are the same. We strive to produce a wholesome product and make a living with it, while maintaining the integrity and viability of the resources at our disposal.

I happen to live in the Flint Hills of east central Kansas, and like everywhere else, we come under scrutiny from time to time over our management practices and how they impact the environment. One such practice is burning the old grass off in order to give the new grass a good start in the spring and also control invasive plant species such as red cedar and buckbrush. As we all know, rangeland everywhere has been being burned off for centuries by lightning and that is what has created places like the Flint Hills. This is also true of much of the grazing country of the western United States that is being managed now days by environmentalist-controlled

North Star Classic Hereford Sale

Saturday, Dec. 7, 2019 • 2:30 p.m.
North Dakota Winter Show Complex, Valley City, ND

Selling: 20 fancy heifers calves and select set of bred heifers

Donation Heifer Donated by: Mrnak Hereford Ranch, Bowman, ND.

FRIDAY, DEC. 6

- Open Hereford Show
- Annual Meeting – 3 p.m.
- North Star Classic Cattleman's Elite Classic Banquet and Sale – 7 p.m.

SATURDAY, DEC. 7

- Annual Banquet – 6 p.m. at AmericInn
- SUNDAY, DEC. 8**
- Junior Hereford Show



Sold in the 2018 North Star Classic Hereford Sale. Heifers of this quality will sell Dec. 7, 2019. Heifer grants will be awarded to NDJHA members for purchases in this sale – contact Joana for application.

• Check for photos of entries on Facebook 

For more information, please contact: Joana Friesz

Cell 701-400-8744 • 701-843-8750 • joana@northlandinsuranceagency.com
P.O. Box 67, New Salem, ND 58563

Catalog will be available mid-November on www.northdakotaherefords.com

entities. These lands are constantly being scrutinized by people that think “sustainability” means doing nothing. I digress a little.

In the Flint Hills, there is now burn ordinances that essentially take the right to burn out of the hands of the stewards of the land and put this power in the hands of bureaucrats. The result has been a strong influx of invasive plant species and a slow demise of the grasslands as we know it. Now, when some of those areas do catch fire, there is Hell to pay, just as experienced in the western states when the neglected forests catch fire and the cost to everyone is catastrophic.

Okay, these are just a couple of examples of what is now being called “sustainable” practices by the powers that be. Every sales person, bureaucrat, and professor that calls on us in production agriculture seems to have something in their briefcase that will make me more sustainable and a better steward of the land. Is that it? Are they directly involved, making their living directly from the land? Can sustainability be summed up in new ways of doing things and new products to try? I am sure there is some relevance to this “new” concept of sustainability as it applies to agriculture. To say the least, sustainability is a very complex and complicated subject to be throwing at agriculture producers at a time when input costs, market volatility, and bureaucratic instability

are all combining to make it very hard to figure out what to do next. Let alone make a profit.

Honestly, I have no answer to the ag condition at this time. But I do know a couple of things about sustainability in production agriculture. Over the years it has been my great pleasure to work alongside and get to know many, many Hereford breeders across the country. Truly, there are no better people by and large than the Hereford breeders of the United States. This also applies in my opinion to the vast majority of people that are involved in production agriculture every day on farms and ranches all across this country. Good folk! Many of these people are five and even more generations deep in their commitment to producing food for a growing population across the world, and they are also committed to a way of life that brings wholesome goodness to the inside of their home and the communities that they reside in. Many of these communities are feeling the blight and pestilence of the agriculture downturn that we are experiencing today, yet these farmers and ranchers are there to do all they can to bolster these towns. They will do all they can to buy local and look out for their friends and neighbors. It’s all family to them.

That, to me is sustainability. Most of the western states are pushing 150 years of hard working families sticking to the

land they grew up on. Land that their forefathers bequeathed to them through sweat, tears, and doing without. Through drought, blizzard, heat, and cold they have clung to the land. Bringing in products that will not only sustain their family, but go a long way toward feeding their brethren around the world, because the common plea among all men are for freedom and the essentials of food, fiber and shelter.

We must be very careful to understand how “sustainable agriculture” is defined in today’s world. Will it be a well thought out process that involves everyone in the agricultural spectrum? Or will it be once again compromised at the expense of the ones most deeply

committed. Hopefully, we can strike a balance that is beneficial to everyone. Thank you.

72nd Annual South Dakota Hereford Directory



Auction of Premium Pages

at the SDHA Banquet, Nov. 8th
in Brookings, SD. For more info call or text
Jill Hotchkiss at 605/490-1409 or e-mail
jill@herefordamerica.com

TRYING TO LIGHTEN THE LOAD

Selling 50 Registered Hereford Cows, bred Hereford

Available after Nov. 1.

Sires include:

CL 1 Domino 451B, HH Advance 3172A ET, LCI 311W Total 195A, ECR 9122 Domino 1060,
ZH Real Sensation 401, HH Advance 0192, CL 1 Domino 1171 and more.

See website for full listing.

ZENS HEREFORDS

For more information contact:

Harley Zens cell: 605/999-0117

Matt Zens cell: 605/310-5782

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39th Annual

Go-Pher the Purple SELECT SALE

SAT., DECEMBER 14, 2019

Sale at Noon • Hutchinson, MN

Auctioneer:
Cody Crum 217-248-7282

Both Elite 8 and Go-Pher
Sale will be broadcasted on

FRIDAY, DECEMBER 13

LiveAuctionsTV

Annual Meeting:

McLeod County Fairgrounds 1 p.m.

Social Hour & Banquet:

Days Inn - Social 6 p.m. • Banquet 7 p.m.

During the Banquet

ELITE 8 SALE featuring semen and embryo packages as well as 'pick of the calf crop' and 'right to flush' opportunities.

Sale Headquarters:

Days Inn, Hutchinson, Minn.

Hwy. 7 W. — 320-587-6030 or 800-225-3297.

Ask for Hereford block of rooms for reduced rate by Nov. 10, 2019.



Sale Manager:

Matthew and Darci Kitchell

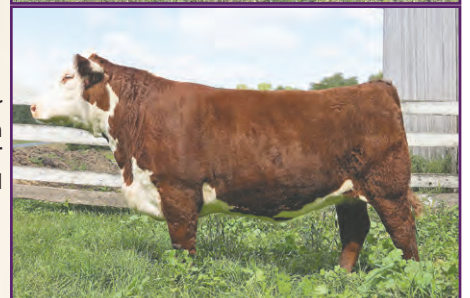
Matthew 701-799-7690 • Darci 701-256-4094

darci.kitchell@gmail.com

Rampage x
Hometown 10Y



Bred Heifer
Sire: UPS Hutton
4249 ET
Bred to KT Small
Town Kid 531



Embryos Sell in
Elite 8 sale
Embryos Sired
by CRR 719
Catapult 109



Embryos sell in
Elite 8 Sale
Embryos sired by
C Double Your
Miles 6077 ET



Loschke Named AHA Records Supervisor

The American Hereford Association (AHA) is excited to name Laura Loschke as the records supervisor. In addition to her responsibilities as education and information services coordinator, Loschke will oversee the workflow and call logs of the records department as well as support the Customer Service staff.

