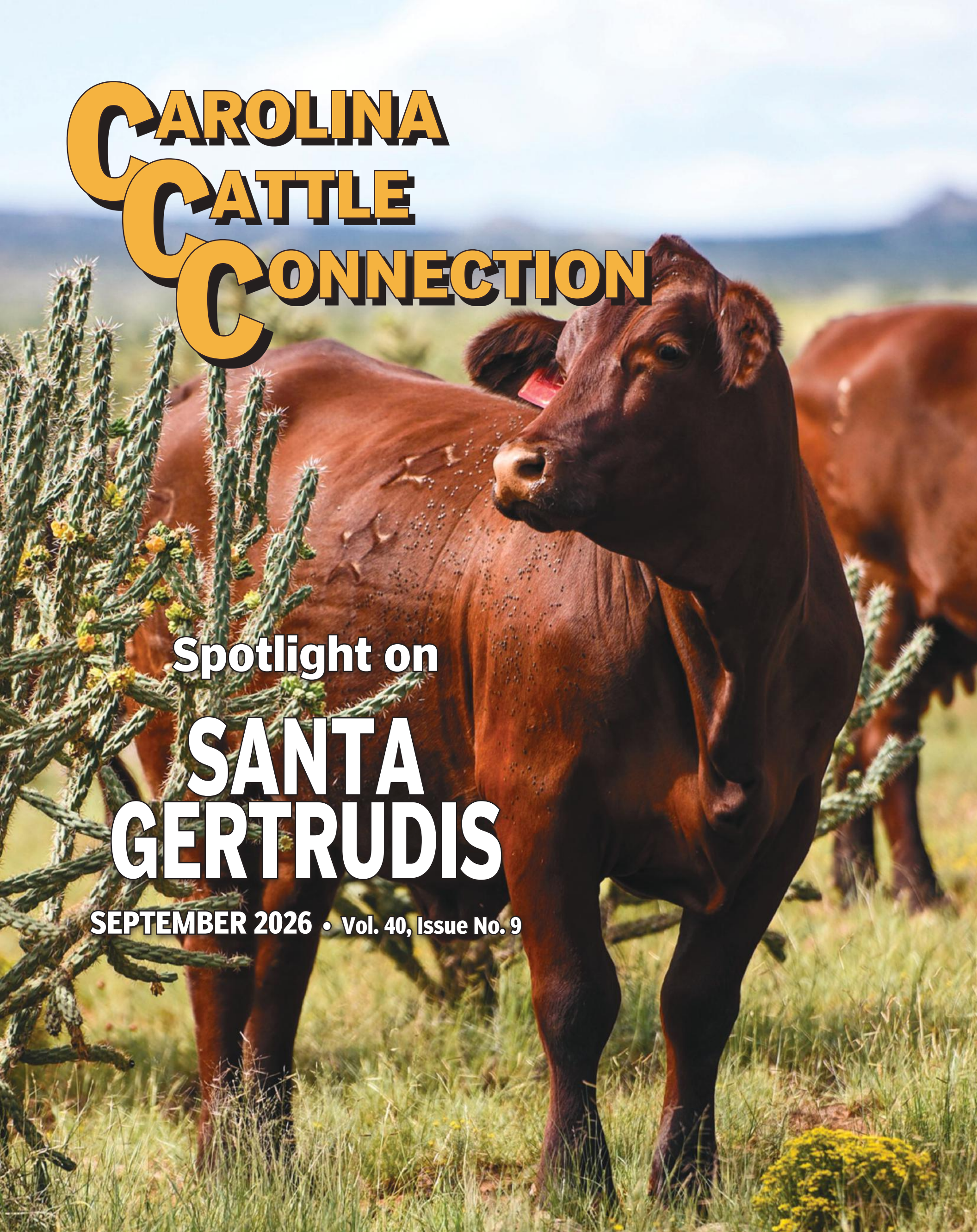




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**SANTA
GERTRUDIS**

SEPTEMBER 2026 • Vol. 40, Issue No. 9

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P.O. Box 1207
Kilmayne Office Center
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Phone: 919-552-9111
Email: mail@nccattle.com
Website: www.nccattle.com

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STAFF

Manager, N.C.	MILO LEWIS
Manager, S.C.	AMBER STARNES
Publication & Creative Services Director	CASEY HINNANT
N.C. Circulation	KIM BURDGE
S.C. Circulation	AMBER STARNES

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The Carolina Cattle Connection
101 Main Street Road • Chesterfield, SC 29709

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Phone: 843-623-2134 • Email: arstarn@clemson.edu
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P.O. Box 11280 • Columbia, SC 29211
Phone: 803-734-9806 • Email: edoll@scda.sc.gov
Website: www.sccattle.org

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By AMBER STARNES, S.C. Cattlemen's Association

Director's Report

Preparing for Cool Season Grazing

As summer begins to wind down, cattle producers should be thinking ahead about their fall and winter grazing program. For many operations, the transition from warm season to cool season forages is an important part of maintaining cattle nutrition while reducing reliance on stored hay.

Bermudagrass and bahiagrass make up a large portion of the perennial forage base in the Carolinas. However, as temperatures decrease and days become shorter, these warm season grasses slow their growth and eventually become dormant. Planning for this seasonal forage gap is essential for maintaining adequate nutrition and controlling winter feed costs.

Choosing Cool Season Forages – Cool season annuals can extend the grazing season and provide cattle with high quality forage during the fall, winter, and early spring. Common options for producers include:

- Annual ryegrass
- Oats
- Wheat
- Rye
- Triticale
- Clovers and other annual legumes
- Selected brassicas

These forages can be planted in a prepared seedbed or, in some situations, overseeded into established warm season perennial grass stands. Forage mixtures may also be an option and can help improve forage distribution throughout the grazing season.

Cool season forages generally provide greater crude protein and total digestible nutrients than warm season grasses. This can be especially beneficial for cattle with increased nutritional requirements, including growing cattle and breeding animals.

Start With a Soil Test – Before planting, take the time to soil test the field. Soil test results can help determine lime and fertilizer requirements and allow producers to make decisions based on the needs of the selected forage rather than applying nutrients unnecessarily.

Producers should also use quality seeds and make sure planting equipment is properly calibrated. When overseeding into bermudagrass or bahiagrass, excessive existing forage should be removed to improve seed-to-soil contact and give the cool season forage a better opportunity to establish.

Match the Forage to the Operation – There is no single “best” cool season forage for every cattle operation. When selecting a

forage or forage mixture, consider:

- Soil type and field conditions
- Location within the state
- Expected weather conditions
- Class and nutritional requirements of cattle
- Desired grazing period
- Cost of establishment and inputs
- Available equipment
- Grazing management capabilities

Manage Grazing – Don't Just Plant It – Establishing a cool season pasture is only the first step. Proper grazing management is critical to getting the most value from the forage.

Avoid turning cattle onto a new stand before it is adequately established. Once grazing begins, monitor forage availability and adjust stocking rates or rotation schedules as needed. Good grazing management helps maintain forage production and prevents cattle from overgrazing plants before they have adequate time to recover.

Producers should also monitor cattle closely as the season progresses. Forage quality and availability will change with weather and plant maturity, and supplementation may be necessary depending on the class of cattle and the amount of forage available.

Plan Now to Reduce Hay Dependence – One of the biggest advantages of a successful cool season grazing program is the opportunity to reduce the amount of stored hay needed during the winter. Cool season annuals can help fill the gap created when warm season perennial grasses become dormant, potentially reducing the amount of time cattle spend on hay.

However, producers should still have a backup plan. Weather can delay establishment, reduce forage growth, or create conditions that limit grazing. Maintaining an adequate hay supply and having a plan for supplemental feed can help keep cattle on a consistent nutritional program when pasture conditions change.

A Little Planning Goes a Long Way – Fall grazing doesn't happen by accident. Now is the time to evaluate pastures, soil test, select appropriate forage species, prepare fields, and develop a grazing plan.

By planning ahead and incorporating cool season forages into the operation, cattle producers can extend their grazing season, provide high quality nutrition, and potentially reduce winter feeding costs.

The goal is simple: Don't wait until the warm season grass is gone to start planning for winter grazing. Start preparing now.

SPOTLIGHT on *Santa Gertrudis*

Today's Santa Gertrudis. Longevity. Adaptability. Hybrid Vigor.

Santa Gertrudis Breeders International continues to prove why the breed remains one of the most versatile and adaptable beef breeds in the industry today. Developed in the U.S. and backed by decades of performance, Santa Gertrudis genetics are working successfully in a wide range of environments, from the heat and humidity of the Gulf Coast to the cold, rugged conditions of northern Utah.

As the first beef breed developed in the U.S., Santa Gertrudis cattle hold a unique place in the American cattle industry. Named for the Spanish land grant where Captain Richard King established the historic King Ranch in South Texas, the breed was developed with one goal in mind — creating cattle that could survive, perform, and remain profitable in the harsh conditions of the South Texas brush country.

The foundation of the breed began in the early 1900s when King Ranch systematically crossed Brahman cattle with Shorthorn genetics in search of a more adaptable and productive animal. After years of selective breeding, ranch managers determined that a blend of $\frac{3}{8}$ Brahman and $\frac{5}{8}$ Shorthorn produced cattle with the ideal balance of hardiness, fertility, growth, and adaptability. In 1920, a legendary bull named Monkey was born and would eventually become the foundation sire of the Santa Gertrudis breed. Known for his muscle expression, structural soundness, and ability to thrive in difficult conditions, Monkey helped establish the traits the breed is still recognized for today.

In 1940, the U.S. Department of Agriculture officially recognized Santa Gertrudis as a distinct beef breed, marking a milestone not only for King Ranch but for the American beef industry as a whole. More than 80 years later, the breed continues building on that legacy through modern genetic evaluation, commercial cattleman success, and increasing demand for adaptable, efficient cattle that can perform in a variety of climates and management systems.

During the Utah State University heterosis project, Santa Gertrudis sired calves demonstrated exceptional hardiness during February calving conditions, where average temperatures reached highs of just 26°F and lows near 10°F. The project reported zero Santa Gertrudis calf losses due to freezing, compared to six Angus calf losses under the same conditions. The results continue to reinforce what commercial cattlemen across the country already know: Santa Gertrudis cattle are built for longevity, adaptability, and hybrid vigor.

Those traits continue to drive interest in the breed as commercial cattlemen search for genetics that can perform in increasingly demanding environments while maintaining maternal strength, fertility, and efficiency. Today, Santa Gertrudis cattle are registered to breeders in 37 states and nine countries, with genetics continuing to expand into diverse commercial and seedstock operations nationwide.

In 2025 alone, 30 percent of all calves registered through Santa Gertrudis Breeders International were out of cows over the age of eight — a testament to the longevity and long-term productivity the breed is known for. For many producers, keeping productive females in the herd longer directly impacts profitability through lower replacement costs and increased lifetime production.

Under the leadership of Keaton Dodd and Arlin Taylor, along with the rest of the SGBI board of directors and staff, the association continues working to move the breed forward through commercial cattleman outreach, data driven genetic progress, youth involvement, and expanded breed promotion efforts across the country.

That effort includes continued emphasis on performance data, breed improvement, and educating producers on the advantages Santa Gertrudis genetics can bring to both commercial and seedstock operations. Across the country, breeders are seeing success utilizing Santa Gertrudis cattle in a variety of programs ranging from purebred seedstock operations to crossbreeding systems focused on maximizing hybrid vigor and maternal efficiency.

Across the country, Santa Gertrudis breeders are continuing to showcase the breed's ability to perform in both seedstock and commercial settings. From progressive crossbreeding programs focused on heterosis and maternal efficiency to purebred operations emphasizing longevity and adaptability, Santa Gertrudis genetics are helping producers build practical, profitable cow herds that can withstand environmental and market challenges alike. The breed's continued expansion into new regions and management systems reflects growing confidence in cattle that are functional, efficient, and built to work in real world conditions.

For producers searching for practical cattle that can withstand environmental stress while maintaining productivity, fertility, and longevity, Santa Gertrudis cattle continue proving themselves in real world conditions across the United States.



SPOTLIGHT on *Santa Gertrudis*

Bar M Farms

Jim Barlowe counts his blessings that he has a son and grandson who are dedicated to making their livings on the family farm. The Bar M operation is a diversified agricultural operation that covers 1,400 acres with row crops, hay, and Santa Gertrudis and Santa Gertrudis influenced cattle. Jim, Alan, and Nathan, with quality support from Becky, Alan's wife, keep the farm operating on all cylinders.

Jim came to the breed in 1983–1984 in partnership with Tony McGee, swapping a commercial herd for a purebred herd and adding, via the Georgia Santa Gertrudis Association Sale, animals from Winnstead Plantation, Sapelo Farms, and Stage Coach Ranch. He also acquired his first polled bull from Jessie Bailey through the Georgia sale.

The Barlowes appreciate the maternal ability and longevity of the Santa Gertrudis breed and observed that they're just pretty cattle — neighbors will frequently slow down or stop just to look at the cows as they drive by. This natural eye appeal also draws in visitors when they take cattle to shows or fairs across the country.

It wasn't long after Jim's initial acquisitions that his sons Alan



James, Nathan, Becky, and Alan Barlowe

and Matthew began showing and attending the National Junior Santa Gertrudis Show — Alan showed from 1985 until 1991, and Matthew showed through the year 2000. They were joined by friends and neighbors like Philip Wike, Charlie Wright, and Curtis





Shana Red – national champion female

Gaines. Alan then went on to run a fitting business from 1998 to 2006. Highlights of that time period included having the National Champion Cow with Shana Red 492 and exhibiting the 2003 Reserve National Champion Bull, Will Wee Woodie 123/1, in addition to three of the six high point show animals of the year in 2005, all sired by Woodie, and the high point best of polled female.

After 2006, the herd returned to commercial roots until Nathan, Alan's son, graduated from high school around 2016. Nathan had shown a bit when he was little, including Shana Red. But after high school, Nathan committed to returning back to the farm and continuing the family tradition.

They rebuilt a purebred herd with cattle from Bill Cameron's Double C and acquisitions from the Tri-Star Sale, the Alabama Connection Sale, Strait and Hefte's Tried and True Sale, and recent acquisitions from Urbanosky. As Nathan has returned to Lenoir from college, the family has returned to the show road and will probably hit 15–20 point shows from as close as Raleigh to as far away as Houston or Fort Worth.

Currently, the overall herd consists of about 250 mama cows, with a core purebred herd of about 60. The bulls the Barlowes are currently using come from Urbanosky, Wendt, Red Doc, Strait, Hefte, and OLC Jesse James, a recent show bull. They've also been using a lot of A.I. sires that they've encountered over their years of experience with the breed, including Hatchet 150, Copperhead 915C4, Candy Man, Big Ben, and King's Prime.

The Barlowes put a strong emphasis on structural soundness



Will Wee Woodie – reserve national champion

for their animals but also have demanding standards for fertility. They keep a tight 90 day calving season, and they don't have a lot of patience for animals that can't keep up. They also do annual pelvic measurements and reproductive tract scoring to eliminate potential problems early.

The Barlowes are putting together a new sale in Saluda, S.C., at the Saluda Livestock Exchange. The sale will be on December 5 and will feature consignors from across the country. It will feature purebred and Star 5s, opens, breds, pairs, 3n1s, and a couple of bulls. RedLine Marketing is managing the sale. For catalogs or additional information, contact Nathan at 828-292-7444, Alan at 828-493-2266, or RedLine Marketing at 903-388-2288 or 979-203-9849.



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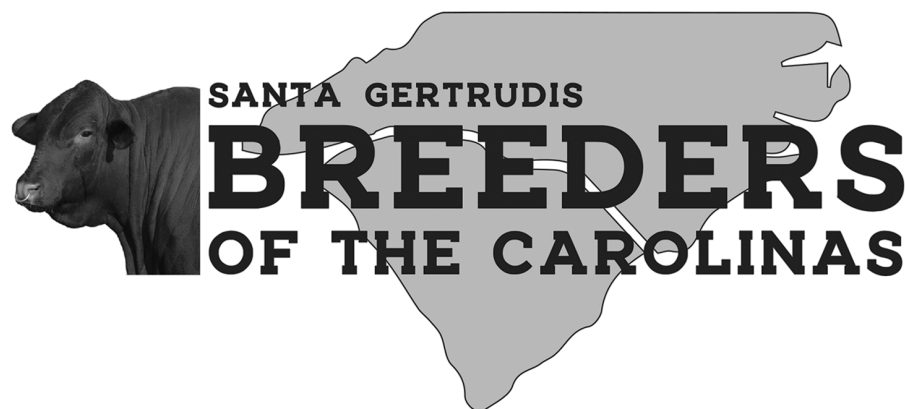
SPOTLIGHT on *Santa Gertrudis*

Where Can I Find Santa Gertrudis Cattle in the Carolinas?

The Santa Gertrudis Breeders of the Carolinas are an active group at the local, regional, and national levels, as the other articles in this issue demonstrate. While much of the membership is concentrated in the piedmont of North Carolina, between Lenoir and Benson, there are also active members at the coast and in South Carolina along the I-77 corridor between Chester and Columbia. Information for breeders who are members of Santa Gertrudis Breeders International (SGBI) can be found in the SGBI membership directory published each October and is generally located in the literature found SGBI website at santagertrudis.com.

The most concentrated offering of Santa Gertrudis genetics from the Carolinas is the Breeders of the Carolinas Sale, held the second Saturday of May at the Union County Agricultural Center in Monroe, North Carolina. The annual membership meeting is the Friday night prior to the sale at the same location for an opportunity to network with our local breeders' group.

Cattle available for sale by private treaty can frequently be found



posted on the Santa Gertrudis Everything Facebook page, although this has a national focus and is not limited to the Breeders of the Carolinas.

Several of our breeders have their own local events in the Carolinas. Five Js Beef and Cattle, along with Zack Dennings's D Bar Z cattle, may have another online sale in 2026, although details are not yet available. There is also a reference in the Bar M article to the Santa Celebration

Sale they are starting up, to be held at the Saluda Livestock Exchange in Saluda, S.C., on December 5. Our breeders also participate in other consignment sales regionally and around the country and expect participation in the Union County March Madness Cattle Sale in 2027.

Finally, we have an active contingent that will be attending junior shows around the state and in the North Carolina and South Carolina State Fairs. If you see our folks and are interested in the breed, don't hesitate to ask questions or reach out via the Santa Gertrudis Breeders of the Carolinas Facebook page, where we can help direct you to a breeder near you.

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SPOTLIGHT on *Santa Gertrudis*

Santa Gertrudis Breeders of the Carolinas Field Day

The 2025 Santa Gertrudis Breeders of the Carolinas Field Day was held at Crutchfield Farms, Midland, N.C., on November 8, 2025. The program focused heavily on marketing.

Keaton Dodd, the new Santa Gertrudis Breeders International (SGBI) executive director, provided perspective on where he sees Santa Gertrudis genetics nationwide. He talked about the responsibility that breeders have to collect data on their animals to best position the breed among commercial producers. It was observed that the bread and butter of the breed is the Santa Gertrudis females, but that the data is really needed to place bulls in commercial operations.

Milo Lewis, executive director of the N.C. Cattlemen's Association provided an update on the association's current legislative initiatives, and also stressed the importance of the beef checkoff dollars and the state cattle assessment for the association to continue its efforts.

Neil Bowman with the N.C. Department of Agriculture talked about trends he was seeing across cattle sales statewide. He observed that there are sales almost every weekend with bull sales, which makes it a challenge when everyone's operating pretty much in the same market. When asked about creating a fresh sale, he encouraged the producers present to tie in to existing sales infrastructure around the state for marketing. He also largely confirmed Keaton's remarks.

Farrah Hargett of Dry Fork Creek Farms and the Union County March Madness Sale gave a sale summary of her sale and its emphasis on cattle for the commercial producer. She said there have been Santa Gertrudis genetics marketed in the past through the

sale that have done well and there is a place for them. She said their customer base is looking for functional cattle that are structurally sound, have some longevity, and raise a calf every year without trouble. Her remarks were encouraging, and three additional Santa Gertrudis producers did wind up consigning to the sale in 2026.

Finally, Scott Sherrill concluded the program with some summary remarks about how Santa Gertrudis cattle are being marketed in the Carolinas, observing the past several years' worth of sale data regarding buyer's geography. He noted that the range of locations cattle are being taken home to has been shrinking. The bidders from further away had not disappeared in the 2025 sale, but the actual buyers had narrowed to the Carolinas and Virginia. (Luckily, the trend did not hold at the 2026 sale.) He also discussed online marketing, which has become more common, and stressed the importance of having an online presence where people monitor and can refer business, particularly through Facebook. He also mentioned efforts of 5J's Cattle Company to have an online sale, which they may do again in 2026, and the participation of Creech Farms in the N.C. BCIP Bull Test Sale at Butner.

The association appreciates Kevin and Cheryl Crutchfield for stepping up and hosting the 2025 field day. The 2026 field day will be on November 14 at J.C. Sherrill, Jr. Ranch in Mt. Ulla, North Carolina. For more information, please reach out via the Santa Gertrudis Breeders of the Carolinas Facebook page or to Scott Sherrill at 404-402-5601 or Carlyle.p.sherrill@gmail.com. The program is still in development.



SPOTLIGHT on

Santa Gertrudis

2026 Santa Gertrudis Breeders of the Carolinas

Annual Membership Meeting

By SCOTT SHERRILL

On the evening of May 8, the Santa Gertrudis Breeders of the Carolinas held their annual membership meeting and pre-sale dinner at the Union County Agri Center in Monroe, North Carolina. The meal was sponsored by Zack Denning and Five J's Cattle Company, and Stephen and Debbie Price prepared the meal; Michael Hadley provided dessert. Ashley Brown and Adam Price also assisted with the dinner preparation and contributed items to auction for the junior program.

President Scott Sherrill presided over the meeting. The membership re-elected board members Brandon Creech and Stephen Perry and elected Adam Price to three year terms.

Sherrill recognized Creech Farms as the Breeder of the Year for nationwide involvement and for their participation in the N.C. BCIP Bull Test at Butner. Flatwillow Farm was recognized as Exhibitor of the Year for their participation on the national show road and



Adam Price, Ashley Brown, Stephen and Debbie Price



The Five J's Cattle Company crew received registrations recognition.



Breeder of the Year Award — Tony Creech of Creech Farms

for winning the national High Point Best of Polled Bull honor. The President's Award was presented to Josh Bowman for his efforts on the local level and ongoing service as sale chairman.

SGBI Executive Director Keaton Dodd provided a snapshot of where the Carolinas affiliate sits in terms of registrations and membership growth within the association. He recognized Five J's Cattle Company for leading the district on purebred and Star 5 registrations.

A special presentation was made to junior exhibitors Rhett Perry, Annie Sherrill, Robbie Sherrill, Olivia Allen, Janie Kay, Ava Shapiro, Elizabeth Hutton, Madeline Allen, Madison Lloyd, and Mazie Bunn who showed Santa Gertrudis around the state over the course of the previous year. Bill Cameron made a motion during the course of the meeting to authorize funds to assist with expenses related to attending the National Junior Santa Gertrudis Show, which was advanced by the membership.



**Exhibitor of the Year Award
— Tommy and Sherry Benfield of Flatwillow Farms**



**Santa Gertrudis Breeders of the Carolinas
junior award winners**

The breed will be represented at the North Carolina and South Carolina State Fairs this year — please stop by and visit if you can, and of course, mark your calendars for the weekend of May 7-8, 2027, for next year's sale. Follow us on Facebook for updates.



**President Scott Sherrill
presents President's Award to Josh Bowman.**



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SPOTLIGHT on *Santa Gertrudis*

2026 Santa Gertrudis Breeders of the Carolinas Sale Results

The 2026 Santa Gertrudis Breeders of the Carolinas Sale on May 9 in Monroe, N.C., showed strong demand for Santa Gertrudis genetics. The 66 lots sold to 30 buyers from North Carolina, Virginia, Tennessee, South Carolina, Texas, Ohio, Alabama, Mississippi, and Kentucky. E.B. Harris was the auctioneer, Josh Bowman the sale chairman, and Darren Richmond the sale consultant.

- 33 purebred lots averaged \$5,690
- 33 Star 5 lots averaged \$3,835

The high selling lot, a bull from Creech Farms, sold to Price Land & Cattle for \$25,000.

The high selling 3N1, from Rockin B Farm, sold to Cedar Creek Farm for \$10,750.

The high selling bred cow, from 5J's Farm, sold to Rockin 3T Ranch for \$9,250.

The high selling bred heifer, from Jack Standley, sold to Hefte Ranch for \$7,250.

The high selling open heifer, from Ward Farm, sold to Lou-Al-Tuck Farm for \$7,000.

The high selling Star 5 Five J's Farm bull sold for \$8,000 to Alvin Lowery.

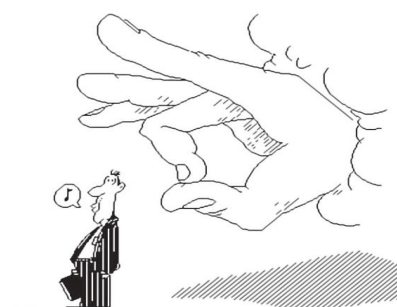
The volume buyer was Brian Owens from Thomasville, North Carolina.

The 2027 sale will be on May 8, 2027, at the Union County Agricultural Center in Monroe, N.C., with a dinner and the Santa Gertrudis Breeders of the Carolinas Annual Meeting on May 7 at the sale facility.



**Regular copy deadline
is SEPTEMBER 5 for
the OCTOBER issue**

**Spotlight material
is due
SEPTEMBER 1 for
the OCTOBER issue**



SPOTLIGHT on *Santa Gertrudis*

Carolinas Juniors Return to National Junior Santa Gertrudis Show

From 1977 to 2016, the Carolinas were represented at each and every National Junior Santa Gertrudis Show. Over the years, this involved trips as far as Albuquerque, N. Mex., and Mercedes, Texas. Over the past four years, several Breeders of the Carolinas members have aimed at rebuilding the junior program. Thomas Cameron and Josh Bowman worked with FFA students in 2018–2019 and 2023–2024, respectively, and several youths have worked with the Sherrills since 2024. A presence has been kept at the local level, but it has been a decade since juniors from the Carolinas have attended the National Junior Santa Gertrudis Show.

Each year youth from around the country gather for the National Junior Santa Gertrudis Show, held this year in West Monroe, La., from June 14–20. Over 600 head of cattle and 214 exhibitors participated in the event, per a recent note from SGBI Executive Director Keaton Dodd.

Janie Kay, Madeline Allen, Elizabeth Hutton, Olivia Allen, and Robbie Sherrill attended from the Carolinas. Throughout the course of the week, they participated in numerous contests that tested their skills — sales talk, cattlemen's, cattle judging, photography, showmanship, and the show itself. They also participated in the affiliate parade. Janie brought home 7th place in the cattlemen's contest for the junior division; Olivia took 7th place in the photography contest for the junior division; Elizabeth placed 7th in the intermediate



Madeline and Liz during the sales talk contest.

division of photography; and Madeline won the senior division of photography. Robbie was so inspired by a conversation with Elia Sanchez from Red Doc that he started prepping for his 2027 public speech before he competed in the sales talk contest.

The juniors took nine head and showed a total of 14 times between showmanship, bred and owned, the bull show, and the heifer show. Elizabeth noted, "This was an experience I'll never forget, and I was grateful for the opportunity to attend. I always learn something at every cattle show I attend."

Memories and friendships were made and renewed. Adventures were enjoyed. And the juniors represented the affiliate well. Everyone came away from the event energized and ready for more. They appreciated the support received from the Carolinas affiliate.



The Carolinas kids with their display.



Robbie and Olivia at the showmanship clinic.

ASHLEY'S

❖ BEEF CORNER ❖

Char-Grill Contest Develops Future Chefs

By ASHLEY HERRING, N.C. Cattlemen's Beef Council



The next generation of beef grillers put their knowledge and skills to the test during the N.C. 4-H Beef Char-Grill Contest, where youth ages 8–18 demonstrated that grilling is about much more than preparing a great meal. Contestants prepared their own beef recipes while presenting to a panel of judges on topics including food safety, beef cuts, grilling techniques, nutrition, and proper beef preparation. Participants were evaluated not only on the quality of their finished product but also on their ability to communicate accurate beef information and confidently answer questions.

For North Carolina cattle producers, programs like the char-grill contest are an investment in the future of the industry. These youth are developing the knowledge and communication skills needed to become informed consumers, agricultural leaders, and advocates for beef.

As consumers continue to ask more questions about how their food is raised and prepared, opportunities like this equip young people with the confidence to share science based information about beef and the dedication of cattle producers. They also help build an

appreciation for the hard work that goes into producing a safe, nutritious, and high quality beef product.

The contest also reinforces practical life skills, including public speaking, critical thinking, food safety, and leadership. Whether participants pursue careers in agriculture or other professions, they leave with a stronger understanding of the beef industry and the important role cattle producers play in providing wholesome, nutritious food.

The N.C. Beef Council appreciates the commitment of the families, 4-H agents, volunteers, and judges who make this contest possible each year. Their investment in youth education helps strengthen the future of North Carolina's beef community and ensures the next generation is prepared to tell agriculture's story with confidence.

Congratulations to all of this year's participants for their hard work, dedication, and outstanding performances. The future of North Carolina's beef

industry is in good hands.



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The North Carolina Cattle Industry Assessment will support youth activities, promotion, issues management, research, and education.

National Beef Checkoff/North Carolina Cattle Industry Assessment
PRIVATE TREATY SALES CHECKOFF/ASSESSMENT INVESTMENT FORM

Both the seller and the buyer have the responsibility to have the \$1 per head assessment for the National Beef Checkoff and the \$1 per head assessment for the North Carolina Cattle Industry Assessment collected and remitted to the N. C. Cattlemen’s Beef Council. This form is designed for the seller to use in private treaty sales of North Carolina cattle.

Date of Sale

Seller’s Name

Address

CityStateZip

Seller’s Signature

Buyer’s Name

Address

CityStateZip

Buyer’s Signature

National Beef Checkoff

Total Number of Cattle Sold x \$1.00/head = \$

North Carolina Cattle Industry Assessment

Total Number of Cattle Sold x \$1.00/head = \$

Total Amount Remitted \$

Person remitting assessment ☐ Seller ☐ Buyer

Send Form and Remittance to: N.C. Cattlemen’s Beef Council
P.O. Box 1207
Cary, NC 27512

FOR OFFICE USE ONLY

Check No.:

Postmark Date:

❖

AMAZING GRAZING

❖

Consider Stockpiling Forage
for Winter Grazing

By DR. MATT POORE, N.C. State University



Stockpiling late summer and autumn growth for winter grazing has been a practice used by beef producers all across the nation as a foundation for brood cow wintering programs. In our region, producers can have success with stockpiling tall fescue, bermudagrass, and even summer annuals. The practice has the major benefit of being less expensive than feeding hay, and it is also much better for cows and the farmer to have grass during the winter.

Despite the advantages of winter stockpiling, we still see this approach to be underutilized. Most farmers allow cows to roam the farm and eat every last shred of grass before they start in with hay feeding, often sometime around Thanksgiving. This inevitably means overgrazed pasture and a long winter hay feeding period, often 120–150 days.

To successfully stockpile, you need to take good care of your grass stands through the summer. If you overgraze, then when you try to stockpile, there will be little response from the stressed crop. If you do a good job of rotational grazing, and grass stands come through the summer with some residual biomass and vigor. You can simply skip some of the pastures in your rotation and let them stockpile until you need them. Clipping to reset the plants for fresh growth at the end of summer is a common starting point.

We have had good success in a variety of demonstrations with both stockpiled tall fescue and bermudagrass. For bermudagrass,

you need to fertilize with nitrogen as you would for the final hay cutting and then just let the grass accumulate until needed. In our experience the best approach is to start grazing these stands when they still have a little green to them, as the cows will eat them much better and will continue eating them after they completely freeze off. Stockpiled bermudagrass is good feed for dry cows but will often need an energy supplement to support lactating cows. Plan on grazing stockpiled bermudagrass during the fall and early winter before quality deteriorates.

Tall fescue is the ideal grass to stockpile – Tall fescue is the best grass for stockpiling as it holds its quality well into the winter. I spent most of my career researching this system, looking at supplementation programs and systems of allocating forage. We found that we could adequately develop replacement heifers on stockpiled fescue with a low level of supplement — 3 lbs of a commodity feed or a protein tub. We also found that we could improve gains in heifers by being a little more liberal with our forage allocations.

In our on-farm research on cow-calf farms, stockpiled fescue was a very economical option to hay for beef cows. We worked with many farmers across North Carolina to help them plan their stockpile, add



nitrogen about September 1–15, and then to use controlled strip grazing during the winter. The accumulation of forage was about 2,500 lbs/acre, and this supported 107 cow grazing days per acre. The forage quality remained high throughout the winter, never falling below the requirements of a lactating beef cow.

To fertilize or not to fertilize – At one time we routinely recommended 50–100 lbs of nitrogen per acre to stimulate growth for stockpiling. This remains a good recommendation for bermudagrass, but for tall fescue there is some question about how much nitrogen is really needed.

In research conducted with Dr. Alan Franzluebbers, we tested the yield response of tall fescue to nitrogen on many farms in the region. We found that on some farms, especially those with new fescue stands on former cropland, there was a good response to applied nitrogen. However, on some farms there was little or no response. This was specifically because the plots with zero nitrogen already yielded very well! This was especially the case when farmers were doing a good job of grazing management and when they had been managing pastures for a long time. It turned out that when there is a high level of soil biological activity, there is a lot of nitrogen cycling, making that expensive applied nitrogen unnecessary.

The trick is to predict if your fields need the added nitrogen to grow a good stockpile. There are new soil test techniques being developed that may help you in the future, but for now most farmers will have to use their observations to drive that decision. If you are growing a lot of grass without fertilizer already, then chances are if it rains, you will grow a good stockpile.

Rain is a critical ingredient – One thing to keep in mind is that it takes rainfall to grow a good stockpile. Three of the last five years have not been good for stockpiling due to low rainfall. If you use rotational grazing, leave residual forage when you rotate to a new pasture, allow long rest periods, and manage for good clover stands, then as discussed earlier you may be a candidate for not needing to apply nitrogen. A huge benefit is that you will not lose out on that natural fertility if it does not rain. The nitrogen that could potentially become available will stay tied up as organic matter until such a time as the biological activity resumes.

If you need to apply nitrogen fertilizer to grow stockpile, there is a chance you might not get enough forage growth to pay for it if it is dry. If you do apply nitrogen, do it early and get it on just ahead of a good rain if possible. It is not a good idea to apply nitrogen when it is very dry, but sometimes we only get a few good rains in the fall, so keep aware of the weather. Keep waiting for moisture before you fertilize, and at some point (October 1–15, depending on where you are), save the money you would have put in the fertilizer to buy hay.

The high price of nitrogen these days is one factor that keeps farmers from stockpiling grass for winter grazing. It seems to be a big risk given the chance that it might not rain. However, this year with a major hay shortage and good soil moisture in much of the fescue belt, it may be a key opportunity to extend the grazing season, which will be worth more than usual due to the high hay prices we are seeing.

Try feeding hay in the fall during ideal stockpiling conditions – One approach that has helped many farmers we have worked with is to do some hay feeding during late September and through October. If you know you will have to feed hay during the winter,



why not move some of that up to when it is a bit easier? September and October are the times many of our beef cows are calving, so you can plan that hay feeding where it is convenient for checking cows and getting them to a pen if they need assistance. Typically, there is less problem with mud than in winter, the days are longer, and you will be spending a lot of time looking at cows anyway. It also allows you to graze through the holidays (when most folks are feeding hay), which is a big benefit to personal time management.

During that 30–45 day fall hay feeding period, you can allow all the pastures to stockpile. When you start back grazing, use pastures with a lot of clover and other grasses like warm season species or orchardgrass first, and reserve those that are mostly tall fescue for later in the season.

This year has been a big challenge with a historic drought and low hay supply in the region. As you look at your winter feed options, remember that closing some gates and stockpiling has great potential and is actually a pretty simple practice to adopt. It takes a little effort, but once you start adding stockpiling to your management system, you will see a big return on your investment.

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E.B.'s VIEW FROM THE COW PASTURE

Quality Doesn't Cost – It Pays

By E.B. HARRIS, Warrenton, N.C.

I was over at the Walker Hill Farm the other day. Right around the cow working barn on that farm is a hunting camp. This group of hunters has been there since we bought the farm. Some of them were there getting ready to go out and put up some stands and do whatever else they do as far as hunting. I always say when they're over there that I have 40 extra eyes looking at the farm and cattle.

