

NEWS & NOTES

Industry tidbits from around the country

Compiled by Lindsey Sawin, editorial intern

►►► High temperatures increase beef cow liquidation

The summer of 2011 was one of — if not *the* — most miserable in Texas, recording 71 days with temperatures over 100° F. By the end of 2011, the beef cow herd in Texas was 410,000 head, or 8.3%, smaller than it was at the start of the year. It took about a decade for the beef cow herd in Texas to recover some of that lost supply.

At the beginning of 2021, the beef cow herd in Texas was 4.635 million head, 725,000 head higher than it was at the start of 2014. Drought last year and an even deeper drought this year have undone much of that progress. Last year the beef cow herd in Texas declined by 160,000 head, with potential for a bigger decline this year.

This summer appears to be the third hottest on record for Texas, after 1980 and 2021. For Texas cattle producers, the situation this year is already worse than it was in 2021 due to prolonged drought conditions and high rate of liquidation earlier in the year.

USDA provides a weekly update on regional beef and dairy cow slaughter. Total beef cow slaughter for Region 6, which includes Texas, was 533,200 head through the first half of the year. This was 123,400 head, or 30%, higher than the same 26-week period in 2021. By comparison, for the same period in 2011, beef cow slaughter in Region 6 was 68,000 head, or 15.3%, higher than the previous year.

Current forecasts are for above-normal temperatures and below-normal rainfall for the rest of the summer. Potentially, these conditions could push more beef cows to market, adding to the supply of beef in the near term, but significantly reducing beef

production potential for the next few years.

The cows liquidated this year will affect the calf crop in 2023 and beef production in late 2024 and 2025.

— Adapted with permission from the *Daily Livestock Report*, <https://www.dailylivestockreport.com/>, published by Steiner Consulting Group, DLR Division Inc.

►►► American Angus Association welcomes 2022 interns

The Association welcomed seven interns to contribute to multiple departments and entities, including Angus Media and Angus Genetics Inc. (AGI), this summer. Interns are working alongside industry experts to advance skills, expand their professional network and be immersed in the cattle industry.

Chelsea Langley joins the Association as an events and junior activities intern. Originally from Camp Hill, Ala., Langley graduated from Abraham Baldwin Agricultural College with a bachelor's degree in agribusiness. Langley is excited to take on a new adventure and travel the country serving Angus members.

Jentry Squires, originally from Kingfisher, Okla., serves as an events and junior activities intern. Squires is a current ag

►►► Association names new regional manager

The American Angus Association welcomes Austin Flynn of Porterville, Calif., as the regional manager for Arizona, California, Nevada and Utah. Flynn brings several years of experience in cattle management and production practices.

"I admire the Angus breed's reputation as an industry leader and continuous push to help commercial cattlemen improve their product by adding value to their calves," Flynn says. "I look forward to traveling throughout the region to meet the members, learn about their diverse operations and help provide Association services."



Austin Flynn

Flynn began his role in Region 11 on June 13. He will work with breeders to promote Angus cattle, improve management practices, inform cattlemen and women about Association programs and services, and help locate Angus seedstock. He can also advise producers on marketing opportunities available through the Association, including advertising in the *Angus Journal*®, *Angus Beef Bulletin* and other avenues.

Flynn comes to the Association from EZ Angus Ranch, where he served as the assistant manager, overseeing the cow-calf herd, breeding details and preparing the cattle and video marketing tools for sales. Prior to his position at EZ, he worked for both Basin Angus Ranch and Perry Show Cattle, where he gained relevant skills in seedstock production and customer relations.

Contact Flynn at aflynn@angus.org or 559-361-9701.

communications and animal science junior at Oklahoma State University. Squires hopes to gain knowledge from industry professionals specific to the cattle sector, as well as

enhance youth members' experiences at junior events.

A.J. Knowles joins the Association as one of two AGI interns and is helping the team research reproductive traits. As a current doctoral student at the University of Missouri, Knowles looks forward to learning from industry experts while providing cattle breeders with advanced genetic technology.

Rudi McEwin, of Adelaide, South Australia, serves as one of two AGI interns. McEwin recently graduated with her doctorate from the University of Adelaide with a focus in quantitative genetics and genomic technology. She says she is excited to work within the Association's enormous database and assist the team in researching



The seven interns who joined the American Angus Association and its entities for the summer are (from left) Lindsey Sawin, Faye Smith, Jentry Squires, A.J. Knowles, Rudi McEwin, Chelsea Langley and Sierra Walter.