"Laura is a natural and strong fit for the records supervisor position," says Stacy Sanders, director of records department. "She has also played a key role in the development of our DNA information management and is very knowledgeable in all aspects of customer service and processing in the records department."

Loschke joined the AHA in 2015 and has since held many key roles in the records department. In 2017, she was appointed the education and information services coordinator, where she is responsible for creating educational materials to serve the AHA membership.

"Hands down, our Association has the best members, and I'm excited for the opportunity to continue working so closely with all of them," Laura says. "I look forward to leading the Customer Service team to continue to provide the best customer service in the industry. I'm already so proud of our Customer Service team and am excited for what the future holds."

Laura replaces Tena Martin who left AHA to pursue other endeavors. Tena also joined the AHA in 2015.



Laura Loschke

Her final day in the job was October 1, 2019.

"Tena has been an integral part of the AHA team in multiple facets," says Laura Loschke. "We'll miss her years of experience and knowledge of the Hereford breed. She's been a co-worker, boss and friend to many and will be greatly missed."

"Tena's leadership as records supervisor for AHA certainly has allowed the department to excel in all aspects of customer service," says Shane Bedwell, chief operating officer and director of breed improvement. "She has led by example and her skill set will be missed. We wish her the best in her future endeavors."

We are sad to see Tena leave, but wish her the best of luck as she moves on to pursue personal opportunities, says AHA.

Certified Hereford Beef Hosts Farm Tour for US Foods® Austin

September 25, 2019

The Certified Hereford Beef® team recently brought the history and story behind the Certified Hereford Beef brand to life in front of two key members of the US Foods® Austin team.

The US Foods® Austin Category Operations Manager and Center of the Plate Specialist convened at the Certified Hereford Beef headquarters in June to get an in-depth look at the Certified Hereford Beef brand before diving into the life of a Hereford producer at the Schu-Lar Herefords in LeCompton, KS.

"This farm tour was a great opportunity for our Certified Hereford Beef partners to gain a greater understanding of the beef production cycle and the level of care and respect our Hereford producers give to their cattle day in and day out," says Trey Befort, American Hereford Association director of commercial programs. "It was a great day on the ranch, and we appreciate everyone at Schu-Lar Herefords for their hospitality."

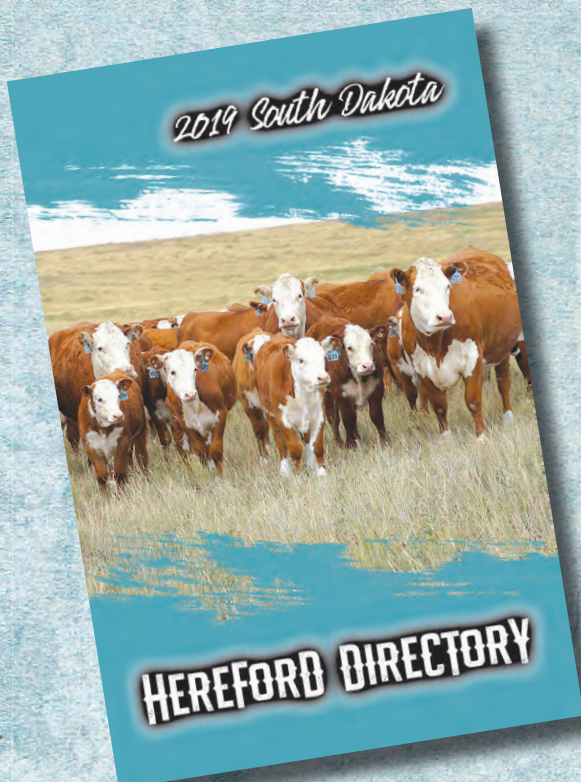
The US Foods® group concluded the tour with a visit to National Beef Packing Co.'s Dodge City, KS, plant. National Beef is Certified Hereford Beef's packer partner.

"We enjoyed educating the US Foods® Austin team about the Hereford breed and brand," says Amari Seiferman, Certified Hereford Beef president and CEO. "We are excited to partner with the Austin team to promote and sell the Certified Hereford Beef brand in their market."



72nd South Dakota Hereford Directory

Ad Materials Due by Nov. 21



The 2020 South Dakota Hereford Directory will be printed in December, ahead of most of the production sales. Adherence to the **ad deadline of November 21** is important in order to get the book published on time. Memberships have to be paid by on time to SDHA manager Abbie Cribbs in order to be in the membership listing. Advertising is open to anyone. SDHA members get a reduced advertising rate in the directory.

Premium pages such as the back page, center spread, inside front, inside back, etc., will be auctioned at the SDHA Banquet in Brookings, SD on November 8. If you are unable to attend and would like to bid on a page please contact Jill Hotchkiss at 605/490-1409.

AD RATES:

	SDHA MEMBER	NON-MEMBER
Full page	\$275	\$325
2/3 page	\$190	\$225
1/2 page	\$150	\$175
1/4 page	\$90	\$100
1/8 page	\$45	\$50
Photos: \$5 each, black and white / \$10 each 4-color		
COLOR RATES: 1 Standard color: \$35.00 plus \$5 per photo (B&W)		
4-Color: \$100 plus \$10 per photo		

CONTACT:

Jill Hotchkiss • 605/866-4495 or 605/490-1409
joh@herefordamerica.com
13823 Beaver Creek Place, Reva, SD 57651

**Premium Pages
Will Be
Auctioned at
SDHA Banquet
NOVEMBER 8**

SOUTH DAKOTA EXCELLENCE SALE

SATURDAY, NOVEMBER 9, 2019 | BROOKINGS, SD | 11:30 AM
SDSU ANIMAL SCIENCE ARENA

27 HEIFERS

|

21 STEERS

CATALOG AVAILABLE ONLINE AT WWW.SOUTHDAKOTAHEREFORDS.ORG

FOR MORE INFORMATION, CONTACT:

Lori Peskey | SD Excellence Sale Committee | 605.350.1015
Matt Zens | SD Excellence Sale Committee | 605.310.5782
Michael Blume | SD Excellence Sale Committee | 605.870.0052
Abbie Cribbs | SDHA Manager | 605.216.8617





Up to a 30% discount for American buyers. Take advantage of a low Canadian Dollar. C\$10,000 is approx US\$7,000. We will do all paperwork and transfer across border to Sweet Grass, MT at no charge!