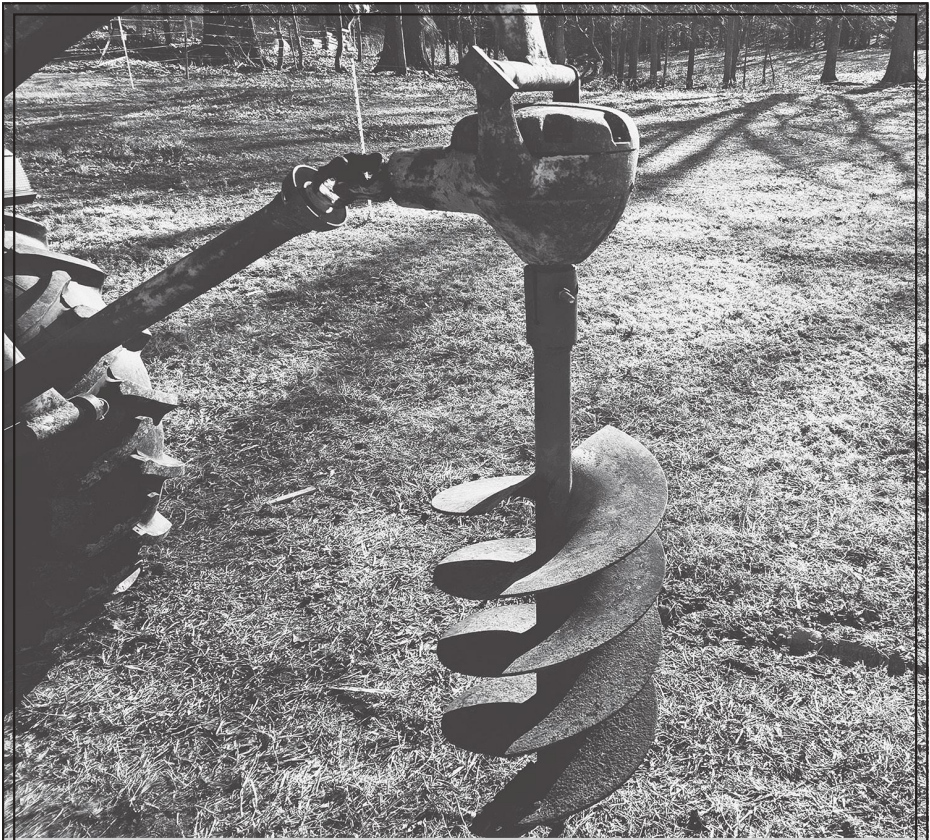
Anything they see that needs attention, they will call me and let me know. It's a win-win for everybody. They get some enjoyment from hunting, and I have an extra security system.

They were hooking up a Danuser hole digger to an almost new 4x4 Kubota tractor. It had a little age on it but looked like it still worked well. I stopped there and was admiring the hole digger. One of the hunters, Jim Barnes from around Archer's Lodge in Johnston County, is the late Irvin Smith's brother-in-law. As he was standing there helping hook up the digger, he told me it had belonged to Irvin.

I looked at the hole digger and said that was probably from about 1975. Irvin had probably purchased it from Warrenton Supply Company and brought it out here to the farm. Here it is 50 years later, and it's back up here working again.

This is what I know about Danuser hole diggers. They are good. If you go to put them down and they don't go in the ground, don't go get another one. If you have a good bit and a sharp blade on, it will dig a post hole most anywhere.

Danuser even built them for other equipment manufacturers. They just changed the brackets on them — same gear box, auger, and PTO. They are good machines. If you find one any better, I want to know it. You might find one as good, but Danuser is one that's been around a long time and continues to work



Still working after more than 50 years.

A cartoon illustration of a cowboy on a horse, holding a large trophy. The trophy is a cup with a star on it, and there are coins and a money bag nearby. The cowboy is wearing a cowboy hat and a suit.

**Be a
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cattlemen's
association
AND your
state
cattlemen's
association!**

COWBOYS FOR CHRIST



THE CHAPLAIN'S CORRAL

Be a Silky Sullivan

By SKEETER SPAULDING, Cowboys for Christ Chaplain

I recently listened to a wonderful message from the late Ben Hayden recorded in 1969 at First Presbyterian Church in Chattanooga, Tennessee. I felt the need to relate it to you, the reader. The message was concerning how we may get discouraged in our walk with the Lord. We may begin to feel like we just don't have it all together or we have fallen too far behind to catch up for some reason.

Ben used the example of the famous thoroughbred racehorse Silky Sullivan. A new term was added to the language at the racetracks in California in 1958 — "A Silky Sullivan Finish." He ran his races upside down by falling behind. In this particular race, he got behind by a whopping 41 lengths. Then he made an amazing stretch run by not only catching up to the group but also winning the race.

The Apostle Paul has something very important to say to us in Philippians 3:12-14 — *"Not that I have already reached the goal or am already fully mature, but I make every effort to take hold of it because I also have been taken hold of by Christ Jesus. Brothers, I do not consider myself to have taken hold of it. But one thing I do: forgetting what is behind and reaching forward to what is ahead, I pursue as my goal the prize promised by God's heavenly call in Christ Jesus."*

"Forgetting what is behind" means to let go of past experiences, both positive and negative. It's focusing on moving forward towards the future, essentially not dwelling on the past and instead looking ahead to what lies ahead. The primary focus is to not let your past hinder your progress and instead concentrate on what you can achieve now and in the future. Paul is encouraging believers to leave past achievements or failures and strive towards spiritual growth. It doesn't mean completely and totally erasing memories but rather choosing not to let them control your future, present actions, and mindset.

Paul had achieved a high and respectable position as a Pharisee in the days of the early church age. No one excelled him in his zeal in religious status. He was a rising star among his peers and with legal religious authority, arresting and imprisoning followers of Christ. As a matter of fact, not only did he witness the stoning of Steven, but he also guarded the coats of everyone of all those throwing the stones.

We are told in Acts 7:58 — *"Then they cast him out of the city and stoned him. And the witnesses laid down their garments at the feet of a young man named Saul."*

Saul meets Jesus unexpectedly on the Damascus Road, as told in Acts 9: 3-6 — *"As he traveled and was nearing Damascus, a*

light from heaven suddenly flashed all around him. Falling to the ground, he heard a voice saying to him, 'Saul, Saul, why are you persecuting me? Who are you, Lord?' he said. I am Jesus, the one you are persecuting," He replied. But get up and go into the city, and you will be told what you must do."

Jesus interrupted Saul's life for the purpose of the gospel. From then on all throughout the New Testament, Saul is called Paul. He was given so much responsibility by the Lord Jesus and eventually paid such a dear price, which led to giving his life for the gospel.

I think Paul would be a big fan of Silky Sullivan and his spirit to finish the race. All of us can be a Silky Sullivan if we keep our focus on Christ while depending on Him to get us across the finish line. God bless you as you RUN!

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Have You Herd

Managing the Wild Side – Wildlife's Impact on Herd Health

By SYDNEY OLIVER, N.C. State University -- ANS 402 Beef Management

For many producers, the environment in which they operate is also home to a wide range of wildlife species. This shared environment has become increasingly common as wildlife migrate into urban areas and production expands into more rural areas⁵. These shared landscapes provide more opportunities for cattle-wildlife interactions at water sources, pastures, and feed bunks and pose a significant biosecurity risk to many operations. Biosecurity, as defined by the USDA-APHIS, is everything done to prevent diseases and pathogens from reaching animals, property, and people⁴. Most biosecurity practices focus on risks associated with newly purchased animals and traffic flow, which are much easier to control compared to wildlife risks. Wildlife can act as vectors for disease and bacteria, contaminating the environment as they move through or reside in it. Diseases transmitted by wildlife can lead to outbreaks that increase production costs and reduce production efficiency⁸. As interactions between cattle and wildlife increase, producers should implement certain biosecurity measures to reduce disease while balancing the well being of herds and wildlife.

The two main methods of disease transmission from wildlife to cattle are direct contact and indirect contact. Transmission through direct contact occurs when an infected animal encounters a susceptible one; this can be nose-to-nose or at a distance of several feet. Though it may not seem intuitive, several feet away still counts as direct contact due to short range droplet spread⁹. In this case, pathogens may be transmitted via blood, saliva, mucus, and open wounds. Transmission through indirect contact occurs when an intermediate is present between the infected and susceptible animals. Bodily fluids, such as saliva, feces, or urine, come into contact with intermediates and are transmitted to susceptible animals. This intermediate can be inanimate objects such as equipment or feed, or vectors such as ticks and insects⁹.

A major disease associated with both direct and indirect contact with wildlife is bovine tuberculosis. Though considered federally eradicated, this disease persists in wildlife reservoirs across the United States¹¹. Wildlife reservoirs are populations in which certain conditions permanently maintain a disease². Michigan and Indiana

have established and consistent reservoirs for bovine tuberculosis in white tailed deer; however, isolated cases have been reported across the United States¹. Bovine tuberculosis, caused by the *bacterium M. bovis*, is mainly asymptomatic. This disease is predominantly spread through nose-to-nose contact with infected animals or through their feces, urine, and milk. Since infected animals show no sign of disease, detection does not occur until slaughter¹⁰.

The effect of bovine tuberculosis on slaughter ultimately depends on the severity of the lesions it causes. If the lesions, shown in Figure 1, are generalized, meaning distributed throughout the body, the carcass will be condemned and deemed unfit for the food chain⁷. The workers handling these infected or potentially infected carcasses must take serious precautions, including proper PPE and disinfectants. All surfaces and individuals who come into contact with the infected carcass must be cleaned with a specialized disinfectant, and workers must be tested for TB regularly before and after handling a carcass¹¹. If the lesions are localized to a single area, the carcass may be passed; this depends heavily on lesion severity and number. If the carcass is past, the affected area must

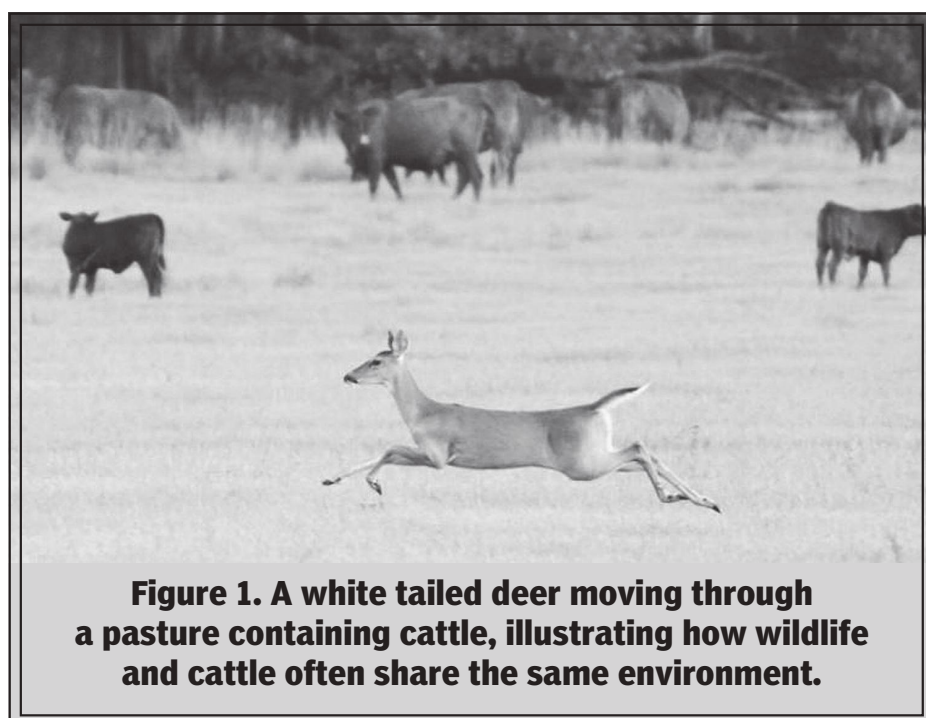


Figure 1. A white tailed deer moving through a pasture containing cattle, illustrating how wildlife and cattle often share the same environment.



Figure 2. Lesions caused by bovine tuberculosis in the chest cavity of a white tailed deer. Similar lesions occur in infected cattle and can lead to carcass condemnation.

be removed before the carcass enters the food chain⁷. In either case, fully or partially condemned, the producer receives little to no return on investment for that animal, along with the high cost of management to prevent whole herd infection. There is no vaccine or preventive available for tuberculosis, so prevention relies solely on producers reducing exposure.

Another major disease associated with direct contact and indirect contact with wildlife is brucellosis. This disease is highly contagious and can be spread through many wildlife species, the most common being elk and bison. Brucellosis, specifically in elk, bison, and cattle, is spread by the bacteria *B. abortus*³. As the name suggests, this bacterium causes reproductive symptoms such as abortion, birth of weak calves, infertility, and many others that overall contribute to poor reproductive health. The *B. abortus* bacteria is shed in afterbirth, vaginal discharge, semen, urine, and milk, all of which transmit the bacteria via open wounds or ingestion by susceptible animals.

Along with reproductive challenges, brucellosis poses another obstacle for producers — it can infect humans³. Although it only produces flu like symptoms, humans can still transmit the disease to other humans and animals². This information presents producers with yet another challenge — managing an infected herd while keeping themselves safe. Similar to tuberculosis, there is no cure or treatment for brucellosis once an animal is infected. A vaccine is commercially available; however, it is highly effective against brucellosis and prevents abortion in cattle vaccinated and then exposed¹⁰.

Given the risks posed by bovine tuberculosis and brucellosis, implementation of effective biosecurity measures is paramount to maintaining herd and wildlife health. Some biosecurity practices that can help prevent cattle from interacting with wildlife include maintaining good fencing and avoiding attractants. Sustaining adequate fencing aids in reducing the risk of wildlife — especially deer — casually entering pastures, which ultimately aids in

preventing disease transmission through direct and indirect contact. Avoiding attractants can be done casually or intensely, depending on the extent of the wildlife population in a given area. Examples of ways to reduce attractants include discontinuing the use of open mineral supplements — such as salt blocks — and instead using a mineral supplement in the total mixed ration, as well as eliminating fruit bearing plants from in/around pastures⁶. A more intense approach would also include limiting the herd's feeding. The practice of limit feeding involves feeding cattle an amount of feed they will eat without leaving any excess, typically grain or total mixed rations. This reduces wildlife contamination of the feed, as the cattle will consume it more quickly, and no residual feed will remain to attract them⁸.

Avoiding environmental contamination and herd health management are also important factors to consider. Producers can reduce environmental contamination by properly disposing of infected carcasses, keeping farm equipment clean, and removing birth products from the pasture. However, none of these practices will be effective without proper herd health management, including but not limited to vaccination programs, record keeping, and monitoring for symptoms. By implementing these practical biosecurity strategies, producers can better maintain herd health and safety while sustaining efficient, profitable operations.

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Have You Herd is written as a portion of ANS 402 Beef Management course requirement at N.C. State University Department of Animal Science under the instruction of Dr. Carrie Pickworth. The opinions of Sydney Oliver are not necessarily those of N.C. State University or Dr. Carrie Pickworth.

You Decide!

By DR. MIKE WALDEN, *William Neal Reynolds Distinguished Professor Emeritus, N.C. State University*

You Decide: What are the Benefits and Costs of Immigration?

Immigration of foreign born individuals moving to the U.S. has sparked serious debates about the pros and cons of the movement. Of particular concern has been the large number of immigrants who bypassed the established process of entering the country. Estimates of the number of unauthorized immigrants are as high as 14 million for the years 2021–2024. Since 2024, the number of unauthorized immigrants has fallen.

Potential positive impacts of immigration are an increase in the labor force, a reduction in labor shortages, more spending in the economy, and more taxes paid. Possible negative impacts are downward pressure on wage rates and increased costs for consumers, in particular for housing. These issues are most controversial for unauthorized immigrants.

As an economist, I prefer addressing disagreements with facts and analysis. Fortunately, a new study of the economic impacts of unauthorized immigration was recently released. In March, the Federal Reserve Bank of Dallas published a detailed study using data from 2021 to 2025 to estimate the impacts of unauthorized immigration in two key areas — the labor market and the housing market.

Before jumping into the results of the study, let me first explain what a Federal Reserve branch bank does. There are 12 Federal Reserve branch banks in the country, each with its own territory. North Carolina is part of the Richmond Federal Reserve Branch Bank. These banks do not set monetary policy applying to interest rates and the money supply. Those decisions are made by the central Federal Reserve Bank in Washington, D.C. Instead, the branch banks serve as regional offsets to the Federal Reserve Bank, which I will call the “Big Fed Bank.”

When the Big Fed Bank was created in the early 20th century, our country was greatly regionalized, with major differences and conflicts between the regions. Many businesses in the regions were worried the powerful Big Fed Bank would not consider regional interests, especially of smaller regions, when monetary policy was set. Hence, the 12 regional banks were created to make sure regional interests were communicated to the Big Fed Bank.

Like the Big Fed Bank, the regional banks engage in many tasks, including conducting studies important to their constituents. With the Dallas bank being close to the southern border, it makes sense that issues related to immigration would be important to its constituents.

Researchers at the Federal Reserve Bank of Dallas collected data

for the period 2021–2025 on unauthorized immigration levels as well as on employment, wages, housing prices, among others, and then used standard statistical methods to connect relationships. Here’s what the Dallas bank found.

Total employment rose directly with the increase in unauthorized immigrants. This means jobs were either created or open jobs were filled by the immigrants. There appears to have been no substitution of immigrants for existing workers.

At the same time, wages were not reduced. That is, the influx of unauthorized immigrants did not cause a lowering of wages for existing workers. The reason is likely because the immigrants took either new jobs or unfilled jobs and therefore did not compete with workers who were already employed. Also, another positive finding from the report is that the filling of new or vacant jobs resulted in an increase in public revenues. Lastly, the report included a finding that the total public social support payments from the government actually decreased.

A downside in the report is the finding for home prices and rents. Both were found to have increased during the surge in unauthorized immigration. There is logic in this finding for two reasons. First, at any point in time, the supply of residential units is limited. Hence, when new households are added to the population, especially in large numbers, supply doesn’t immediately increase. This means there will be more competition for the existing units, and prices — both for homes and rental units — will increase. Second, only if the number of new unauthorized immigrant households could be forecasted, as well as where the households would likely settle, could there be a possibility for contractors to build new housing units where they would be needed, thereby avoiding significant price increases.

The conclusion from this new research on the economic effects of unauthorized immigration is that there can be numerous impacts, with some positive and others less so. Knowing and anticipating these impacts will likely help the economy adapt. But you decide.

You Decide: How Will Social Security Be Fixed? In nine years, Social Security will celebrate its 100th birthday. An estimated 69 million people receive monthly Social Security checks. Full disclosure — I am one of them.

Of course, people can save for their retirement while they are working. But what was discovered during the 1930s was that not everyone did, either because some had other financial goals or they didn’t earn enough income to accumulate sufficient savings for retirement. Hence, many senior citizens had to continue working and never retire or live with financial stress in retirement.

Social Security addressed this problem in two ways. First, it requires workers to save for retirement by applying a Social Security tax to their earnings. Second, Social Security deposits the tax revenues into one account and then uses a formula to distribute money to retirees. While higher income people generally receive more from the collective Social Security account, there is some redistribution from savings of higher income individuals to lower income individuals embedded in the formula.

There's another important element of Social Security. It is a "pay as you go system." This means the contributions of current workers are not saved for their retirement but instead are used to help current retirees. This happened because when Social Security was started, existing retirees were immediately helped. Hence, Social Security began with each generation depending on previous generations for funding.

This "pay as you go" system can periodically set up Social Security for a funding problem. This happens when the generations funding Social Security are not able to generate enough money for retirees. Forty years ago, during the 1980s, this happened when the number of retirees was increasing faster than the number of workers. We are seeing the same situation happen today, although, fortunately, not to the degree as in the 1980s. Still, today's demographics will require adjustments to Social Security to allow the program to continue operating. It is estimated that 2032 will be the year when Social Security will not have enough funds to prevent cuts in payments to retirees.

The 1980s fix for Social Security was multifaceted and included reducing benefits and generating more revenues. For example, on the benefits side, the age for receiving full Social Security benefits was increased, thereby lowering payouts. On the revenue side, the Social Security tax rate was increased. Also, federal employees became eligible for Social Security Social and therefore started to pay Social Security taxes.

As happened in the 1980s, a federal commission will likely be appointed in a few years to develop a solution for Social Security. The big debate will be over the type of adjustments that will be needed to save Social Security.

One approach is to maintain the current structure of Social Security and require tax increases for those paying into the system and enact decreases in Social Security checks to those receiving payments. These changes could apply to all workers, or they may be adopted only for higher income workers.

An alternative approach is to significantly change the Social Security system, primarily by giving workers more control over how their Social Security payments are invested. This is called "privatizing Social Security."

Currently Social Security revenues are required to be invested in U.S. Treasury securities, which are totally safe and repaid when the term of the security ends. Privatizing Social Security would mean workers would control where their Social Security taxes are invested, which could even include stocks. The idea is most investments pay higher earnings than Treasury securities, which would mean the retirees would receive a bigger retirement check.

But there are important questions about privatization. What if

the investments lose money? In the "pure" version of privatization, the retiree would lose. There could also be fees for private investing. But perhaps most importantly, if retirees have to rely only on their earnings to generate retirement funds, will retirees who had modest earnings while working be much worse off than with the current system?

There's also the issue of what happens to existing retirees if all workers' Social Security taxes and earnings go to them. The current "pay as you go" system would no longer exist. There would likely be a challenging transition for several years, as countries that have privatized their retirement system have discovered.

In essence, the question is, do we want to keep Social Security with some changes, or replace it with a required private retirement system?

So, get ready for "Round Two" of the fight to save Social Security. It will be here soon. It's a real fight that will need real answers, just as in the 1980s. The big question is, what will those answers be? You can help decide.

2026 SPOTLIGHT ISSUES SCHEDULE

Most of the breed associations in North and South Carolina have stepped forward and renewed their contracts for Spotlight sections in *The Carolina Cattle Connection* for 2026. If your breed is not featured as a Spotlight section and you would like to inquire on any open months please feel free to contact me. Below is the tentative schedule for the upcoming year.

2026 RESERVED SPOTLIGHT ISSUES

JANUARY	CHAROLAIS
FEBRUARY	FORAGES
MARCH	ANGUS
APRIL	PIEDMONTESE
MAY	BRAHMAN
JUNE	HEREFORD
JULY	BELTED GALLOWAY
AUGUST	SIMMENTAL
SEPTEMBER	SANTA GERTRUDIS
OCTOBER	WAGYU
NOVEMBER	BRANGUS
DECEMBER	

**For more information
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Clemson Corner

Fire Ants in Livestock Operations

By MORGAN CLARK, *Clemson University*

Following periods of hot weather and summer rainfall, many producers begin to notice an increase in fire ant mounds in pastures and hayfields. Fire ants are more than a nuisance. Left unmanaged, they can become a serious problem for livestock operations. Mounds are much more extensive than what meets the eye. Infestation will start underground, meaning it can go unnoticed for a time. Every fire ant mound has a tunnel to groundwater, so they will never lack for water. This means, depending on the area, tunnels can be dozens of feet deep. Often, after a heavy rainfall, fire ants will start building their mounds above ground, which can then interfere with day-to-day operations.

Fire ants are most active when soil temperatures are 70–90°F. During these conditions, they are often seen foraging in pastures and hay areas. Problems can develop when livestock step on a mound, which causes the ants to respond quickly and aggressively. This can lead to painful stings and, in some animals, allergic reactions. Fire ants may also be present in hayfields, around hay storage areas, and near equipment sites. Large, well established mounds can interfere with hay harvesting and contribute to problems with farm equipment.

Because fire ants are an invasive species, they have few natural enemies in North America. For that reason, producers should develop a management plan before infestations become severe. Start by identifying the most important areas on your operation, such as calving paddocks, hayfields, and hay storage areas; create a cost analysis, and decide how quickly control is needed in each location. Two common treatment approaches are individual mound treatments and broadcast bait treatments. Individual mound treatments with insecticides can provide faster control, but they are often more labor intensive and costly. Broadcast bait treatments usually work more slowly, but they can be applied across larger areas more efficiently.

The main goal of any fire ant program is to control the colony, including the queen. Killing only the worker ants may provide temporary relief, but the colony can rebuild if the queen survives. Insecticide treatments can be useful when dealing with a problem mound or when it needs immediate attention. Broadcast baits, on the other hand, are designed for broader area management. Mentioned earlier is the fact that all ant mounds will have a tunnel to groundwater. Due to this fact, we need to only use labeled baits and insecticides for control. Some “home remedies” can very easily

follow this tunnel and contaminate groundwater.

Bait works when worker ants collect the attractant, carry it back to the colony, and share it with other ants, including the queen. With that, timing of application becomes very critical. To check whether ants are actively foraging, place a potato chip in the field and observe it after a few minutes. If ants are present, conditions are likely favorable for bait application. During the hottest part of summer, ants often forage at night to avoid extreme heat. In those conditions, it is best to apply bait in the late afternoon or early evening so the material is fresh when ants begin foraging. Another consideration is that after a fire ant queen mates, she will burrow into the ground and seal herself in a waterproof den for 30–40 days. During this time, she lives on the remnants of her wings and begins to hatch fire ant workers. There is no insecticide that will penetrate this den, so nothing we apply will affect the queen during this time. This is one of the reasons you may see the occasional fire ant mound pop up a few weeks after a fire ant treatment.

A good fire ant management program can help protect livestock, improve pasture use, and reduce damage to hay and equipment. By monitoring your fields and using the right treatment at the right time, you can keep fire ant pressure under better control.

References

hgic.clemson.edu

content.ces.ncsu.edu/fire-ants-in-pastures



Pineywoods Cattle Registry & Breeders Association | Brosnan Forest | Clemson University

Longleaf Pine Cattle Grazing Field Day

SAVE THE DATE: SEPTEMBER 26, 2026

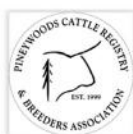


Join the PCRBA, Brosnan Forest and Clemson University as we explore how cattle grazing can be integrated into southern pine management to meet both production goals and environmental priorities. Learn from current research, hear directly from landowners and practitioners, and take part in a discussion on the real-world costs and benefits of implementation.

The event includes discussion, a field tour and lunch. Registration is required and seats are limited to 30.

Field Tour topics include:

- ✓ Managing for Tree Health and Wildlife
- ✓ Forage Quality and Tradeoffs
- ✓ Virtual Fencing Applications
- ✓ Livestock Performance



9/26/26



10 AM - 4 PM



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[https://CattleGrazing.
eventbrite.com](https://CattleGrazing.eventbrite.com)



Contact

Lydia O'Halloran
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Should you require special accommodations due to a disability or dietary needs please notify our office ten days prior to the event.

Clemson University offers its programs to people of all ages, regardless of race, color, religion, national origin, disability, political beliefs, sex, marital or family status and is an equal opportunity employer.

Hereford Leaders on the Rise in Boise. Some 100 National Junior Hereford Association (NJHA) members from 25 states gathered in Boise, Ida., on July 29–August 1 for the “Leaders on the Rise” 2026 Faces of Leadership conference. Throughout the week, the young people strengthened their communication and presentation skills, collaborated on team projects, explored career opportunities with industry professionals, and gained valuable insight from business and agricultural leaders. From whitewater rafting and leadership development to behind-the-scenes industry tours and networking, participants left Boise with new skills, lasting connections, and a renewed passion for the future of the Hereford breed and the beef industry.

“Seeing our juniors engage with the speakers, ask questions, and grow in confidence throughout the week was incredibly rewarding,” Sarah Beth Callicott, NJHA leadership chair, said. “My hope is that Faces of Leadership helps every Hereford junior leave believing they have the ability to lead in their own way and encourages them to use their talents to make a positive difference.”

One such presenter, Logan Ipsen, former president of the *Western Livestock Journal* (WLJ) and owner of Stock Point Media, emphasized the importance of networking. “Relationships are going to be the key to everything you’ve got,” the New Plymouth, Ida., native noted. Ipsen’s message about his journey in agriculture, from growing up in the commercial cattle industry to working with WLJ for 14 years, emphasized the importance of creating the conversation and the network he built along the way.

Conference participants enjoyed opportunities to build their network while learning skills for the future. Attendees enjoyed:

- Building teamwork and communication skills through a whitewater rafting adventure, leadership workshops, and presentations led by the NJHA board of directors.
- Exploring innovation and career opportunities at the J.R. Simplot Company Headquarters while learning about animal science, food production, marketing, and business operations.
- Connecting with agricultural and business professionals during the Bridging the Gap College and Career Fair, featuring 17 different agricultural companies.
- Touring Colyer Herefords and Angus in Bruneau, Ida., to learn more about their operation and the family’s long history with the bald faced breed.



American Hereford Association NEWS

- Exploring innovation and career opportunities at the J.R. Simplot Company Headquarters while learning about animal science, food production, marketing, and business operations.

- Connecting with agricultural and business professionals during the Bridging the Gap College and Career Fair, featuring 17 different agricultural companies.

- Touring Colyer Herefords and Angus in Bruneau, Ida., to learn more about their operation and the family’s long history with the bald faced breed.

- Strengthening friendships and relationships with Hereford youth from across the country through team activities, an evening social, and the conference dance.

Faces of Leadership prepares the next generation of Hereford leaders by equipping young people with the confidence, knowledge, and connections they need to make a lasting impact. Made possible by the Coley-Malir Leadership Endowment and the Hereford Youth Foundation of America, this conference is a pivotal stepping stone to building the pipeline of future leaders for the Hereford breed.

The annual Faces of Leadership conference is open to NJHA members 14–21 years old. Watch for more information on future conferences at [Hereford.org/youth/njha/faces-of-leadership](https://www.hereford.org/youth/njha/faces-of-leadership).

Take More, Make More. Maternal heterosis pays and pays. Maternal heterosis borne by complementary crossbreeding is tough to



Table 1: 2-year-old Females		
	Angus-sired	Hereford-sired
Feb. body weight (lbs.)	1,014	963
Feb. BCS	4.8	4.6
Feb calf body weight (lbs.)	243	252
Milk	8.3	9.7
DMI	31.1	27.8
April calf weaning weight (lbs.)	387	373
First-calf weaning rate	76%	90%
Rebreed (AI)	60%	68%
Rebreed pregnant	75%	93%

Source: University of Illinois Urbana-Champaign

beat for leveraging production efficiency and economic potential in commercial cow-calf herds.

Consider a 14 percent advantage in first calf weaning rate at two years of age, as seen in see Table 1.

That’s the difference between Hereford sired black baldy females and commercial Angus females in the AHA ongoing cooperative research project with the University of Illinois Urbana-Champaign (UIUC). It is designed to quantify the differences between breeding either Hereford or Angus bulls to commercial Angus cows over time and retaining replacement heifers.

“In a 100 head cow herd, that’s 14 more calves. If you put a \$2,000 price tag on each weaned calf, that’s \$28,000. That’s \$280 more per cow. That’s a lot of dollars,” says Dan Shike, lead project researcher and interim head of the UIUC department of animal sciences.

Plus, 18 percent more of the Hereford sired females bred back on time for their second calf.

The study began with 600 commercial Angus cows. Half were bred to six different Hereford bulls; the other half to Angus bulls. All bulls used represented the top 15 percent of each breed for its maternal and terminal indexes. This is a fall calving herd. Results so far underscore the significant advantages enabled by Hereford genetics and maternal heterosis.

“I’m not looking for the cow that wins in one year. I’m looking for the cow that wins over her lifetime and stays in the herd — stays in production — because she has some built-in fertility and some

resilience, which leads to longevity,” Shike says. “They wean more calves, and more of them breed back. That’s Hereford genetics; that’s maternal heterosis.”

More efficiency and fewer inputs –“The baldy female, in my opinion, is second to none as a replacement female, from the milking ability we get from the Hereford and the carcass merit to sustainability,” says Paul Koffskey, Groendyke Ranch manager, Nash, Okla. “If you’re not using that to your advantage, I think you’re leaving money on the table.”

Koffskey was no stranger to Hereford genetics and heterosis when he came to Groendyke Ranch several years ago. At the time, ranch owner John Groendyke said his goal was increased ranch efficiency. Keep in mind the ranch runs about 2,000 commercial cows across four ranches in three counties. The cows are all Angus — 75 percent black and 25 percent red. These days, Hereford bulls breed about 80 percent of the cows.

“There’s got to be a cow. In my opinion, with the rising input costs, whether it be feed, fertilizer, labor, or whatever, the cow has to be as efficient as she possibly can, whether it be weaning half or more of her body weight; having a calf every year; or breeding back to have a calf at the same time every year; and maintaining a BCS (body condition score) of 6 or better with no inputs other than during the wintertime,” Koffskey says. “That’s what you’re after, and I guess you could probably call that intensive management, but it should be with the input costs we have now days.”

Thinking back to the UIUC study, Shike explains the feed efficiency of the Hereford sired baldies so far accounts for a savings of \$90 per head per year in feed costs, compared to their straight black counterparts. That’s with hay priced at \$150 per ton.

All of that helps explain the enviable market for the baldy replacement females Groendyke Ranch is quickly building, at least in general terms. More specifically, the customer base is growing because Koffskey matches bulls to individual cow groups of 50–100 head based on whether they’re building replacements or terminal



Hereford News *continued from the previous page*

Table 2: Implications of Longevity			
	Angus-sired (%)	Hereford-sired (%)	% Difference
2-year-olds calved	89	95	6
First-calf weaning rate	76	90	14
Pregnant 2-year-olds	75	93	18
3-year-olds calved	69	83	14
In herd as 4-year-olds	67	80	13

Source: University of Illinois Urbana-Champaign

calves. He is also a stickler for using bulls with complete genetic evaluation data.

“I can prove in black and white what those traits mean to us when I’m putting those bulls with different groups of cows. It’s a hugely successful tool to use,” Koffskey says.

Groendyke Ranch was named the AHA Commercial Producer of the Year last October. The audience saw a video during the award presentation, providing an overview of the ranch and its cattle.

“That group of black baldy heifers you saw just weaned their second calves at 215 days actual age. The steer calves weaned at 665 pounds and the heifer calves at 655 pounds,” Koffskey told the crowd. “The breed back was 97 percent on a 45 day breeding season. How much more efficient do you want to be? It’s all because of the Hereford influence.”

From the first year Groendyke Ranch incorporated Hereford bulls to the third year, Koffskey says weaning weights increased 62

pounds. He explains, “Some people may think that’s not a lot, but on 2,000 calves, you do the math, and it’s all because of the Hereford advantage. There’s no question about that.”

Most producers would rather have more pounds to sell than fewer, of course. But the cost of added pounds is also part of the equation.

Greg Thoma, AgNext director for agricultural modeling and lifecycle assessment at Colorado State University, used data from the UIUC study to conduct a lifecycle assessment for a 1,000 head operation over ten years. The model considered a 1,000 cow commercial Angus herd using Hereford bulls and retaining its own replacement heifers or using Angus bulls and retaining its own replacement heifers.

Although weaning weights were heavier in the Angus sired scenario, increased fertility, breed back, and longevity meant more weaned calves over time in the Hereford sired model, which yielded



45,728 more pounds of steers and open heifers to sell.

For instance, 13 percent more of the Hereford sired females in the UIUC study remained in the herd as four-year-olds compared to the straight black group, as seen in Table 2.

“I’ve seen the difference in other breeds that we have tried to use, whether it’s a terminal cross or not. And by and far, the Hereford breed is, hands down, way above it,” Koffskey says. “Whether you put a Hereford bull on the black cows, red cows, Charolais cows, or whatever, I don’t think you get that sort of hybrid vigor explosion with any other genetic cross.”

Shane Bedwell, AHA chief operations officer and director of breed improvement, points out Hereford genetics provide additional heterosis due to the fact they are the least related of the *Bos Taurus* breeds, as documented by the Meat Animal Research Center (MARC).

“Heterosis and hybrid vigor in the black hided cow or the red hided cow, in my opinion, is a genetic explosion, whether it’s a steer or a heifer, or whether they’re going to the feedlot or they’re being retained as a bred female, as we do,” Koffskey says.

Residual returns – Studied through a different lens, Hereford sired maternal heterosis adds increasingly more to the bottom line each year.

Researchers at the University of Tennessee (UT) modeled the economic difference between breeding Hereford bulls or Angus bulls to commercial Angus cows over ten years. They used documented genetic differences between the breeds and real world economics to assess annual net income and net worth for smaller operations (30 cows) and larger ones (500 cows).

See the full results of the UT analysis at hereford.org.

About the American Hereford Association. AHA, with headquarters in Kansas City, Mo., is one of the largest U.S. beef breed associations. The not-for-profit organization along with its subsidiaries — Certified Hereford Beef (CHB) LLC, Hereford Publications Inc. (HPI) and American Beef Records Association (ABRA) — provides programs and services for its members and their customers, while promoting the Hereford breed and supporting education, youth, and research.



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P44614463 BD: 9/21/2024 Tattoo: 672M

CED	BW	WW	YW	DMI	SC	SCF	Milk	M&G	CEM
10.2	-1.5	56	83	0.1	1.2	25.4	30	57	4.6
MCW	UDDR	Teat	CW	FAT	REA	MARB	BMI\$	BII\$	CHB\$
84	1.40	1.50	76	0.045	0.44	0.22	497	583	132

Homozygous polled



WHR CMR 780J HARVEST 519N

44715139 BD: 1/6/2025 Tattoo: 519N

CED	BW	WW	YW	DMI	SC	SCF	Milk	M&G	CEM
5.3	1.4	70	113	0.5	1.2	18.0	31	66	6.3
MCW	UDDR	Teat	CW	FAT	REA	MARB	BMI\$	BII\$	CHB\$
122	1.40	1.40	89	0.065	0.90	0.42	423	529	169

Horned



7R-672J-7R3K-TRAVELER-7R3K

44655855 BD: 9/5/2024 Tattoo: 7R3K

CED	BW	WW	YW	DMI	SC	SCF	Milk	M&G	CEM
3.0	2.3	66	101	0.8	1.1	15.8	30	63	4.1
MCW	UDDR	Teat	CW	FAT	REA	MARB	BMI\$	BII\$	CHB\$
96	1.30	1.30	85	0.035	0.96	0.64	390	504	178

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ANGUS

THE BUSINESS BREED

UPDATE

Drive Profitability, Together. *Advance profitability through shared progress at the 2026 Angus Convention.* Record setting market highs, growing consumer demand, drought conditions, external economic pressure, and the New World screwworm are just a few of the factors shaping the next chapter of the cattle industry. How will these forces impact the Angus Advantage? What tools, programs, and resources are at our disposal to strengthen profitability as the industry looks to align the U.S. cow herd size with consumer demand? The American Angus Association invites you to discuss the questions on every cattleman's mind together at the 2026 Angus Convention in Louisville, Ken., on November 13–16.