Continued on page 76

potential expected progeny differences (EPDs).

Lindsey Sawin joins Angus Media as the *Angus Beef Bulletin* intern. Originally from Vernon, Texas, Sawin is an ag media and communications junior at West Texas A&M University. This summer, she is writing stories that will benefit Angus readers.

Faye Smith, of Walton, Kan., joins Angus Media as the editorial intern for the *Angus Journal*. Smith is an ag communications and journalism senior at Kansas State University with a minor in mass communications. This summer Smith is eager to grow her skills as a journalist and learn more about the Angus breed.

Sierra Walter serves the Association as the communications intern. Originally from Hydro, Okla., Walter attends Oklahoma State University as an ag communications senior with a minor in ag economics. She is excited to learn more about the cattle business while strengthening her communication skills.

▶▶▶ Credit critical for young, beginning and underserved

“When I began my chairmanship of this committee, one of our first hearings was on the state of Black farmers in the United States. Since then, I have placed emphasis on ensuring that we are not leaving anyone out when looking to the future of agriculture in America,” said House Ag Committee Chairman David Scott July 14, following a Farm Bill hearing on the state of credit for young, beginning and underserved producers.

“As the average age of the American farmer continues to increase, we must ensure that we are setting the stage for the next generation of farmers to not only have careers in agriculture, but to be able to thrive in the agriculture industry. To do that, we must provide all farmers with the tools they need to succeed, including credit.”

▶▶▶ BIF announces new directors and officers

Joe Epperly, Albion, Neb., was introduced as the 2022-23 Beef Improvement Federation (BIF) president during the 2022 BIF awards luncheon. Kevin Schultz, Haviland, Kan., is the new vice president.

Directors reelected to serve on the BIF board were producers Epperly and Gordon Hodges, Hamptonville, N.C. Ken Odde, Pollock, S.D., was elected as an at-large director. Jackie Atkins, American Simmental Association, was reelected as a breed association representative; and Megan Slater, American Gelbvieh Association, was elected to her first term as a breed representative.

More than 300 beef producers, academia and industry representatives attended the organization’s 54th Annual Research Symposium and Convention in Las Cruces, N.M.

The 2023 BIF Convention and Research Symposium will be July 3-6 in Calgary, Alta., Canada.



2022-2023 BIF Board of Directors are (seated, from left) Joe Epperly, Albion, Neb., president; Kevin Schultz, Haviland, Kan., vice president; Matt Perrier, Eureka, Kan., past president; Darrh Bullock, University of Kentucky, BIF Eastern Region secretary; Mark Enns, Colorado State University, BIF Western Region secretary; Warren Snelling, USDA Ag Research Service representative; Matt Spangler, USDA Extension Service representative; and Bob Weaver, Kansas State University, BIF executive director. Back row (from left) are Joy Reznicek, West Point, Miss.; Megan Slater, American Gelbvieh Ass’n; Gordon Jones, Lafayette, Tenn.; Robert Williams, Post Falls, Idaho, historian; Matt Woolfolk, American Shorthorn Ass’n; Shane Bedwell, American Hereford Ass’n; Hal Nixdorff, Canadian Beef Breeds Council representative; Don Trimmer, National Ass’n of Animal Breeders representative; Ken Odde, Pollock, S.D.; Troy Marshall, Saint Joseph, Mo.; Josh White, National Cattlemen’s Beef Ass’n; Kelli Retallick-Riley, American Angus Ass’n; and Kajal Devani, Canadian Angus Ass’n. Not pictured are John Irvine, Manhattan, Kan.; Gordon Hodges, Hamptonville, N.C.; Jackie Atkins, American Simmental Ass’n; and Megan Rolf, Kansas State University, Central Region secretary.

▶▶▶ Little bullish for beef and pork export prices

The pace of beef sales remains slow in the July 14 report, but export markets continue to pull on the supply sold earlier in the year. Beef export shipments at 17,122 metric tons (mt) were down from the previous week, but were still relatively robust for a holiday-shortened week. Beef shipments to Japan were 6,336 mt, 21% higher than the average of the previous four weeks. U.S. beef exports to Japan have been tracking below year-ago levels so far this year, but outstanding sales to this market are now higher than at this point last year. June weekly shipments were up 6% from a year ago, and July appears to be on track to do the same.