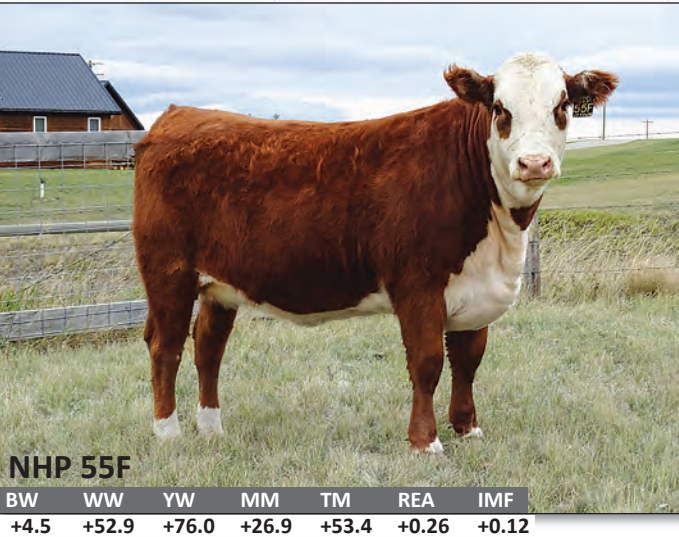


NELSON HIRSCHENELSON HIRSCHEPUREBREDS



Lunch at 11:30,
All Females and Commercial Bred
Heifers at 12:30, Bull Sale at 2:00
Spring Bull Sale: March 12, 2020
2 hours north of Great Falls, Montana.
Ranch located on Canada/USA border.

27 Bred Heifers (24 Bred AI, due Feb 1st)



NHP 55F

BW	WW	YW	MM	TM	REA	IMF
+4.5	+52.9	+76.0	+26.9	+53.4	+0.26	+0.12

Selling right to flush this elite donor cow, plus 2 others

Also selling 6 embryos 253W x STOCK OPTION
3 Embryos 253W X DEBERARD
+ 20 other Embryos



GAH 253W

EPDs	BW	WW	YW	MM	TM	REA	IMF
	+3.0	+59.0	+97.5	+34.2	+63.7	+0.28	+0.23

2 ELITE SHOW PROSPECTS OUT OF 20 HEIFER CALVES



NHP 66G

BW	WW	YW	MM	TM	REA	IMF
+5.1	+64.8	+94.6	+31.9	+64.3	+0.44	+0.16

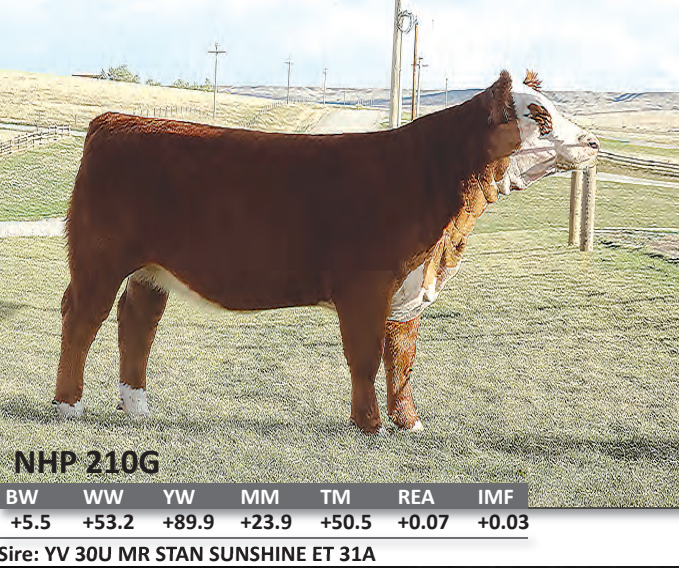
Sire: RUGER



NHP 10G

BW	WW	YW	MM	TM	REA	IMF
+4.0	+64.4	+110.5	+23.9	+56.1	+0.65	+0.08

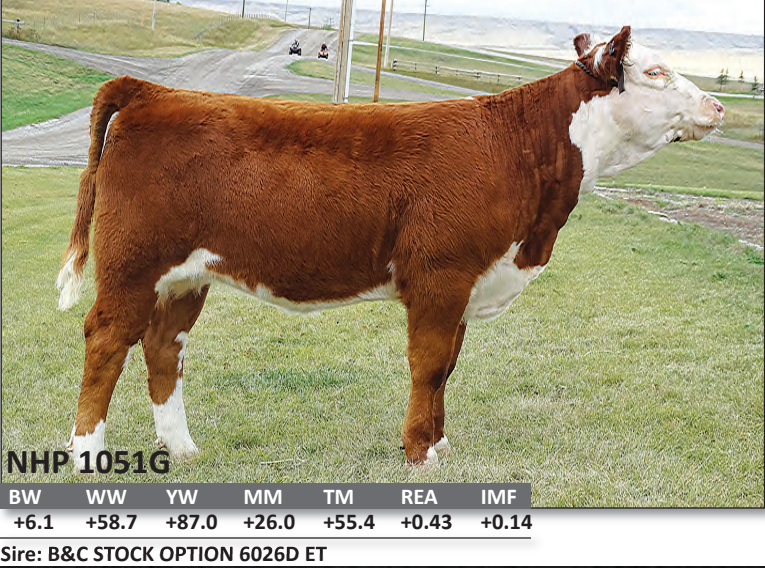
Sire: GH 7101 ROCK SOLID 5Z



NHP 210G

BW	WW	YW	MM	TM	REA	IMF
+5.5	+53.2	+89.9	+23.9	+50.5	+0.07	+0.03

Sire: YV 30U MR STAN SUNSHINE ET 31A



NHP 1051G

BW	WW	YW	MM	TM	REA	IMF
+6.1	+58.7	+87.0	+26.0	+55.4	+0.43	+0.14

Sire: B&C STOCK OPTION 6026D ET

Internet Bidding Available

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NELSON HIRSCH
PUREBREDS



Lunch at 11:30,
All Females and Commercial Bred
Heifers at 12:30, Bull Sale at 2:00
Spring Bull Sale: March 12, 2020
2 hours north of Great Falls, Montana.
Ranch located on Canada/USA border.