Forward, Together – Each fall, Angus producers gather, enjoy fellowship, discuss shared challenges, and shape a vision for the breed's future through conversations and educational sessions at convention. This year's main stage events kick off Friday afternoon with dynamic panel discussions focused on advancing profitability for producers using registered Angus genetics.

"Sessions will bring together voices from across the industry, adding insight and perspective from links throughout the supply chain," said Mark McCully, CEO of the American Angus Association. "We want these sessions to spark conversations among seedstock breeders, commercial cattlemen, and industry partners as producers consider what success looks like in their operation."

Forward looking sessions continue through the weekend – tackling topics including the next big challenge in data collection during the Genetic Symposium sponsored by Neogen. Dan Shike of the University of Illinois will join AGI President Kelli Retallick-Riley and board members for a panel discussion on efforts to capture new datasets at scale in environments throughout the supply chain and the opportunities Angus has to lead these efforts.

Angus University breakout sessions offer producers a customizable educational experience. Attendees will walk away with tangible takeaways and thoughtful insights on topics ranging from value added programs and selection tools, including AngusLink and GeneMax Advantage consumer demand studies and industry trends.

Sessions conclude Monday morning on the main stage with live polling and panel conversation. The session connects perspectives discussed throughout the convention and gives attendees a voice to weigh in on key topics shaping the Angus business.

Outside the sessions, Angus producers can connect with innovative industry partners during the second annual Industry

Showcase. Companies offering a range of services from technology and genetics to marketing will be on hand to discuss solutions to your challenges.

Connecting Events – This year's location in downtown Louisville allows for connection to transpire beyond the conference rooms of the hotel. The convention schedule has been adjusted to weave together educational sessions and networking with Angus events at the North American International Livestock Exposition (NAILE). Convention attendees will have the opportunity to watch the Junior Angus Show on November 15, and can opt to stay for the Super ROV Angus Show on November 17.

This year, The Business Breed also has the honor of celebrating the induction of Angus breeder Paul Hill into the Saddle & Sirloin Portrait Gallery. The induction ceremony dinner and portrait presentation will take place on the NAILE grounds on Sunday evening.

Register Today – Open to all in the cattle industry with an interest in registered Angus genetics, early bird registration is \$300 and runs through September 10. Additional event details and registration links can be found at AngusConvention.com.

Every Penny Counts. *NJAA members and their families donate spare change to the Colon Cancer Foundation for the Angus Impact Project.* Through the Angus Impact Project, National Junior Angus Association (NJAA) members raised \$11,336.68 for the Colon Cancer Foundation during the 2026 National Junior Angus Show (NJAS) in Louisville, Kentucky.

This year's service initiative, Penny Wars, encouraged junior members and their families to collect spare change from their homes, barns, and vehicles prior to arriving in Louisville.

For many involved, the fundraiser represented more than a competition. It was an opportunity to support families affected by colon cancer and promote awareness of the disease.

"The money we raised is going to the Colon Cancer Foundation, and that helps with research and their initiative to spread awareness about some of the statistics around colon cancer, how to get screened for it, and signs to look for," Anne Dameron said.

Anne, vice chairman of the 2025–2026 National Junior Angus



Board, oversaw the planning of the annual service project and has a personal connection to the cause.

"It's close to home for me because my mother passed away from the disease, so I'm very passionate about doing all that we can to raise awareness," she said.

At the show, donations were added to collection jars, labeled with the names of Angus staff, regional managers, and NJAA board members. The contestant who collected the most donations would receive a pie in the face at closing ceremonies.

Gary Dameron was deemed the lucky winner, receiving his prize from his granddaughter, Anne. Additional funds were raised through a live auction, which resulted in Caitlyn Brandt, director of events and junior activities, also receiving a pie in the face.

Reflecting on Penny Wars, Anne expressed her gratitude for the enthusiasm and support shown throughout the week.

"It will touch the lives of people that we don't even know, but I'm just glad that we'll be able to make that positive impact on someone," Anne explained.

Angus Impact is the official community service program of the NJAA. The goal of the project is to help state junior associations be the change through acts of service.

A Grand Slam of Giving – Silent Auction Supports Angus Foundation Mission. *The annual silent auction raises funds to support Angus Foundation's mission of funding education, youth, and research.* With generosity stepping up to the plate, the Angus Foundation's mission was strengthened during the 2026 NJAS. The annual silent auction raised over \$20,000 in unrestricted support for education, youth, and research, helping fund scholarships, conferences, and research initiatives.

"The silent auction has become a meaningful tradition within the junior show," said Jimmy Stickley, Angus Foundation donor coordinator. "Each year, we're inspired by the generosity of the donors and buyers and all of it coming together to support the future of the Angus breed."

The silent auction was open from July 13–17, with items available for viewing in person at NJAS and bidding available online via the auction platform Angus Live. The auction featured 159 lots, ranging from gift baskets of state themed products to vintage Angus sale catalogs and show programs, jewelry, and a 2012 NJAS Louisville Slugger Bat.

Bases Loaded for Success – Angus Foundation Expands Investment in National Junior Angus Show Support. *Foundation contributes more than \$40,000 to educational contests and establishes two new scholarship awards.* With the bases loaded and opportunity at the plate, Angus juniors stepped up throughout the NJAS, competing in educational contests, leadership programs, and recognition events designed to prepare them for success beyond the show ring.

Thanks to the generosity of Angus Foundation donors, more than \$40,000 was invested in support of educational programming and awards during the weeklong event, helping NJAA members strengthen skills in communication, leadership, problem solving,

Angus Update continued on the next page

North Carolina Angus Association

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robinbackcreek@att.net
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carsonfamilyfarm@gmail.com
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Facebook: Chapman Cattle Company

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King
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828-268-4135 (David)
gragg_farms@hotmail.com

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Bly Hamrick - Manager
Boiling Springs
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jennham@bellsouth.net

Cortney Holshouser NCAA Executive Secretary

919-796-2346
ncaa.sec@gmail.com
www.ncangus.org

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Richfield
704-322-9770 (Brooke);
704-322-5201 (Marcie); 704-322-0831 (Mattie)
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Randall Smith
Snow Camp
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smithangusfarm@yahoo.com

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Michael Jensen - Manager
Statesville
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info@the909ranch.com

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Monroe
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greg.little@atimetals.com

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keaton@vandemarkfarms.com

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Will Moss - Manager
Ramseur
336-460-7451
windyhillfarmsllc@gmail.com
www.windyhillfarmsllc.com

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Ben & Kathleen Winslow
Halifax
252-578-5487
bensbulls@gmail.com

Angus Update *continued from the previous page*

and cattle knowledge.

Throughout the week, hundreds of NJAA members participated in contests designed to strengthen communication, leadership, technical, and industry knowledge skills. Through donor support, the Angus Foundation provided funding for educational contests and awards, including the Tom Wells Junior Herdsman of the Year Award, Jim Baldridge Outstanding Leadership Award, Ed and Wilma Minix Stockman Contest, cattle judging, herdsmanship, team sales, Skill-a-Thon, Quiz Bowl, Career Development Contest, extemporaneous speaking, graphic design, creative writing, and the Beef Poster Contest.

“One of the most important ways we can invest in the future of the Angus breed is by creating opportunities for young people to grow as leaders,” said Jaclyn Boester, Angus Foundation executive director. “The educational contests held during NJAS challenge junior members to develop skills that will serve them well beyond their years in the NJAA. We’re grateful to our donors whose generosity makes these experiences possible.”

In addition to supporting longstanding educational programs, the Angus Foundation introduced two new scholarship awards in 2026 that recognize excellence in the show ring while reinforcing the importance of production oriented Angus cattle.

The John and Lucile Patton Memorial Scholarship was established through a scholarship endowment created by Gordon and Anne Patton Schubert in honor of Anne’s late parents. The \$1,000 scholarship recognizes excellence among bred-and-owned cattle exhibitors and was created to encourage junior members to breed, raise, and exhibit their own cattle. The scholarship is awarded to the overall supreme bred-and-owned animal selected from the bred-and-owned female, bull, steer, cow/calf pair, and phenotype and genotype show division champions.

Anne Dameron earned the inaugural John and Lucile Patton Memorial Scholarship as the 2026 supreme bred-and-owned animal winner.

“Receiving an award connected to the legacy of John and Lucile Patton is an incredible honor,” Dameron said. “As a longtime NJAA member, I have learned about and witnessed firsthand the unwavering support the Patton family has shown to the NJAA and its members. Their dedication to investing in young people and strengthening the future of the Angus breed has created countless opportunities for junior members to learn, grow, and succeed.”

She continued, “I am deeply grateful for the Patton family’s commitment to encouraging the next generation of breeders and leaders. Their generosity inspires young Angus enthusiasts to continue striving for excellence and to give back to the industry in meaningful ways. I am humbled to receive an award that honors a family that has done so much to support and empower Angus youth.”

The Angus Foundation also established the John Grimes Memorial Scholarship, recognizing the premier exhibitor in the phenotype and genotype show (PGS). The \$1,000 scholarship honors the legacy of John Grimes, one of the visionaries behind the creation of the phenotype and genotype show, which was developed

to bridge the gap between production cattle and the show ring.

Gage Long of Vinita, Okla., was named the inaugural recipient of the John Grimes Memorial Scholarship as the 2026 PGS premier exhibitor.

“Being awarded the premier exhibitor scholarship for the PGS division is an honor I will cherish for years,” Long said. “It was definitely a goal of mine when thinking about what a home run week would be like for me at the NJAS.”

He shared, “I am honored to be awarded this scholarship. However, I can’t take full credit for this opportunity. It is a team effort with myself, my stepmom, and my dad. Without their help, there is no way I would have had the week I had at the NJAS.”

Long and Dameron’s recognition as the inaugural recipient highlights the expanded opportunities available through the Angus Foundation’s scholarship program. The new premier exhibitor scholarship and supreme bred-and-owned scholarship are just two of several awards designed to celebrate excellence across the many facets of junior Angus involvement.

“The addition of these awards reflects the Foundation’s dedication to recognizing the complete Angus experience,” Boester said. “Whether juniors are demonstrating livestock knowledge in a contest, developing communication skills through public speaking, or exhibiting cattle, each experience helps prepare them for future success.”

The Foundation’s support was evident throughout the week as juniors competed for honors in educational contests, leadership programs, and show ring recognition. Among the premier awards presented were the Tom Wells Junior Herdsman of the Year Award, celebrating outstanding animal care and sportsmanship; the Jim Baldridge Outstanding Leadership Award, recognizing exemplary service and leadership; and the Ed and Wilma Minix Stockman Contest.

By supporting these opportunities, the Angus Foundation continues to advance its mission of supporting Angus youth through education, leadership development, and hands-on industry experiences.

For more information about the Angus Foundation and ways to support educational opportunities for Angus youth, visit www.angus.org/foundation.

About the Angus Foundation. *Established as a 501(c)(3) organization in 1980, the Angus Foundation remains focused on its mission to support Angus education, youth, and research. The organization has distributed more than \$4.9 million in youth scholarships since 1998 and has also invested more than \$1.4 million in beef cattle research in the past decade. For more information, contact the Angus Foundation at 816-383-5100.*

ANGUS MEANS BUSINESS. *The American Angus Association is the nation’s largest beef breed organization, serving more than 21,000 members across the U.S., Canada, and several other countries. It’s home to an extensive breed registry that grows by more than 300,000 animals each year. The Association also provides programs and services to farmers, ranchers, and others who rely on Angus to produce quality genetics for the beef industry and quality beef for consumers. For more information about Angus cattle and the American Angus Association, visit www.angus.org.*

COMMON GROUND



Don't Lose Sight of What Drives Demand

By MARK McCULLY, American Angus Association CEO

*"The balance of
producer goals and consumer preferences."*

There was plenty of conversation earlier this year around the compression in the Choice-Select spread and a narrower Prime premium. Some have concluded the market isn't rewarding "premium" anymore. It's an understandable reaction when looking at a narrow snapshot, but it risks missing the bigger, more important picture.

It's worth stepping back and asking a simple question — what does the Choice-Select spread really measure today? The answer is — not much of what it used to be. USDA Select product represents less than 15 percent of fed beef production today, and during that time when the spread was near zero, the Select grade was under 8 percent. Just a few decades ago, it was closer to 50 percent. Today more than 85 percent of fed cattle grade Choice or higher, which means Select is no longer a meaningful baseline of "average" quality and, in many ways, irrelevant.

The Select cutout is being supported by dynamics having little to do with eating quality premiums. With today's heavier and fatter cattle, more lean grinding material is needed to add value to 50 percent lean trim, but supplies remain tight. That demand is helping support the value of the Select cutout. In other words, some of what appears to be a narrowing quality spread is actually being driven by grind demand and not diminished value for marbling.

A shared commitment — Over time, premiums and, more importantly, profitability have been tied to quality. The industry didn't arrive at 85 percent Choice and Prime by accident. It was a

decades long effort driven by genetic progress, disciplined selection, and a shared commitment to improving the consumer experience — an investment resulting in record strong beef demand.

Today's high cattle prices are certainly being supported by tight supplies. But tight supplies alone don't create high prices. We can't forget the demand side of the equation. Consumers have demonstrated a willingness to pay for beef, and that expectation is largely built on marbling and the predictability delivered by the Certified Angus Beef brand. Without consistent quality, the demand story looks very different.

Quality has become embedded in today's fed cattle market. When more than 85 percent of cattle grade Choice and Prime, quality is no longer rewarded exclusively through a visible premium; it is reflected in the overall value of fed cattle and, consequently, the feeder market, too. The absence of a wider spread doesn't mean quality has no value.

In many ways, it means quality has become the expectation. Pull back on quality and you don't just risk losing premiums, you risk eroding the foundation of overall price levels for all segments.

Simultaneously, the effort underway to better describe and reward red meat yield is important. We have known for a long time the current USDA Yield Grade equation is outdated, and more precise tools can help us better understand and value cutability in modern cattle.

This isn't an either/or proposition. The future belongs to cattle delivering on multiple fronts. Cattle that function as efficient, productive cows and produce high quality pounds. Cattle that achieve superior marbling and excel in red meat yield. Framing these traits as tradeoffs may create short term positioning, but it introduces long term risk.

The success of the beef industry depends on balance and on keeping the end consumer at the center of every decision. Short term market signals will always fluctuate. Spreads will widen and narrow. But the underlying driver of demand hasn't changed. Quality matters.

For Angus breeders, that's not just a point of pride but rather a strategic advantage worth protecting.



Behind the Brand



Eye on the Target

By JOHN STIKA, Certified Angus Beef President

“For as long as the brand has existed, use of the iconic CAB logo has been heavily restricted, reserved almost exclusively for promotion of beef products that meet brand quality specifications.”

To give Angus cattlemen a way to demonstrate their support of the brand, Certified Angus Beef (CAB) introduced the Targeting the Brand logo in 2006. Approved for general use, the mark allowed producers to showcase their connection to CAB through events, sales, sale books, advertising, farm and ranch signs, and other communications. At the time, the CAB acceptance rate was just 14.1 percent.

Over the next decade, the U.S. cow herd achieved remarkable gains in carcass quality. By 2017, CAB acceptance doubled to nearly 30 percent. As marbling improved and quality premiums signaled for more supply, cattlemen increasingly sought more defined genetic benchmarks to help target CAB production.

While the original purpose of Targeting the Brand was to give producers a way to demonstrate their support of CAB, in 2017 specific genetic thresholds were assigned for Marbling (Marb) expected progeny difference (EPD) and Grid Value index (\$G) to refocus it into a practical selection tool for commercial bull buyers seeking to increase CAB acceptance.

The logo provides a simple visual cue, identifying registered Angus cattle with carcass quality genetics more likely to earn CAB premiums. It helps buyers quickly identify carcass focused Angus genetics while still evaluating other economically important traits.

Originally, the thresholds for “Targeting the Brand” designation were based on percentile ranking and became a moving target as breed average for the two genetic parameters changed semi-annually. Today, designation is based on more static, periodically reviewed genetic thresholds.

Since 2020, the genetic thresholds have been +0.65 Marb and +55 \$G. While this had assumed a qualifying bull’s progeny would meet 50 percent CAB acceptance rate, this was recently adjusted to assume a 60 percent CAB acceptance — a subtle adjustment to raise the bar while not moving the target. As quality grades have improved across the industry, CAB is often an expectation, and many ranchers’ sights are set on Prime. For those, data suggests selecting Angus bulls with a +1.10 Marb and +72 \$G for the potential to achieve 20 percent Prime.

Commercial cattlemen can take it a step further and leverage the logo when selling their feeder calves by enrolling in AngusLink and the Genetic Merit Scorecard (GMS). A group of calves that receives a 125 or higher grid score on the GMS can be denoted as “Targeting the Brand” to signal buyers of their carcass potential. This added marketing differentiates commodity black calves from those with genetics geared towards grid marketing.

Targeting the Brand is not a guarantee — environment and management play a large part in carcass outcomes. However, it is an effective indicator of carcass potential and communicates associated value.

Our recent cattlemen survey revealed the Targeting the Brand logo was recognized by 99 percent of respondents. Also, 78 percent of respondents want to know more about Prime genetic targets, with 44 percent actively pursuing Prime grading cattle.

During the fall 2025 through spring 2026 sale season, more than 400 sale books used Targeting the Brand according to an audit of sales listed on [Angus.org](https://www.angus.org). That number has nearly doubled since the 2022 audit.

Regardless of a producer’s goal, each genetic decision takes you a step closer to or further from achieving it. Targeting the Brand is a tool for cattlemen pursuing quality gains, helping commercial producers know and best leverage the value of their Angus cattle on sale day.



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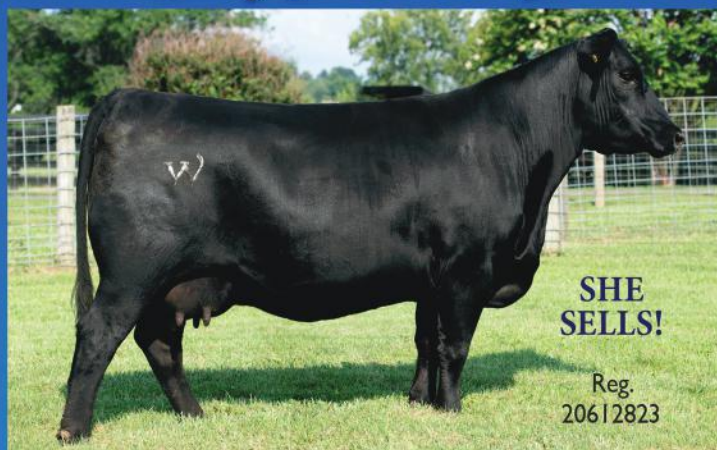
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SHE SELLS!

Reg.
20616660

Sire: DB Iconic G95 • Dam: Ingram Emblynette 0103
A combination is key in our business, and this female has the combination of looks and numbers along with a great pedigree. She has a wonderful number scheme that reads low birth with high growth and balanced carcass genetics for \$Values that rank her in the Top 20% \$M, Top 10% \$W and the Top 35% \$C. This female's grandmother is a full sister to the GENEX Beef AI Sire, SAV Abundance 6117.

WHITESTONE EMBLYNETTE 3079

WHITESTONE MISS CAP T050



SHE SELLS!

Reg.
20760038

Sire: Koupals B&B Windfall 1021 • Dam: B&B Miss Cap 9132
"Power, Performance, Growth and all the great indicators of making money" best describe this female. She not only has a great phenotype but also has the EPD profile to help your breeding program. She is in the Top 15% for both WW and YW while ranking in the TOP 15% for \$C.



SHE SELLS!

Reg.
20462331

Sire: Roseda Powerball23 F091 • Dam: Roseda C044 Blackcap F038
A high-carcass female who ranks in the Top 3% of the breed for Marbling and in the Top 10% for \$C. This female also has off-the-chart growth numbers ranking her in the Top 1% for both WW and YW. This combination of growth and carcass is unmatched.

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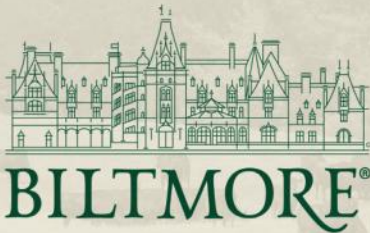
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AND BEYOND
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+69	+80.3	WW	+.81	+1.3	MARB	+159	+216.2	\$B
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Beef Update



zoetis

Early Weaning Strategies. *Health and nutrition are critical when weaning early in drought areas.* Drought hit hard this year in key cow/calf areas and continues to spread into other areas of the country with the heat of summer. One strategy that can help reduce the cow forage needs heading into late summer and fall is early wean calves when they are 90–120 days old. According to Jess Hinrichs, DVM, a senior veterinarian with Zoetis beef technical services, young calves are resilient and, with proper planning, can be a marketing opportunity for producers.

“There are times when I would rather wean a 90-day-old calf instead of one that’s 7 months old,” Dr. Hinrichs says. “Young calves can adapt quickly in a dry lot, and if I’m weaning in summer weather, the temperature is more consistent than in the fall when we have those larger temperature swings.”

Ideally, calves are vaccinated two to three weeks before they are weaned to give their immune system a chance to respond without any stress. “If we vaccinated at branding and turnout, this is a booster for those vaccinations,” Dr. Hinrichs says. “If we didn’t vaccinate before turnout, this dose is really important to set that calf up for success later on.”

“Where you wean the calves is important,” Dr. Hinrichs says. Grass traps or a dry lot with bedding are key for moderating temperature in hot weather. A dirt lot with no bedding in the summer is hotter than one that has bedding. Access to shade also helps keep calves cooler.

Easy access to fresh water is critical. “These lightweight, young calves are prone to dehydration, so we need to make sure our water source is adequate and low enough for them to reach,” Dr. Hinrichs says.

He recommends a booster of Inforce 3 respiratory vaccine and a metaphylactic dose of Draxxin (tulathromycin injection) injectable solution at weaning to help reduce respiratory challenges in fresh early weaned calves. “If they have been grazing, I would also give them a dose of Valcor (doramectin and levamisole injection) to reduce any parasite burden they have,” Dr. Hinrichs says.

Young calves are efficient in their growth, so Dr. Hinrichs says producers want to do whatever they can to add pounds during this time. “When you look at the price per pound for calves, you need to do what you can to help them gain weight during the weaning period,” he says. “An implant, such as Synovex Primer, will help add frame and growth to calves without them gaining too much condition at this stage.”

What producers feed an early weaned calf requires special attention. “In these lightweight calves that are less than 400 pounds, every bite they eat is critical,” says Blaine Corners, Ph.D., a senior nutritionist with the beef strategic technical services team at Zoetis. “We need to make sure they are getting the right mix of nutrients in everything they eat.”

Dr. Corners says the quality of the nutrients is key because producers are starting with an animal that has limited ruminal function. He explains that the goal with what is being fed is to support the bacterial population in the calf’s developing rumen.

“We are going to start with a diet that is foundational in forage because that is what the calf is used to, and it needs to be hay with lots of leaves that are easily digestible,” Dr. Corners says. “We will then supplement with a ration that meets the rest of the energy and protein needs, but we need to really think about the source and how the calf’s digestive system can use it. We are continuing to build a bacterial population in the gut that will break down and utilize a fiber based diet. Fat as a source of energy won’t help us do that.”

“For a young calf, we need to balance the pH in the rumen through our sources of energy and protein,” Dr. Corners says. “I prefer half of the protein coming from distiller’s grains or corn gluten meal, and the rest ideally from cottonseed meal, but you can substitute in soybean meal. They complement each other in the amino acid makeup, and it doesn’t throw off the balance of the rumen.”

“Half of the calf’s immune system is focused on the digestive tract,” Dr. Corners says. “If we keep their gut healthy and functioning, then the immune system can focus on the lungs.”

Drs. Corners and Hinrichs encourage producers to work closely with their veterinarian and a nutritionist to develop a strategy to effectively wean calves early. For more information on vaccination programs from Zoetis, visit [BuildingHealthyHerds.com](https://www.zoetis.com/buildinghealthyherds).

About Zoetis. *As the world’s leading animal health company, Zoetis is driven by a singular purpose — to nurture our world and humankind by advancing care for animals. After innovating ways to predict, prevent, detect, and treat animal illness for more than 70 years, Zoetis continues to stand by those raising and caring for animals worldwide — from veterinarians and pet owners to livestock producers. The company’s leading portfolio and pipeline of medicines, vaccines, diagnostics, and technologies make a difference in over 100 countries. A Fortune 500 company, Zoetis generated revenue of \$9.3 billion in 2024 with approximately 13,800 employees. For more information, visit www.zoetis.com.*

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Date

Topics

Tuesday,
July 7,
3 - 4 pm EST

Farm stewardship through succession and transition:
Opportunities, tools, and strategies.
Speaker: Dr. Noah Ranells, NC FarmLink
[Webinar registration](#)



Wednesday,
August 19,
3 - 4 pm EST

Soil carbon and nitrogen in forage and grazing lands
across North Carolina.
Speaker: Dr. Alan Franzluebbbers, USDA-ARS
[Webinar registration](#)



Thursday,
September 17,
3 - 4 pm EST

Strategies for weed management in tall fescue pastures.
Speaker: Dr. Navdeep Godara, Crop & Soil Sciences, NC
State
[Webinar registration](#)



Thursday,
October 1,
3 - 4 pm EST

Considerations for establishing an optimal breeding and
calving season in North Carolina.
Speaker: Dr. Felipe Silva, Animal Science, NC State
[Webinar registration](#)



Questions? Contact braudal@ncsu.edu



S.C. CHAROLAIS NEWS

By **GEORGEANNE WEBB**, S.C. Charolais Association

I don't know about you, but I am tired of summer. This heat is about to kill me! Getting old is not for sissies. It has been so hot, but finally it has started to rain. The cattle are handling

this heat better than me, but they are not 74 years old.

I hope you are able to attend the Appalachian Classic sale on October 3. There are over 60 lots consigned, so there should be something for everybody. Plus, I will be there with my bulls, so you will get to see me. Wayne Bennett will also be there as long as he makes it back from Alaska. They are touring where he used to work, and he just might decide to stay in that cooler climate. I know I would have to think about it.

Issac Hughes was here looking at my bulls. He is not Floyd, but I really like him. He is very nice and helpful, and I think this area came out real well when Floyd retired. If you haven't talked to him, call him and chat a while.

Things are fixing to get real busy here with my granddaughter back in this area and playing volleyball. So, if you can't find me, I am probably at a volleyball game. This is her first year in middle school, so I think we all are fixing to get really busy.

Check on your friends and neighbors and help each other out. There are not a lot of young cattlemen, and the rest of us are getting on up there, so pick up the phone and check on your fellow cattlemen.

APPALACHIAN Classic

SATURDAY • OCTOBER 3, 2026 • 1:00 PM

KNOXVILLE LIVESTOCK MARKET • KNOXVILLE, TENNESSEE

72 Lots Sell! • 22 Outstanding Bulls & 50 Excellent Females

Selling exciting sets of embryos by leading sired in the industry & the high selling top donors in the breed!



TNT NANCY'S SWEETHEART 5J09 P

F1385350 • Born: 9/12/2025 • BW 69 • Polled PAF

Sire: CCC Jonny Ringo 3056 P

Dam: FH Ms Silver Nancy 0089 PLD

EPDs rank in Top 7% WW;

Top 30% WW & REA; Top 25% Marb & TSI

Sells Open



LCC GERMAINE 9515

EF1382346 • Born: 10/30/2025 • BW 73 • HOP PAF

Sire: JMAR Jefferson 8M11

Dam: M6 New Germaine 5149

You can't go wrong with M6 Cool Germaine 1145 descendants!

Sells Open

Also selling a daughter on Reaves Ms Germaine Lucy 940



FINK LADY 2309 8849 467

EF1338925 • Born: 8/20/2022 • PAF

Sire: WCF Mr Silver Gun 467

Dam: Fink Lady 8849 5804 FL

EPDs rank in Top 1% WW, YW, CW, Marb, & TSI

Selling two Blue Value sired daughters due to Encompass & a flush & embryos sired by NGC Capitalist.

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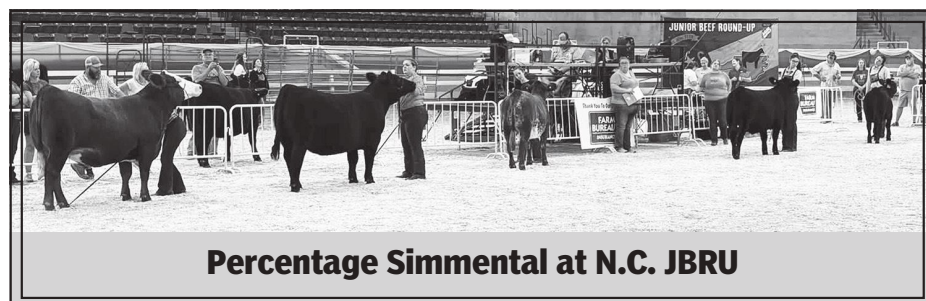


By BROOKE HARWARD, N.C. Simmental Association

Fall Harvest Sale. The Fall Harvest Sale is right around the corner, and we hope we see you on September 5 in Union Grove, North Carolina. Thank you to all of the consignors who have brought a great set of cattle to the sale. This year's sale features 54 lots of purebred Simmental and SimAngus bred heifers, open heifers, bred cows, pairs, bulls, semen, and embryos. Stay up-to-date on all the sale details on our website at www.ncsimmental.com or by following us on Facebook. We would love to see you in person at the sale, but if you can't make it, bidding will also be online on DV Auction.

Annual Meeting. The N.C. Simmental Association Annual Meeting will be held the night before the Fall Harvest Sale on September 4, 2026. We will start at 5:00 p.m. with a social hour to visit with other cattlemen and view the cattle for sale on Saturday. Dinner will be served at 6:00 p.m., followed by a brief meeting and our annual fundraising auction. Be sure to look at our Facebook page and website for more information. Whether you are a member or not, we would love to have you attend, as it is always a fun evening!

Junior Beef Round-Up. The fall show season kicked off in early August with the S.C. and N.C. Junior Beef Round-Ups (JBRU), and our Simmental juniors had great success at both shows. The S.C. JBRU was held August 1–3 at the T. Ed Garrison Arena in Clemson, South Carolina. Exhibitors from South Carolina, North Carolina, and Georgia all competed in several breeds and contests during the



Percentage Simmental at N.C. JBRU

Join us for the **52nd Annual Fall Harvest Sale!**
 Saturday, September 5, 2026
 Union Grove, NC • 1 pm
 For a catalog, contact NCSA or visit www.ncsimmental.com

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Simmental at N.C. JBRU

weekend. Congratulations to all of the Simmental exhibitors who competed in both purebred and percentage divisions during the show.

Beau Shirley from Commerce, Ga., won champion percentage Simmental heifer with CCF Styl'n Pickachu P518 and went on to also win 5th overall heifer of the show. Reserve champion percentage Simmental went to Elenor Burns of Central, S.C., with CCF Styl'n Nicole N514. Grand champion Simmental heifer went to Landon Clark from Gainesville, Ga., with C/C Barbara Jean, and reserve champion Simmental heifer went to Kendall Harper of Alapaha, Ga., with Miss CCF Compassion. Congratulations also to Landon Clark with his grand champion Simmental heifer for being reserve champion overall bred and owned heifer.

The N.C. JBRU was held the next weekend on August 7–9 at the N.C. Mountain State Fairgrounds in Fletcher, N.C., where juniors once again competed in both purebred and percentage Simmental shows. There were 32 purebred and percentage Simmental females shown by exhibitors from North Carolina, South Carolina, Virginia, Tennessee, and Georgia. Grand champion Simmental heifer went to Trey Davis of Iva, S.C., with SGW Card Elisha 437N, and reserve champion heifer went to Cooper Joines of Blacksburg, Va., with SSCG Harmony's Echo. Grand champion percentage Simmental heifer was won by Ella Miller of Crockett, Va., with BCR Sara N047, and reserve champion went to Dacey Abruzzino from Enoree, S.C., with ELMR Cassidy's Carina 515N. Congratulations also go to Trey Davis for winning supreme overall breeding heifer with his grand champion Simmental female. Congratulations to all of the juniors and good luck as your fall show season continues!



N.C. JBRU grand champion Simmental & supreme overall heifer, shown by Trey Davis.



Open House
Saturday, Sept. 12, 2026

7728 Raleigh Rd. • Benson, N.C. 27504

Lunch: Noon - 2 p.m. (Please RSVP)

No bull deposits taken due to new sale format.

NEW SALE FORMAT!

Online Auction **THURSDAY, SEPT. 24, 2026**

Bidding: 7 a.m. - 7 p.m. (5 minute bid-off)

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*Bidding, videos
& online catalog:*



Reg. 5228193

Lot 1 - LANGDON'S N019



Reg. 5228159

Lot 4 - LANGDON'S N001



Reg. 5228207

Lot 5 - LANGDON'S N026



Reg. 5228171

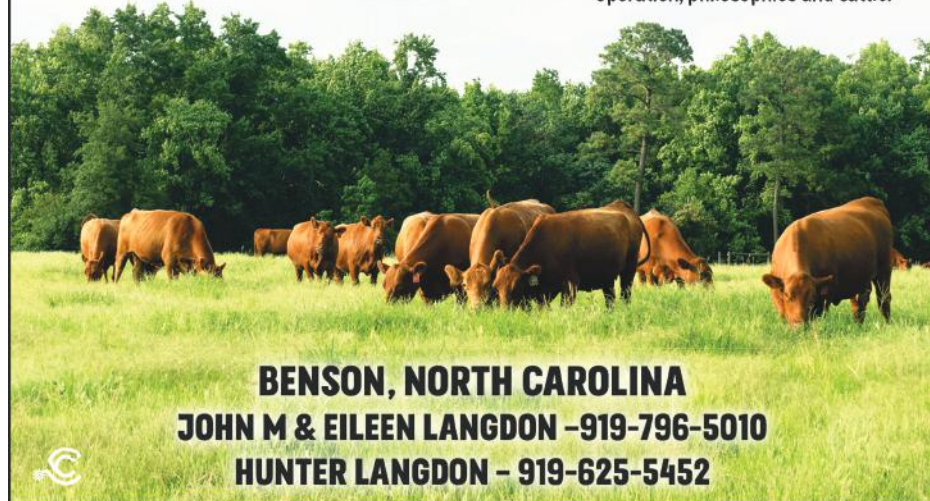
Lot 9 - LANGDON'S N008

Request more information
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10TH ANNUAL 2026 SALE • 12:00

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No42 ASA# 4532581 1/4 SM 3/4 AN
SIRE: YON FLAGSHIP
One of the Highest TI bulls in the IGS Database.

CE	BW	WW	YW	MCE	MARB	\$API	\$TI
15	0.4	108	177	8	0.91	176	111



No24 ASA# 4532564 5/8 SM 11/32 AR 1/32 AN
SIRE: KBHR CHARGER K102
One of Many Powerful Red Bulls.

CE	BW	WW	YW	MCE	MARB	\$API	\$TI
11	0.1	89	143	6	0.59	158	95



No79 ASA# 4532616 1/2 SM 1/2 AN
SIRE: FSCR K048 FREELANCE
Our First Freelance Sons Headline the Sale.

CE	BW	WW	YW	MCE	MARB	\$API	\$TI
21	-3.2	82	136	10	0.69	185	97



No33 ASA# 4532573 5/8 SM 11/32 AN 1/32 AR
SIRE: GW JAILBREAK 555J
Several Powerful Jailbreak Sons Sell.

CE	BW	WW	YW	MCE	MARB	\$API	\$TI
9	-1.6	91	167	8	0.61	153	99



No92 ASA# 4532628 3/8 SM 5/8 AN
SIRE: FSCR J250 COMPOUNDER
90 Females Sell.

CE	BW	WW	YW	MCE	MARB	\$API	\$TI
15	-0.4	101	165	12	0.76	178	105



No93 ASA# 4532629 1/2 SM 1/2 AN
SIRE: G A R TRANSCENDENT
One of Many Elite Evergreen Bulls Selling.

CE	BW	WW	YW	MCE	MARB	\$API	\$TI
18	-1.3	86	143	9	0.98	179	104

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AMERICAN Simmental ASSOCIATION NEWS

It's Here! The Profit Through Science Podcast Has Launched!

The wait is over! Tune in to the official podcast of the American Simmental Association and join host Dr. Ben Crites and co-host Dr. Jon DeClerck as they bring together industry experts to explore the science, innovation, and genetics driving profitability in the beef industry.

Now streaming on Apple Podcasts and Spotify. Listen today, follow the show, and share it with fellow cattle producers and industry professionals!

DNA Test Now Available for Hydrops. The American Simmental Association is now offering a DNA test for the Hydrops condition. As of July 14, members can order the \$34 standalone test on the DNA order form at simmental.org. The expected turnaround time will be four weeks.

Descendants of WS All Aboard B80 (ASA# 2852207) are at risk for carrying the genetic abnormality. Females who carry the mutation may develop a serious condition during late gestation that

results in excess fluid in the fetal membrane. This typically causes the loss of the calf and occasionally the dam. With the support of the ASA Board of Trustees, ASA staff has been working closely with the University of Nebraska–Lincoln to identify the mutation responsible for Hydrops, and now GeneSeek has developed a commercially available test based on these findings. As part of developing the test, GeneSeek tested a batch of DNA samples from WS All Aboard descendants, and those results were loaded into Trait Trac.

The Hydrops test is available to ASA members at cost. This decision — made by the ASA Board of Trustees and ASA leadership — supports the identification of this serious, costly condition. The association has invested significant funding and time in the development of this test and wanted to ensure that testing is as accessible as possible for members and commercial producers who may have purchased a SimGenetics bull with potential carrier daughters in their herd.