In recent weeks we have seen a notable slowdown in shipments/sales to other key markets. Total net beef sales were just a little over 9,000 mt, following 11,000 mt sold the week before. Net sales to South Korea were a negative 713 mt. This is especially negative considering South Korea was a major buyer earlier in the year and the second-largest

market. Since the first week of June, net sales to South Korea have averaged 2,419 mt per week, about half the weekly shipment pace. Net sales to China were another big miss in the report at just 471 mt. This follows a negative print the previous week at 1,606 mt. Since the first week of June, net sales to China have averaged 1,883 mt per week, less than half of weekly shipments.

Outstanding beef sales are currently at 216,367 mt, 5% under last year, but still represent an 11-week supply. While the trend in beef sales is not good, we do not anticipate a big correction in shipments yet.

— Adapted with permission from the *Daily Livestock Report*, <https://www.dailylivestockreport.com/>, published by Steiner Consulting Group, DLR Division Inc.

▶▶▶ Legislation to help small farmers, ranchers

House Ag Committee Chairman David Scott introduced H.R. 8590, the *Small Family Farmer and Rancher Relief Act*, July 29 to help small-scale family farmers and ranchers and to address the national crisis in the nation’s beef supply

chain. The bill is necessary, he said, to help small family farmers and ranchers due to the rapid number of ranchers lost each year.

“What has been missing from the conversation is help for the very beginning of our food supply chain, which is our nation’s small family farmers and ranchers,” said Scott. “Helping our nation’s small family farmers is one of my top priorities.”

Scott noted his bill would create a program to strengthen the federal safety net and make insurance products work better for small-scale cattlemen in terms of coverage and accessibility. It would also establish a USDA grant program to help small-scale operators and producer-owned cooperatives to undertake innovative business initiatives.

“By developing more direct-to-consumer and direct-to-institution markets, my legislation will give small farmers and ranchers more control over where they sell their cattle or meat products and provide them with opportunities to add value to their products and increase their profitability,” Scott said.

Continued on page 78

►►► Survey winners

Congratulations to *Angus Beef Bulletin* readers Ed Coe and Timothy Martin, who were randomly selected from among the 776 who completed our 2022 readership survey by April 1, to receive \$500. It's our way of saying thank you for taking the time to tell us about yourselves, your operations and your readership of the publication.

We'll use the information gleaned from the survey, in turn, to keep the *Angus Beef Bulletin* on track for supplying your information needs — when, where and how you want to receive it.

Meet our winners.



ED COE, SHELBYVILLE, MO.

Ed Coe is a part-time rancher and operator of a small grain-bin manufacturing company located at Shelbyville, Mo. He started his cow-calf operation in 1987, the year he and his wife got married.

When buying bulls, Coe looks for those that will have good carcass traits and calving ease. He currently owns three Angus bulls and says he finds high-quality Angus genetics to be a vital part of his ranch. He grazes his cattle on rented ground and land that he owns around Shelbyville.

“When we buy bulls, we watch pretty close on the marbling, the ribeye. We want something that is going to have a good CED (calving ease direct),” says Coe. “We don’t mind spending a little more money. When you are gone from the farm, you can’t have any trouble.”

Coe says he finds the *Angus Beef Bulletin* helpful when it comes to buying his bulls. It also helps keep him up to date on what is happening in the industry.

“I like to read about the bulls and the EPDs, and kind of study on that,” says Coe.

TIMOTHY MARTIN, GLADSTONE, VA.

Timothy Martin is a cow-calf producer from Gladstone, Va., where his farm has been in the family for 100 years. They started in the Angus business when he was little boy. His grandfather bought 12 registered Angus cows and an Angus bull in the 1960s. They now manage 75-80 Angus cows and buy bulls about every three years.

“I am a small-time man, but I enjoy working with the cattle,” says Martin. “There is nothing prettier than waking up and seeing that newborn calf, mama doing good, you know, kicking their heels up running across the field.”

When it comes to purchasing bulls, calving ease is the first thing he looks at. Martin’s father and uncle have worked on the ranch with him in the past; however, both are now in their 90s. Therefore, Martin is the lone operator of the ranch, making calving ease a top priority.