2 TOP HERD BULL PROSPECTS, BOTH SIRED BY ECLIPSE 27E

BW: 80 lbs

NHP 133G

BW	WW	YW	MM	TM	REA	IMF
+5.4	+65.5	+107.1	+26.4	+59.2	+0.38	+0.13

BW: 89 lbs
Just named Bull Calf Champion at Olds Fall Classic

NHP 208G

EPDs	BW	WW	YW	MM	TM	REA	IMF
	+6.0	+60.8	+92.4	+19.2	+49.6	+0.21	-0.23

185 BULLS PERFORMANCE, RFI TESTED, RANKED AND ULTRASOUNDED

BW: 76 lbs RFI Rank #2

NHP 9F

BW	WW	YW	MM	TM	REA	IMF
+2.2	+50.8	+68.1	+26.3	+51.7	+0.12	+0.19

BW: 100 lbs RFI Rank #24

NHP 147F

BW	WW	YW	MM	TM	REA	IMF
+5.5	+60.0	+88.1	+28.5	+58.5	+0.30	+0.12

BW: 70 lbs RFI Rank #18

NHP 30F

BW	WW	YW	MM	TM	REA	IMF
+1.9	+55.7	+88.7	+23.7	+51.6	+0.47	+0.07

BW: 89 lbs RFI Rank #56

NHP 907F

BW	WW	YW	MM	TM	REA	IMF
+5.2	+60.5	+103.8	+19.8	+50.1	+0.41	+0.07

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Grant Hirsche (403)652-8254
Jimmy Nelson (403)635-7075

Sale Reports

Holden Herefords
Miss Advance Female Sale
Sept. 19, 2019
Valier, MT

Auctioneer: Joe Goggins

11 Bred Heifers — \$9,500
25 Donor Cows — \$9,170
30 Bred Cows — \$4,492
11 Open Fall Yearling Heifers — \$4,591
100 Straws of Semen — \$310

Top Lots:

Lot 1, HH Miss Advance 2022Z ET, 1/3/12 by HH Advance 9144W, sold open and ready to flush to Flying S Herefords, Paluxy, TX, \$37,500.
 Lot 61, HH Miss Advance 8025F ET 1/3/18 by HH Advance 6007D, bred to 744E sold to Brent Sadler, Tryon, OK, \$22,500.
 Lot 20, HH Miss Advance 5062C ET, 1/7/15 by CL 1 Domino 215Z, bred to HH Advance 6212D sold to Calise Herefords, Powell Butte, OR, \$20,000.
 Lot 63, HH Miss Advance 6095F ET, 1/11/18 by HH Advance 3006A bred to 744E, to Wilhelm Cattle Co., Sundance, WY, \$16,500.
 Lot 9, HH Miss Advance 2178Z, 2/4/12 by HH Advance 8203U to Iron Lake Ranch, Athens, TX, \$16,000.
 Lot 30, HH Miss Advance 7115E ET, 1/16/17 by HH Advance 4052B, bred to HH Advance 6212D sold to Flying S Ranch, Paluxy, TX, \$16,000.

Top Open Fall Yearling Heifer:

Lot 78, HH Miss Advance 8348F, 8/15/18 by HH Advance 6186D to Philip Williams, Donaldsville, GA \$9,500.

Churchill Cattle Company
World Class Female Sale
Sept. 20, 2019
Manhattan, MT

Auctioneer: Joe Goggins

17 Heifer Calves — \$12,691
8 Fall-Calving Pairs — \$4,250
53 Bred Heifers — \$3,503
10 Angus Females — \$3,545
19 Embryo Lots — \$581

Top Lots:

Lot 1, Churchill Lady 911G ET, 1/7/19 by Boyd 31Z Blueprint 6153 to Gustavo Camerena, Chihuahua, Mexico, \$35,000.
 Lot 2B, Churchill Lady 916G ET, 1/8/19 by Boyd 31Z Blueprint 6153 to Jim Rosenberg, Clear Lake, IA, \$35,000.
 Lot 2A, Churchill Lady 929G ET (full sister to Lot 2B), 1/14/19 by Boyd 31Z Blueprint 6153 to Gustavo Camerena, \$30,000.
 Lot 18, H Ms Mariah 4437 ET, 3/15/14 by NJW 73S W18 Hometown 10Y to Guy Hammond, Bath, NY, \$20,000.
 Lot 14, Churchill Lady 935G, 1/24/19 by NJW Long Haul 37E to Gustavo Camerena, \$20,000.
 Lot X, Churchill Lady 821F ET, 1/13/18 by Churchill Kickstart 501C to Louis Carlos Silva, Edinburg, TX, \$20,000.
 Lot 20, Churchill SR Lady 4204B ET, 2/27/14 by Golden Oak Outcross 18U to Steven Knutson, Wapella, SK, \$20,000.

Top Bull:

Lot 17, Churchill High Noon 8339F ET, 8/12/18 by Churchill Grit 6244D to Buford Ranches, Hominy, OK, \$35,000 for half interest.

Top Angus Heifer:

Lot 24, Churchill Lady 991G ET, 1/4/19 by S&R Roundtable J328 to Elizabeth Hickey, Moore, MT, \$6,500.

Mohican West & Guest,
McMurry Cattle
Female Sale
Sept. 26, 2019
Laurel, MT

Auctioneer: Dale Stith
Sale Managers: Midwest Cattle Services & Dale Stith

2.75 Bulls — \$4,836
3 Embryos — \$750
53 Females — \$4,006
58.75 Total Lots — \$3,879

Top Lots:

Lot 9A, Mohican 4013 14G, 1/28/19 bull calf by Innisfail WHR X651/723 4013E to Wooden Shoe Farms, Blackfoot, ID, \$10,500.
 Lot 57, WHF 4013 4013/745 Beef-maid 220D, 8/29/16 by Innisfail 4013 to C&L Hereford Ranch, Ixonia, WI, \$8,500.
 Lot 13A, Mohican 4013 24G, 2/1/19 bull calf by Innisfail 4013 to Werk Herefords, Herman, MN, \$7,500.
 Lot 30, \$6,750 to Wooden Shoe Farms, Blackfoot, ID; Mohican Unforgettable 418C; 2/15/15; TH 113W 11X Hi-Tech 17A x KCF Bennett 3008 M326.
 Lot 6, Mohican 4013 93G, 2/23/19

by Innisfail 4013 to Turner Hereford Farms, Clorington, OH, \$6,500.

Lot 8A, Mohican 4013 97G, 2/28/19 bull calf by Innisfail WHR X651/723 4013 ET to Midway Polled Herefords, Sheyenne, ND, \$6,000.

Top Bred Heifer:

Lot 37, TDP Lady Sport 219E, 9/16/17 by NJW 76S 27A Salute 201C to Durbin Creek Ranch, Thermopolis, WY, \$4,800.

Hoffman 1/5 Ranch
Annual Female Sale
Sept. 30, 2019
Thedford, NE

Auctioneer:

Rick Machado, Pismo Beach, CA

56 10 Unit Semen Lots — \$1,071
9 IVF Embryos for St Jude's — \$2,267

6 Lots 3-Unit Sexed Heifer Semen — \$1,075

54 5-Unit Semen Lots — \$789

48 Embryos — \$1,279

3 Flush Lots — \$12,500

3 Bred Cows — \$4,467

39 Bred Heifers — \$3,812

14 Fall Breds — \$5,171

61 Heifer Calves — \$11,882

9 IVF Sexed Heifer Embryos — \$1,983

2 St. Jude's Donation Voglers — \$2,400

141 Buyers • 31 States and Canada

Top Herefords:

Lot 4A, H KFL Pixie 9372 ET, 1/23/19 by H Montgomery 7437 ET to Emma Vickland, Longmont, CO, \$85,000.