For questions regarding established WS All Aboard B80 genetics, Hydrops symptoms, reporting an active case, or additional information, please visit the Hydrops Information Center or reach out to Jackie Atkins at jatkins@simmgene.com. To order a test, visit simmental.org.

About the American Simmental Association. Founded in 1968, the American Simmental Association is headquartered in Bozeman, Montana. ASA is committed to leveraging technology, education, and collaboration to accelerate genetic profitability for the beef industry. In keeping with its commitment, ASA and its partners formed International Genetic Solutions — the world's largest genetic evaluation of beef cattle. Learn more at www.simmental.org.

THE LARGEST COMMERCIAL BRED HEIFER EVENT IN THE CAROLINAS

SEPTEMBER SELECT *Bred Heifer Sale*

SATURDAY • SEPTEMBER 19, 2026

12:00 NOON EST IN NORWOOD, NC AND ON DV AUCTION

OFFERING OVER 300 COMMERCIAL FEMALES

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HEIFERS ARE ANGUS, RED ANGUS, SIMMENTAL, CHAROLAIS, AND GELBVIEH GENETICS

Featuring genetics from Yon Family Farms, EBS Farms, Uwharrie Ridge Farms, Green Hills Gelbvieh, Harward Sisters, Select Sires AI service sires, and more.

Heifers are fall calving females due from September to December with some selling with a calf already at side.

View more information at www.macsvideo.com
View videos and bid online at www.dvauction.com

CONSIGNORS INCLUDE

Rocky River Ranch - 65 bred heifers
David Edwards - 60 bred heifers
Baker Brothers Farm - 45 bred heifers
Green Hills Cattle Co - 30 bred heifers & cows
Jeff Martin - 30 bred heifers
Harward Sisters Cattle Co - 25 bred heifers
John Bray - 15 bred heifers & pairs
CM Farms - 20 bred heifers

More consignments will be listed closer to sale time online and DV Auction

For more information, contact - Catherine Edwards (704) 550-7920, Marcus Harward (704) 322-0840, or Brooke Harward (704) 322-9770.

SALE LOCATION STANLY COUNTY LIVESTOCK MARKET
13215 INDIAN MOUND RD. NORWOOD, NC 28128



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DNA Price Changes. We are excited to announce new, lower pricing on several DNA testing options through the AGA that became effective on August 12!

As Neogen has reduced its pricing for several DNA testing services, AGA is passing those savings on to our members. These changes will make genomic testing more affordable while continuing to provide Gelbvieh breeders with the genetic information they need to make informed breeding and selection decisions. uLD pricing will increase from \$30 to \$35 per sample as we transition toward higher density testing options. While uLD remains available for members who need it, the AGA encourages members to consider the higher density 100K panel when appropriate, as it provides more genomic information and greater long term value for genetic evaluation.

Standalone Conditions testing will increase from \$42 to \$51 per sample to reflect the current cost of the test. This adjustment allows AGA to continue offering the standalone option to members while keeping the price at cost.

Please note that all DNA tests will continue to be offered; however, only the DNA tests listed below will experience price changes.

DNA Test	Current Price	New Price
100K Panel	\$50	\$45
uLD	\$30	\$35
Horn/Poll - 100K Add-On	\$30	\$20
Coat Color - 100K Add-On	\$6	\$4
Conditions - 100K Add-On	\$35	\$25
Conditions - Standalone	\$42	\$51

AGA Photo Contest Entries Are Open. We are currently accepting entries into the annual AGA photo contest. Submit photos of bulls, cows, calving and calves, out to pasture, working cattle, sale season, and show ring. The top three photos will be displayed at the 56th Annual AGA National Convention held on January 8–12, 2027, in Denver, Colorado. The photos will also appear in the March issue of *Gelbvieh World*.

Cash Prizes for Top Winners!

- 1st Place – \$100
- 2nd Place – \$75
- 3rd Place – \$50

Photo entries must be high quality, high resolution, color photos — smartphone photos are acceptable — and sent to gelbviehmedia@gmail.com. Please include the title of the photo, the photographer’s name, email address, and phone number. Entries are due October 31.

About the American Gelbvieh Association. AGA, started in 1971, is a progressive beef cattle breed association representing approximately 1,000 members and approximately 45,000 currently active Gelbvieh, Balancer, and Gelbvieh influenced cows assessed annually in a performance oriented total herd reporting system. The Gelbvieh breed is well known throughout the industry for their maternal strengths and superior growth. With these attributes, Gelbvieh and Balancer cattle fit well into a crossbreeding system.

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Agriculture Advocate Brandi Buzzard Returns as College Aggies Online Mentor. New webinar will equip students with social media strategies to grow their reach and impact. Rancher and nationally recognized agriculture advocate Brandi Buzzard will return as a mentor for the Animal Agriculture Alliance's 2026 College Aggies Online (CAO) scholarship program. This year, Buzzard will also lead a new webinar designed to help participants strengthen their social media skills and expand the reach and impact of their agriculture advocacy. College students, clubs, and classes are invited to sign up for the nine week program, which begins September 21.

CAO connects college students from across the country who are passionate about sharing positive, factual information about animal agriculture. Throughout the nine week program, participants gain the tools, training, and hands-on experience needed to become confident and effective communicators for agriculture, both online and in their communities. Participants also connect with farmers, ranchers, agricultural communicators, and industry professionals who provide mentorship, insight, and feedback throughout the program. More than \$16,000 in scholarships will be awarded during the 2026 program.

"College Aggies Online gives students the opportunity to gain firsthand communications experience while learning directly from industry mentors who provide meaningful guidance and feedback throughout the program," said Nicki Hardy, manager, partnerships and programs, Animal Agriculture Alliance. "We're thrilled to welcome Brandi back as a mentor and add her webinar to this year's lineup. Her expertise and perspective will be a tremendous resource as participants build their skills, confidence, and passion for advocating for agriculture."

As part of this year's program, Buzzard will lead "Reels, Reach & Ridiculous Growth," a webinar focused on helping participants make a greater impact on their advocacy through up-to-date Instagram strategies and tips. Participants will dive into Reels, engaging carousels, scroll stopping hooks, trending audio and templates, and strategies for creating posts with viral potential. They will also learn what makes content perform, how to work smarter with Instagram's ever changing algorithm, and how to turn views and engagement into sustainable growth.

Buzzard is a rancher, cowgirl, and pioneer for modern agriculture. In 2019, she was selected as a Top 10 Industry Leader Under 40 by Cattle Business Weekly and named the National Cattlemen's Beef Association Masters of Beef Advocacy Advocate

of the Year. She has appeared on MSNBC, FOX, CBS, The Weather Channel, and Newsy, addressing topics including conservation, beef sustainability, and nutrition. Buzzard has also visited the White House and spoken with senior White House officials about agriculture and sustainability.

Students interested in becoming confident and effective communicators for agriculture are invited to sign up now at animalagalliance.org/initiatives/college-aggies-online-sign-up.

The 2026 CAO program is sponsored by CHS Foundation, Cooper Farms, Culver Franchising System, Dairy Management Inc., Dairy's Foundation, Farm Credit, Institute for Feed Education and Research, Lallemand, Marty Vanier, National Chicken Council, National Corn Growers Association, National Pork Board, and Ohio Poultry Association. Their support helps provide students with valuable communications experience, mentorship opportunities, and scholarships. Additional sponsorship support is essential to expanding the program's impact and investing in the next generation of agricultural communicators. Organizations interested in sponsoring CAO can view the sponsorship opportunities or contact Nicki Hardy at nhardy@animalagalliance.org.

About the Animal Agriculture Alliance. *The Alliance safeguards the future of animal agriculture and its value to society by bridging the communication gap between the farm and food communities. We connect key food industry stakeholders to arm them with responses to emerging issues. We engage food chain influencers and promote consumer choice by helping them better understand modern animal agriculture. We protect by exposing those who threaten our nation's food security with damaging misinformation. For more information, visit www.animalagalliance.org.*

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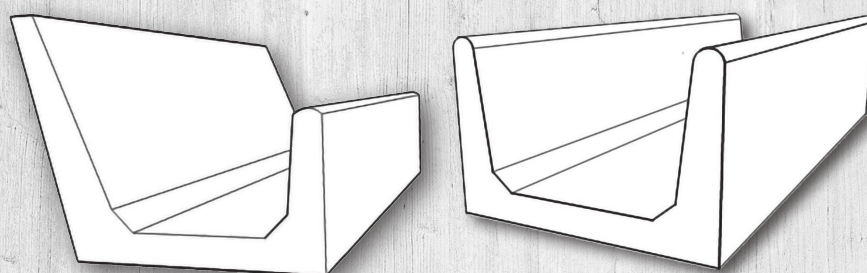
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In Loving Memory...

E. Carroll Joyner

July 6, 1933 – July 25, 2026

Edward Carroll “E. Carroll” Joyner passed away peacefully at his home on July 25 following a long illness.

Born in Sampson County, N.C., Carroll was the son of the late Albert Allen Joyner and Sula Bratham Joyner.

Carroll was raised on a 25 acre family farm near Newton Grove, where he learned the values of hard work, humility, perseverance, and faith from an early age. He often reflected that he never realized he had grown up in poverty until later in life because his family’s love and work ethic ensured they always had what they needed. Those formative years shaped the generous spirit, determination, and compassion that became hallmarks of his remarkable life.

He attended Piney Grove School, where he excelled as a student athlete and played basketball as a forward. Like many young men growing up in eastern North Carolina, he was no stranger to hard work, spending his youth picking cotton, feeding hogs, and helping on the family farm.

A proud graduate of N.C. State University, Carroll earned his degree in animal science in 1956. Following graduation, he joined the U.S. Army Reserve and faithfully served his country.

Carroll’s entrepreneurial spirit led him to an extraordinary business career. Beginning as the owner of a Western Auto store, he went on to become one of the early developers of Golden Corral Restaurants, serving as vice president of real estate development. Through his vision and leadership, he helped establish more than 100 Golden Corral locations across the country. Throughout his lifetime he owned or developed 19 successful businesses, often sharing the simple philosophy that guided his success — “Don’t kill the chicken, only eat the eggs.”

Although successful in business, Carroll believed his greatest responsibility was giving back. He became one of North Carolina’s most respected philanthropists, dedicating his time, talents, and resources to causes that improved the lives of countless people. His generosity supported N.C. State University, including the N.C. State College of Veterinary Medicine’s Genetics and Nutrition programs; Raleigh Rescue Mission; Louisburg College; Warren Wilson College; United Way of Franklin County; The Salvation Army; the Town of Wake Forest; and numerous other charitable organizations throughout the state.

Carroll served on many boards and organizations during his lifetime. He was especially devoted to N.C. State University and the veterinary community, serving on the N.C. Veterinary Board and establishing the N.C. State Brick Program, which became an important source of support for the College of Veterinary Medicine. He was also a longtime and proud member of the N.C. Cattlemen’s Association and founded the N.C. Cattlemen’s Foundation to promote agricultural education and the future of the livestock industry.

His generosity transformed communities. In Wake Forest, he donated much of his beloved OK Joy Farm to create what is now E. Carroll Joyner Park, one of the town’s most treasured public spaces. His legacy also lives on through the E. Carroll Joyner Visitor Center and E. Carroll Joyner Beef Educational Unit at N.C. State University, the Joyner residence hall at Louisburg College, and numerous educational and agricultural initiatives that continue to benefit generations of students.

In recognition of his extraordinary contributions, Carroll received N.C. State University’s prestigious Watauga Medal and an



Honorary Doctor of Humane Letters degree. He was also honored with North Carolina's Order of the Long Leaf Pine, one of the state's highest civilian honors for exemplary service.

In 2018, Carroll published "Udder Genius," sharing stories from his childhood, his entrepreneurial journey, and the life lessons he hoped would encourage future generations.

Above all his accomplishments, Carroll treasured his family and the opportunity to help others. Those who knew him best remember not only his success but also his humility, kindness, and willingness to quietly lend a helping hand whenever someone was in need.

He was preceded in death by his beloved wife, Brenda Bryant Joyner; his daughter, Joy Larue Joyner; and his son, Mark Lynn Joyner.

He is survived by his son, Edward Carroll Joyner, Jr.; his stepson, Bradford Bryant; his brother, Jeff Joyner; his former wife

and mother of his children, Margaret Joyner; his daughter-in-law, Mary Rose Joyner; and his cherished granddaughters, Lindsay "Slone" Joyner and Lauren "Larue" Joyner.

When asked how he wished to be remembered, Carroll's answer reflected the heart of the man he was — "I'd like to be remembered for who I am. I grew up poor and was happy to have cornbread every day. I have been fortunate in my life, and I believe if you've got a little extra money and you can help people have a better life, what in the world can you do better than that?"

His life stands as a testament to the belief that true success is measured not by what one accumulates but by the lives one touches. Through his generosity, vision, integrity, and servant's heart, Carroll left North Carolina and especially the communities of Wake Forest and N.C. State University better than he found them. His legacy will continue to inspire generations to come.

LIMOUSIN North American Limousin Foundation UPDATE

Shane Kendall – **2026 Junior Herdsman of the Year.** This year's Dick O'Brien Memorial Junior Herdsman Award recipient was Shane Kendall from North Carolina. He has raised and shown several cattle breeds over the years, but Limousin has always been his favorite. A big factor is his mentor, Nick Edwards, whom he bought his first heifer from. Shane has continued to use his support and guidance to learn from the best and improve his own herd and showmanship.

He attributes his introduction to the NALJA board to Kayleesue Laber, who encouraged him to run in 2023. This was not something that was planned, but there was a position needing to be filled, and he has not looked back since joining the board. Shane served as treasurer in 2025 and as vice president in 2026, known for not always following the crowd but speaking up when something needs improvement.

Shane has come a long way from his first National Limousin show in Kentucky ten years ago. His two favorite Limousin moments were having Supreme Heifer at both the Limousin Eastern Regionals and the N.C. State Fair in 2023. Shane has grown from a child who received a bottle calf as a boy to one who now is a mentor to other youth across the country. In the barn, he is known by many youth and families as someone with a big sense of humor and always willing to help others. He enjoys interacting with younger juniors, and his competitive side comes out during fierce games of dodgeball or kickball!

This spring he graduated from NEO A&M, where he was



a member of the livestock judging team and served as an Ag Ambassador. When he was not working cattle shows this summer or helping juniors with their projects, he worked for a cattle farmer in western Oklahoma. He enjoys evaluating livestock and looks forward to having opportunities to judge shows in the future.

It was exciting to see him lead a rare North Carolina show team at Junior Nationals the last two years. He has taken every chance that the Limousin cattle business has given him, and he is looking forward to continuing his education at Kansas State this fall, studying animal science and agricultural business.

About the North American Limousin Foundation. The North American Limousin Foundation, headquartered in Englewood, Colo., provides programs and services, including the documentation of more than 25,000 head of cattle annually, for approximately 4,000 members and their commercial customers. The Limousin breed and Lim-Flex hybrid offer industry leading growth and efficiency while being an ideal complement to British breeds. For more information about NALF, please visit www.nalf.org.

Pregnancy Diagnosis in Beef and Dairy Cattle – Methods, Accuracy, and Practical Application on the Farm

By TALHA ASHRAF, CARLOS E. LIMA, & FELIPE A. C. C. SILVA, N.C. State University

Conducting at least a yearly pregnancy diagnosis is imperative to efficiently manage resources and maintain economic viability in cow-calf operations. As most cattle producers navigate harsh drought conditions across the Southeast, sorting open from bred cows becomes even more important. Pregnancy diagnosis offers one of the greatest returns-on-investment and one of the lowest implementation costs among management practices available to cattle producers¹⁶. Despite its promising outcomes, it remains underused. In the U.S., the National Animal Health Monitoring System (NAHMS) survey has documented that around 30 percent of the cow-calf operations routinely perform pregnancy diagnosis on their cows¹⁵. Even though the maintenance cost of an open cow is nearly the same as the maintenance cost of a pregnant cow in the winter⁵ the critical difference lies in the outcome, as the pregnant cow ultimately produces a calf, contributing to the farm's profitability, whereas the open cow generates no such return-on-investment.

Annual maintenance costs for a mature beef cow typically run between \$700–\$1,240, depending on location and feed prices^{1,2,20}. Hypothetically, in a herd of 100 cows with a 90 percent end-of-the-breeding-season pregnancy rate, the 10 open cows still cost \$7,000–\$12,400 a year to maintain. The same \$7,000–\$12,400 loss is absorbed by the ~85 calves weaned in that specific year, and it would add roughly \$82–\$146 in production cost for each weaned calf¹⁶. In addition, open cows also consume the same forage, water, hay, and minerals as pregnant cows, without ever producing a calf. Ultimately, these open cows drain resources that become especially costly during adverse conditions like drought, wildfire, or flooding, when feed and water are already in short supply. In a cow-calf operation, cow culling typically accounts for 15–30 percent of the total sales income⁵. Thus, early identification of open cows and culling at the opportune time offers a strategic advantage and increases profitability in the operation. Beyond the culling decisions, knowing the time of conception (i.e., breeding) has high management value as cows can be sorted out in calving groups, vaccinated at key timepoints, and given extra care if they calve early or late.

Direct vs. Indirect pregnancy diagnosis – Nowadays, three methods of pregnancy diagnosis are commercially available to cattle producers. These are rectal palpation, transrectal ultrasonography, and milk or blood test for pregnancy associated glycoproteins (PAGs). The methods of pregnancy diagnosis fall into two broad categories:

- **Direct method** – A trained professional feels or sees evidence of pregnancy, including the embryo/fetus or its membranes in the uterus. Rectal palpation and transrectal ultrasonography are the two direct methods for identifying pregnant animals.

- **Indirect method** – The biochemical markers that the placenta and embryo release into the cow's blood and/or milk during

pregnancy are identified. ELISA tests for pregnancy associated glycoproteins are commercially available to diagnose pregnancy from blood and/or milk samples. Several other indirect biomarkers are used in research settings, including progesterone, estrone sulphate, interferon stimulated genes, and circulating mRNAs. The specificity and sensitivity of these assays vary widely and are not practical or field ready tests.

1. Rectal palpation – It is one of the oldest and most widely used pregnancy diagnosis methods in the U.S. cattle operations¹⁹. A trained veterinarian inserts an arm into the cow's rectum and manually palpates the reproductive tract through the rectal wall, as seen in Figure 1. The examiner feels manually for the well established primary signs of pregnancy. Those primary signs include uterine horn asymmetry, slip membrane test, amniotic vesicles, placentomes, and the fetus itself²⁴. The gestational estimation can be made based on the location of these landmarks and fetal size. An overall error rate of around 7 percent has been documented for the gestational length estimation. With experienced clinicians, the error rate is as low as 3 percent²⁴. A skilled veterinarian can diagnose pregnancy after 35 days post breeding.

This approach gives the advantage of an immediate result with limited specialized equipment requirements and the lowest cost, roughly \$3–\$10 per cow, for pregnancy diagnosis⁵. Some of the disadvantages of this approach are diagnostic errors, difficult to identify fetal viability, and a long learning curve to reach reliable accuracy.

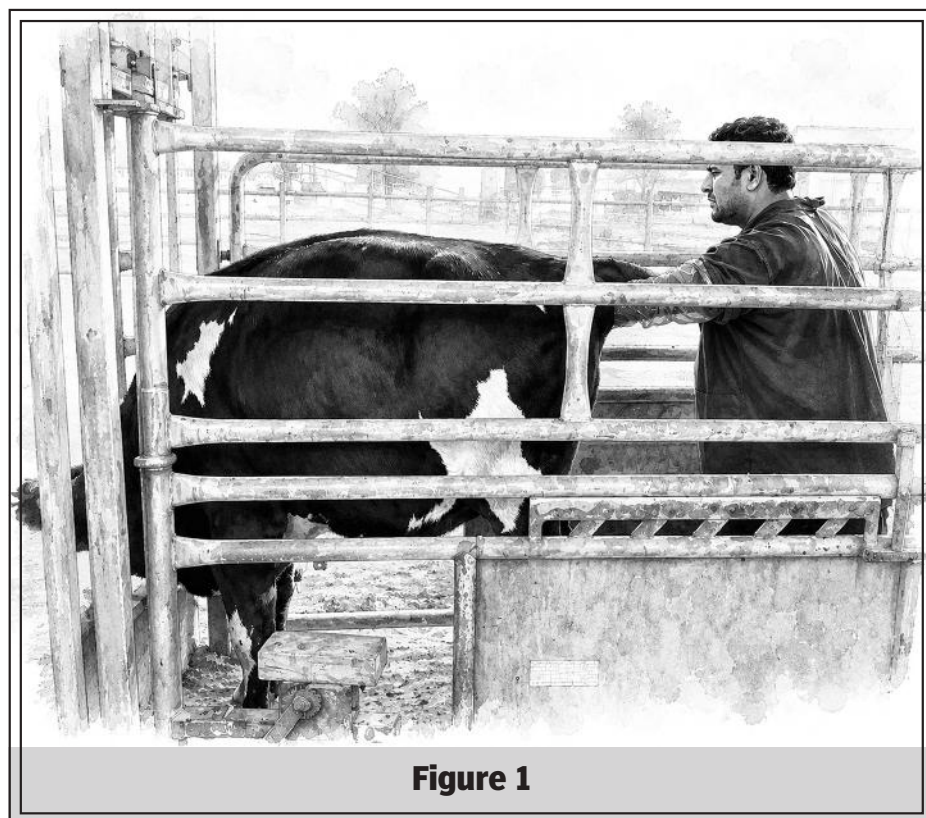


Figure 1

2. Transrectal ultrasonography – Over the past few decades, transrectal ultrasonography has increasingly become practical in cattle operations. A linear ultrasound probe is inserted into the rectum, and reproductive structures are visualized. The reflected sound waves from different reproductive structures are converted into a real time image on the screen. Any fluid appears as black, whereas denser tissues, such as muscles and bones, appear on a gray-to-white scale. By transrectal ultrasonography, the earliest pregnancy diagnosis can be made at 28–30 days post breeding, as seen in Figure 2. In addition, it can help in identifying fetal viability, twins, and fetal sex. The higher reliability achieved by ultrasonography has enabled the early resynchronization of open cows, which decreases the calving interval in beef herds.

This approach has the advantage of giving more accurate and immediate results comparable to rectal palpation. The disadvantages of this technique are high equipment cost, the requirement of an experienced veterinarian, and moderate to high pregnancy diagnosis cost, which can be roughly \$4–\$25 per cow^{5,10}.

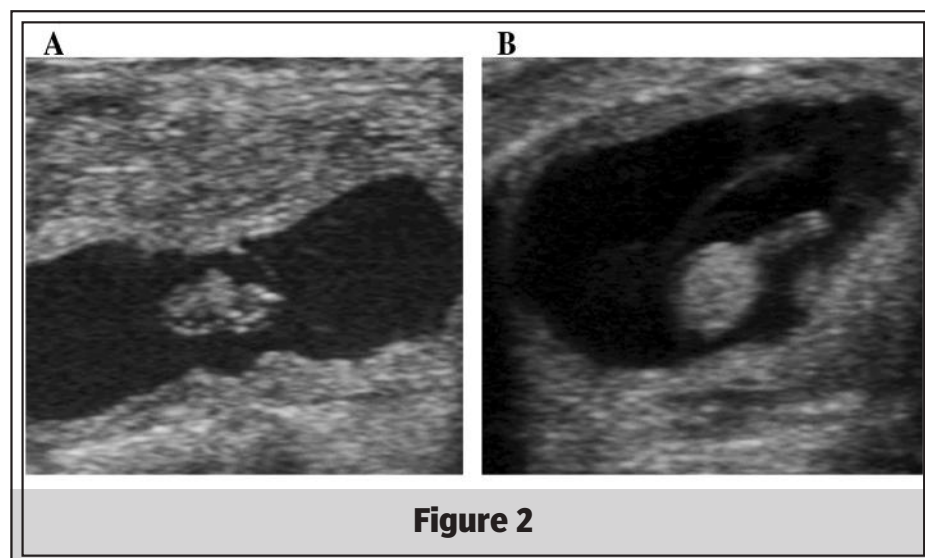


Figure 2

3. Blood and milk test for pregnancy diagnosis – The blood based pregnancy kits have been commercially available in the U.S. since 1992. Their popularity has grown over time as they don't require dedicated equipment or an experienced veterinarian. These ELISA based kits identify the pregnancy associated glycoproteins in the cow's bloodstream or milk, which are produced by the placenta. For pregnancy diagnosis from blood, two different ways are available for producers: mail-in laboratories and chute side tests. The BioPRYN (BioTracking, LLC), DG29 (Conception Animal Reproduction Technologies), and standard IDEXX Bovine Pregnancy Test (IDEXX Laboratories) are all mail-in laboratory tests. A blood sample is drawn, as seen in Figure 3, as early as 28 days post breeding or 70 days post calving and shipped to the certified labs. The results are typically returned within 1–5 days. In the U.S., several certified labs process these blood samples for pregnancy diagnosis, including Neogen, AgSource Laboratories, Sage Ag Labs, DHI Cooperative, Washington Animal Disease Diagnostic Laboratory, and several others. In addition, university diagnostic labs also process blood samples for pregnancy diagnosis, such as the University of Georgia Veterinary Diagnostic Laboratory in Tifton, Georgia. This diagnostic laboratory is a reasonably accessible regional option

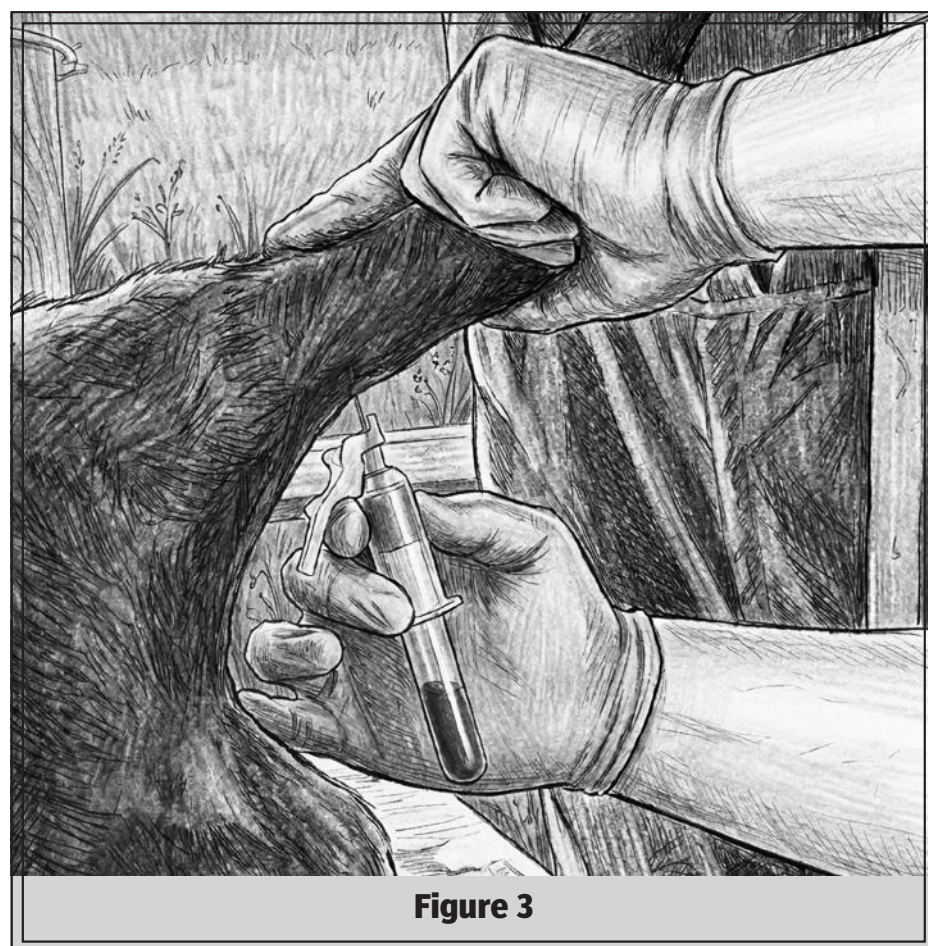


Figure 3

for producers in North Carolina and the broader Southeast. For chute side pregnancy diagnosis tests, some products are available for producers, including IDEXX's Alertys OnFarm Pregnancy Test, BioTracking's Pregnostx, and Vivometra Bovine PAG Pregnancy Test Kit, with no shipping required. The IDEXX Alertys OnFarm Pregnancy Test kit shows results in 20 minutes, whereas Pregnostx, a rapid version of BioPRYN that uses the same PSPB marker, shows results in about 30 minutes. Both of these products allow producers to sort pregnant, as seen in Figure 4, from open cows at the same handling event, without waiting on the lab results.

Reliable detection of pregnancy is achieved at 28 days post breeding and 70 days post calving. These kits are highly accurate for the identification of non-pregnant cows, with 99 percent true negative results. The false positive results of these kits are higher, around 1–5 percent^{5,24}. This can be attributed to early embryonic loss that occurred between the time of conception and blood collection. In dairy cows, heat stress causes more false positive results.

These blood based diagnosis kits are easier to implement than the other methods because they are non-invasive, no trained veterinarian is required, and easy to learn. Some of the disadvantages of the mail-in laboratory kits are that they do not give immediate results. In addition, these kits do not confirm the gestational age, fetal viability, and fetal sex. These kits cost around \$3–\$18 per cow plus tubes, needles, and shipping charges^{14,18,10}. Some of the chute side tests already include the tubes and needles with the test kits.

4. Less reliable methods – Observing cows returning to the standing estrus (i.e., heat) around 18–24 days after breeding is the oldest and least technical pregnancy indicator. No specific

Pregnancy Diagnosis *continued from the previous page*

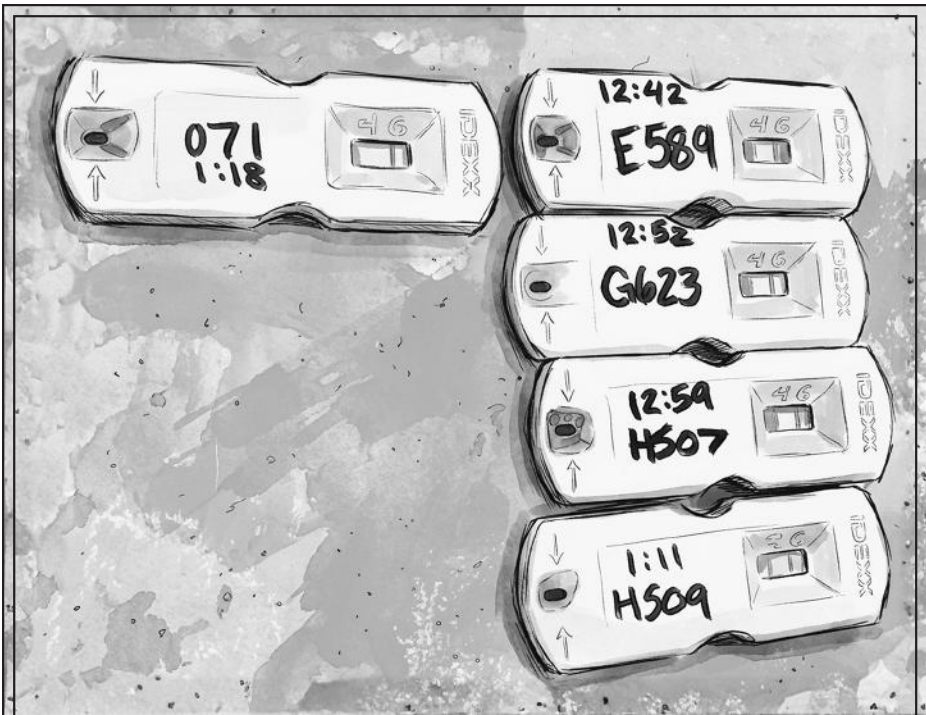


Figure 4

equipment is required for this technique, but it is the least reliable method, as about 6 percent of pregnant cows show some estrus like behavior, or the heat detection error could occur in the non-pregnant cows⁹. This approach should be considered as a rough screening tool, not a diagnostic tool.

Some other diagnostic biomarkers for pregnancy diagnosis are progesterone concentration, early pregnancy factor, estrone sulphate, interferon stimulated genes, and circulating microRNAs. These indicators have shown promising results in research. None of these methods is currently practical on a commercial basis for routine on-farm use.

Timing for Pregnancy Diagnosis and Benchmarks – Every cow-calf operation should perform at least one pregnancy diagnosis per year, typically 30–60 days after bull removal from the herd. This single pregnancy diagnosis is enough to identify open cows for culling and to sort the herd by expected calving date. Producers using artificial insemination (A.I.) can perform pregnancy diagnosis around 30 days after insemination, which will confirm which cows conceived to artificial insemination. Cleanup bulls are typically turned out on days 10–14 after A.I., so this pregnancy examination on day 30 after insemination would not capture cleanup bull pregnancies. Therefore, a final, herd wide pregnancy diagnosis, 30–45 days after the bulls are removed, will diagnose the remaining herd. Some producers also perform a third pregnancy diagnosis at weaning, simply to reconfirm that cows diagnosed pregnant earlier in the season are still carrying a calf. Pregnancy loss can occur at any point between diagnosis and calving, regardless of which pregnancy diagnostic method was adopted.

For the final, season long pregnancy diagnosis, an 85 percent or higher pregnancy rate is considered an acceptable outcome for a well managed cow herd on a 60–90 day breeding season^{18,21}. A “normal” open cow rate of around 5 percent has been documented for a well

run herd²². While others have set the realistic bar closer to an 87–90 percent pregnancy rate for commercial operations¹⁸. Raising the herd’s pregnancy rate from 87 percent to 95 percent adds roughly \$127 in return per calf¹¹.

The expectations from artificial insemination specific pregnancy rate should be considered different from the whole herd final pregnancy rate. Artificial insemination reflects a single service attempt for pregnancy rather than a multi-cycle breeding season. The pregnancy per artificial insemination (P/AI) rates for fixed-timed artificial insemination in *Bos taurus* cattle average around 51–55 percent⁸, with a documented range from 36 percent to 69 percent^{4,23,7,17,6,13,3,12}, depending upon protocol, semen handling, and technician experience. Producers just adopting the artificial insemination protocol should expect a realistic pregnancy rate in the 45–55 percent range. With a few years of artificial insemination experience, better cow preparation, protocol compliance, and more consistent heat detection and synchronization can often reach the low 60 percent range. These artificial insemination numbers are typically followed by a natural service cleanup period, after which the overall pregnancy rate should still land in the 85 percent or higher.

Right method for pregnancy diagnosis – There is not a single best method for pregnancy diagnosis because it will depend on what resources and goals a producer has. In addition, pregnancy diagnosis costs depend on herd size. For example, blood tests (\$3–\$18) don’t require a trained veterinarian, making them the most affordable option for small herds. But this technique does not provide any information about fetal viability, gestational age, or any fetal anomaly, as seen in Table 1. Whereas rectal palpation (\$3–\$10) becomes more competitive as herd size increases and a veterinarian’s farm call fee is diluted among more cows. Rectal palpation would be the fastest and gives an immediate answer, with minimal information about fetal viability. Transrectal ultrasonography would confirm the pregnancy and also confirm fetal viability, fetal sexing, twinning, or any reproductive-related disorder. This technique requires an experienced veterinarian and is the most expensive (\$4–\$25). No matter which method for pregnancy diagnosis is selected, the key factor is simply conducting pregnancy diagnoses yearly. Even the least sophisticated diagnosis method is significantly better than not performing any pregnancy diagnosis. The ultimate benefits come from a combined array,

Table 1: Comparison of different pregnancy diagnosis methods

Feature	Rectal Palpation	Transrectal Ultrasound	Blood Test – On Farm	Blood Test – Mail In
Earliest reliable detection post-breeding	35-50 days	28 days	28 days	28 days
Result	Immediate	Immediate	30 minutes	1-5 days
Gestational age determination	Yes	Yes	No	No
Fetal viability	Limited	Yes (heartbeat)	No	No
Twin pregnancy detection	Limited	Yes	No	No
Fetal sex determination	No	Yes (day 60)	No	No
Requirement of a trained veterinarian	Yes	Yes	No	No
Approx. cost per cow	\$3-\$10	\$4-\$25	\$10-\$18	\$2.40-\$6.50

such as culling open cows, which ultimately reduces feeding and production costs, especially when market prices are favorable and/or weather conditions are adverse (e.g., drought, flood, fire). Altogether, these benefits make pregnancy diagnosis one of the most cost effective practices available to cow-calf operations.