“I look for calving ease in bulls because I am doing it by myself. It is hard to watch cows closely,” says Martin.

Martin says he reads the *Angus Beef Bulletin* front to back each time he receives it.

“I enjoy looking at the whole thing. I look around at some of the bulls that I get compared to what you see in the *Bulletin* when they are having their sales. It lets you know that you are trying to keep up with the top-notch producers,” says Martin.

— by Lindsey Sawin, editorial intern

▶▶▶ Team Angus excels in LPC, ACN contests

The Angus communications team brought numerous honors home from the Livestock Publications Council (LPC) and Agricultural Communicators Network (ACN) contest and awards ceremonies hosted at the Ag Media Summit in Raleigh, N.C., mid-July.

LIVESTOCK PUBLICATIONS COUNCIL

Hall of Fame Award Winner: Shauna Hermel, *Angus Beef Bulletin*

2022 Writer of the Year: Miranda Reiman, Angus Media

2022 Photographer of the Year: Abbie Lankitus, Certified Angus Beef (CAB)

General Excellence, website: 2nd (tie), *Angus Beef Bulletin EXTRA*

General Excellence, story package: 1st, “Fire: An Ally to Flint Hills Ranchers,” *Angus Journal*; 2nd “San Rafael Cattle Company,” CAB

Special Issue: Honorable Mention (HM), “Feeder-Calf Marketing Guide,” *Angus Beef Bulletin*

National Show Coverage: 1st, *Angus Journal*

Cover Design: HM, *Angus Journal*, October 2021

Production/Management Article: HM, “Udder Perfection,” *Angus Beef Bulletin*, Kasey Brown

Marketing Article: 1st, “The Market or the Management — Which Comes First?” CAB, Miranda Reiman

Technical Article: 2nd, “Above the Bottom Line,” *Angus Beef Bulletin*, Troy Smith

Instructional Story: 2nd, “Beat the 3 Ms,” *Angus Journal*, Becky Mills

Producer Profile: 1st, “The Idea That Worked,” CAB, Miranda Reiman; Honorable Mention, “More with Less,” CAB, Abbie Lankitus

News Story: HM, “Thinking Hard About Conservation,” *Angus Beef Bulletin EXTRA*, Troy Smith

Regular Column: HM, “Black Ink,” CAB, Miranda Reiman

Livestock Catalog: 1st, Wilks 6th Annual Bull & Female Sale, *Angus Journal*

Annual Report: 1st (tie), American Angus Association

Miscellaneous Design: 2nd, *Brand Update 2021*, CAB

Publication Website: 1st, *AngusJournal.net*, *Angus Journal*

Association website: 2nd, <https://www.georgiaangus.org>, *Angus Journal*

Breeder Website: 1st, <https://www.tkcattle.com>, *Angus Journal*; 2nd <https://www.30cattle.com>, *Angus Journal*

E-newsletter: 2nd, *Connections*, CAB

Digital Content Series: 1st, *A Rare Breed — Committed to Excellence*, CAB

Marketing Communications for Non-Ag: 2nd, 2021 Roasting Season, CAB

Media Relations — Non-Agricultural Audiences: 1st, From A Great Place to Work Certification to A *Wall Street Journal* Feature, CAB

AGRICULTURAL COMMUNICATIONS NETWORK

Communicator of the Year: Abbie Lankitus, CAB

Master Writer earnings: Level 1 — Abbie Lankitus, CAB; Level 2 — Peyton Schmitt, American Angus Ass’n, and Megan Silveira, *Angus Journal*; Level 4 — Miranda Reiman, CAB and Angus Media

Emerging Photographer: HM, “Standing Solo,” Megan Silveira, Angus Media

Marketing Communications (MarComm), Feature: 2nd, “Prime of His Life,” CAB, Morgan Boecker

MarComm, Writing for Special Projects: 3rd, *Brand Update 2021*, CAB

Special Publications Design, Annual Reports: 2nd, American Angus Ass’n

Podcast: 2nd, “Cattle Nutrition — Vital to the Immune System,” *Angus at Work*, *Angus Beef Bulletin*

Website: 3rd, *Angus Beef Bulletin EXTRA*, *Angus Beef Bulletin*

Social Media: 2nd, *Angus Journal*

Multi-media Story: 1st, “The Idea That Worked,” CAB, Miranda Reiman