Lot 6A, H BL Miss Spice 923 ET,



Lot 1 in the Holden sale, HH Miss Advance 2022Z, an elite donor cow sired by HH Advance 9144W sold to Flying S Herefords, Paluxy, TX for \$37,500



Churchill Cattle Co. welcome by Dale Venhuizen.



Mohican top seller was Mohican 4013 14G, a bull calf by Innisfail WHR X651/723 4013E, that sold to Wooden Shoe Farms, Blackfoot, ID for \$10,500.



Churchill top seller was Lot 1, Churchill Lady 911G ET sired by Boyd 31Z Blueprint 6153. She sold to Gustavo Camerena from Mexico for \$35,000.



Ehlke Herefords at Townsend, MT averaged \$3,875 on 2 bull calves; 28 Heifers averaged \$2,677. Lot 15 was the top seller.





Hoffman 1/5 Ranch heifer calves commanded top dollar at their recent fall female sale.

2/24/19 by H Deberard 7454 ET to Emma Vickland, Longmont, CO, \$70,000.

Lot 10F, H BL Mocha 931 ET, 3/16/19 by H Montgomery 7437 ET to Rafter L, LLC, \$50,000.

Lot 6B, H BL Miss Spice 938 ET, 3/18/19 by H Deberard 7457 ET to Will Freking, Alpha, MN, \$37,000.

Lot 7B, H SCG HCC Ana 736 ET, 5/21/19 by H Montgomery 7437 ET to Emma Vickland, Longmont, CO, \$35,000.

Lot 2, H Kelly 9160 ET, 2/21/19 by H Deberard 7454 ET to Roy Allen Hopkins, Winchester, TN, \$30,000.

Lot 200B, H MS Excel 7935 ET, 8/14/17 by BEHM 100W Cuda 504C to Williams Hilltop Herefords, Rushford, MN, \$24,000.

Lot 6D, H BL Miss Spice 949 ET, 3/23/19 by H Deberard 7454 ET to

Harrison Livestock, Montague, CA, \$20,000.

Top Angus:

Lot 22, Hoffman Peg 9482, 1/28/19 by Plum Creek Refresh 561A to Van Zee Ranch, Sioux Center, IA, \$80,000.

Lot 24A, Hoffman HCC Keytura Katy 09G, 2/14/19; by Musgrave Sky High 1535, to Double Bar D Farms, Grenfell, SK, \$20,000.

Lot 152A, was Hoffman Knox Emma 800, 1/27/18 by HA Prime Cut 4493 to Musgrave Angus, Griggsville, IL, \$16,000.

Top Simmental:

Lot 30, Harrell W/C HOF Angel 91G, 1/27/19 by SC Pay The Price C11 to Kroupa Cattle, LLC, Pukwana, SD, \$30,000.

Turkey Feather Ranch, Ada, OK, \$21,000.

Lot 5A, H HL 1917 ET, 3/21/19 by H Deberard 7454 ET to HME Herefords, Winterville, GA, \$20,000.

Lot 11C, H BL Miss Sweet 962 ET, 5/16/19 by H Deberard 7454 ET to

2019 Colyer Herefords 18th Annual Fall Female Sale October 5, 2019 Bruneau, ID

Auctioneers:

Butch Booker, Dustin Layton,
Kyle Colyer

19 Open Heifer Calves — \$13,647

19 Bred Heifers — \$11,087

8 Cows — \$13,375

2 Herd Bulls — \$37,500

Pick of 2019 fall calves — \$32,500

71 Embryos — \$867

32 lots of semen packages of 5 units averaged — \$1,531

Cattle sold into 20 states

Top female lots:

Choice of Lot 1A: C 1008 Milky Way 6133 ET, 1/14/16 by NJW 98S R117 Ribeye 88X ET, ½ embryo interest to Bowling Ranch, Newkirk, OK, \$54,000.



Top seller in the Colyer sale was half embryo interest in C 1008 Milky Way 6133 ET going to Bowling Ranch, for \$54,000.

Lot 5, C Bar 1 Bailee Valor 9256 ET, 3/1/19 by Happ BK Valor 37C ET to GKB Cattle, TX, \$40,000.

Lot 21A, C 6110 Queen 9177, 1/23/19 by C 2052 5280 Lad 6110 ET to George W Knox Estate, TX, \$35,000.

Lot 35, C Lady Spot On 8118 ET, 1/14/18 by C Spot On 6128 ET bred to BEHM 100W Cuda 504C, George W Knox Estate, \$30,000.

Lot 10, C 4038 Bella 9164 ET, 1/15/19 by BR Belle Air 6011 ET to Bar One Herefords, OR, \$26,000.

Lot 14, C CJC 4264 Lady Special 8316 ET, 8/22/18 by C Special Edition 6105 ET to Knox Bros. Herefords, TX, \$23,000.

Lot 30, C P606 Canada Lass 7387, 10/11/17 by WLB Mr Canada 10Z 15B and bred to C 4038 Bell Air 8108 ET to George W Knox Estate, TX, \$22,000.

Lot 32, C Bailee Wildcat 8242 ET, 2/16/18 by C ETF Wildcat 4248 ET and bred to C 4038 Bell Air 8108 ET to Roger Jennings, IL, \$22,000.

Lot 12, C 4196 Miss Miles 9102 ET, 1/8/19 by C Double Your Miles 6077 ET to L Bar W, MT, \$21,000.

Lot 2, C 3003 Lady Valor 9093 ET, 1/7/19 by Happ BK Valor 37C ET to Jonita Sommers, WY, \$17,500.

Lot 36, C 5280 Lady Dom 8230, 2/11/18 by CRR 5280 and bred to C CJC Belle Heir ET to Glen Barrilleaux,

(continued on page 25)

PROSPECTS HEADING TO SALE DAY

ANNUAL PRODUCTION SALE

WED., FEBRUARY 12, 2020

1 p.m., Stockmen's West,
Dickinson, ND



FH 417 ADVANCE 908 • 44052742

This light birthweight son of H5 1147 Advance 417 has a great birthweight to yearling weight spread with great carcass numbers. His feminine-made mother is one of our good young cows. BW 2.6 WW 64 YW 100 M 35 MG 67 REA .40 MRB .32 CHB\$ 104

FH 227 NAVARRO 938 AF • 44053465

This thick made calf is a great performance prospect who is thick topped with a good rear quarter. His 9 year old Harlan dam is a consistent performer. BW 3.7 WW 48 YW 85 M 28 MG 52 REA .25 MRB .19 CHB\$ 97



FH 417 ADA 904 • 44052737

This moderate framed, feminine-made female sired by the Harrell 417 bull has productive written all over her. Her 10 year old dam is a consistent overachiever. BW 4.0 WW 69 YW 103 M 30 MG 65 REA .26 MRB .23 CHB\$ 93



FH 814B SUSIE 9104 AF • 44065653

This Sensation granddaughter certainly is feminine with extra thickness. Her young dam's 2018 bull calf scanned the largest ribeye at 15 inches and looks to be a great producer. BW 4.2 WW 62 YW 109 M 34 MG 65 REA .67 MRB .16 CHB\$ 114