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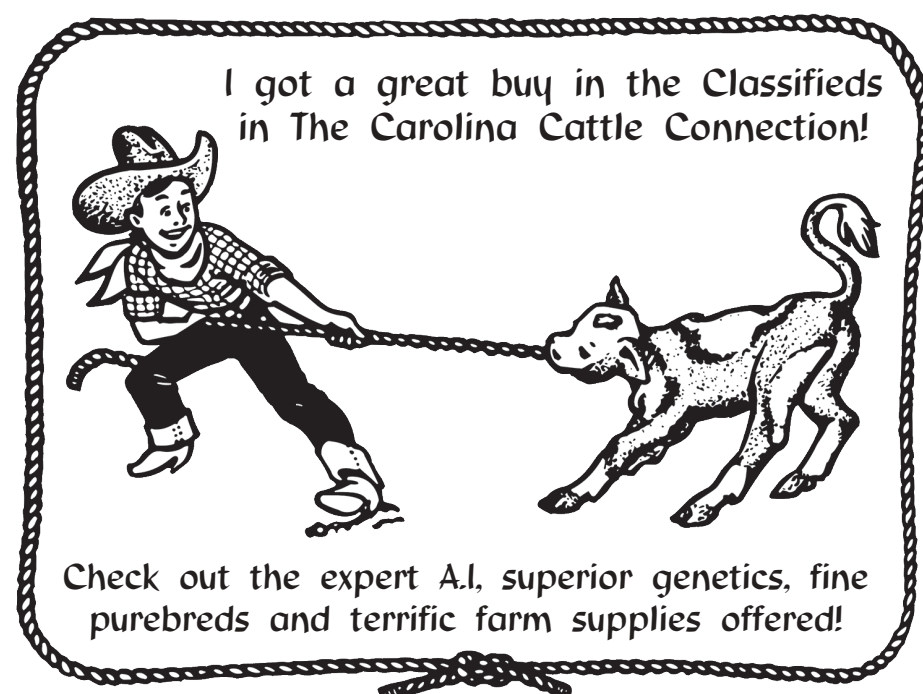
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FDA NEWS

FDA Issues Emergency Use Authorization for Drug to Prevent New World Screwworm in Multiple Species. The U.S. Food and Drug Administration recently issued an Emergency Use Authorization (EUA) for CLiK Extra (dicyclanil topical suspension) wound spray for application on or around wounds for the prevention of New World screwworm (NWS) infestations (myiasis) in sheep, cattle, goats, swine, camelids (e.g., camels, llamas, alpacas), and the following captive and captured wildlife species — cervids (e.g., deer, elk), American bison, bighorn sheep, and Sonoran pronghorn.

“Under President Trump’s leadership, we are giving American farmers, ranchers, veterinarians, and wildlife managers the tools they need to fight back,” said Acting FDA Commissioner Kyle Diamantas, J.D. “This emergency use authorization provides a new tool for preventing the spread of New World screwworm infestations, and we will continue to work to combat this threatening pest.”

Based on the totality of the scientific evidence available, the FDA has concluded it is reasonable to believe that CLiK Extra wound spray may be effective in the prevention of NWS myiasis when used as authorized and the known and potential benefits of the product outweigh its known and potential risks.

“The FDA recognizes that the impact of New World screwworm extends beyond the farm gate,” said Timothy Schell, Ph.D., director of the FDA’s Center for Veterinary Medicine. “Authorizing this product for captive and captured wildlife species, including bighorn sheep, Sonoran pronghorn, American bison, and cervids like deer and elk, is about protecting these animals and helping ensure they do not contribute to the spread of NWS in the United States.”

This EUA authorizes CLiK Extra wound spray only for the prevention of NWS myiasis associated with wounds, birth, and after surgical or husbandry procedures — e.g., dehorning, ear tagging, castration, tail docking, and shearing. It is applied at the time of wound appearance or creation. If a wound is already infested, or if an infestation develops after administering the product, contact a veterinarian to discuss treatment options.

CLiK Extra wound spray is available over the counter for topical use on or around wounds. Rather than killing NWS larvae, it acts as

an insect growth regulator that disrupts the development of larvae and halts their life cycle before they can cause tissue damage in the host animal.

CLiK Extra wound spray is not approved or conditionally approved by the FDA for any indication.

Detailed product information about CLiK Extra wound spray, including important food safety information, can be found in the *Fact Sheet: Emergency Use Authorization of CLiK Extra (dicyclanil topical suspension) Wound Spray for New World Screwworm (NWS)*.

This EUA will be effective until it is revoked or the HHS Secretary terminates the declaration that the potential public health emergency presented by NWS justifies the emergency use authorization of animal drugs for NWS.

CLiK Extra wound spray is sponsored by Elanco US Inc., based in Indianapolis, Indiana.

About the Food & Drug Administration. FDA is responsible for protecting public health by ensuring the safety, efficacy, and security of human and veterinary drugs, biological products, and medical devices, and by ensuring the safety of our nation’s food supply, cosmetics, and products that emit radiation.

FDA is responsible for advancing public health by helping to speed innovations that make medical products more effective, safer, and more affordable, and by helping the public get the accurate, science based information they need to use medical products and foods to maintain and improve their health.

FDA also plays a significant role in the nation’s counterterrorism capability. FDA fulfills this responsibility by ensuring the security of the food supply and by fostering the development of medical products to respond to deliberate and naturally emerging public health threats.



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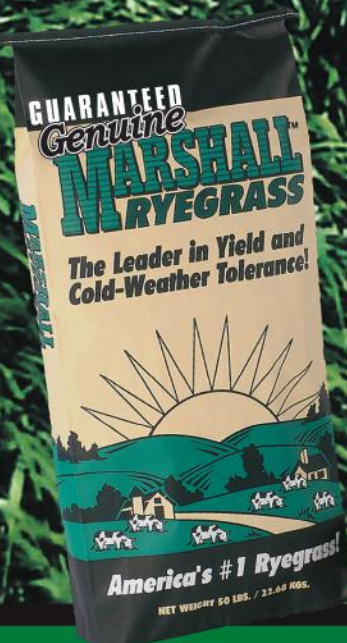
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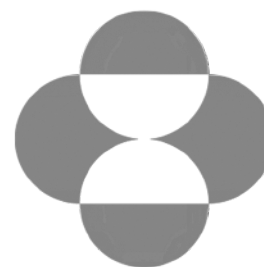
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UPDATE

Facing the Threat Together – Industry Aligns on New World Screwworm. The cattle industry has faced New World screwworm (NWS) before — and won. But as experts emphasized at the recent NWS Symposium sponsored by Merck Animal Health, the threat of this devastating parasite demands renewed vigilance, stronger coordination, and a proactive mindset across the entire livestock industry.

Stephen Diebel, a Texas cattle producer and president of the Texas and Southwestern Cattle Raisers Association, pointed to the magnitude of the threat, noting that New World screwworm poses a \$12–\$14 billion annual economic risk for the state of Texas when both livestock and wildlife are considered. That scale of loss underscores why the issue demands attention, even from producers who may feel geographically removed.

While New World screwworm does not pose a food safety concern, it is an animal health concern, and its ability to devastate animal populations is well understood. Infested animals can suffer severe tissue damage, become incapacitated, and, if untreated, die. The impact extends beyond cattle, affecting wildlife, companion animals, and other warm blooded species.

That broad host range makes New World screwworm a shared risk and a shared responsibility.

Understanding the cycle of New World screwworm and why it is a risk – New World screwworm differs from many common livestock pests in a critical way — it targets living tissue. The New World screwworm fly lays eggs in wounds, where larvae hatch and feed on the animal, causing significant pain and often severe damage, which can cause organ damage or systemic infections. This infestation of New World screwworm larvae is known as myiasis.

The adult New World screwworm fly is about the size of a common housefly (or slightly larger), with orange eyes, a metallic blue or green body, and three dark stripes. New World screwworm can be difficult to identify as it resembles other bot fly species. Confirmation of the fly's identity can be determined only by a trained individual. If you see suspicious flies, contact your veterinarian immediately.

Even small wounds can serve as entry points. Experts stressed that vulnerabilities can range from something as minor as a tick

bite to larger injuries. The umbilical cords of newborn calves are especially at risk. This makes routine management practices — calving, branding, and processing — key moments of risk.

Additionally, New World screwworm does not respect geographic boundaries. Because it is a flying insect, it can spread across operations and regions regardless of fences or property lines. This, combined with the national movement of livestock, creates a potential pathway for rapid spread.

Dr. Diane Kitchen of the Florida Department of Agriculture emphasized that while southern climates are particularly conducive to year round survival of NWS, the risk of outbreak is not limited to those regions. Livestock movement means that animals — and the pests that affect them — can travel far beyond their origin.

The importance of early detection — Across all speakers, one principle stood out above the rest — early detection is the most powerful tool available.

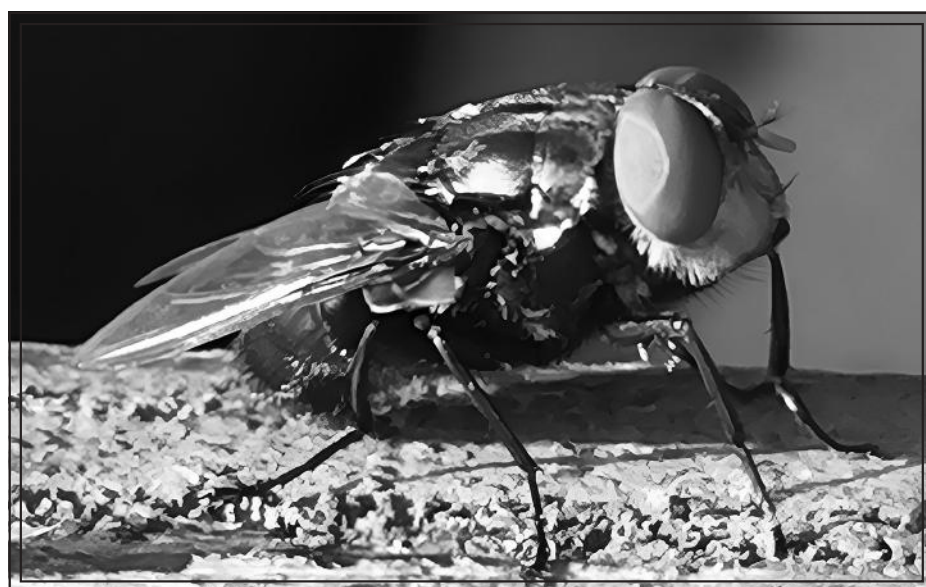
Dr. T.R. Lansford III of the Texas Animal Health Commission framed it simply — “The most important thing we can put on animals for screwworms is our eyes.” Daily observation of livestock, along with awareness of wildlife and companion animals, is essential for identifying wounds and potential infestations early.

That vigilance can make the difference between a manageable situation and a widespread outbreak.

History provides a clear example. During a 2016–2017 outbreak in the Florida Keys, New World screwworm was present for multiple generations in wildlife before being officially reported. By the time authorities who could help were alerted, the parasite had already caused significant damage and mortality, particularly in wildlife populations.

Experts emphasized that producers should err on the side of caution. Even if most cases turn out not to be New World screwworm, early investigation of suspected cases is critical to protecting the broader industry.

Reporting is critical — Despite the importance of reporting, hesitation remains among some producers. Concerns about regulatory consequences or market disruptions can create reluctance.



However, symposium speakers were clear — early reporting enables rapid response. Identifying the location of an infestation allows authorities to implement control measures, including sterile insect techniques, to contain and eliminate New World screwworm before it spreads.

New World screwworm is classified as a foreign animal disease pest in the United States, and reporting suspected cases is a legal requirement for veterinarians, producers, and animal caretakers.

Diebel emphasized that strong identification and reporting practices ultimately help safeguard markets. In a time of strong cattle prices, protecting regional and national market access is directly tied to how effectively the industry manages threats like NWS.

New World screwworm preparedness starts on the ranch — While government agencies and cattle industry organizations play a key role in response, preparedness begins at the ranch level to help with infestation prevention.

Producers are encouraged to take a proactive approach by evaluating their operations and identifying potential vulnerabilities.

Merck Update continued on the next page



Merck Update *continued from the previous page*

That includes:

- Enhancing surveillance and observation routines
- When possible, adjusting calving seasons or locations to improve monitoring
- Minimizing injuries through facility and handling improvements
- Strengthening relationships with veterinarians
- Implementing or updating comprehensive ectoparasite control programs

Diebel noted that even incremental changes — such as improving surveillance or refining protocols — can make a meaningful difference.

Dr. Jason Sawyer of the East Foundation echoed that sentiment, describing preparedness as an ongoing process of evaluating risk, understanding exposure potential, and identifying mitigation strategies. In many cases, it involves adapting existing animal health protocols rather than building entirely new systems.

For example, producers may consider shifting the timing of certain practices or incorporating preventive treatments earlier in the production cycle. These adjustments can help reduce the likelihood of infestation or improve response time if an outbreak occurs.

Industry wide collaboration is essential – With recent detection in the U.S., New World screwworm response requires coordination across multiple stakeholders — producers, veterinarians, state and federal agencies, researchers, and industry organizations.

Communication and information sharing are critical to ensuring that all parties understand the risk, recognize the signs, and know how to respond.

Equally important is education. Producers are encouraged to share knowledge with employees, neighbors, and local communities to build awareness and strengthen collective preparedness.

As speakers emphasized, the goal is not just to respond to an outbreak but to limit its impact through early action and coordinated effort.

How New World screwworm infestations in cattle can be treated and prevented – While vigilance and preparedness remain foundational, new tools are also emerging to support the industry's response.

At the symposium, the Merck Animal Health technical services team highlighted EXZOLT CATTLE-CA1 (fluralaner topical solution), a conditionally approved pour-on labeled for the:

- Prevention and treatment of infestations caused by New World screwworm (*Cochliomyia hominivorax*) larvae (myiasis)
- Treatment and control of cattle fever tick (*Rhipicephalus microplus*)

The product represents a new class of parasiticide not previously available in the livestock industry. It has demonstrated 100 percent efficacy against myiasis for at least 14 days post treatment.

As a prescription product, its use requires a veterinarian-client-patient relationship, reinforcing the importance of veterinary partnerships in overall herd health management.

While no single tool can eliminate the threat, innovations like EXZOLT CATTLE-CA1 provide producers and veterinarians with additional options to integrate into broader parasite management strategies.

The lessons shared at the NWS Symposium point to a clear path forward:

- Stay vigilant through daily observation
- Report early and often to enable rapid response
- Strengthen preparedness plans at the ranch level
- Collaborate across the industry to share information and resources
- Leverage new tools and technologies as part of integrated management

Perhaps most importantly, the industry can draw confidence from its history. New World screwworm has been eradicated from the United States before. With coordinated effort, it can be defeated again.

About Merck Animal Health. *At Merck, we are unified around our purpose —we use the power of leading edge science to save and improve lives around the world. For more than a century, we've been at the forefront of research, bringing forward medicines, vaccines, and innovative health solutions for the world's most challenging diseases. Merck Animal Health, a division of Merck & Co., Inc., in Rahway, N.J., is the global animal health business of Merck. Through its commitment to The Science of Healthier Animals, Merck Animal Health offers veterinarians, farmers, producers, pet owners, and governments one of the widest ranges of veterinary pharmaceuticals, vaccines, and health management solutions and services, as well as an extensive suite of connected technology that includes identification, traceability, and monitoring products. Merck Animal Health is dedicated to preserving and improving the health, well being, and performance of animals and the people who care for them. It invests extensively in dynamic and comprehensive R&D resources and a modern, global supply chain. Merck Animal Health is present in more than 50 countries, while its products are available in some 150 markets. For more information, visit www.merck-animal-health.com.*



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National Farm Safety & Health Week

September 21–25

By MARION BARNES, *Clemson University*

Farmers and agricultural communities are vital to the success and well being of our nation. Every day, rain or shine, farmers and ranchers provide the food, fiber, and fuel this country and the world require. As America celebrates its 250th birthday, we should never take for granted the importance of the American farmer and rancher and the role they play in our lives.

Agriculture continues to be one of the most dangerous industries in the U.S., with some of the highest worker fatality rates. The third week in September has been recognized as National Farm Safety and Health Week since 1944, serving as an annual reminder to the public and the agricultural community of the dangers of living and working on a farm. The 2026 National Farm Safety and Health Week theme is Safety Today, Success Tomorrow.

Because farming and ranching are as much a rural lifestyle as an occupation, the entire family, including children, is often exposed to many hazards associated with the agricultural workplace. Agriculture often presents unique safety challenges due to long workdays, changing weather conditions, unpredictable livestock and working in close proximity to large, powerful machinery. Farm families must therefore take responsibility for educating family members and employees about the hazards they face and ways to prevent agricultural related injuries.

Preventing injuries and fostering a safe work environment should be a top priority for every farm. Recognizing and increasing awareness of hazards is a key component of being safe today and successful tomorrow. Unfortunately, farm safety does not always receive the attention it needs on many operations until a close call, serious injury, or fatality occurs.

Successful farm safety programs begin by focusing on a few specific risk areas and encouraging proactive hazard identification and management. For example, on average, more than 130 farm workers die from tractor overturns each year in the United States. Rollover protection structures (ROPS) and seatbelts have been shown to be 99 percent effective in preventing deaths or serious injuries during tractor rollovers. The operator stays within the roll bars' protective zone because of the seatbelt — if worn properly — while the ROPS prevents crushing injuries. Although tractors manufactured after 1985 are equipped with ROPS and seatbelts, many farmers still use older tractors lacking these safety devices. If you own or operate older model tractors that are not equipped with ROPS and seatbelts, either take them out of service or retrofit them with certified aftermarket ROPS kits. Check with your local equipment dealer or the manufacturer to determine the availability of certified ROPS retrofit kits. It's advisable for dealerships to install aftermarket ROPS.

Most farm safety incidents don't often happen by chance. They are usually the result of underlying circumstances that build up over

time. Some common causes of farm injuries and fatalities, and areas of concern include:

- **Lack of awareness** – When someone misses a warning sign, overlooks a hazard, or fails to notice changes in their work environment, the risk of injury increases sharply. Situational awareness is more than just paying attention. It's being fully aware of what's happening around you so you can make informed decisions and react appropriately if the need arises. For example, when working with livestock, one should always be "reading" the animal's behavior signs and signals for stress and agitation or aggression (pawing the ground, bellowing, head tossing, or pinning of ears); have an escape route; and identify the animal's blind spots and flight zones. Don't overlook maternal instincts as cows with new born



calves may become aggressive when protecting their calves. Bulls account for less than 2 percent of the livestock population but are responsible for almost 50 percent of cattle related worker fatalities.

• **Complacency & overconfidence** – Occur when we become too comfortable with our everyday tasks to the point that we think nothing will go wrong and stop thinking about the safety aspect of the situation. Overconfidence causes us to ignore warnings, skip steps, and take unnecessary risks. Just because the task seems simple and routine doesn’t mean it can’t injure or kill you. For example, ignoring or failing to replace damaged or missing PTO guards and shields can cause rotating PTO drivelines to catch on loose fitting clothing and entangle limbs in milliseconds. A PTO driveline operating at 540 rpm rotates 9 times per second and can entangle 7 feet in one second! The average human reaction time is about ¾ of a second (0.75 sec.). You can’t win a race with a machine!

• **Taking shortcuts** – The time to safely complete a task is minimal when compared to the high financial and emotional cost associated with an injury, disability, or a fatality resulting from a farm safety incident. When it comes to farm safety, every time you take a shortcut, you’re rolling the dice. Don’t sacrifice safety to save time!

• **Distractions** – While operating large equipment greatly increases the risk of severe injuries on the farm. Anything that diverts your attention from the task at hand is a distraction. Texting, calling, or checking updates on your phone or mobile device while driving tractors or other large farm equipment diverts your attention and delays reaction times. Digital displays and monitors in modern machinery cabs can also distract the operator.

• **Stress and fatigue** – Have been cited as two of the key causes of agricultural injuries. Tired farmers make mistakes. Working long hours during planting and harvest seasons without proper rest can impair judgment, coordination, and alertness. Worrying about weather, crops, livestock, and financial obligations while managing the many activities a modern farming operation requires can increase stress and affect farmers’ physical and mental health.

• **Youth safety** – When working with youths on the farm, provide age appropriate tasks, give clear and concise instructions, provide age appropriate supervision, and help them when needed. Think about age, development, and body size when deciding which tasks to assign. Safety should be a priority when assigning chores. Another great way to promote safety with youths is to conduct periodic farm safety audits. The audits will allow you to identify hazards to correct while also teaching youths about hazards and how to prevent them. Important areas to cover include machinery, livestock, pesticides, and confined spaces such as grain storage and handling facilities.

• **Roadway safety** – The continued urbanization of traditional agricultural production areas has led to an increase in the mix of farm equipment and motor vehicles on our public roadways. Each year, incidents involving motorists, tractors, and other farm equipment occur on public roadways, resulting in injuries, fatalities, and costly equipment damage. Three of the most common types of collisions involving motor vehicles and farm equipment include sideswipes, rear end collisions, and left turn collisions. To improve farm equipment safety and visibility on the roadway, consider the following – replace old faded SMV emblems with new brighter,

more reflective models; use reflective tape to show equipment size; use flashers and turn signals to indicate your intentions to motorists, use an escort vehicle when transporting or driving large, wide equipment, avoid moving equipment at dusk or dawn or other times of limited visibility and obey all traffic laws and traffic signs. Be a courteous equipment operator by not obstructing traffic flow. If and when it is safe to do so, let the motorist pass safely. Use extreme caution when entering or reentering the roadway with farm equipment.

In recognition of National Farm Safety and Health Week, make it a point to take a closer look at your farming operation and commit to improving safety practices and incorporating them into your daily activities.

S.C. Cattle Receipts, Trends, and Prices for the Month of JULY 2026			
Cattle Receipts: 7,709 • Previous Month: 6,357 Feeder supply - 25% steers • 40% heifers • 35% bulls			
SLAUGHTER CLASSES			
	Avg. Wt.	Price	
Cows - % Lean			
Breaker	1,422	\$186.54	
Boner	1,201	\$186.27	
Lean	1,057	\$168.13	
Bulls - Yield Grade 1-2	1,614	\$209.95	
FEEDER CLASSES			
FEEDER STEERS (Medium and Large 1-2)			
Wt. Range	Avg. Wt.	CWT	Avg. Price
400-450	422	451.70	\$1,906.17
450-500	474	455.34	\$2,158.31
500-550	523	423.68	\$2,215.85
550-600	570	394.79	\$2,250.30
600-650	617	391.18	\$2,413.58
650-700	675	337.77	\$2,279.95
FEEDER BULLS (Medium and Large 1-2)			
Wt. Range	Avg. Wt.	CWT	Avg. Price
400-450	423	459.07	\$1,941.87
450-500	465	437.90	\$2,036.24
500-550	515	405.74	\$2,089.56
550-600	567	390.96	\$2,224.56
600-650	616	346.36	\$2,133.58
650-700	672	324.59	\$2,181.24
FEEDER HEIFERS (Medium and Large 1-2)			
Wt. Range	Avg. Wt.	CWT	Avg. Price
400-450	419	414.80	\$1,738.01
450-500	461	417.25	\$1,923.52
500-550	521	371.85	\$1,937.34
550-600	575	363.99	\$2,092.94
600-650	614	334.06	\$2,051.13
650-700	676	295.47	\$1,997.38
Source: S.C. Department of Agriculture - USDA Market News Service Columbia, S.C. - 803-737-4491			

Sun Safety and the Critical Role of Tractor Canopies for Farmers

Farming is one of the most vital and physically demanding professions, requiring long hours spent outdoors under the relentless sun. This necessary exposure, however, comes with a significant occupational hazard — prolonged exposure to solar ultraviolet radiation (UVR). Due to the nature of their work, farmers experience higher rates of skin cancer than indoor workers. Furthermore, long term overexposure to the sun's UV rays dramatically increases the risk for skin cancer, premature aging, and eye damage, alongside heat related illnesses like heat stress and dehydration. Prioritizing sun safety is not just about comfort; it is a critical investment in the farmer's long-term health and the continued productivity of their operation.

Understanding the Invisible Threat – The sun emits ultraviolet radiation, primarily categorized as UVA and UVB rays, which penetrate the skin. This exposure is the root cause of short term effects like sunburn and long term effects that contribute

to premature skin aging and the development of skin cancer. In fact, nearly five million Americans are treated for skin cancer each year, making it the most common cancer in the United States. Outdoor workers, including those in agriculture, often surpass established safety thresholds for occupational UVR exposure. The sun's rays are harmful throughout the year, regardless of clouds, as



up to 80 percent of UV rays can pass through overcast skies.

To mitigate this pervasive risk, sun safety must be approached holistically, combining personal protective measures with essential equipment upgrades. Resources from organizations like the N.C. Agromedicine Institute and Farm Bureau emphasize a multi-layered defense to protect the people working in the field, agriculture's greatest asset.

Comprehensive Personal Sun Protection Strategies – Since

avoiding the midday sun is often impractical for farmers who need to maximize daylight during planting and harvest seasons, personal protective equipment and planning become paramount.

• **Protective Wear** – Clothing is one of your best defenses against the sun. Farmers should wear loose protective clothing, such as long sleeved shirts and pants, that covers as much skin as possible. Choosing tightly woven fabric with an Ultraviolet Protection Factor (UPF) of 50 or higher offers robust protection. Additionally, a wide brimmed hat that shades the eyes and covers the back of the neck is essential. To protect the eyes and the delicate skin around the eyes — a common site for skin cancer — UV absorbent sunglasses with UVA and UVB protective lenses are a must, with wraparound styles offering enhanced coverage.



Current NC Farm Bureau members are eligible to apply for reimbursement of up to \$250 to retrofit their farm tractor or other production agriculture equipment with their choice of sun canopy to protect from the harmful effects of sun exposure.

Complete Your Application Today!

SAFETY
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NORTH CAROLINA FARM BUREAU

KEEP it SAFE



NC Farm Bureau is committed to helping its members minimize farm hazards through education and proactive programs. The Tractor Canopy Cost Share Program assists members in fitting an open cab tractor with the sun shade of their choice to reduce sun exposure.

Long-term overexposure to the sun's UV rays increases the risk for skin cancer, premature aging, and eye damage.

ncfb.org/safety-program
safety@ncfb.org



Tractor Canopy

COST SHARE PROGRAM



Save on CoolTops Canopies.
For more information,
visit ncfb.org/member-benefits

Email safety@ncfb.org for more information.



- **Sunscreen and Hydration** – Apply a broad spectrum sunscreen with an SPF of 30 or higher to all exposed skin, including the ears, neck, hands, and lips. It should be applied about 20–30 minutes before going outside and generously reapplied every two hours, or more frequently if sweating heavily. Furthermore, staying hydrated is crucial for preventing heat stress, so drinking plenty of water and avoiding alcohol and carbonated drinks are important steps in a sun safety routine.

- **Workplace Planning** – Where possible, farmers should plan their workday to avoid outside tasks during peak sunlight hours, typically between 11:00 a.m. and 3:00 p.m. or 10:00 a.m. and 4:00 p.m. Regular breaks in shaded areas, perhaps every two hours, allow the body to cool down and provide an opportunity to reapply sunscreen.

The Critical Role of Tractor Canopies – While protective clothing and sunscreen are vital, the tractor canopy is the cornerstone of equipment based sun safety, providing consistent, overhead shade during long hours in the field.

A canopy is an overhead cover or roof that attaches to a Roll-Over Protective Structure (ROPS) or the tractor frame. While the certified ROPS is primarily a reinforced roll bar designed to protect the operator during a catastrophic rollover, the canopy serves as a crucial accessory to shield the operator from the elements, reducing UV exposure and mitigating long term skin damage and heat related illnesses.

Benefits of a Canopy:

- **UV Reduction and Skin Cancer Mitigation** – A canopy provides physical shade, which is one of the most effective ways to reduce direct sun exposure and block overhead sunlight.

- **Heat Stress and Comfort** – By reducing direct sun exposure, canopies help prevent heat stroke and dehydration, significantly enhancing operator comfort and productivity. Quality canopies may feature elements designed to reduce reflective glare and heat bounce back, such as textured undersides.

- **Equipment Protection** – Beyond operator safety, a durable canopy protects the machine itself, shielding seats, dashboards, and control surfaces from UV exposure and weather, accelerating wear.

The ideal setup for any open cab tractor combines a certified ROPS – which is required for maximum safety and works best when the seat belt is worn – with a quality canopy for optimal protection and comfort.

To assist members in making this vital safety upgrade, N.C. Farm Bureau (NCFB) offers the Tractor Canopy Cost Share Program. This proactive program is a core component of NCFB's commitment to minimizing farm hazards.

Current N.C. Farm Bureau members are eligible to apply for a reimbursement of up to \$250 to retrofit their farm tractor or other production agriculture equipment with a sun canopy. Key details of the program include:

- **Eligibility** – The applicant must be a member in good standing and own equipment used for production agriculture. The canopy must be purchased new.

- **Reimbursement** – NCFB will cost-share up to \$250 on the canopy and any needed hardware. If the cost is less than \$250, the member is reimbursed the actual expense; if the cost is more, they receive the maximum of \$250.

- **Flexibility** – Members have the freedom to select their own canopy style, color, and brand, and they can install it themselves following the manufacturer's instructions. NCFB members also receive a discount on CoolTops canopies. Grants are awarded once per membership per calendar year.

Ultimately, the responsibility for sun safety rests with the individual farmer. By adopting a comprehensive sun safety strategy – combining personal protection with essential equipment like a tractor canopy – farmers can effectively mitigate their risk and ensure they stay healthy and productive for years to come.

For more information, visit ncfb.org/safety-program or email safety@ncfb.org.



Pasture Management Systems, Inc.

MILE OF FENCE PROGRAM

New Members by County in 2026 *(as of 8-18-26)*

Alamance	0	Cumberland	2	Johnston	7	Randolph	4
Alexander	7	Currituck	0	Jones	1	Richmond	2
Alleghany	2	Dare	0	Lee	3	Robeson	22
Anson	4	Davidson	1	Lenoir	0	Rockingham	3
Ashe	4	Davie	0	Lincoln	5	Rowan	6
Avery	0	Duplin	5	McDowell	5	Rutherford	20
Beaufort	2	Durham	0	Macon	6	Sampson	4
Bertie	0	Edgecombe	1	Martin	1	Scotland	0
Bladen	3	Forsyth	1	Madison	0	Stanly	1
Brunswick	0	Franklin	4	Mecklenburg	0	Stokes	2
Buncombe	29	Gaston	0	Mitchell	1	Surry	3
Burke	13	Gates	0	Montgomery	3	Swain	0
Cabarrus	1	Graham	0	Moore	2	Transylvania	2
Caldwell	3	Granville	12	Nash	7	Tyrrell	0
Camden	0	Greene	0	New Hanover	0	Union	3
Carteret	0	Guilford	23	Northampton	0	Vance	2
Caswell	2	Halifax	2	Onslow	0	Wake	9
Catawba	10	Harnett	1	Orange	4	Warren	2
Chatham	4	Haywood	20	Pamlico	2	Washington	0
Cherokee	0	Henderson	8	Pasquotank	0	Watauga	2
Chowan	0	Hertford	0	Pender	1	Wayne	3
Clay	0	Hoke	2	Perquimans	0	Wilkes	8
Cleveland	5	Hyde	0	Person	0	Wilson	11
Columbus	1	Iredell	6	Pitt	1	Yadkin	4
Craven	2	Jackson	3	Polk	1	Yancey	1

Grand Total 359



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- 2 Stretcher Bar Pullers
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- 1 100 ct. Jars of Long 2-3 Crimp Sleeves
- 1 Crimping Tool
- 3 Rolls of 4,000 ft. 12.5 ga High Tensile Electric Fence Wire: Class 3 Galvanized, 170 K psi
- 4 Bags of 25 Speedrite HD end strainer insulators
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2025 MILE OF FENCE WINNER



2026 Member Benefit PROGRAM

The N.C. Cattlemen's Association is excited to launch the Member Benefit Partner Program, connecting trusted businesses with cattle producers across North Carolina. Through this program, members receive exclusive discounts from industry partners.

These partnerships are designed to deliver real savings and enhance the value of your NCCA membership!

The Partners



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Why Membership Matters

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- Greater influence on policy and industry issues
- Access to valuable resources and opportunities
- A stronger, united cattle industry

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Supporting The Next Generation through investment in youth leadership opportunities, scholarships, judging contests, educational programs, and the development of future cattle industry leaders.

Promoting the cattle industry through education. Supporting our university partners in promoting agriculture opportunities.

Connecting Producers Across The State through meetings, events, leadership opportunities, and industry communication.

Membership Application & Renewal Form

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Cary, NC 27512

To join or renew your membership online, scan the QR code or visit www.nccattle.com/membership



For assistance, contact our office at 919-552-9111

New NCCA Members for 2026

During the Membership Committee meeting at the 2007 N.C. Cattle Conference, members decided to list the name and county of residence of **NEW** NCCA members in *The Carolina Cattle Connection*. A new member is someone who has never been a member or has rejoined after a brief break in their membership.

Alleghany County

Joey Lyon – Little Pine Farm

Buncombe County

Kinsley Brown

Gary Roberts

Kyle Roberts – JK Roberts Cattle

Rocco Sinicrope – Biltmore

Duplin County

Jeffery Williams – M & J Farms

Haywood County

Jannah Francis

Caleb Glance

R. Keith Hyatt

Charles Justin Ross

Joey Trantham

Hoke County

Billy & Candace Brock – Double C Farms

McDowell County

Chris Thompson

Madelyn Thompson

Rutherford County

Jace Bradley

Wake County

Thomas Ezzell

Warren County

Chris Daniels – CD Cattle & Farms

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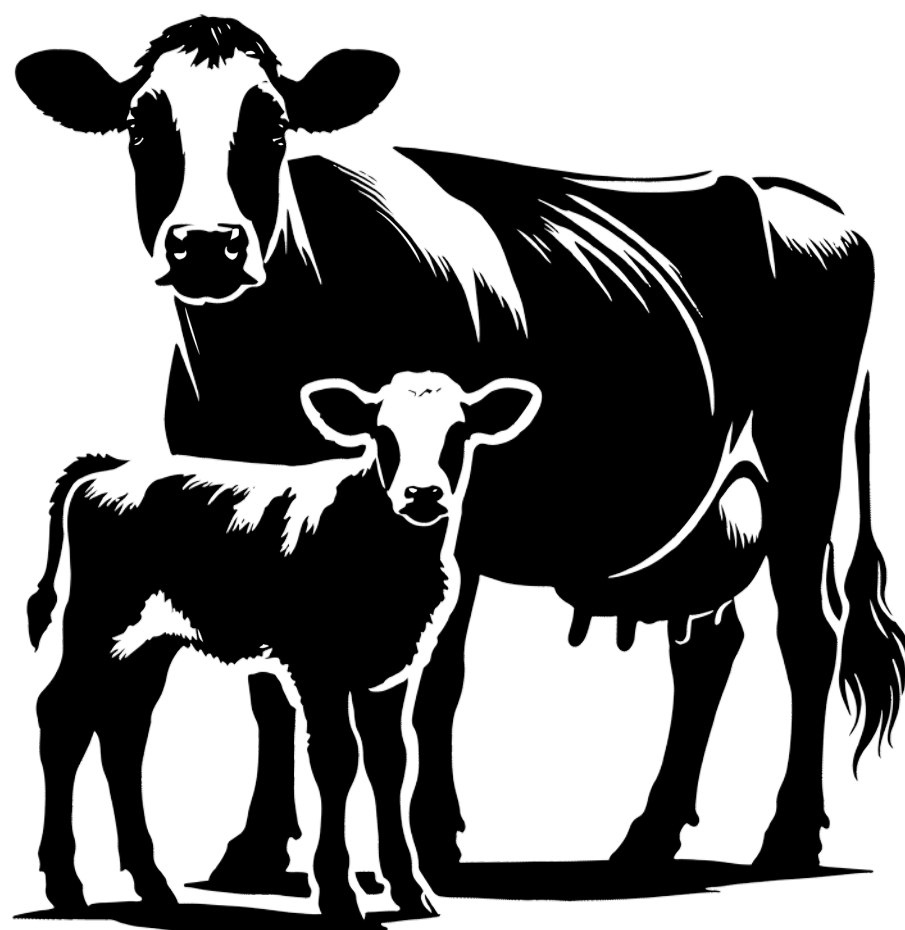
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Spicy Drowned Beef Sandwiches

Total Time — 40 minutes

- 12 ounces thinly sliced deli roast beef, cut into 1/2" strips
- 2 teaspoons olive oil
- 1 cup thinly sliced onion
- 1/2 cup thinly sliced jalapeño pepper (*about 1 jalapeño pepper*)
- 3/4 cup salsa verde, divided
- 1/2 cup tomato sauce
- 1–2 teaspoons chopped chipotle peppers in adobo sauce
- 1 tablespoon fresh lime juice
- 8 whole wheat slider buns

Heat oil in a large nonstick skillet over medium heat until hot. Add onion and jalapeño pepper; cook 5–7 minutes until tender, stirring occasionally. Add roast beef; cook for 3 minutes, stirring frequently. Stir in 1/2 cup salsa verde; cook 2 minutes or until heated through, stirring frequently.

Meanwhile, to prepare the dipping sauce, combine the tomato sauce, the remaining 1/4 cup salsa verde, the chipotle pepper, and the lime juice in a small saucepan. Heat over low for 5 minutes, stirring occasionally. Keep warm.

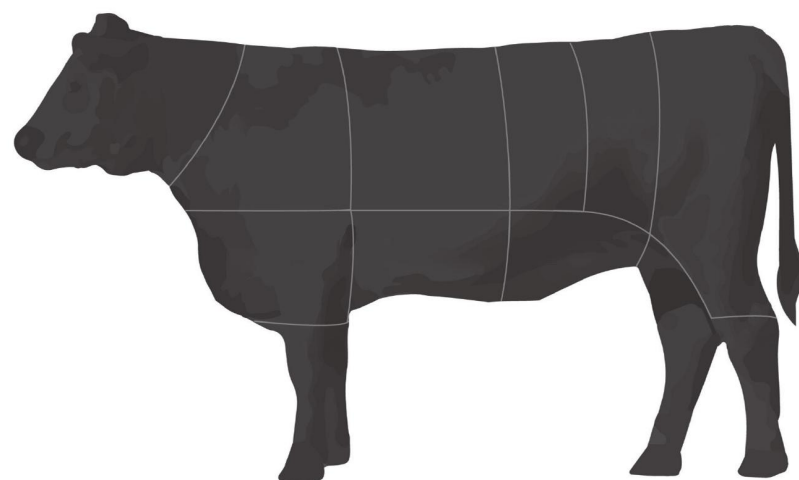
Divide the beef mixture evenly among slider buns. Close the sandwiches. Using a panini press or double griddle on medium-high heat, grill the sandwiches in batches for 5–7 minutes until toasted on both sides. Serve sandwiches with the warm dipping sauce.