FH 417 ADA 944 MD • 44053472

Harrell 417 crossed well with this highly productive dam who ratios 110% on ribeye and 109% on marbling. Great EPD's with a strong carcass package. BW 4.4 WW 63 YW 101 M 29 MG 60 REA .31 MRB .22 CHB\$ 97



For more information or a catalog contact:

Gary, Kirsten and Aaron Friedt
701-824-2300 • 701-290-7231 (Gary)
701-590-9597 (Aaron)
gfriedt@hotmail.com

Megan and Dusty Dukart • 701-290-7230 (Megan)
Lindsey and Drew Courtney

Look for VIDEOS of bull/
heifer pairs on our website
friedtherefords.com

Bid live online at
www.TheLivestockLink.com
The Livestock Link

2019 Minnesota Hereford Association Tour • September 28, 2019 • Photos by Rosie Hotchkiss

Tour Hosts: JMF Herefords and SimAngus, Jared and Makayla Flower & Family, Holloway, MN; Walsh Family Herefords, Tom and Lisa Walsh and Family, DeGraff, MN; Carlson Farms, Ross and Beth Carlson and Family, Murdock, MN; Cardinal Creek Cattle Co., Robert and Rochelle Orsten and Family, Willmar, MN; and Louriston Dairy, Riverview, LLP, Murdock, MN.



Bailey (Carlson) Wersinger and her sons.



Warm welcome at Carlson farms.



Tour crowd.



Pen of Cow and Calf pairs at Walsh Family Farms.



Sunrise at JMF Herefords and Simangus.



Checking out Cardinal Creek heifers.



Strong pens of heifers on display by Cardinal Creek.



JMF heifers warming up in the sun.



Perfect day for tractor ride at Carlson farms.



Lined up and ready for action the Bulls of Cardinal Creek Cattle Co. Closest Bull is NJW 4C 88X Cornerstone ET.



Andrew Swanson (left), Joey Shreck and Jackson Walsh.



Breakfast time at the JMF homestead.

(continued from page 23)

**Fawcett's Elm Creek Ranch
Fall Female Sale
October 6, 2019
Ree Heights, SD**

**Auctioneers:
Dustin Layton**

**31 Heifer Calves — \$8,224
2 Steers — \$2,675
24 3-Unit Semen Lots — \$150**

Top Heifers:

Lot 1, ECR LP Sugar 9171 ET, 3/29/19 by UPS Sensation 2296 ET to Will Freking, Alpha, MN, \$37,500.

Lot 36, ECR WF Miss Ella 9515, 4/28/19 by THR Thor 7005E to Will Freking, \$35,000.

Lot 6, ECR 5575 Gracie 9176, 3/8/19 by ECR Redemption 5575 ET to Chesney Effling, Ree Heights, SD, \$30,000.

Lot 5, ECR 173D Candi 9478 ET, 4/7/19 by NJW 792 Z311 Endure 173 to Wagner Herefords, Redfield, SD, \$12,500.

Lot 9, ECR 7586 Gretta 9380, 3/30/19 by ECR Shameless 7586 ET to Sara Harfst, Jacksonville, OR, \$12,500.



ECR LP Sugar 9171 ET, a March calf by UPS Sensation 2296 ET topped the Fawcett's Elm Creek Ranch sale at \$37,500 to Will Freking, Alpha, MN.



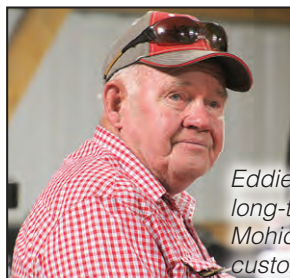
Reese and Elly Jo Wagner from Redfield, SD purchased Lot 5 at the Fawcett sale.



Future Hereford breeders at the Fawcett's Elm Creek sale.



Grandpa Keith Fawcett and the latest addition, Jensen Kusser.



Eddie Steele, long-time Mohican customer.



South Dakotans, Lynn and Mavonne Neu at the Fawcett sale.



Denny Hoffman and Dylan Koepke prior to the Hoffman sale.



Matt and Conard Stitzlein, owners of Mohican Polled Herefords and Mohican West, getting ready for the female sale.



Sherry Pope Smith from Tulsa, OK, at the Hoffman sale.



Katharyn and Marty Stanley at the Mohican Sale, Laurel, MT.

Hereford & Red Angus Bred Heifers for Sale

80



TOP QUALITY HEREFORD BRED HEIFERS

Purchased from Rausch Herefords, Dahl Herefords (ND) and Eggers Southview Farm. Mostly Revolution 4R breeding, plus other bloodlines.

Weighing 950-1050 lbs. Have had all shots. Ultrasounded for March and April calves (mostly March).

100



TOP QUALITY RED ANGUS BRED HEIFERS

Super good! Bred to low birthweight RBM Angus bulls.

Purchased from Leiseth Ranch (MT) and Heupel Ranch (SD). Weighing about 1050 lbs.

Have had all shots. Ultrasounded for March and April calves (mostly March).

For more information contact:

**Gene Leddy • C: (605) 530-1659 or Jeff Schmidt • (605) 949-0041
Twin Brooks, SD**

2019 Nebraska Hereford Association Tour



One day old fall calf at Moeller's.



Schroer Replacement heifers.



Joe & Francis Brockman welcome the group.



Brockman's Little Red Barn.



Judging class of yearling bulls - Rutt's Herefords.



Judging at S & S Polled Herefords.

Approximately 100 participants attended the 2019 Nebraska Hereford Association Tour in south central Nebraska, September 7-8. It was a beautiful fall weekend as the tour began with a breakfast stop at Albert Moeller & Sons of rural Grand Island. Guest exhibitor was Priefert Polled Herefords of Fairmont. A number of Moeller herd sires were on display, as well as cattle from their Red Angus herd.

The second stop was an educational one at Central Community College in Hastings. Walt Miller with the Adams County Historical Society, gave a brief history of the Navy Ammunition Depot (NAD) located east of Hastings. During WWII, this site provided 40% of the US Navy ammunitions, and included 76 square miles of land, 2200 buildings, 65 factories, and over 300 miles of roads. Following the war, much of this was donated to the USDA to become the Meat Animal Research Center, headquartered in Clay Center, NE.

After that, a pasture stop was held at Schroer Herefords, Nelson, NE. Many of their productive, Line 1 females were on display, along with herd bulls purchased from Miles City Fort Keogh Research Station. The tour then travelled to Lawrence, NE to visit Stillwater One Polled Herefords, owned by Joe and Frances Brockman. In addition to viewing several pens of their females and herd sires, tour goers also got to see the work in progress on their 25th Anniversary "little red barn".