Makes 4 servings.



SELL MORE BEEF

**by joining North Carolina's
official marketing program
for agriculture –
Got to Be NC!**



- * List your farm and products in our Find Local directory *
- * Receive marketing assistance *
- * Have opportunities to meet wholesale and retail buyers *



Got to Be NC Find Local is an online directory of farms selling beef from a pound of ground to bulk packages. List your farm and products for free.

The site is promoted across all North Carolina counties and receives thousands of visits each month.

Join today!



For more information about the Got to Be NC program, contact April at April.Keeton@ncagr.gov

37th Annual Halifax County Beef Roast

Coordinated by the Halifax County Cattlemen’s Association, the 37th Annual Beef Roast was held at the Halifax Agriculture Center. We cooked and served a little over 1,200 lbs of top round beef, selling approximately 65 whole roasts and around 435 plates for both eat in and take out. Each plate consisted of a half to three-quarters of a pound of sliced beef served on a hoagie roll with cold coleslaw, a bag of chips, a drink, and three ounces of our signature homemade sauce. This annual tradition is a wonderful occasion to reconnect with people you might only see once a year and come together for great food and fellowship.



As always, it took many hands to pull off such a successful event. A special thanks goes to our members Dr. Ben Winslow, Chris Fitts, and Zach White, who stayed up all night feeding charcoal to the cookers to ensure the beef turned out just right — a effort confirmed by several satisfied customers. The serving line was coordinated by Beth Burchell with key assistance from local 4-H livestock program youth.



Because our local Cattlemen’s Association — like many others — faces an aging membership, staying productive, recruiting new members, and managing the purchasing side of the beef are becoming quite a task. Proceeds from this event directly support our mission by promoting the beef industry, funding scholarships for graduating high school students heading off to college, and addressing other needs as they arise within the local beef industry.



N.C. Cattle Receipts, Trends, and Prices for the Month of JULY 2026			
Cattle Receipts: 10,826 • Previous Month: 13,822			
Feeder supply - 24% steers • 42% heifers • 34% bulls			
SLAUGHTER CLASSES			
	Avg. Wt.	Price	
Cows - % Lean			
Breaker	1,585	\$164.25	
Boner	1,289	\$169.27	
Lean	1,021	\$145.88	
Bulls - Yield Grade 1-2	1,595	\$196.71	
FEEDER CLASSES			
FEEDER STEERS (Medium and Large 1-2)			
Wt. Range	Avg. Wt.	CWT	Avg. Price
400-450	429	450.08	\$1,930.84
450-500	472	429.36	\$2,026.58
500-550	525	411.92	\$2,162.58
550-600	570	398.55	\$2,271.74
600-650	618	369.69	\$2,284.68
650-700	670	345.34	\$2,313.78
FEEDER BULLS (Medium and Large 1-2)			
Wt. Range	Avg. Wt.	CWT	Avg. Price
400-450	424	417.55	\$1,770.41
450-500	474	399.57	\$1,893.96
500-550	522	373.21	\$1,948.16
550-600	572	352.37	\$2,015.56
600-650	620	332.24	\$2,059.89
650-700	670	319.00	\$2,137.30
FEEDER HEIFERS (Medium and Large 1-2)			
Wt. Range	Avg. Wt.	CWT	Avg. Price
400-450	426	399.80	\$1,703.15
450-500	472	386.55	\$1,824.52
500-550	522	362.36	\$1,891.52
550-600	572	348.68	\$1,994.45
600-650	620	326.53	\$2,024.49
650-700	670	312.49	\$2,093.68
Source: N.C. Department of Agriculture - USDA Market News Service			
Raleigh, N.C. - 919-707-3156			



AgCarolina

FARM CREDIT

NEWS

AgCarolina Farm Credit Recognizes Graduates of Ag Biz Courses. Farm Credit recently recognized participants for successful completion of the 2025–2026 Ag Biz educational program. This program is an online learning opportunity that focuses on financial and business planning, budgeting, and other essential farm management topics critical to long term success. Throughout the program, each participant is paired with an AgCarolina Farm Credit loan officer as their mentor, who provides guidance and support.

The Ag Biz program is designed for young, beginning, and small farmers and is offered in two tracks — Ag Biz Basics and Ag Biz Planner. Ag Biz Basics is tailored for individuals who are starting or in the early stages of a farming operation, while Ag Biz Planner is intended for those already involved in agriculture as primary decision makers or key influencers within an operation.

Participants in both tracks completed a series of online modules and attended an in-person conference in Greenville, North Carolina. During the conference, participants had the opportunity to network with fellow farmers from across five states, learn from a variety of industry speakers, and tour a local farm.

This year's Ag Biz cohort represented a diverse range of agricultural operations, including swine, poultry, honey, vegetables, flowers, cattle, egg production, and more.

Congratulations to the following Ag Biz Basic graduates:

- Garrett Hood of Goldsboro, N.C.
- Shane Moore of Snow Hill, N.C.

Congratulations to the following Ag Biz Planner graduates:

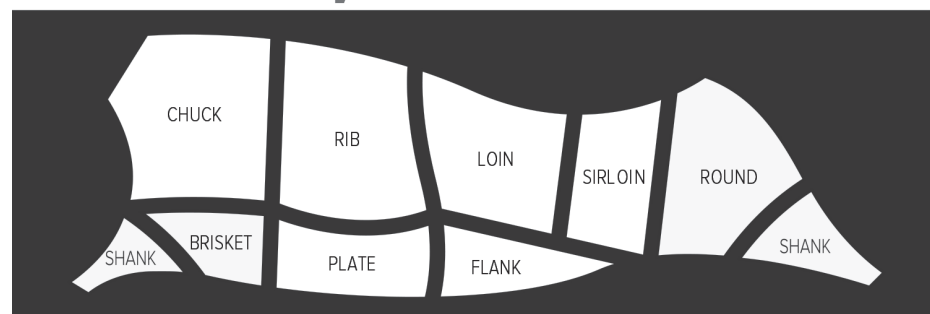
- Trid and Kristy Copeland of Windsor, N.C.
- Wilton Shooter of Rowland, N.C.
- Weston McRimmon of Rowland, N.C.
- Alex and Ashley Askew of Whitakers, N.C.
- James Douglas of Aberdeen, N.C.

AgCarolina Farm Credit congratulates all graduates on their accomplishments. Applications for the next Ag Biz program are now available at agcarolina.com and must be submitted by October 1.

About AgCarolina Farm Credit. AgCarolina Farm Credit is a member owned financial cooperative with headquarters in Greenville, North Carolina. They are the leading provider of credit to full and part time farmers in central, eastern, and southeastern North Carolina. AgCarolina Farm Credit has over \$3 billion in loans and commitments outstanding to nearly 6,000 members across their 46 county territory. Loans are made to finance land, homes, farm buildings, operating expenses, livestock, and equipment, as well as other purposes across their 46 county territory. Federally chartered and a part of the national Farm Credit System, AgCarolina Farm Credit is

locally owned by its members. AgCarolina Farm Credit helps achieve goals and dreams while strengthening communities. AgCarolina Farm Credit owes their successes to their members and appreciates their support in helping them grow and remain financially strong. Each member has a direct impact on the association's continued growth and the payment of patronage. Returning a patronage refund is evidence of their commitment to their members and the cooperative principles, which makes AgCarolina Farm Credit the most reliable and trusted agricultural lender in the area.

Want to buy beef from a farmer?



Scan with your phone's camera to open
a directory of North Carolina beef farmers.
meatsuite.com



Want to Sell More Meat in Bulk?



List Your Farm Online for FREE



www.meatsuite.com

Visit the site and click
"sign up" to add your farm.

Sign up

MEATSUITE is an online directory of farms selling meat in bulk. The site is promoted in counties across NC and receives thousands of page views per month!

For more information about Meat Suite, contact
Lee Menius at lamenius@ncsu.edu



United States Department of Agriculture
National Institute of Food and Agriculture

A Message from the CEO

Midterms Don't Matter?

By COLIN WOODALL, *National Cattlemen's Beef Association*



Just a few months ago, President Trump commented that he really didn't care about the midterms. I'm here to tell you that I do, and I hope you do, too. I care because the outcome of the 2026 General Election will impact everything we work on for the next two years — and beyond. Truth be told, the president is still watching these races very carefully.

This midterm election cycle has been wild. As I am writing this, we've just learned South Carolina Senator Lindsey Graham passed away. In the U.S. Senate, nine Republicans are retiring, running for other office, lost their primary, or have died. Four Democrats are retiring. That is 13 percent of the Senate. In the House of Representatives, 33 Democrats have either retired, are running for other office, lost their primary, or died. On the other side of the aisle, 40 Republicans have met similar fates. That is almost 17 percent of the total House membership. This is particularly high turnover for Congress.

Republicans running for re-election have had to navigate many obstacles, including the threat of President Trump getting in the middle of their race. Representative Thomas Massie from Kentucky, Senator Bill Cassidy from Louisiana, and Senator John Cornyn from Texas all met a primary demise, and President Trump's endorsement of their ousters made a difference. For Democrats, the rise of democratic socialist candidates running — and winning — their primary races could open more Congressional districts up for similar candidates. All of this has been further complicated by a mid-decade redistricting push that may or may not influence November's outcome.

The primaries aren't over yet. Many of you live in states with August and September primaries, so the final stage for the November general election has not been completely set. Here in Colorado, the primary to select the Democrat candidate for governor resulted in current Senator Michael Bennet losing a race many thought he had in the bag. The reason I call this race out is because his loss means he will remain a U.S. senator and has the seniority to become the next Chairman or Ranking Member of the Senate Agriculture Committee. Had he won and gone forward with his gubernatorial campaign, it would have set up Senator Cory Booker from New Jersey with the seniority to take that committee slot. While we find ways to work with members of Congress from all sides, having a vegan Senate Ag Committee chairman would have been challenging.

Working with all sides is key to NCBA's success in D.C. Our focus

now is capitalizing on the current political environment. Both Congress and the president are working on issues important to us, and we are trying to help them find ways to be successful. We would still like to see a Farm Bill finished so that all of us in agriculture will know what the USDA program landscape looks like. Right now, they are home for the annual August recess. Once they return after Labor Day, it will take everything they have in the tank to pass some sort of federal funding bill before the end of the fiscal year. After that is done, they will high tail it back home for the final stretch of the campaign. The "lame duck" session will be the next best time for any legislative action.

While capitalizing on the current political environment is important, we also take a strategic look at where the political environment will be after election day. Reading the political tea leaves is not as easy as it once was, but we need to be prepared for a Democrat led House of Representatives.

If that happens, the next two years will be a series of oversight and impeachment hearings. We will work with our friends in the House to influence some of those oversight hearings in a way that could help us. You've heard me say this before, but any organization that only works with one party will ultimately fail in their policy advocacy work. We have a long list of House members from both parties who support us and work with us. We also have a list of House members from both parties who are as irritating as birdshot in the rump.

Regardless of the Congressional leadership, the president still has more than two years left to roll back burdensome rules and regulations, and we will be helping him and his team get as many done as possible. His team has delivered several huge wins for us, but we have many more that need to get done before they leave 1600 Pennsylvania Avenue.

The American electorate is in the driver's seat when it comes to what will happen on November 3, but we aren't without a way to help influence the outcome. NCBA's Political Action Committee, or PAC, is an effective way to help get pro-cattle business candidates elected to Congress. NCBA-PAC has a long track record of supporting winning candidates, and we are pushing to raise \$2 million to support as many candidates as we can. Your support of our PAC is critical, but at the very least, I'm asking you to show up and vote. It is always important to exercise our right to vote, but especially during our semiquincentennial year.



National Cattlemen's
Beef Association

2026 NCBA POLICY PRIORITIES

NCBA's policy focus for 2026 is to defend the free market, promote free trade, and reduce regulatory burdens to preserve opportunities for producer profitability and strong beef demand. There will be an increased focus on elevating and defending the voices of real cattle producers and grassroots membership driven policies.

- Continue to press the administration to roll back harmful regulations to keep working lands working.
- Enhance and strengthen U.S. mitigation measures against the incursion of New World Screwworm.
- Protect the U.S. cattle herd from foreign animal diseases and pests through heightened awareness and preparedness actions.
- Expand market access for U.S. beef exports and hold trade partners accountable to ensure equivalent animal health and food safety standards for imported beef.
- Promote science-based nutrition policies and sound, fact-based information for consumers.
- Push for further hours-of-service flexibility, increased truck weights, and continue delaying ELD requirements for livestock haulers.
- Safeguard the U.S. cattle and beef supply chain by working with the administration to ensure there is a strong workforce to limit processing disruptions for producers.

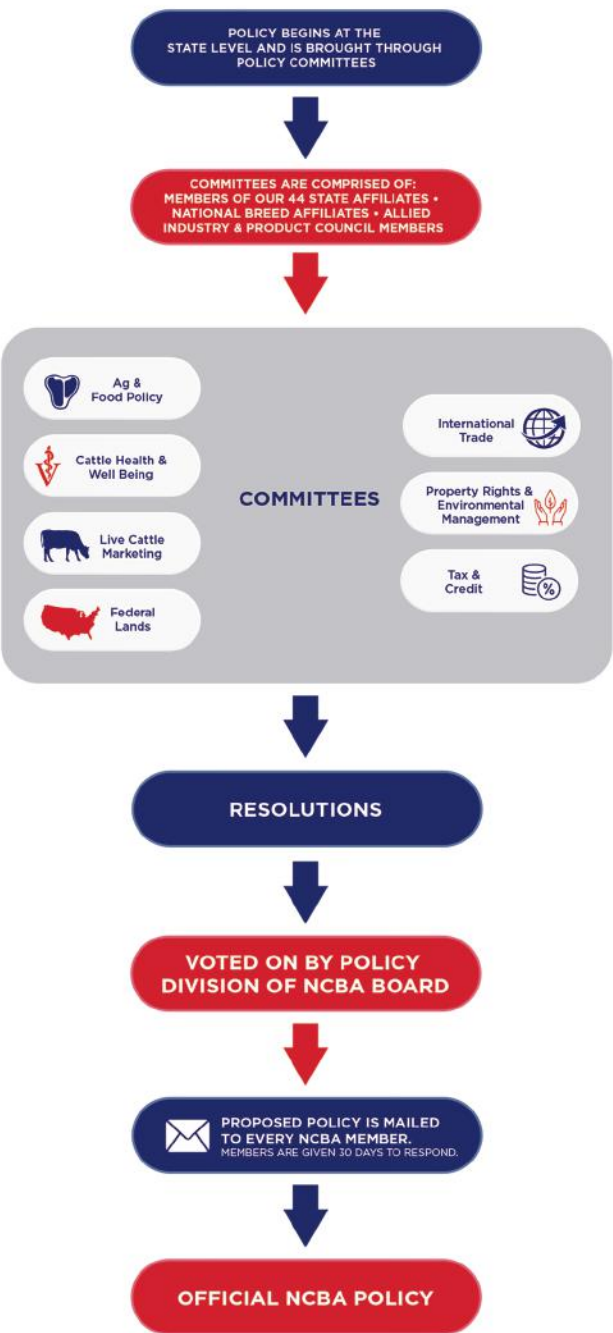
NATIONAL CATTLEMEN'S BEEF ASSOCIATION

1275 Pennsylvania Avenue NW, Suite 801 Washington, D.C. 20004

202.347.0228 | @BeefUSA



HOW NCBA DRAFTS POLICY



The National Cattlemen's Beef Association serves your interests through defending your operation and property from government overreach, protecting the legacy of your farm/ranch with tax relief, expanding trade opportunities that add value to your cattle, and protecting the beef industry from attacks by animal rights activists.

NCBA's policy process begins and ends with individual members. As a grassroots driven organization, individual producers set the course for NCBA's advocacy work in Washington, D.C. by submitting policy resolutions on the local and state levels. NCBA's state affiliate associations then present their proposed resolutions at our annual national meetings. From there, passed resolutions are collected on a ballot and mailed to every NCBA member where they have the choice to vote for or against all proposed policies. Once approved, passed resolutions then become official NCBA policy.

Our grassroots policy process ensures that cattle producers of all sizes and in every region are well represented in the halls of Congress, the White House, and federal agencies.

AS AN NCBA MEMBER, WE SERVE YOUR INTERESTS BY:

- Promoting the policy of cattlemen in our Nation's Capital.
- Defending your personal liberties and private property rights against government overreach.
- Protecting the legacy of your farm or ranch by advocating for tax relief.
- Adding value to your cattle by expanding trade opportunities.
- Delivering new and innovative education opportunities to help you improve the management of your farm and ranch.
- Protecting the beef community from attacks by animal rights activists.

JOIN TODAY!



NAME

BUSINESS/RANCH NAME

ADDRESS LINE 1

CITY/STATE/ZIP

CELL PHONE

OFFICE PHONE

EMAIL

RECRUITED BY

NCBA PRODUCER

COW-CALF PRODUCER

- HERD SIZE
- | | |
|------------------------------------|---------|
| ☐ 1-100 | \$160 |
| ☐ 101-250 | \$320 |
| ☐ 251-500 | \$480 |
| ☐ 501-750 | \$693 |
| ☐ 751-1000 | \$960 |
| ☐ 1001-1250 | \$1,227 |
| ☐ 1251-1500 | \$1,493 |
| ☐ 1501-1750 | \$1,760 |
| ☐ 1751-2000 | \$2,027 |
| ☐ 2001+ | |
- \$2,027 + \$0.4053/head =**

STOCKER/FEEDER

- ☐ **\$160 + \$0.4053/head =**

ASSOCIATE MEMBERS

NON-CATTLE OWNERS, NON-VOTING

- | | |
|-------------------------------------|-------|
| ☐ Individual | \$160 |
| ☐ Business | \$213 |
| ☐ Student | \$53 |
- (24 or younger)

TOTAL AMOUNT PAID

PAYMENT METHOD

- ☐ Check ☐ Visa ☐ Mastercard ☐ American Express

Card #

EXP CVC

Signature



Checks payable to National Cattlemen's Beef Association



HONORING HERITAGE

Protecting What Matters



JOIN TODAY

866.233.3872

Join NCBA and stand with fellow cattlemen and women, creating a powerful network that advances the interests of the cattle industry. Together, we strengthen our rural communities and our industry, preserving a heritage that is the backbone of America and your family's legacy.



National Cattlemen's
Beef Association

Help us **build our herd.**



NCBA **defends all cattlemen and women**, but to be effective we need producers to **band together**. Join NCBA and encourage your friends, family and neighbors to **join our herd**. Help secure the **future of our industry** by recruiting your friends, family and neighbors to **join our fight**.



Scan QR code and join us today!

To learn more, visit [NCBA.org](https://www.ncba.org) or call us at 866-233-3872

NCBA President's Report

Reflections from the Summer Business Meeting

By **GENE COPENHAVER**, National Cattlemen's Beef Association



When nearly 700 cattle producers gather in one place, the conversations are about much more than committee meetings and votes. They are about the future of our industry.

As I reflect on our Summer Business Meeting held recently in Colorado, I leave encouraged, not only by the business we accomplished but also by the people who continue to make this organization strong. Every producer who took time away from their operation and family to participate demonstrated a commitment to something bigger than themselves — ensuring the cattle industry remains strong for generations to come.

We are fortunate to be part of this industry at a remarkable moment. Cattle markets remain strong, consumer demand for beef continues to reach historic levels, and producers have opportunities to build successful businesses. That optimism was evident throughout the week, but that alone doesn't secure our future. It takes engagement, thoughtful discussion, and a willingness to work together to address the challenges that lie ahead.

One of the greatest strengths of NCBA is our grassroots process. Our policy priorities don't begin in Washington, D.C., and they don't originate in NCBA's offices. They begin with cattle producers.

Throughout the week, NCBA members and our network of state cattlemen's associations brought forward ideas, debated solutions, and helped shape policies on issues that matter to producers across the country. Discussions ranged from reviewing the Conservation Reserve Program and strengthening Livestock Risk Protection to addressing emerging animal health concerns like *Theileria orientalis* Ikeda, a disease transmitted by the Asian longhorned tick. Those conversations ensure our

policies reflect the realities facing cattle producers today.

Just as importantly, Beef Checkoff committees reviewed and discussed NCBA's proposed body of work as a contractor, and we were proud to spotlight our efforts that will continue advancing the research, education, and promotion efforts that help build consumer confidence and drive demand for beef. Advocacy protects our ability to raise cattle. Beef promotion helps ensure consumers continue choosing beef. Together, those efforts create a stronger future for every segment of our industry.

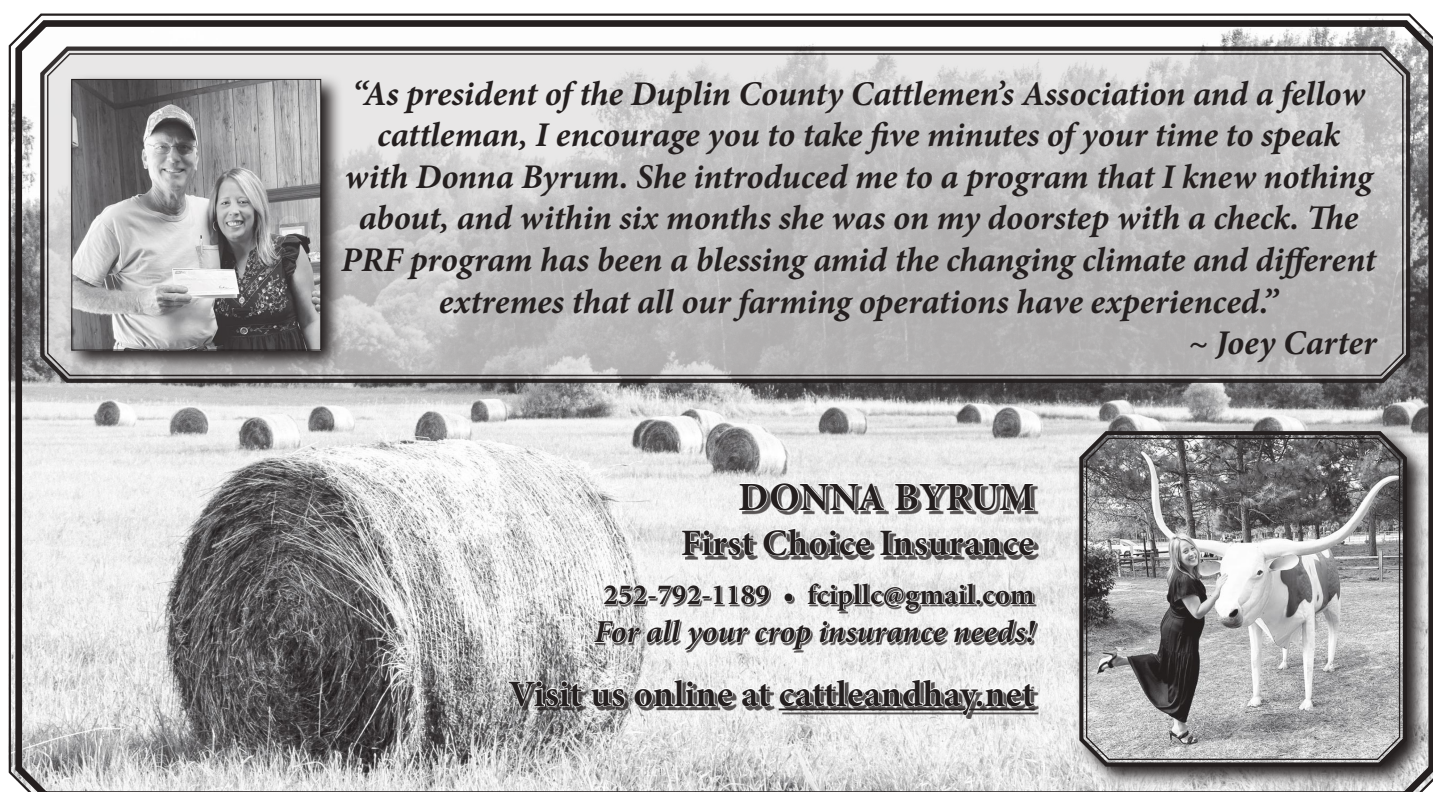
As I think back on the week, I'm reminded that progress is often measured in a series of small wins. A productive committee discussion. A new relationship formed between producers from different states. A fresh perspective shared across the table. A policy recommendation refined through respectful debate. Individually, those moments may seem small. Collectively, they shape the direction of our association and the future of the cattle business.

We will continue this work as an industry when cattle producers and stakeholders gather for CattleCon 2027. Make sure to check our website for details at www.convention.ncba.org. I hope to see many of you there.



"As president of the Duplin County Cattlemen's Association and a fellow cattleman, I encourage you to take five minutes of your time to speak with Donna Byrum. She introduced me to a program that I knew nothing about, and within six months she was on my doorstep with a check. The PRF program has been a blessing amid the changing climate and different extremes that all our farming operations have experienced."

~ Joey Carter



DONNA BYRUM
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For all your crop insurance needs!
 Visit us online at cattleandhay.net



UPDATE!

Register Today for CattleCon 2027. Biggest Cattle Industry Event of the Year Returns to Nashville. CattleCon 2027 is returning to the Music City Center in downtown Nashville, Tenn., February 2–4, 2027, with business meetings beginning February 1. Attendee registration and housing are now open for the biggest cattle industry event of the year.

As the cattle industry continues to evolve, CattleCon 2027 offers producers the opportunity to stay ahead of what's next. Attendees will gain practical insights, explore the latest innovations, connect with industry leaders and peers, and participate in discussions that will help shape the future of the beef cattle business. More than an annual convention, CattleCon is where producers invest in the knowledge, relationships, and opportunities that position their operations for success.

"Whether you are part of a multi-generation ranch or just getting started in the cattle business, CattleCon 2027 has something for everyone," said NCBA President Gene Copenhaver. "I'm looking forward to welcoming everyone to Nashville to experience the best our business has to offer."

There is plenty to see and do, so plan to come early and stay a little longer. Some activities, including ANCW meetings, begin on January 31, and NCBA Policy Committee and region meetings are on February 1. The Opening General Session and NCBA Trade Show officially kick things off on February 2. Stick around for post show activities on February 5, including the Grazing Management Workshop and Tour, as well as the NCBA Agricultural Tour.

CattleCon 2027 features popular events such as Cattlemen's College, CattleFax Outlook Session, D.C. Issues Update, Cattle

Feeders Hall of Fame Banquet, and Prime Cut Awards Ceremony, along with more surprises to be announced. Producers actively engage as they participate in NCBA policy meetings and guide Beef Checkoff committee discussions. The National Cattlemen's Beef Association, the Cattlemen's Beef Board, American National CattleWomen, CattleFax and National Cattlemen's Foundation also hold annual meetings during the event.

The award winning NCBA Trade Show includes acres of displays as well as live cattle handling demonstrations, educational sessions, and entertainment. The Marquee Stage returns, featuring engaging sessions with industry experts. Trade show exhibitors showcase the latest advancements, from equipment and technology to pharmaceuticals and feed supplements, all conveniently located under one roof.

Register early for the best rates and housing selection. For more information and to register, visit convention.ncba.org.



NCBA Statement on President Trump's Truth Social Post. National Cattlemen's Beef Association (NCBA) Chief Executive Officer Colin Woodall recently issued the following statement in response to President Trump's post regarding beef imports:

"NCBA is disappointed by the President's statement. While America's cattle producers share the goal of keeping groceries affordable for consumers, flooding the market with government subsidized, below market beef is not the way to rebuild the American cattle herd. Cattle markets have already turned sharply lower this morning, to the detriment of farmers and ranchers. This is a critical time of year for cattle producers, as we approach the season where they are making decisions regarding their herds. Cattle farmers and ranchers are responding to strong market signals and historically high demand, and we are already working to rebuild after years of ongoing drought, high input costs, and other challenges that have reduced U.S. cattle numbers. This announcement and other market interventions throw cold water on the prospect of herd expansion and sacrifice long term stability for short term messaging."

About the National Cattlemen's Beef Association. NCBA has represented America's cattle producers since 1898, preserving the heritage and strength of the industry through education and public policy. As the largest association of cattle producers, NCBA works to create new markets and increase demand for beef. Efforts are made possible through membership contributions. To join, contact NCBA at 866-BEEF-USA or membership@beef.org.



**Have you forgotten something?
Make sure your cattle loving friends are members of your state and national associations!**



N **CBA, PLC, and WCA Urge Senate to Pass Bill Delisting Gray Wolf.** The National Cattlemen’s Beef Association (NCBA), Public Lands Council (PLC), and Wisconsin Cattlemen’s Association (WCA) recently urged the Senate to pass S. 1306 and thanked Senator Ron Johnson, R–Wisconsin, for elevating this critical issue on behalf of livestock producers. The legislation would reissue the 2020 rule delisting gray wolves in the lower 48 states, returning management authority to the states, and is the Senate companion to the Pet and Livestock Protection Act, which passed the House in late 2025 with bipartisan support. Earlier today, Senator Johnson took to the Senate floor and sought unanimous consent to pass the legislation. While the request was met with an objection, NCBA and PLC remain committed to advancing this commonsense measure and urge Senate leadership to give the bill the consideration it deserves.

“Gray wolves are no longer hovering on the brink of extinction and represent a successful recovery,” said Skye Krebs, NCBA vice president

and Oregon rancher. “Populations are thriving, but Endangered Species Act protections limit management and allow these apex predators to negatively impact rural communities and family owned cattle operations that are vital to rural economies. This is not just a cattle industry issue; it’s a public safety, economic, and governance concern. The last three U.S. presidents have recognized wolf recovery. Cattle producers and rural communities across the country are urging Congress to return gray wolf management to the states.”

“The science has been clear across both Democrat and Republican administrations — the gray wolf has recovered. Animal activist groups have weaponized the Endangered Species Act in court to keep wolves listed, leaving rural communities to manage abundant apex predator populations with limited tools. Ranchers and rural communities across the West face economic and emotional strain from wolf populations that prey on livestock and pets. We strongly urge the Senate to pass this critical legislation and restore state management authority,” said Tim Canterbury, PLC president and Colorado rancher.

“For too long, gray wolves have run unchecked across the Upper Great Lakes. Since 2021, Wisconsin has confirmed more than 161 cattle and calf depredations and paid more than 200 missing calf claims. Chronic stress from wolf pressure adds an unnecessary burden to livestock and the families who raise them. More than \$650,000 has been paid in damage claims in Wisconsin since 2021, but compensation never makes producers whole. We need practical, state led management that protects livestock, supports rural communities, and restores balance for livestock producers. It’s time to remove Endangered Species Act protections and return management to states,” said Jared Geiser, Wisconsin Cattlemen’s Association president and Wisconsin cattle producer.

About the Public Lands Council. PLC represents public lands ranchers in Washington, D.C. Since 1968, PLC has worked with Congress and the federal land management agencies to maintain a stable business environment in which livestock producers can conserve the West and feed the nation and world. Visit www.publiclandscouncil.org to learn more.

2026 South Carolina Sale Barn Cattle Receipts												
	January	February	March	April	May	June	July	August	September	October	November	December
Darlington	791	895	773	1,430	749	767	722					
Laurens	698	730	858	920	532	667	803					
Orangeburg	695	588	567	704	812	431	693					
Saluda Livestock Market	2,530	2,481	2,424	3,111	2,484	2,570	3,352					
Saluda Stockyards	513	352	765	691	506	425	677					
Williamston	1,324	1,446	1,745	1,790	823	1,496	1,462					

Beef Quality Assurance Spanish Resources Available. The Beef Checkoff funded Beef Quality Assurance (BQA) program provides best practices around cattle handling, facility management, cattle transportation, good record keeping, and protecting herd health, which result in better outcomes for cattle and producers. Now, the National Cattlemen's Beef Association, a contractor to the Beef Checkoff, announces the release of many BQA resources in Spanish. Spanish BQA program materials are available at www.bqa.org/resources/recursos.

"For more than 30 years, BQA has provided producers and the cattle industry the science based information and tools we need to assure cattle well being, beef quality, and safety," said NCBA President Gene Copenhaver. "Producers asked for these translated materials, and I'm glad we now have them available."

The dedicated Spanish page of the BQA website features the following Spanish materials:

- BQA Certification
- BQA Transportation Spanish Certification online modules for both farmer/rancher and professional drivers
- Spanish National BQA Manual
- Spanish BQA Field Guide
- A Spanish playlist on the BQA YouTube page with helpful training resources
- BQA training materials available for Spanish speaking trainers or for anyone interested in hosting a BQA training fully in Spanish
- Forms and checklists

"The Right Way is the Only Way, and these resources help us extend that message to everyone involved in making the U.S. cattle industry the best it can be," Copenhaver said.

For those interested in accessing materials or becoming BQA certified, in English or Spanish, visit www.bqa.org. This project was funded in part by a grant from the National Institute for Food



NEWS

and Agriculture Veterinary Services Grant Program awarded to NCBA, providing educational and teaching resources in Spanish to veterinarians and producers.

About Beef Quality Assurance. BQA is a nationally coordinated, state implemented program funded by the Beef Checkoff that provides U.S. beef producers guidelines and certification drawn from common sense husbandry techniques and accepted scientific knowledge on how to raise cattle under optimum management and environmental conditions. BQA reflects a positive public image and instills consumer confidence in the beef industry. When producers implement the best management practices of a BQA program, they assure their cattle are the best they can be. For more information on BQA, visit www.bqa.org.





Extension - Gaston County Center

BEEF QUALITY ASSURANCE (BQA) TRAINING

Gain valuable skills and certification for your operation!



DATE & TIME

Saturday, September 26th,
2026



Registration: 8:00 AM to 8:30 AM

Training Class: 8:30 AM to 1:00 PM



COST & FEES

- **FREE:** Training Only (No Test)
- **\$15:** N.C. Cattlemen's Association (NCCA) Members (includes test)
- **\$65:** Non-Members (includes test & 1-year NCCA membership)

*Payment due day of event - CASH OR
CHECK ONLY.*



LOCATIONS

In-Class Session:

Gaston Citizens Resource Center
1303 Dallas-Cherryville Hwy,
Dallas, NC

Chute Side Demo & Test:

5515 Sparrow Dairy Rd,
Gastonia, NC



RSVP

RSVP REQUIRED BY:

Friday, September 18, 2026
704.922.2118

**Register today and enhance your
herd's health and profitability!**

NC Cooperative Extension is an equal opportunity provider.



Beef Finds Value Around the World. Demand for beef doesn't end at the domestic meat case or restaurant menu. Around the world, customers value different cuts, flavors, and eating experiences — and those preferences create opportunities to capture more value from every carcass.

Building Demand Market by Market – Through Beef Checkoff funded foreign marketing efforts, the U.S. Meat Export Federation (USMEF) works in key international markets to build relationships, identify opportunities, and position U.S. beef with buyers who value its quality. The goal is straightforward: move each beef cut or variety meat item to the market where it brings the strongest value.

In many cases, that market is here at home. But international customers are often willing to pay more for some cuts and variety meats because those products fit their food culture, menus, and consumer demand.

Adding Value – That matters to producers because export value is reflected in the overall value of fed cattle. In 2025, U.S. beef export value equated to \$391.94 per head of fed slaughter. While that was down from the year before due largely to limited access to China for much of 2024, export value strengthened in early 2026. Through January-March, export value averaged \$431.66 per head, up 2 percent from that period in 2025. In March, export value reached \$456.56 per head, the highest monthly average in 12 months¹.

Today's cattle market is being shaped by tight supplies, consistent beef demand, and consumers who continue to pay for beef at higher prices.

Exports are one part of that demand picture. They are not the only reason cattle prices are strong, but they help broaden demand for beef beyond what we sell here at home. That is especially important for cuts and variety meats that may not command the same value here in the United States. When more parts of the carcass find customers who value them, exports help support the overall value of the animal — and that contributes to a stronger demand base for beef.

Variety Meats Are a Bright Spot – One of the clearest examples of export value is beef variety meats, such as liver, heart, tongue, kidneys, tripe, and more. These products often command limited value in the domestic market, but in many countries, they are in strong demand. In 2025, beef variety meat exports equated to 25 pounds per head of fed slaughter, valued at more than \$45 per head. Tongue exports alone accounted for more than \$15 per head, with tripe, livers, and lips adding additional value¹.

That demand has continued into 2026. Variety meats like beef tongues and livers have been a major bright spot, with export value setting a monthly record in December 2025, then topping that mark again in January and March. In March, beef variety meat export value reached \$135.6 million, up 50 percent year-over-year. March volume reached 29,062 metric tons, the largest monthly total in nine years¹.

Matching the Cut to the Market – Different markets value different parts of the animal. In Japan, beef tongues are highly valued. In Japan and Korea, thinly sliced short plate is used in beef bowls, hot pot, and tabletop grilling. Egypt is a market for livers, and Mexico is an important destination for many round and chuck cuts as well as variety meats.

Those differences help U.S. beef compete globally. While U.S. beef is often higher priced than beef from other exporting countries, international customers continue to value its taste, quality, and consistency. That premium position helps create demand beyond commodity pricing alone.

Opportunities Ahead – Today, Japan is the leading volume market for U.S. beef and second in value, while South Korea leads in value and ranks second in volume. Mexico, Canada, and Taiwan complete the top five in both value and volume. Looking ahead, established markets like Korea, Japan, and Taiwan remain priorities, while improved access in the United Kingdom and Saudi Arabia creates new opportunities. If U.S. beef regains access to the Chinese market, recapturing market share in China will also be a major focus. Africa also represents a long term growth opportunity that will require steady market development.

Bringing It Back to the Producers – Exports are not a replacement for strong domestic demand. They are an additional way to strengthen the value of U.S. beef by matching more cuts and variety meats with the customers who value them most. From tongues in Japan to short plate in Korea and livers in Egypt, global demand helps make more out of every carcass. Demand does not stop at our borders — and neither does the opportunity to bring more value back to U.S. cattle producers.

References

¹He, W., Connolly, E.D., Cross, H.R., & Wu, G. (2024). Dietary

About the Beef Checkoff. The Beef Checkoff Program was established as part of the 1985 Farm Bill. The checkoff assesses \$1 per head on the sale of live domestic and imported cattle, in addition to a comparable assessment on imported beef and beef products. States may retain up to 50¢ on the dollar and forward the other 50¢ per head to the Cattlemen's Beef Promotion and Research Board, which administers the national checkoff program, subject to USDA approval.

About NCBA, a Contractor to the Beef Checkoff. The National Cattlemen's Beef Association (NCBA) is a contractor to the Beef Checkoff Program. The Beef Checkoff Program is administered by the Cattlemen's Beef Board, with oversight provided by the U.S. Department of Agriculture.

Trending in Food & Media

NEW WORLD SCREWWORM



A case of New World screwworm was detected in a calf in Zavala Co., Texas on June 3, 2026. The detection led to more than 600,000 news and social media mentions during the month of June.¹



Online news mentions about New World screwworm decreased by 80% over the last two weeks of June compared to the first two weeks of the month.¹



Social media mentions about New World screwworm had a very similar decrease over the last two weeks of June, falling by 83% compared to the beginning of the month.¹

FLAVOR AND RECIPE TRENDS



Chimichurri is experiencing a 37% increase in news and recipe mentions this year. Chimichurri is being talked about as a burger topping and finishing sauce for several steak cuts and kebabs.¹



Marinades for beef and steaks are seeing a strong surge in mentions going into the summer. Since April, news and recipe mentions about marinades for steak and beef are up 74%.¹



More recipes are turning Big Mac components into salads, casseroles and other types of dishes. Nearly 1,300 Big Mac copycat recipe mentions have been made since April.¹

FROM THE ISSUES MANAGEMENT & PUBLIC RELATIONS (IMPR) TEAM



More than 430 news outlets picked up a release from the IMPR team with recipes from pitmaster Erica Roby for summer grilling. That release had the potential to reach 135 million consumers.^{1,2}



Beef. It's What's For Dinner. Executive Chef Dagan Lynn was featured twice in *Eat This, Not That!* in June. He offered advice on how to grill steak and what to grill for Father's Day.^{1,3}



The IMPR team offered a release filled with bold, backyard-ready flavors for Father's Day. 474 outlets including The Associated Press picked up the release.^{1,4}

ARMS #063026-08

1. National Cattlemen's Beef Association. (2026). *Traditional and social media listening dashboards*. Retrieved from Meltwater: www.meltwater.com
2. <https://finance.yahoo.com/sectors/energy/articles/fire-flavor-pitmaster-shares-three-110000403.html>
3. <https://www.eatthis.com/how-make-surf-and-turf-grill-fathers-day/>
4. <https://apnews.com/press-release/pr-newswire/press-release-c89b5ef7ca8cecfed8fd4c9aa94e21da>

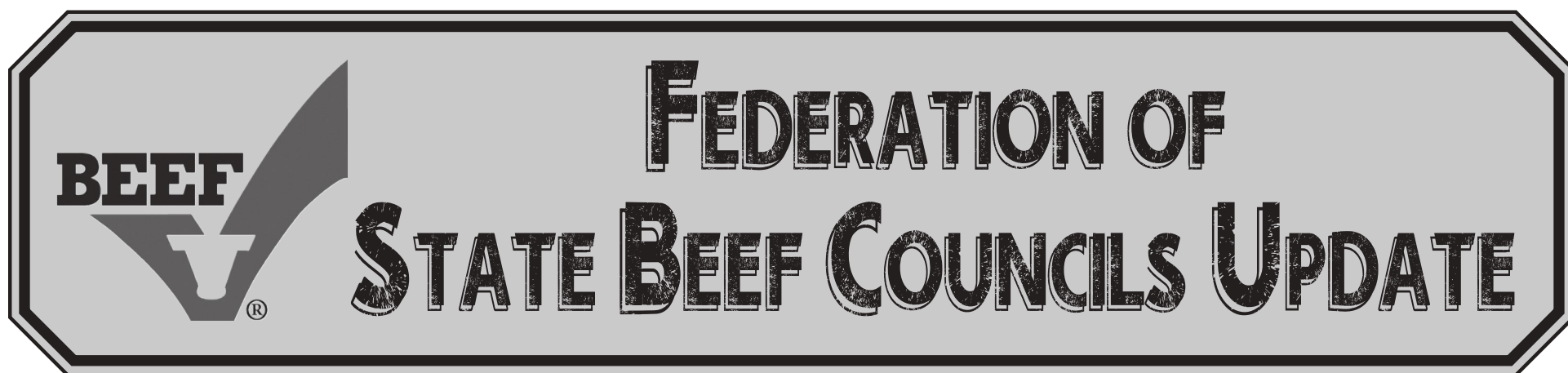




BEEF CUTS

AND RECOMMENDED COOKING METHODS

CHUCK		RIB	LOIN	SIRLOIN	ROUND	INGREDIENT CUTS	
Arm Chuck Roast 	Cross Rib Chuck Roast 	Prime Rib Roast 	Porterhouse Steak 	Top Sirloin Steak LEAN	Top Round* LEAN	Kabobs* 	
Arm Chuck Steak 	Shoulder Roast LEAN	Ribeye Steak, Bone-In 	T-Bone Steak 	Top Sirloin Petite Roast LEAN	Top Round Steak* LEAN	Stew Meat 	
Blade Chuck Roast 	Shoulder Steak* LEAN	Back Ribs 	Strip Steak, Bone-In LEAN	Top Sirloin Filet LEAN	Bottom Round Roast LEAN	Strips 	
Blade Chuck Steak* 	Ranch Steak LEAN	Ribeye Roast, Boneless 	Strip Steak, Boneless LEAN	Coulotte Roast 	Bottom Round Steak* LEAN	Cubed Steak 	
7-Bone Chuck Roast 	Flat Iron Steak 	Ribeye Steak, Boneless 	Strip Petite Roast LEAN	Coulotte Steak LEAN	Bottom Round Rump Roast LEAN	Ground Beef and Ground Beef Patties 	
Chuck Center Roast 	Top Blade Steak 	Ribeye Cap Steak 	Strip Filet LEAN	Tri-Tip Roast LEAN	Eye of Round Roast LEAN	Shank Cross-Cut LEAN	
Denver Steak 	Shoulder Petite Tender LEAN	Ribeye Petite Roast LEAN	Tenderloin Roast LEAN	Tri-Tip Steak LEAN	Eye of Round Steak* LEAN	Tenderloin Tips 	
Chuck Eye Roast LEAN	Shoulder Petite Tender Medallions LEAN	Ribeye Filet LEAN	Tenderloin Steak (Filet Mignon) LEAN	Petite Sirloin Steak 	BRISKET		Inside Skirt* LEAN
Chuck Eye Steak 	Short Ribs, Bone-In 	KEY TO RECOMMENDED COOKING METHODS		Sirloin Bavette Steak 	Brisket Flat LEAN	PLATE & FLANK	
Country-Style Ribs 					Brisket Point 	Flank Steak* LEAN	
Funded by Beef Farmers and Ranchers					Short Ribs, Bone-In* 		
© 2021 Cattlemen's Beef Board and National Cattlemen's Beef Association ARMSF					These cuts meet the government guidelines for lean, based on cooked servings, visible fat trimmed.		
				*Marinate before cooking for best results	A cut of cooked fresh meat is considered "lean" when it contains less than 10 grams of total fat, 4.5 grams or less of saturated fat and less than 95 mg of cholesterol per 100 grams (3½ oz) and per RACC (Reference Amount Customarily Consumed), which is 85 grams (3 oz).		



Promoting Beef Through a Recognized Brand. The National Cattlemen's Beef Association (NCBA) is a proud contractor to the Beef Checkoff. The work NCBA conducts on behalf of U.S. farming and ranching families is focused on the areas of consumer information, promotion, research, and industry information. Programs from promotion are highlighted here.

The Promotion Authorization Request delivers content directly to consumers on behalf of the Beef Checkoff through the Beef. It's What's For Dinner. brand. Launched in 1992, the brand remains the cornerstone of the beef industry's consumer marketing efforts. As a widely recognized and trusted resource, it inspires and educates consumers on all things beef. Marketing efforts focus on four strategic cornerstones — trust, ease, taste, and well being — each aligned with the primary drivers of consumer demand.

Marketing and advertising efforts must break through the clutter and reach consumers with a surround sound approach. To do this, the two core components of the Authorization Request (AR) — Beef. It's What's For Dinner. marketing content and consumer advertising and social media — must work together hand-in-hand to ensure each Checkoff dollar is optimized.

Beef. It's What's For Dinner. marketing content includes the development of messaging, campaigns, and creative assets such as video, audio, photography, recipes, and website content. All Beef. It's What's For Dinner. content is designed to give consumers the confidence to choose beef whether it's knowing what cut to select, how to prepare it, its nutritional benefits, or how it's produced. This content is deployed across all consumer facing channels and platforms, including the flagship website, BeefItsWhatsForDinner.com, which currently attracts millions of site visits each year. New this year, to support the overall brand effort, the team rolled out a campaign to celebrate beef and the people who raise it, the bold flavor it creates, the ease it brings to everyday meals, and the nutrition it provides. The new campaign launched in April 2026.

State Beef Council Extension — Assets and campaign development and guidance are available for state beef councils through campaign toolkits. Toolkits provide states with everything they need to support their local marketing efforts, from large always-on brand campaigns to moments in time, like the holidays and summer grilling. During the first 8 months of FY26, 257 pieces of content have been created to be used for national and state advertising efforts.

Beef. It's What's For Dinner. consumer advertising and social media employ a wide variety of efficient media outlets to get the beef

messages and content directly to targeted consumers where they spend their time. From connected TV to paid search, social media, event activations, partnerships, and online advertising, this omni-channel approach enables beef messages to reach more consumers more frequently. NCBA led advertising, on behalf of the Beef Checkoff, reaches consumers more than 700 million times annually through a variety of platforms, helping keep beef top of mind.

State Beef Council Extension — In addition to amplifying the national Beef. It's What's For Dinner. message the media team supports state beef councils in their local marketing and social media efforts. By acting as a digital agency, providing custom media plans, quarterly social media toolkits, recommendations for local media buys, and full support in executing online advertising, this tactic helps state beef councils be more cost effective and innovative in reaching local consumers with relevant content. In FY26, the team placed media on behalf of 34 state beef council partners, saving them dollars that they would otherwise spend on agency fees. This cost saving not only stretches Checkoff resources further but also ensures consistency of beef messaging and content assets across the United States.

Focused on Family. Will Derting grew up on a cow-calf operation in north central Washington with no television, no cell phones, and no internet; nothing but cows and family. He had the best childhood, spending much of his time either trailing cows or playing sports.

After graduating from college, he looked for new opportunities, which took him to Colorado to work in commercial feedlots. He eventually returned to the Pacific Northwest to work at another large commercial feedlot operation; however, when presented with a chance to go out on his own, Derting took that chance and established Post 5 Cattle with his wife, Nicole.

The couple leased a small commercial feedlot where they backgrounded and finished custom calves while, at the same time, developed a sound commercial cow herd by selecting for beef quality traits to produce consistently marbled and high grading beef. Over time, Post 5 grew in both feedlot scale and cow-calf numbers and now includes three feedlots and the cow-calf operation as well as a direct-to-consumer component.

From breeding to processing, the Dertings provide a "birth to box" experience for their customers as they purchase whole, halves, and quarters. The family also sells their beef to restaurants in north

Federation Update continued on the next page

Federation Update *continued from the previous page*

central Washington. Whether in person or via their website, they are always providing information about their life's work raising beef cattle as a family.

Derting's kids are at the age when they are busy with sports, but rural life is what it's all about. Whether it's horses, tractors, or equipment, all four kids love being on the ranch.

While things are busy in the household, Derting remains committed to serving the beef community. He's currently the chair of the Washington State Beef Commission and is a member of the Washington State Cattle Feeder's Association, as well as the Washington Cattlemen's Association. He is also involved nationally, serving as Washington's Federation representative, serving on the Research Checkoff Committee, and acting as vice chair of NCBA's nominating committee for the Federation Division.

"If you want to see change and if you want to have an impact, you have to volunteer," Derting said. "You have to show up because things are run by the people who show up. And you can't sit at home and complain about this or that without doing something."

Part of what Derting enjoys about his leadership roles is meeting producers from across the country and working together for the future of farming and ranching families. How cattle are raised may look different in Washington than it does in Florida, but he appreciates that

producers come together to make decisions to advance the industry.

"I appreciate the grassroots work producers across the country conduct," Derting said. "In part, that is helping to create an opportunity for my kids to have a future in the beef industry."

In addition to engaging with other producers to benefit the future of the cattle business, Derting recognizes that consumers want a consistent product that is safe and flavorful. He understands the work cattle producers have done over the last four decades to improve quality through the Beef Checkoff has made a difference.

"The heart of the Federation is beef councils from across the nation coming together, giving direction, and providing input at the national level," Derting explained. "That input is vital to bringing a quality product to consumers that they demand."

To learn more about the Federation of State Beef Councils, visit ncba.org/federation.

Federation Testimonial – *"The Federation is pretty neat, where beef councils from across the nation come together, give direction, and have input to the national level. And I think that's where the whole Beef Checkoff, that's where the real heart of it is. It's grassroots. It's the producer's dollar, 50¢, that's going into it. And so, to have that input is vital for the success of the program."* — Will Derting, Washington Producer and Federation Director

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Both the seller & the buyer are responsible for making sure that the \$1.50 per head assessment is collected and remitted to the Beef Promotion & Research Board.

Total Number of Cattle Sold: _____ x \$1.50 Per Head = \$ _____

Date of Sale: _____

Person remitting assessment form: Seller ☐ Buyer ☐

* State of Origin of Cattle: _____

* If cattle purchased came from another state within the last 30 days, indicate from which state the cattle were purchased.

Send Report and Remittance to:
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2026 N.C. JUNIOR BEEF ROUND-UP RESULTS



Grand Champion All Other Breeds & Reserve Supreme Female, shown by Eli Anderson



Reserve Champion Angus Female, shown by Lane Boatwright



Grand Champion Commercial Female, shown by Abigail Miller



Reserve Champion All Other Breeds Female, shown by Hannah Smith



Grand Champion Charolais & 3rd Overall Female, shown by Trey Davis



Reserve Champion Commercial Female, shown by Ky Alford



Grand Champion Angus & 4th Overall Female, shown by Clara Grubb



Reserve Champion Charolais Female, shown by Gracie Simpson



Grand Champion Hereford Female, shown by Salem Sifford

Photos provided by *Mel's Media Solutions*



**Reserve Champion Hereford Female,
shown by Janie Kay**



**Grand Champion Simmental & Supreme
Champion Female, shown by Trey Davis**



**Grand Champion Percentage Simmental Female,
shown by Ella Miller**



**Grand Champion Santa Gertrudis Female,
shown by Hannah Dollar**



**Reserve Champion Simmental Female,
shown by Cooper Joines**



**Reserve Champion Percentage Simmental
Female, shown by Dacey Abruzzino**



**Reserve Champion Santa Gertrudis Female,
shown by Robbie Sherrill**



**Grand Champion Simmental Cow-Calf Pair,
shown by Mason Harris**



**Grand Champion Market Steer,
shown by Colt Thomas**



**Grand Champion Shorthorn & 5th Overall Female,
shown by Cade Simpson**



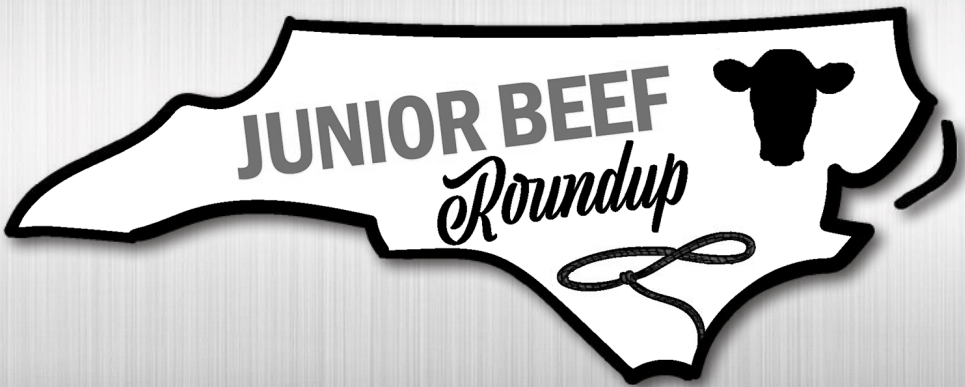
**Reserve Champion Simmental Cow-Calf Pair,
shown by Cayte Mitchell**



**Reserve Champion Market Steer,
shown by Emilia Aughtry**



**Reserve Champion Shorthorn Female,
shown by Ellie Harman**



A Summer Tradition – 2026 N.C. Junior Beef Round-Up

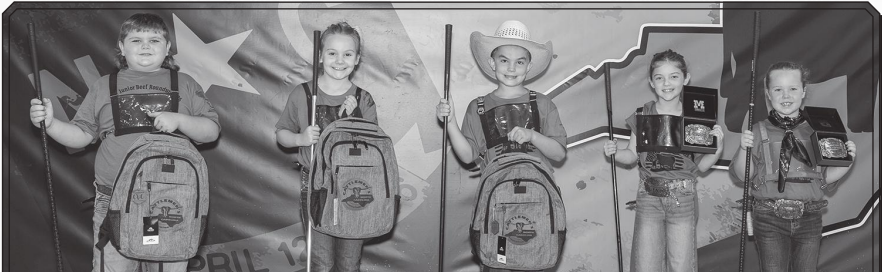
The N.C. Junior Beef Round-Up brought together youth from across the region to compete, learn, and connect through a shared passion for the cattle industry. From the show ring to educational contests, participants demonstrated skill, sportsmanship, and dedication that inspire confidence in the future of the cattle industry.

With summer winding down and school beginning, the N.C. JBRU was the perfect way to close out the summer show season. Evening family socials and a lively night of Ag Olympics were crowd favorites, adding plenty of laughter and camaraderie to the weekend. Sunday morning began with a heartfelt devotion led by one of our N.C. Cattlemen’s Association interns, serving as a meaningful reminder of the values that ground and guide our cattle community. The weekend also celebrated the outstanding accomplishments of

our juniors, including those earning top honors in the prestigious Jim Butler Awards, which recognize participants who excel across the N.C. JBRU’s contests and competitions.

This event would not be possible without the generous support of our dedicated sponsors and the many individuals and organizations who give their time and expertise each year. Special thanks go to N.C. Cooperative Extension, including livestock agents from the western region and Brent Jennings, the 4-H Livestock Specialist and his team; the N.C. Department of Agriculture’s Livestock Marketing and Veterinary Divisions; breed association representatives; and the many volunteers who helped make the weekend a success.

Thank you to everyone who continues to invest in our youth and help create opportunities, friendships, and memories that will last a lifetime.



Novice Showmanship – 5th Place – Reid Johnson
Novice Showmanship – 4th Place – Cora Joines
Novice Showmanship – 3rd Place – Walker Bailey
Novice Showmanship – Reserve Champion – Annie Abruzzino
Novice Showmanship – Grand Champion – Emilia Aughtry



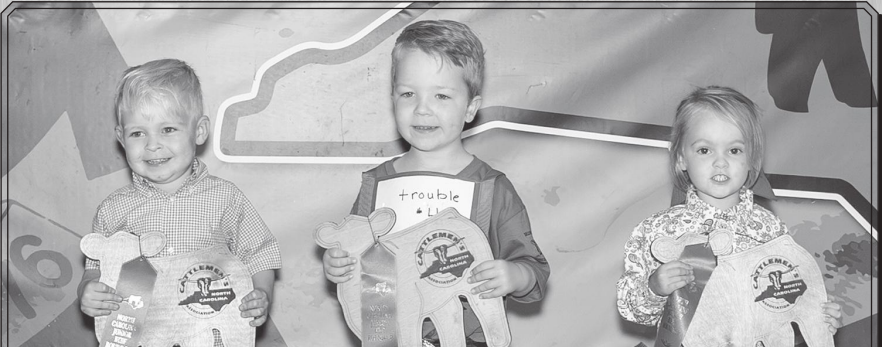
Intermediate Showmanship – 5th Place – Mason Harris
Intermediate Showmanship – 4th Place – Lane Boatwright
Intermediate Showmanship – 3rd Place – Ella Hughey
Intermediate Showmanship – Reserve Champion – Ella Miller
Intermediate Showmanship – Grand Champion – Robert Banks



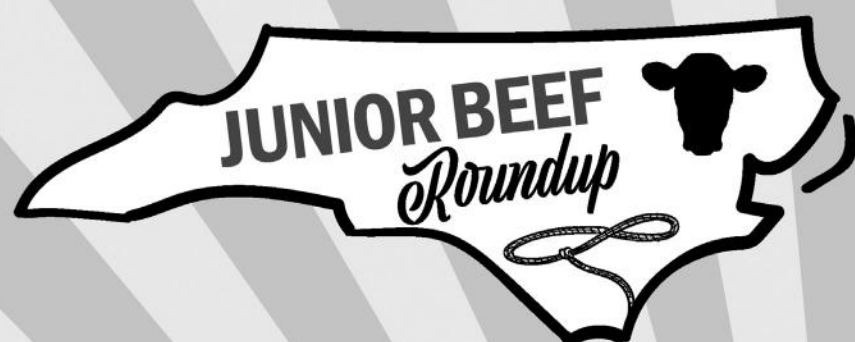
Junior Showmanship – 5th Place – Gunner Crawford
Junior Showmanship – 4th Place – Janie Kay
Junior Showmanship – 3rd Place – Trey Davis
Junior Showmanship – Reserve Champion – Grace Starcher
Junior Showmanship – Grand Champion – Adelynn Abruzzino



Junior Showmanship – 5th Place – Jade Ammons
Junior Showmanship – 4th Place – Cooper Joines
Junior Showmanship – 3rd Place – Breanna Black
Junior Showmanship – Reserve Champion – Dacey Abruzzino
Junior Showmanship – Grand Champion – Ellie Hartman



Pee Wee Showmanship
Emory Aughtry, Lainey Freeman, Atlee Anderson



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Alltech announces new U.S. leadership team. *Innovation, agility, and customer partnerships at core of Alltech's U.S. structural evolution.*

Alltech, a global leader in animal health and nutrition, is pleased to announce new leadership roles within its U.S. specialty ingredients business that align the team in innovation, customer partnership, and commercial execution while building on its strong foundation of exceptional people. The changes are designed to strengthen Alltech's ability to serve its customers in an evolving marketplace.

"This structure sets us up to serve our customers with agility for the next five to ten years and beyond," said Dr. Mark Lyons, president and CEO of Alltech. "It is not enough to solve today's challenges. We must anticipate what comes next, accelerate innovation, and ensure we are positioned to meet our customers' needs as they emerge. By putting the right leaders and teams in place today, we are building the foundation for long term success."

At the helm of the Alltech U.S. leadership team will be Andy Rash, vice president (U.S.), specialty ingredients.

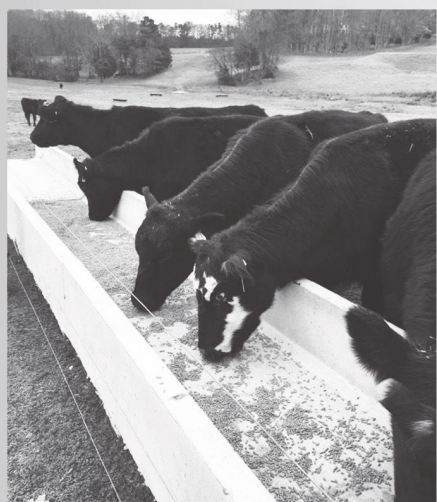
Rash has a strong background in the ag industry, with more than 20 years of experience, during which he has navigated the complexity in today's agriculture value chain, particularly in protein production. He has steered many leadership teams in agriculture across diverse segments, including animal nutrition & health,



international business development, and agronomy and grain. Rash earned his master's degree in ag education at the University of Illinois Urbana-Champaign and his bachelor's degree in agriculture sciences at Western Illinois University.

"Alltech's technology and focus on innovation are second to none, and I have never worked alongside a team with such deep passion for our industry and commitment to customer success," said Rash. "Together, we are uniquely positioned to help our customers navigate an increasingly complex marketplace, solve industry challenges, and capture new opportunities for growth."

Additional new appointments to the Alltech U.S. leadership team include:



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• **Dr. Luke Miller, general manager, U.S. dairy** – Prior to joining Alltech, Miller was the general manager for a 6,000 head, multi-site dairy in central California. Miller also spent eight years as a large animal veterinarian, where he became the practice owner. Miller received a bachelor's degree in animal science and a doctoral degree in veterinary medicine from Michigan State University.

• **Laurentia van Rensburg, general manager, U.S. beef** – With more than 15 years of experience in the livestock and animal science industries, van Rensburg has served in various roles in South Africa, the Netherlands, Latin America, and North America. Originally from South Africa, van Rensburg earned a master's degree in animal science from the University of Kentucky.

• **Dr. Curtis Novak, general manager, U.S. poultry** – Novak started his career as an assistant professor at Virginia Tech, where he focused on the development of local, regional, and national programs related to nutrition and management practices for commercial poultry. Prior to joining Alltech, Dr. Novak served as a lead nutritionist and, eventually, as manager of commercial poultry

field sales and technical services at Purina Animal Nutrition.

• **Mark Hulsebus, general manager, U.S. pork** – With extensive experience in modern pork production, prior to joining Alltech, Hulsebus spent more than 20 years in senior roles at Cargill, most recently as the commercial director of pork in North America. He also served for five years as the live production manager at Tri Oak Foods' 70,000 sow system. Hulsebus earned his bachelor's degree in animal science and agronomy at Iowa State University.

• **C.J. Tanderup, general manager, national/regional mills and co-ops** – Tanderup first joined Alltech as a regional sales representative in the Dakotas and has served in a variety of roles during his time with the company, including as an on-farm sales specialist. With over 16 years of experience in animal agriculture, Tanderup holds a bachelor's degree in agriculture from South Dakota State University.

• **Jim Bannerman, director of national accounts** – Bannerman brings more than 30 years of experience with Alltech, including leadership roles across diverse company portfolios, from feed to alcohol, as well as building the company's national accounts portfolio.

For more information, visit alltech.com.

About Alltech. Founded in 1980 by Irish entrepreneur and scientist Dr. Pearse Lyons, Alltech delivers smarter, more sustainable solutions for agriculture. Our diverse portfolio of products and services improves the health and performance of animals and plants, resulting in better nutrition for all and a decreased environmental impact.

We are a global leader in the agriculture industry. Our team produces specialty ingredients, premix, supplements, feed and biologicals, backed by science and an unparalleled platform of services.

Strengthened by more than 40 years of scientific research, we carry forward a legacy of innovation and a unique culture that views challenges through an entrepreneurial lens. As a private, family owned company, we adapt quickly to our customers' needs and focus on advanced innovation.

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Explore Our New Livestock & Pasture Health Resource Hub.

The National Grazing Lands Coalition has launched a new, user friendly Livestock & Pasture Health Resource Hub designed to help producers, land managers, and conservation professionals stay informed and prepared. This centralized resource hub provides easy access to trusted pest management information, educational materials, and links to nationwide, real time pest updates.

This Veterans Day lunch was an opportunity for AgCarolina FWhether you're monitoring emerging threats to livestock, protecting forage production, or planning proactive management strategies, these tools can help you make informed decisions. Visit the new Livestock & Pasture Health Resource Hub at www.grazinglands.org/pest-resources and take advantage of the latest information to safeguard your livestock and grazing lands.

About the National Grazing Lands Council. NatGLC is a nationwide non-profit dedicated to the assistance of grazing lands, both private and public. As a national organization, we hold ourselves and our members accountable for assisting others with their valuable grazing lands. The NatGLC is driven by agricultural producers, conservation, scientific, watershed, erosion control and other environmental organizations. For more information, visit www.grazinglands.org.



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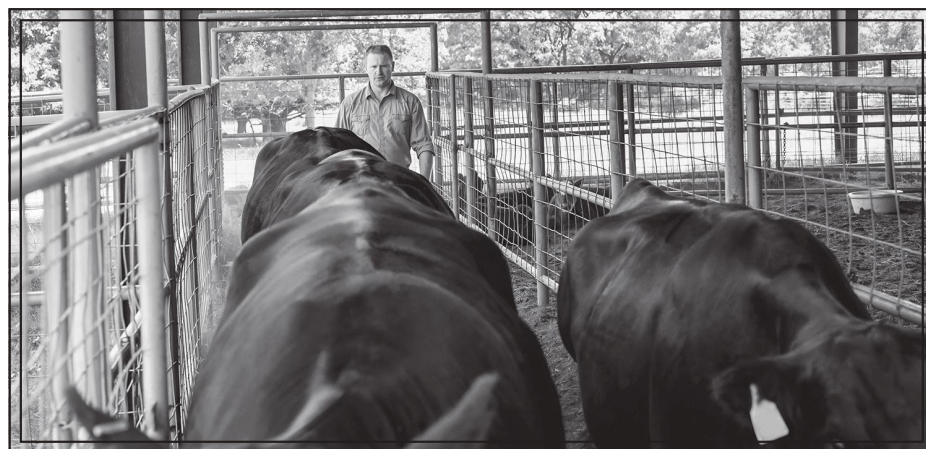
NEWS

Do More with Less – How Refugia Strengthens Deworming Programs. Strategic, selective treatment helps cattle operations protect herd health while ensuring deworming tools remain effective for the next generation. Traditionally, when cattle were in the chute, every animal got a dose of dewormer. That approach may have worked in the past, but today, it's leading to bigger challenges with parasite resistance. More and more producers are finding that treating the whole herd isn't always the best answer — and that's where refugia comes in.

Refugia is about doing more with less – The concept of refugia is grounded in leaving a population of parasites unexposed to the dewormer treatment, which helps slow down the development of resistance. In practice, this is done by leaving select cattle untreated. While it seems counterintuitive, research has shown operations using refugia experience less resistance to the dewormers they use.¹

“A study in Georgia looked at 12 cow-calf operations and saw resistance in 11 out of the 12 operations¹,” explained Jody Wade, DVM, Boehringer Ingelheim. “The only farm that didn't experience resistance was a farm that was incorporating refugia into their deworming program.”

For Oklahoma cow-calf producer Buck Rich, the strategy works, and it saves time and money in the process. “We hear more stories about parasite resistance and know if we're not proactive about managing it, we're going to compound our problem,” he said. “We've



held back some cows from treatment and haven't seen a drop in performance. If the cows don't need it, we're not going to waste the time or product.”

Running 2,000 pairs on his operation, Leaning Oak Ranch in Okemah, Okla., Rich works closely with his veterinarian, Dr. Tyler Thomas, a mixed animal practitioner and owner of Prague Veterinary Clinic in Prague, Okla., to build and maintain his deworming protocol.

“There's been times when I would call Dr. Thomas and say, ‘Hey, this cow doesn't look good,’” Rich remarked. “His response is often ‘Let's wait to deworm.’ That can be hard to do, because you think you're doing good by treating, but sometimes you're not.”

While Dr. Thomas strongly supports refugia, he points out how easily the practice is misunderstood.

“Refugia can be perceived as doing nothing, but in reality, there's a lot of strategy behind it,” he shared. “By leaving select animals untreated, we can maintain a population of susceptible parasites, dilute the resistant ones, and prolong the efficacy of our products.”

Where refugia works best in the herd – High performing animals are often less burdened by parasitic loads and are less likely to require treatment, while underperforming cattle are those that need evaluation and potential treatment. By combining visual observation with strategic diagnostic testing, producers can better identify which animals should be treated and which can be safely left out, allowing refugia to work as intended.

“When we start to see inferior animals falling through the



cracks, that is not the time to deworm the entire herd,” stressed Dr. Thomas. “If 20 percent of your cows are looking rough, spot treat those cows. I would also record that information, and take that into account whenever you’re keeping breeding stock.”

For operations in the South, deworming for liver flukes in particular is not only common, but is also one of the only ways to control the unique parasite. There are only a few products on the market that effectively kill liver flukes, making it a priority to protect products from resistance.

“We see the most damage from liver flukes in our cow herd, which is our main concern,” Rich said. “We’ve seen the benefits of killing flukes off every fall and plan to use our go-to flukicide, IVOMEC Plus (ivermectin and clorsulon), again this year.”

Practices like refugia are key to ensuring dewormers, including flukicides, remain effective for years to come.

Refugia doesn’t work alone – Refugia works best when more than one deworming product is used within a protocol, which is also known as combination treatment.

“Using the same product over and over again can open the door for more parasites to survive,” noted Dr. Wade. “By administering dewormers from different classes, you target parasites in different ways, reducing the risk of developing parasite resistance in your herd.”

Dewormers fall into three main classes, each with a different chemical structure, mode of action, and parasite coverage, as seen

in Figure 1 — macrocyclic lactones (endectocides), benzimidazoles (white dewormers), and imidazothiazoles. Each class controls a distinct spectrum of parasites, for a different amount of time.

Along with refugia and combination treatment, routine diagnostics and pasture management are the other two strategies crucial to building an effective, sustainable deworming protocol. Together, these four strategies reinforce each other, maximizing parasite control and herd health.

To further explore refugia and the deworming strategies prioritized by producer Buck Rich and Dr. Tyler Thomas, visit DewormingLegends.com.

Reference

¹Paras K., George M., Howell S., et al. Prevalence of gastrointestinal nematode resistance to avermectin anthelmintics on beef cattle operations in Georgia, in *Proceedings. AABP Conf 2017*. doi: <https://doi.org/10.21423/aabppro201733412017>.

About Boehringer Ingelheim. Boehringer Ingelheim provides innovation for preventing and treating diseases in animals. The company offers a wide range of vaccines, parasite control products, and medicines for pets, horses, and livestock to veterinarians, animal owners, farmers, and governments. As a leader in animal health, Boehringer Ingelheim values that the health of humans and animals is deeply connected and strives to make a difference for people, animals, and society. Learn more at www.bi-animalhealth.com.

CLASSES OF CATTLE DEWORMERS	
MACROCYCLIC LACTONES (ENDECTOCIDES)	
DRUG CLASS INCLUDES	CLASS KNOWN FOR
Ivermectin Eprinomectin Doramectin Moxidectin	Endectocides offer convenient injectable and pour-on formulations with internal and external parasite control. Read each product label for persistent efficacy claims.
BENZIMIDAZOLES (WHITE DEWORMERS)	
DRUG CLASS INCLUDES	CLASS KNOWN FOR
Oxfendazole Fenbendazole Albendazole	White dewormers deliver a rapid “purge effect” and only control internal parasites. Efficacy lasts no longer than two days. See efficacy claims listed on each label.
IMIDAZOTHIAZOLES	
DRUG CLASS INCLUDES	CLASS KNOWN FOR
Levamisole	Known for being quickly absorbed and distributed throughout the body but only controls internal parasites. Can be delivered orally, topically and by injection. See efficacy claims listed on each label.

Figure 1

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Eastern Region Summit Advances Common Ground Coalition Priorities to Strengthen Livestock Industry. The Common Ground Coalition continued its regional summit series in Nashville, Tenn., bringing together livestock industry participants from across the Eastern U.S. and beyond to identify practical solutions that support the future of livestock production, rural communities, and the domestic food supply.

Building on outcomes from earlier regional discussions, the Eastern Region Summit focused on the critical role of small cow-calf producers and the need to strengthen the foundation that allows those operations to succeed. Participants emphasized that small producers remain essential to rural economies, local communities, and the long term strength of the cattle industry.

“Participating in the Common Ground Coalition Eastern Region Summit was a humbling and rewarding experience,” said Kentucky cattle producer Renee Carrico. “While our average herd sizes are many times smaller than our neighbors to the west, the importance of livestock producers of all sizes to expand the national cow herd and maintain food security was felt in the room.”

Through think tank style discussion, attendees advanced a set of priorities focused on improving access to capital, protecting access to grazing lands, strengthening transition opportunities, improving labor and workforce tools, and modernizing risk management options. The group also identified opportunities to address animal health threats, improve market reporting, and better align federal programs with the realities of livestock production.

“Whether they were cow-calf, stocker, or seedstock producers, everyone at the table had a voice,” said Carrico. “The summit created meaningful opportunities for participants to share their experiences, gain new perspectives, and build a deeper understanding of the issues impacting livestock producers across the region.”

Eastern Region Recommendations – The 32 attendees advanced recommendations to help guide the next phase of the Common Ground Coalition’s work. Through respectful discussion, participants focused on ideas they believed the group could ultimately align on. While differing viewpoints were represented, items without consensus did not move forward. This approach has been foundational to the Common Ground Coalition, and these outcomes will be combined with findings from the coalition’s other regional summits held in Reno, Nev., Omaha, Neb., and in Fort Worth, Tex., this year.

Key priorities from the Eastern Region Summit include:

• **Strengthen small cow-calf producers as a critical part of the industry** – Participants emphasized that smaller scale livestock producers support rural economies, preserve agricultural traditions, and help keep production agriculture viable for future generations.

• **Improve access to capital, financing, and ownership opportunities** – The group supported practical financing tools, including innovative ownership models, livestock leasing, shared assets, blended financing, and pathways that help workers, managers, and emerging producers build equity and ownership.

• **Preserve and expand land available for livestock and forage production** – Participants called for keeping more working land in agriculture, evaluating opportunities for appropriate CRP acres to return to production, exploring flexible production easements, and



addressing regulatory pressures that limit land access and use.