The first day concluded with a supper stop at MCM Polled Herefords of Ayr. Brian and Jill McMahon, along with their children and families, served a delicious CHB supper and a large screen TV for all to watch the Husker football game! Members could also walk among the pens of heifers that will be offered for sale in November in the McMahon online sale; the herd bulls available for sale; NE State Fair champions; as well as cows and calves making up part of the herd.

After spending the night in Hastings, the tour resumed Sunday morning at VR Bar Land and Cattle, in Kenesaw, NE. Our hosts, Andy & Catie Blessin, served an amazing breakfast and had several individuals of their herd on display. Also displaying was B Bar L Herefords, Levi Gorsuch and Dr. Daniel Leonard of Hastings. Approximately 50 juniors and their families joined the group to participate in the Hereford Livestock Judging Contest, sponsored by the Nebraska Cattlemen's Classic and the Nebraska Hereford Association. Official for the contest was Shane Bedwell, from the American Hereford Association. The first class was a group of bred heifers provided by VR Bar.

The group then travelled to Campbell, NE for the stop at Rutt Herefords, where a class of yearling bulls and another of yearling heifers were judged as part of the contest. Also displaying at this stop was Bolte Farms, Darren & Katie Bolte, with a select group of females; and R & R Cattle, Railen & Ralson Ripp, with some of their foundation females.

Final stop on the tour was at S & S Polled Herefords in Guide Rock. Ron & Nancy Schutte served another delicious meal to over 250 people. They were assisted by Wilson & Afton Alber and their children, who also displayed some of their Windmill Livestock show cattle and foundation females. There were numerous groups of cows, calves, and herd sires to view as the juniors finished the final three classes of the judging contest – spring heifer calves, spring bull calves, and yearling bulls.

Following the contest, door prizes were given as results were being tabulated. Winners of the contest were: Junior Division, age 7-10 – Addie Bernt, Halle Minnick, and Brinley Alber; Intermediate, age 11-14 – Wiley Ziegler, Keller Twohig, and Brooke Allen; Seniors, age 15-18 – Jaylea Pope, Makenna Havlet, and Trenton Kracke; Adults – Katie Collins (with a near perfect score), Khloe and Kaci Toelle, and Jeff Pope.

Overall youth winner received a spring heifer calf, donated by S & S Polled Herefords. Winning the calf was Senior winner, Jaylea Pope.

The tour hosts would like to thank all who attended, as well as tour sponsors: The Nebraska Cattlemen's Classic; South Central Veterinary Hospital, Superior, NE; LG Seeds – Ryan Weeks; The Adams County Farm Bureau; Rod and John Ely, Ely's, Inc.; Kent Feeds; The Country Corner, Guide Rock, NE; CPI, Lawrence, NE; Kohmetscher Feed Services, Lawrence, NE; and Roy Montgomery, Montgomery Auction, Guide Rock, NE.



Schroer's pasture stop.



McMahon's sale heifers.



Ron & Nancy presenting Jaylea Pope with her heifer banner.



Senior winners (l to r) Makenna Havlett, Trenton Kracke, Jaylea Pope.



Intermediate winners (l to r) Keller Twohig, Brooke Allen, Wiley Ziegler.



Junior winners (l to r) Halle Minnick, Brinley Alber, Addie Bernt.

Putting Faces With Their Food: Beef Council Members Travel to Asia to Meet the Market

by Ruth Wiechmann

The U. S. Meat Export Federation (USMEF) along with Minnesota Department of Ag, and MSCA, Beef Councils from several states sponsored a May trip to put a face on American beef for importers and consumers in Taiwan and Japan. This year's U.S. Beef Leadership Team representing America's farmers and ranchers in Asia consisted of fifteen people: Chuck and Ruth Coffey, Jared and Tay Brackett, Robbie LeValley, Trish Dowton, Rusty Gibbs, Jenni Birker, Duane Munsterteiger, Jeri Hanson, Ashley Kohls, Mark Pankonin, Jim Ramm, Gregory Hanes and Ashley Gamon; including members of the Cattleman's Beef Board, the USMEF, Minnesota State Cattlemen's Association and Beef Council members from Minnesota, Iowa, Colorado, Idaho, Nebraska, and Oklahoma.

Jeri and Jim Hanson raise registered Herefords near Comfrey, Minnesota, and farm about 800 acres of soybeans and corn. When Jeri got the call asking if she wanted to be a part of the Beef Leadership Team, a trip to the Orient was not something already on her 'bucket list.' As Secretary of the Minnesota Beef Council, her name came up after MNBC's President was unable to make the trip and their Vice President had travelled with the team in 2018. MNBC's Treasurer, Duane Munsterteiger was also a participant.

"They asked me if I wanted to go

shortly before Christmas, so we ran it by the kids at Christmas," Jeri said. "They all said, 'Mom, it would be ridiculous not to go!'"

Jeri's trip coincided with the beginning of their annual AI season for their cows, but her daughter and a neighbor stepped up to do the job for her. A Vet Tech by trade, the AI'ing is normally her job.

"We don't synchronize them," she said, "I just watch them to heat detect and breed them as they cycle naturally. I'm sure we missed some, but they got bred later. We had AI'd eighty percent of them before we took them to pasture."

The Hansons raised their four children, two sons and two daughters, on Jim's home place, and recently celebrated their thirtieth wedding anniversary. They sell their polled Herefords as seedstock but always finish a few for their family and to sell quarters of beef on a limited basis.

"I always said that our cattle were a 4-H project that got out of hand," Jeri chuckled. "Jim's dad always had finish cattle, and we raised finish hogs for years. When hogs hit eight cents per pound we started phasing them out. Our boys showed Holstein steers for 4-H, and also a couple of Angus animals. In 2000, we began the J. & J. Hanson Hereford herd by purchasing a couple Hereford calves for the girls' 4-H projects. The rest is history!"



In a traditional market in Taiwan.

The Hanson cow herd has grown to around seventy head, and the Hansons' grown children are all married with children of their own. Grandbaby number ten is on the way.

The trip with the USMEF was the experience of a lifetime for Jeri and her fellow team members; a whirlwind of activity, new experiences, amazing food, and an introduction to other cultures packed into a short period of time. The team spent two and a half days meeting with Taiwanese importers, business people and restaurant owners, and three days interacting with Japanese importers and consumers: chefs, bloggers, cooking classes, and a grilling club. The team members experi-

enced many distinct cultural differences while celebrating the common factor of a love for eating delicious beef.

"Presentation is SO important for them," Jeri said. "It really matters how their food looks. Here at home in the grocery store we think nothing of a package of pork chops that are varying sizes. For them it is very important that the slices are all the same size. If a steak is 'too big' they cut it down. It might seem wasteful at first, but it doesn't actually go to waste. It just gets used somewhere else in a different way. They also use parts of the beef that we don't often eat, such as the variety meats: liver heart, tongue, oxtail, 'Rocky Mountain Oysters'— even the



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Sign in Tokyo train station that thousands of Japanese see every day

stomach and intestines. That really puts a high value on the whole animal.”

In cultures where traditional open-air markets still thrive, it is important to both the Taiwanese and Japanese people to put a face with the products they are purchasing and consuming. Beef Leadership team members got to interact with both importers and consumers, sharing stories about the farms and ranches that produce beef in America, answering questions about how the livestock are handled and raised, and sharing delicious meals featuring, of course, beef.

The team started their trip in Taiwan with a briefing from USMEF on the market situation there. They also met with representatives from Tyson, two importers and retailers of US beef: Thomas Gourmet Meat Shop and Mayfull Gourmet Market; as well as three retailers: Jason's Gourmet Supermarket, Costco and RT Mart. Taiwanese people are very specific in their preferences for how they like their beef; based on 2018 import data, approximately 48% of consumers prefer grass-finished and 52% prefer grain-finished. Beef in these supermarkets is conspicuously labeled so that consumers know the country of origin and how the animals were finished. Even the aging room has large windows so that people can view the various cuts of meat and know where they originated prior to purchasing them. This emulates the open-air market style where vendors display fresh fruits, fresh vegetables, freshly caught seafood and freshly killed meats of all kinds for all comers to see and select from.

The team also ate beef: traditional American burgers at 'Selfish Burger' for lunch, and Oriental cuisine cooked right on the table for supper.

"They fed us so well," Jeri laughed.



Busy, busy street in Tokyo — reminds me of the 10 days of the Minnesota State Fair.



2019 Beef Leadership Team at the Tokyo Meat Market.

"We got to try many different kinds of cooking. I had sushi and beef tongue. It was all so good. One night they served us intestines, and I must admit I didn't try it. Not because I didn't want to but because I was so full already!"

After their brief but busy time in Taiwan the team flew to Japan where they were again welcomed warmly and hosted royally. The first evening they were entertained at a Yakiniku restaurant, where their beef was cooked on charcoal grills built right into the center of the table.

Quality and appearance of food is valued highly in Japanese culture. For comparison, here in the US we spend an average of 8-10% of our incomes on food, whereas in Japan they average 15% of their income spent on food. Japanese meat consumption has increased by over thirty percent in the last twenty years, while seafood consumption has declined by a similar percentage. Japan does not have enough land and feed base to raise enough beef, nor the corn to fatten them to meet the consumers' demands. Prime American beef can fill the need.

"The Japanese traditionally eat Wagyu beef," Jeri said. "It is very highly marbled. They like our Prime cornfed beef because it is similar."

The team visited the Tokyo Meat Market slaughter house, a huge building in the middle of the city sporting large windows, and there saw Wagyu and Wagyu/Holstein cross carcasses hanging and going through the grading, inspection and sale process. Pure-bred Wagyu are graded A-1 through A-5 with A-5 being the highest grade. The Japanese cut between the 5th and 6th rib to grade the carcasses versus cutting between the 12th and 13th rib to grade in the U.S. Each animal, born in Japan, is given a ten-digit ID number

at birth, and that number stays with the animal throughout its life and the entire process of slaughter all the way to the retail package. This is a desired change that the Japanese consumers would like to see come out of the United States as well. The Tokyo Meat Market building is owned by the Japanese government, but the facilities are rented out by private companies.

The plant can process four hundred twenty-five head of cattle and a thousand head of pigs per day. Farmers bring in five to ten head of finished cattle at a time, and usually trade the variety meats: heart, tongue, liver, stomach and intestines, for the \$75 processing fee. The carcasses are hung for twenty-four hours and then moved through a crowd of buyers and auctioned off. The farmers are paid what the carcasses bring at auction; a high grading pure-bred Wagyu carcass can bring up to \$14,000 USD!

Currently most of the beef imported to Japan is grass-fed Australian and New Zealand beef. Japan buys mostly chilled beef from the USA. This is transported via ships so gets aging time while crossing the Pacific Ocean.

"The beef gets aged longer this way," Jeri said. "Therefore, it is more tender, and the Japanese consumers appreciate that. Aged beef in our grocery stores here is more expensive but available. Most private processors won't hang a beef for twenty-one days due to their scheduling based on their space available."

"The Japanese people want our Prime beef because it is well marbled like their Wagyu beef, leaner and because our corn-fed beef is tasty," Jeri said.

For the team's final night in Japan they joined a local grilling club for a meal of steak provided by the USMEF.



Beautifully displayed USA Beef in a market. "We Love U.S. Beef"

"That was the most interesting, fun night," Jeri recalled. "Due to living space (no backyards), the Japanese don't typically grill like we do, so there are grilling clubs that have started up where they learn how to grill steak. For the most part in the past they have eaten very thinly sliced meat, but now they are getting into steak. One big difference is that there's very little hamburger to be seen anywhere; which is a staple here at home."

"The members of the grilling club each brought a guest: a spouse, partner, or friend. Our team was divided up into groups and we got to sit down with the club to visit and answer their questions about how we raise our cattle."

The Beef Leadership Team's whirlwind of activities included a visit to the U.S. Embassy while in Tokyo. They also attended a trade seminar for food service buyers at Venire Omotesando. Jeri shared a video about their family farm in Minnesota and spoke about their operation and cattle. Jim Ramm and Mark Pankonin spoke on how U.S. cattle are raised from cow/calf to finishing.

They attended a cooking class where 11 Specialists received their certificates of completion of an American Beef Meister Program. They had the opportunity to answer the participants' questions of how they raise cattle. Again, they were treated to fine hospitality and great food prepared and displayed by a well-known Japanese chef.

Most importantly they spent time in the marketplace. They watched beef cutting and cooking demonstrations with influential cooking instructors, and they saw beef that was likely from Minnesota being purchased in Japanese grocery stores.

"The reception we received was very warm," Jeri said. "There is definitely a culture of respect in both Japan and Taiwan."

The team returned to the U.S. full of good food and memories of their new experiences. Within a week Japan opened the markets for cattle over thirty months of age.

"Did we make a difference?" Jeri chuckled. "Sonny Perdue was there two days after we were so who is to say? But we like to think that yes, we did. The global market is very important to all of us in agriculture production."



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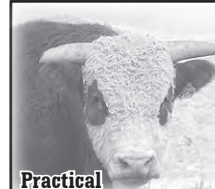
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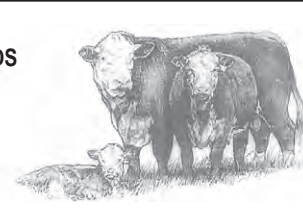
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(continued from previous page)

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mrs.penner@hotmail.com

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This is for the
January issue.

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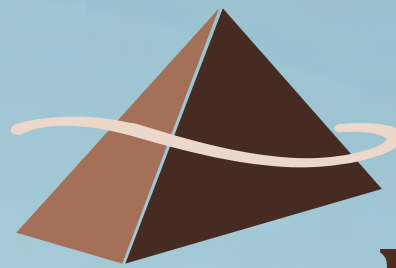
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