• **Support tax policies that encourage transition, reinvestment, and growth** – Priorities included preserving agriculture friendly tax policy, including step-up in basis; modernizing 1031 exchange rules; exploring agricultural land transfer incentives; and addressing tax rules that may discourage investment in livestock production.

• **Create better tools for land transition and succession planning** – Participants encouraged stronger partnerships among lenders, attorneys, extension, realtors, trade associations, and agricultural businesses to help connect retiring landowners with emerging producers and keep working lands in agricultural production.

• **Expand pathways to ownership and workforce development** – The group called for additional opportunities for apprenticeships, internships, mentorships, co-op programs, financial literacy training, business planning, education, and stronger partnerships with schools, youth organizations, and agricultural programs.

• **Explore new financing concepts for livestock production** – Participants discussed the potential for a food security bond, which could fund low interest loan opportunities or self funding tax credits to help livestock producers access affordable capital for land, livestock, equipment, and infrastructure.

• **Improve Livestock Risk Protection affordability, flexibility, and relevance** – Priorities included pursuing premium cost relief of up to 80 percent for longer term endorsements, better aligning products with real world marketing practices, and expanding





coverage to breeding age females and cull cows.

- *Modernize FSA and Beginning Producer financing programs* – Participants supported shifting from age based definitions to a broader “emerging producer” approach focused on ownership status, management responsibility, decision making authority, and stage of business development.
- *Strengthen agricultural workforce development and labor programs* – The group supported both domestic workforce pipelines and practical reforms to agricultural labor programs, including improvements that reflect year round livestock industry segments such as livestock markets, feedlots, and dairies.
- *Improve healthcare, family support, and employee benefits for agricultural workers and rural communities* – Participants encouraged policies and tools that help agricultural employers recruit and retain workers while supporting rural families and businesses.

- *Strengthen animal health research* – The group identified the need for more research and practical solutions for economically important threats such as ticks, Theileria, Alpha-gal syndrome, and other animal health issues that affect producer viability.
 - *Modernize cattle market reporting and CME risk management tools* – Participants supported releasing key inventory reports during trading hours, adding June and July cattle contracts, and extending contract availability and pricing models to 24 months to better align with producer marketing and planning needs.
- These recommendations reinforce the coalition’s focus on practical, achievable reforms that can strengthen livestock producers, support rural communities, and help protect the long term stability of the U.S. cattle industry.

“While access to land and capital remain challenges shared by producers nationwide, issues such as Livestock Risk Protection and workforce development generated region specific discussion,” said Carrico. “What united everyone in the room was a shared understanding that all cattle producers, regardless of size, are essential to the strength, growth, and future success of our industry.”

Attendees from North Carolina and South Carolina included:

- *North Carolina – John Barnes*
- *South Carolina – Kevin Yon*

To learn more or to sign on to the Common Ground Coalition, visit commongroundcoalition.net.

About the Common Ground Coalition. *The Common Ground Coalition is a movement born from the Common Ground Summit, held April 2025 in Denver. It’s a group of livestock producers, stocker operators, marketers, feeders, and allied industry who believe they’re stronger together and must stand united to preserve rural America and the nation’s food supply.*

2026 North Carolina Sale Barn Cattle Receipts												
	January	February	March	April	May	June	July	August	September	October	November	December
Canton	453	352	869	882	754	848	719					
Chadbourn	377	199	512	256	253	260	437					
Mid-Atlantic Cattle Sales	2,547	2,371	2,005	3,744	1,858	1,509	2,688					
North Wilkesboro	368	632	1,268	963	1,075	779	690					
Norwood	2,462	2,091	2,542	4,176	3,005	1,917	2,335					
Shelby	1,406	1,311	2,205	1,886	1,790	1,348	1,523					
Siler City	2,675	2,480	3,758	2,680	3,722	3,284	2,123					
Smithfield	1,183	1,292	1,709	2,025	1,253	1,024	1,024					
Turnersburg	2,956	2,709	5,652	4,194	3,146	3,415	1,975					
NC Graded Feeder Calf Sales			618			1,449						

Secretary Rollins Launches USDA Initiative to Recruit Veterans, Transitioning Service Members, and Military Spouses. USDA expands Department of War SkillBridge partnership and launches “100 Hires in 100 Days” initiative to strengthen America’s agricultural security. U.S. Secretary of Agriculture Brooke L. Rollins recently announced a new U.S. Department of Agriculture (USDA) initiative to recruit veterans, transitioning service members, and military spouses into mission critical careers that protect America’s food supply, strengthen rural communities, and defend the nation’s agricultural security.

The initiative combines two major efforts to expand opportunities for military affiliated talent at USDA — an expanded partnership with the U.S. Department of War’s (DoW) SkillBridge Program and the launch of USDA’s 100 Hires in 100 Days initiative, a department wide effort to accelerate the hiring of veterans, transitioning service members, and military spouses across the department.

“America’s service members have spent their careers protecting our nation, and USDA is proud to offer them a new mission after they leave the military: protecting American agriculture,” said Secretary Rollins. “Agricultural security is national security. The leadership, discipline, and technical expertise our veterans and spouses bring will strengthen our food supply, safeguard critical infrastructure, support our farmers and ranchers, and defend the systems that keep America strong. Whether through SkillBridge or our new 100 Hires in 100 Days initiative, we are recruiting America’s finest to continue serving the American people.”

“These initiatives are among many of USDA’s efforts to recruit, retain, and advocate for veterans in agriculture that we have had the pleasure of working alongside Secretary Rollins and her staff on,” said Tab Bartley, USDA Veteran Employee Organization (VEO) president. “The USDA VEO is currently the largest and longest standing veteran employee organization in the federal government, which is a testament to USDA’s partnership with the veteran community. The work we are doing together recognizes the value and unique skill sets veterans bring, not only to the department but, more importantly, to the American people.”

“Military spouses face frequent relocations that have a big impact on their ability to secure and build meaningful careers,” said Emily

USDA

NEWS

Kelley, president of USDA’s Military Spouse Association. “With a 20 percent unemployment rate, efforts like USDA’s partnership with the Department of War can lead to real, meaningful change for military families. I’m grateful for Secretary Rollins’ leadership on this key issue.”

Every year, approximately 200,000 members of the U.S. Armed Forces transition from active duty service into civilian careers. Their leadership, operational experience, and commitment to mission make them uniquely qualified to help USDA address evolving threats, strengthen agricultural resilience, and advance the Department’s mission of serving farmers, ranchers, foresters, and rural communities.

Two New Pathways to Continue Serving America – America’s military veterans don’t stop serving when they leave active duty. Through this initiative, USDA is creating multiple pathways for military affiliated talent to continue serving the American people while helping protect the nation’s food supply, critical infrastructure, forests, and agricultural innovation.

Expanding USDA’s SkillBridge Partnership – USDA is expanding its partnership with the Department of War’s SkillBridge Program, which allows eligible active duty service members to spend up to their final 180 days of military service gaining valuable civilian work experience while continuing to receive full military pay and benefits.

Through SkillBridge, USDA is actively recruiting transitioning service members with experience in:

- Cybersecurity
- Data and Artificial Intelligence
- Application Development
- Budget and Financial Management
- Acquisitions and Contracting
- Forest Service and Wildland Fire Management
- Geospatial Analysis and other mission-critical disciplines

SkillBridge opportunities are currently available within approximately 75 miles of USDA’s major employment hubs in Fort Collins, Colo.; Indianapolis, Ind.; Kansas City, Mo.; Raleigh, N.C.; Salt Lake City, Utah; and Washington, D.C.

Eligible applicants can express interest through the USDA



SkillBridge website. Applications are reviewed on a rolling basis, allowing service members to begin opportunities that align with their military transition timeline.

Launching USDA's "100 Hires in 100 Days" Initiative – Secretary Rollins also announced USDA's 100 Hires in 100 Days initiative, a department wide effort to recruit veterans, transitioning service members, and military spouses into USDA careers.

The initiative encourages hiring managers across USDA to take advantage of existing veteran hiring authorities and non-competitive hiring flexibilities to quickly connect highly qualified military affiliated candidates with mission critical positions across the department.

In addition to opportunities posted on USAJobs, interested applicants can join USDA's Military Spouse and Veteran Employment Program (MVP) Candidate Database, allowing hiring managers across the Department to identify qualified candidates for positions that may be filled through non-competitive hiring authorities.

Together, these efforts strengthen USDA's workforce while creating meaningful opportunities for veterans and military families to continue serving their country in new ways.

Protecting American Agriculture Starts with Great People – Veterans bring mission focused leadership, technical expertise, and a commitment to public service that directly supports USDA's work to strengthen agricultural security and resilience. From defending cybersecurity systems and modernizing digital services to supporting wildfire response, protecting animal health, advancing conservation, and delivering critical services to producers, veterans play an essential role in helping USDA meet the challenges facing American agriculture today and into the future.

Service members interested in continuing their service through USDA can learn more about SkillBridge opportunities,

the Military Spouse and Veteran Employment Program, and current career opportunities by visiting www.usda.gov/skillbridge and www.usda.gov/veterans.

Secretary Rollins Visits Douglas Port of Entry, Announces \$25 Million Commitment for New Arizona Sterile Fly Dispersal Facility. Secretary Highlights USDA's Readiness Ahead of Douglas Port Reopening and Continued Aggressive Response to New World Screwworm. Secretary Rollins recently visited the livestock inspection facilities at the Douglas,

USDA News continued on the next page

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USDA News *continued from the previous page*

Ariz., Port of Entry, joined by Representatives Juan Ciscomani (AZ-06), Andy Biggs (AZ-05), and Eli Crane (AZ-02), and Arizona Director of Agriculture Paul Brierley, highlighting the Department's extensive preparedness measures ahead of the planned reopening of the port to livestock trade. During her visit, Secretary Rollins also announced USDA's commitment to invest \$25 million toward the opening of a new sterile fly dispersal facility in Arizona to strengthen the nation's long term response to New World screwworm.

"Protecting American agriculture begins with protecting our borders and ensuring we have the strongest animal health safeguards anywhere in the world. The Douglas Port of Entry will reopen only because USDA has implemented one of the most rigorous livestock inspection protocols in history, giving us confidence we can safely resume this critical trade while ensuring cattle crossing the border are free from New World screwworm," said Secretary Rollins. "At the same time, this announcement marks another major investment in our long term strategy to push this pest back into Mexico and ultimately eradicate it from North America. Together with our partners in Arizona, we're strengthening the infrastructure needed to protect American ranchers for generations to come."

"Proud to join Secretary Rollins for today's announcement of the reopening of the Douglas Port of Entry alongside this critical investment in Arizona," said Representative Ciscomani. "Local agriculture leaders and I have been fighting to deliver this sterile fly dispersal facility because Arizona's livestock industry cannot afford to wait on the New World screwworm threat. This \$25 million investment is the direct result of that work, and I'm grateful to Secretary Rollins for listening to Arizona's producers and delivering on it. Her responsiveness and willingness to act swiftly on commonsense solutions have made a real difference. This is Secretary Rollins' second visit to Arizona in just a few months,

reflecting her commitment to hearing directly from those on the ground and delivering real results for our farmers, ranchers, and rural communities."

Secretary Rollins also received updates from USDA Animal and Plant Health Inspection Service (APHIS) personnel responsible for implementing enhanced inspection protocols for each and every animal entering through Douglas once trade resumes. Under USDA's phased reopening plan announced last week, each animal will receive multiple veterinary inspections, including by USDA veterinarians, before entering the United States. Any animal failing to meet APHIS import criteria will be denied entry, and detection of NWS would immediately halt imports through the facility.

The announcement also advances USDA's aggressive strategy to strengthen sterile fly production and dispersal capacity. The proposed Arizona sterile fly dispersal facility would complement existing investments in Texas, Mexico, and Panama while improving the Department's ability to respond rapidly to NWS threats along the Southwest border. USDA will continue working closely with the Arizona Department of Agriculture and state leaders to identify the specific location and operational plan for the facility in Douglas, Arizona. Depending on the selected site and available infrastructure, construction could be completed in as little as several months.

APHIS and Arizona state personnel have maintained trapping operations near Douglas over the last year, submitting nearly 1,000 flies, none of which were identified as NWS by scientific experts. USDA and Arizona officials have also conducted extensive coordination exercises, preparedness planning, stakeholder outreach, and response training to ensure the state is ready to respond should the pest ever threaten the region.

USDA announced a coordinated, phased reopening of southern livestock ports contingent upon Mexico's continued adherence to the Joint Action Plan to combat NWS. Douglas was selected as the first port to reopen because Sonora maintains one of Mexico's strongest animal health systems and remains the lowest risk state for NWS, while the Douglas facility is well positioned to implement USDA's enhanced inspection protocols. Following a successful reopening of Douglas and continued evaluation of disease risk, USDA will consider reopening the Santa Teresa and Columbus, New Mexico, ports.

USDA's reopening timeline remains contingent upon continued progress by Mexico and ongoing risk assessments. The department will continue monitoring conditions closely and stand ready to pause or adjust reopening plans should the risk profile change. Protecting the American livestock industry remains USDA's highest priority.

Secretary Rollins Announces New Steps to Put Farmers First While at Minnesota Farmfest. Secretary Rollins recently announced at Minnesota Farmfest several steps that USDA is taking to support America's farmers in response to ongoing challenges across the agricultural sector. These actions include a series of data modernization, payment flexibility, and enhanced crop insurance options to benefit farmers.



“When I travel across farm country, I hear the same message over and over: producers want a USDA that works for them. USDA is focused on making changes that improve the livelihood of our great farmers. I am pleased to announce three critical initiatives to support farmers and U.S. agriculture broadly,” said Secretary Rollins. “We’re modernizing how USDA serves farmers, providing commonsense flexibility when it’s needed most, and strengthening the risk management tools producers depend on. We will continue listening, acting, and putting Farmers First because that’s exactly what President Trump has directed us to do.”

Data Modernization – Secretary Rollins previously announced that USDA is working on a Data Modernization Plan across multiple agencies that will be released later this year. The Research, Education, and Economics Mission Area, under the leadership of Under Secretary Scott Hutchins, will coordinate the effort across USDA.

Payment Flexibilities – While at Minnesota Farmfest, Secretary Rollins also announced the USDA Risk Management Agency (RMA) is authorizing Approved Insurance Providers (AIPs) to provide

producers with up to 60 additional days to pay crop insurance premiums, administrative fees, and amounts due under Written Payment Agreements with scheduled premium billing dates between July 1 and September 30.

During this extended period, AIPs may waive interest charges. Interest will begin accruing for unpaid premium and administrative fees only after the end of the additional 60 day period or upon reaching the policy’s termination date, whichever occurs first.

To further support these efforts, RMA will defer collection of unpaid producer premiums and administrative fees from AIPs and waive associated interest beginning with the August monthly accounting cycle.

Prevented Planting Coverage – Additionally, RMA is reinstating the option for insured producers to purchase an additional 5 percent prevented planting coverage beginning with

USDA News continued on the next page

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USDA News *continued from the previous page*

crops associated with the August 31 filing date for the 2027 and succeeding crop years. This added coverage enhances producers' ability to manage risk in situations where extreme weather or other conditions prevent normal planting.

These actions underscore RMA's commitment to supporting farmers and ranchers by providing needed flexibility and strengthening coverage options during a challenging period for American agriculture. AIPs will notify affected policyholders directly regarding these relief measures.

Producers should contact their local crop insurance agent or visit the RMA website for guidance on how these updates may affect coverage options.

RMA supports American agriculture by providing world class risk management tools through Federal crop insurance and education programs, offering coverage for more than 130 crops, and continuously improving policies based on producer feedback.

Secretary Rollins Visits Moore Air Base to Announce New Memorandum of Understanding Between USDA and DHS. *NWS Sterile Fly Production at Moore Air Base Is Ahead of Schedule.* Secretary Rollins recently hosted an event at Moore Air Base in Texas to announce a new Memorandum of Understanding (MOU) with the U.S. Department of Homeland Security (DHS), reinforcing a whole-of-government commitment to protect the nation's food, agriculture, and veterinary systems from emerging threats like New World screwworm (NWS). U.S. Customs and Border Protection Commissioner Rodney Scott represented U.S. Secretary of Homeland Security Markwayne Mullin at the event.

"The U.S. has the strongest food and agriculture system in the world," said Secretary Rollins. "This new agreement builds upon the National Farm Security Action Plan in partnership with DHS. The MOU further aligns our animal health mission with DHS's border, security, and inspection authorities, so we are better positioned to detect, assess, and respond to agricultural threats like New World

screwworm. Together, we can move faster and more effectively to better support and protect America's animals, people, and agricultural resources."

"Safeguarding American agriculture from threats abroad starts at our border," said Secretary of Homeland Security Markwayne Mullin. "Proud to work alongside Secretary Rollins as we fight to protect our farmers, ranchers, and livestock."

Key Elements of the MOU:

Unified Threat Detection – The MOU leverages advanced technologies, including unmanned aircraft systems and artificial intelligence, to enhance screening, detection, and interdiction at and between ports of entry and within border enforcement zones. This approach improves the ability to identify and respond to NWS and other high consequence animal and plant pests and diseases.

Enhanced Coordination and Information Sharing – USDA and DHS will share actionable biosurveillance and information in real time, supporting faster and more effective responses — from frontline inspections to information exchange. This ensures both agencies can safeguard livestock, wildlife, and companion animals more effectively.

Strengthened Partnership – By formalizing roles and expanding joint capabilities, the MOU improves how USDA and DHS work together during high consequence events, supporting stronger, more unified national biosecurity. The agreement underscores USDA's commitment to collaboration, leveraging DHS's enforcement and security strengths alongside USDA's deep technical expertise.

Operational Readiness – The MOU establishes clear protocols for coordinated response actions, joint training, and capacity building. It outlines responsibilities for both departments, ensuring preparedness for incidents that threaten the nation's food and agriculture sectors.

Research and Development Collaboration – The partnership expands existing research collaborations, including with DHS



Centers of Excellence, to develop advanced screening, detection, and mitigation technologies for NWS and other emerging threats.

Federal, state, tribal, and local partners, as well as industry stakeholders, helped shape the MOU. Their expertise and operational experience were essential in crafting practical, field ready guidance for real world response scenarios.

USDA and DHS will continue to refine response tools, strengthen coordination, and support joint planning efforts. The agencies will periodically review and update the MOU to ensure alignment with evolving preparedness activities and industry practices.

This MOU will continue to help both departments combat the estimated 800,000 head of cattle smuggled each year from Central America into Mexico, representing roughly \$320 million in illicit trade. Smuggled livestock often bypass sanitary inspection and traceability systems, allowing potentially diseased or unmonitored animals to move undetected across borders. This illegal action jeopardizes regional biosecurity and threatens the substantial progress made in eradicating New World screwworm. USDA will work closely with Mexico to ensure that only fully documented and legally compliant cattle enter approved U.S. ports of entry, tightening adherence to USDA import requirements and NWS safeguards.

For more information about USDA's efforts to prevent and prepare for NWS, please visit [Screwworm.gov](https://www.usda.gov/screwworm).

USDA Announces \$7.5 Million in Grant Funding to Expand Cold Chain Capacity and Increase Access to Real Food. USDA recently announced \$7.5 million in grant funding available through the Cold Chain Grants for Emergency Food Assistance Program (CCG). The program will fund projects to support cold chain equipment investments that help food assistance entities temporarily store, effectively package, and distribute fresh, frozen, and minimally processed foods.

"The administration continues to prioritize providing real food for Americans. Over the past year and a half, we have worked hard to incentivize healthier options for Americans, and this announcement is another step in the right direction," said Secretary Rollins. "With this funding opportunity, we will see more cold storage and infrastructure to store homegrown proteins for all Americans to enjoy as we continue to Make America Healthy Again."

"Every American deserves access to real, nutritious food," said HHS Secretary Robert F. Kennedy Jr. "This funding will give food banks the infrastructure to deliver more meat, eggs, dairy, produce, and other whole foods from American farmers and ranchers to families in need. Under President Trump's leadership, we are rebuilding a food system that nourishes American families and strengthens American agriculture."

Funded non-profit organizations will administer a sub-award program to support cold storage within the middle of the supply chain. The selected grant recipient(s) will be responsible for managing and overseeing a competitive sub-award program, including providing consultation and subject matter expertise to sub-awardees in support of cold storage in consumer facing food assistance operations.

CCG recipients will issue sub-awards to fund cold chain

equipment purchases, with the amount awarded being equal to the cost of the equipment and documented delivery, installation, and necessary ancillary equipment/supplies, up to \$200,000. Sub-awardees will be required to provide a 10 percent cash cost share contribution.

Projects funded through CCG will result in more real foods produced by America's farmers and ranchers being made available to support healthier families and healthier communities in alignment with the 2025–2030 Dietary Guidelines for Americans. This program is funded through the American Rescue Plan (ARP) Act of 2021.

Application Information – CCG applications must be submitted electronically through www.grants.gov by 11:59 p.m. on October 1st, 2026.

Any grant application submitted after the due date will not be considered. More information is available in the AMS' Late Applications, Denials, and/or Appeals Procedures Policy.

For more information about grant eligibility, visit the Cold Chain Grants for Emergency Food Assistance program website or contact the CCG team at AMS.CCG@usda.gov.

About the U.S. Department of Agriculture. *USDA is made up of 29 agencies and offices with nearly 100,000 employees who serve the American people at more than 4,500 locations across the country and abroad. We provide leadership on food, agriculture, natural resources, rural development, nutrition, and related issues based on public policy, the best available science, and effective management.*

We have a vision to provide economic opportunity through innovation, helping rural America to thrive; to promote agriculture production that better nourishes Americans while also helping feed others throughout the world; and to preserve our Nation's natural resources through conservation, restored forests, improved watersheds, and healthy private working lands.

Our strategic goals serve as a roadmap for the Department to help ensure we achieve our mission and implement our vision.

When President Lincoln established the United States Department of Agriculture, he called it the "People's Department." At USDA we are working tirelessly to be a model department that serves all people of our great Nation. For more information, visit www.usda.gov.



The CEO's Corner



The Past Year Has Been a Great NEXT Year

By GREGG DOUD, *National Milk Producers Federation*

Here's something to celebrate: The NMPF Export and Trade (NEXT) program is one year old, and already it's a critical part of dairy's export success.

NEXT is a voluntary U.S. dairy product sales overseas and seeks a better alignment of supply and demand for milk and milk products at home. Member cooperatives provide the funding for NEXT by contributing two cents per hundredweight of milk marketed.

That may sound similar to the former Cooperatives Working Together program, but NEXT improves on it in multiple ways. After years of discussions with our members about how to strengthen CWT's approach — revamp what CWT did, from eligible products to program structure — NEXT is more targeted, more flexible, and more transparent, with clear benefits that are showing through positive effects for its members.

Through NEXT's first year, which ended at the beginning of July, NEXT committed export assistance on more than 315 million pounds of dairy products destined for international markets. That's a 73 percent greater volume than in 2024, the last year of the CWT program, at a cost to its members that's half of the CWT assessment.

Here are some numbers showing what NEXT is achieving:

In its inaugural year, NEXT supported exports of the equivalent of 74 million pounds of butter in the form of butter, anhydrous milkfat and whole milk powder. Add the milkfat exported in the form of cheese, and that figure soars to 126 million pounds of butter equivalent. For comparison, if you changed the U.S. butter standard from 80 percent to 82 percent, that would increase U.S. butter use

by around 50 million pounds.

Beyond helping build overseas markets for U.S. milkfat, NEXT is keeping U.S. cheese competitive in international markets, supporting exports of more than 127 million pounds of cheese.

NEXT is also supporting more markets than CWT did. NEXT supported exports to 37 countries over the past 12 months, more than 1/3 more than CWT would in a typical year.

NEXT's new target market pilots, which provide additional support in key growth markets or markets where U.S. product is preferentially disadvantaged compared to competitors, have also borne fruit. For instance, the U.S. has once again overtaken New Zealand as the largest butter supplier to Mexico, with NEXT supported volume accounting for over half of the total increase in U.S. sales.

Similarly, NEXT's Skim Milk Powder tariff mitigation program, which helps offset costs created by higher U.S. tariff rates, has helped spur a turnaround in U.S. exports to Indonesia despite U.S. prices sharply diverging from global markets for the past several months. In fact, NEXT commitments were roughly 40 percent of the U.S. total non-fat dry milk/skim milk powder exports to the country in the past year.

At a fundamental level, NEXT's export investment has helped grow demand abroad for U.S. dairy and maintain the global competitiveness of participating cooperatives, even when U.S. prices have diverged from global markets.

More work remains to expand U.S. dairy's presence overseas; NEXT remains just one tool in the toolbox for the U.S. dairy industry to grow export sales abroad. Still, NEXT has become an increasingly critical tool that complements the policy work done to maintain and expand market access abroad as well as the broader promotional efforts of the U.S. Dairy Export Council.

Looking ahead, the program's future is bright. It's always seeking new input and new members — we're happy to work with any member co-op interested in learning more. We're only one year in, and NEXT clearly is helping build a brighter future for dairy. We're thrilled by the opportunity to lead.





2027 WNC AgOptions Grant Information Sessions

Since 2004, the WNC AgOptions grant program has supported small farm sustainability in western North Carolina by providing funding to family farms that are growing, diversifying, and increasing efficiencies. Information sessions being held in August and September will provide an introduction to the program and discuss the application in detail. Potential applicants are encouraged to attend any session.

AUGUST 2026

Monday, August 10th

4:00–6:00 p.m.

Mountain Horticultural Crops Research & Extension Ctr
455 Research Drive, Mills River

Wednesday, August 12th

6:00–8:00 p.m.

Avery Community Center at Heritage Park
661 Vale Rd., Newland

Monday, August 24th

5:30–7:30 p.m.

Haywood County Cooperative Extension Center
589 Raccoon Rd., Waynesville

Tuesday, August 25th

6:00–8:00 p.m.

Macon County Cooperative Extension Center
193 Thomas Heights Rd., Franklin

Wednesday, August 26th

4:00–6:00 p.m.

Konehete Park
699 Connahetta Street, Murphy

Thursday, August 27th

6:00–8:00 p.m.

Swain County Cooperative Extension Center
60 Almond School Rd., Bryson City

SEPTEMBER 2026

Tuesday, September 1st

6:00–8:00 p.m.

Burke County Agricultural Building
130 Ammons Dr., Morganton

Thursday, September 3rd

6:00–8:00 p.m.

Yancey County Senior Center
503 Medical Campus Dr., Burnsville

Wednesday, September 9th

5:30–7:30 p.m.

Cleveland County Cooperative Extension Center
130 S. Post Rd., Suite 1, Shelby

Thursday, September 10th

5:30–7:30 p.m.

Watauga County Ag Conference Center
252 Poplar Grove Rd., Boone

MORE INFORMATION AT
wncagoptions.org

WNC AgOptions is funded by the North Carolina Tobacco Trust Fund Commission, in partnership with NC Cooperative Extension and WNC Communities.





NMPF
NATIONAL MILK
PRODUCERS FEDERATION

NEWS

U.S., Mexican Dairy Leaders Deepen Partnership as USMCA Talks Continue. Dairy leaders from the U.S. and Mexico concluded the 2026 U.S.-Mexico Binational Dairy Summit recently with a renewed commitment to strengthening collaboration between the two countries' dairy sectors, reaffirming shared priorities on trade, innovation, and the future of dairy farming against the backdrop of U.S.-Mexico negotiations related to the U.S.-Mexico-Canada Agreement (USMCA).

Held July 29–31 in Querétaro, Mex., the event brought together dairy industry leaders from the National Milk Producers Federation (NMPF), the U.S. Dairy Export Council (USDEC), and leading Mexican dairy organizations to discuss issues affecting producers, processors, and consumers in both countries.

Participants reaffirmed key principles as part of the eighth annual dairy binational event, supporting policies that promote dairy sector growth and competitiveness in both countries and encouraging continued dialogue and cooperation on issues of mutual interest. The organizations also adopted a new shared principle recognizing the importance of supporting the next generation of dairy farmers in both countries through the exchange of information and experience while creating new opportunities to collaborate on issues critical to the future of the dairy sector.

"The dairy trade relationship between the U.S. and Mexico is a true success story, as our industries have grown in parallel for over three decades," Gregg Doud, president and CEO of NMPF, said. "Central to that success is an open dialogue. We look forward to continuing work together to address shared challenges and develop our markets together."

"Strong industry partnerships complement strong trade relationships," Krysta Harden, president and CEO of USDEC, said.



"Our continued collaboration helps ensure dairy producers and processors in both countries are well positioned to meet growing demand and strengthen the dairy sector in the U.S. and Mexico. We appreciate Mexico hosting this important event, and we look forward to maintaining this critical relationship to support our farmers on both sides of the border."

The organizations agreed to expand collaboration in the months ahead, with particular attention to supporting young dairy farmers, promoting dairy's nutritional benefits, and maintaining open communication as the USMCA review process advances.

The summit followed the third round of U.S.-Mexico negotiations related to the USMCA, in which NMPF and USDEC participated as advisors to U.S. trade negotiators, underscoring the importance of continued industry engagement as the two governments work to strengthen the bilateral trading relationship.

USMCA Joint Review Launches as NMPF Champions Dairy. NMPF is moving on multiple fronts to make sure the U.S., Mexico, and Canada advance the review of the U.S.-Mexico-Canada Agreement (USMCA) works as intended for U.S. dairy, building on the market access secured to date and resolving issues critical to the trade treaty's renewal.

NMPF responded to U.S. Trade Representative Jamieson Greer's July 1 announcement that the U.S. would not agree to renew USMCA in its current form by encouraging efforts to resolve dairy issues, including Canadian market access and nonfat milk solids exports, as well as Mexico's protection of common food names. The agreement remains in force while the parties work through unresolved issues; it does not lapse or terminate automatically.

NMPF's Jaime Castaneda and Shawna Morris participated in the third round of U.S.-Mexico bilateral USMCA review negotiations in Mexico City on July 22–23, which provided a backdrop for the eighth annual U.S.-Mexico Binational Dairy Summit held later in the month. NMPF will remain engaged as the Mexico talks continue, with the next negotiating round scheduled for early next month.

As negotiations with Canada have been progressing at a slower pace, NMPF supported a July 20 announcement from the administration that it will be imposing a 50 percent tariff on certain Canadian imports, including some dairy products, starting August 19. USTR plans to impose the tariffs under Section 338 of the Trade Act of 1930, citing Canada's discriminatory treatment of U.S. dairy exports in its decision. USTR paired the announcement with two additional Section 338 determinations on Canada's discriminatory treatment of U.S. motor vehicle and alcoholic beverage exports.

Gregg Doud commended USTR's exploration of all available

trade tools to address the outstanding dairy trade issues with Canada, saying the “assertive action by the administration makes clear to Canada that their dairy trade practices will no longer be tolerated. Canada simply cannot continue to discriminate against U.S. dairy farmers by effectively blocking negotiated access to its market. It is well past time for Canada to negotiate in good faith and tackle the outstanding USMCA dairy implementation issues to help drive a successful conclusion of the USMCA review.”

Canadian Prime Minister Mark Carney responded to the new tariffs by committing to expedited negotiations but did not rule out retaliation should trade talks fall apart.

NMPF will stay closely engaged with U.S. trade officials through every negotiating round, working to keep dairy priorities front and center and to preserve and strengthen the gains U.S. dairy has built with both neighbors under USMCA.

FARM Program Solicits Feedback for Version 2028. The National Dairy Farmers Assuring Responsible Management (FARM) Program began its open comment period on July 8 for proposed Version 2028 updates to gather and incorporate farmer and industry feedback. In addition to the FARM Animal Care input, FARM Workforce Development proposed changes have been added to the open comment period to broaden the opportunity for farmer input.

All dairy industry stakeholders are invited to provide comments and concerns related to the proposed changes by

October 2. Visit https://uoguelph.eu.qualtrics.com/jfe/form/SV_8BN3fBE9nJyOpcG to view the proposed updates and complete the survey. NMPF’s Animal Health and Wellbeing Committee will review the survey feedback and submit proposed recommendations to NMPF’s Board of Directors next March. The FARM Workforce Development Task Force will make recommendations to the NMPF Executive Committee and NMPF’s Board of Directors, which will provide final approval on proposed recommendations.

Once approved, Version 2028 for FARM Animal Care and Workforce Development will take effect January 1, 2028.

Visit the FARM Program website for more information on Version 2028 development.

Lawmakers, NMPF Press FDA to Finally Enforce Dairy Standards of Identity. NMPF’s decades long fight for labeling integrity got a fresh boost this month as a bipartisan, bicameral group of lawmakers sent a letter to FDA Acting Commissioner Kyle Dimantas urging the agency to enforce its standards of identity for dairy products and stop plant based imitators from co-opting terms like “milk,” “cheese,” “yogurt,” and “butter.”

The letter was signed by the original sponsors of the DAIRY PRIDE Act — Senators Tammy Baldwin, D-Wisconsin, and Jim

NMPF News continued on the next page



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If you need help working your cattle, contact Marcus Harward at 704-322-0840 or Chuck Doolittle at 704-221-1447 for more information.

NDPF News *continued from the previous page*

Risch, R–Idaho, and Representatives John Joyce, R–Pennsylvania and Josh Riley, D–New York — and makes a point NMPF has raised for years — FDA’s own guidance admits that consumers don’t understand the nutritional differences between real dairy and plant based alternatives. Despite that admission, the agency has continued to rely on a voluntary labeling approach that simply hasn’t worked.

NMPF reinforced that message directly to FDA recently, formally supporting the congressional letter and calling on the agency to rescind its current plant based labeling guidance in favor of real enforcement of existing standards of identity.

Our position remains the same as it’s always been — Labeling integrity is basic consumer protection, and it’s a matter of fairness to farmers and cooperatives who follow the rules while imitation products borrow dairy’s good name without meeting any of its standards.

NMPF will keep members updated as FDA responds, and we encourage cooperatives to continue amplifying this message with their congressional delegations.

U.S. Dairy Welcomes Trade Deal with Jordan as New U.S. Tariffs Announced. NMPF welcomed a tenth Agreement on Reciprocal

Trade on July 21 with a new deal signed between the U.S. and Jordan that reinforces duty free access for U.S. dairy exports and secures important commitments to address nontariff barriers.

The agreement builds on the 2001 U.S.-Jordan Free Trade Agreement and advances priorities NMPF and USDEC have consistently advocated in trade negotiations, including preempting unnecessary regulatory barriers and protecting the use of common cheese names.

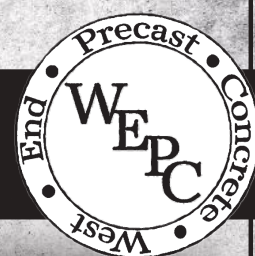
Specific to dairy, Jordan committed to recognize the U.S. dairy safety system as equivalent to its own and refrain from imposing facility registration requirements on U.S. dairy imports. The agreement also protects the use of 40 common cheese names, including “parmesan,” “feta,” and “asiago,” and establishes transparent procedures for evaluating geographical indications applications. Additional commitments on import licensing, technical regulations, and sanitary and phytosanitary measures are intended to ensure science-based, predictable trade rules that facilitate U.S. dairy exports.

The deal came shortly before the U.S. imposed new Section 301 tariffs on 60 markets around the world due to their “failure to

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impose and effectively enforce a prohibition on the importation of goods produced with forced labor.” Ranging from 10 to 12.5 percent by country, with exemptions for USMCA compliant goods, the new duties replace the 10 percent Section 122 tariffs imposed in February due to balance of payments deficits, which expired after the 150-day statutory limit.

USTR also granted zero exemptions for dairy imports into the United States under the new tariff announcement, following NMPF and USDEC’s July 6 comments urging the agency to keep dairy off exemption lists. The comments highlighted the more than \$2 billion dairy trade deficit between the United States and the European Union driven primarily by a web of tariff and nontariff barriers. NMPF and USDEC noted that granting the European Union its request for dairy tariff relief would be a step in the wrong direction for correcting the deeply imbalanced transatlantic trade relationship.

While China maintains a 10 percent tariff on all U.S. exports, including dairy, no additional markets announced plans for retaliation. NMPF will continue to work with the administration to ensure the leverage yields new market access for U.S. dairy exporters, building on the 10 Agreements on Reciprocal Trade signed to date.

NMPF Strengthens Partnerships in Latin America. NMPF and USDEC led a delegation of U.S. dairy industry leaders to Guanajuato, Mex., for the eighth annual U.S.-Mexico Dairy Binational event on July 29–30, building on a longstanding partnership to mutually grow demand and address shared issues with the U.S.’s largest dairy trading partner. Producers from Dairy Farmers of America and Land O’Lakes joined the event.

Coming on the heels of the third round of USMCA negotiations with Mexico, the two industries reaffirmed their commitment to collectively growing the U.S. and Mexican dairy markets, limiting trade barriers, and promoting the image of dairy. Participants also included a new commitment to collaboratively support the next generation of dairy farmers.

Further south, NMPF and USDEC signed a new Memorandum of Understanding with the Association of Livestock Producers of

the Highlands and Eastern Region (AGSO), a major agricultural cooperative based in Ecuador, on July 13 in Quito. The agreement deepens ties between the U.S. and Ecuadorian dairy sectors and commits the parties to cooperate on knowledge sharing, dairy consumption promotion, productivity improvements, and coordinated engagement in international forums like Codex and the United Nations’ Food and Agriculture Organization. The MOU includes a shared commitment to defend common food names such as “parmesan” and oppose foreign efforts to restrict their use.

The agreement is the latest step in NMPF’s sustained push across Latin America, building on momentum from the U.S.-Ecuador Agreement on Reciprocal Trade, which will lower dairy tariffs and address nontariff barriers to trade. As global pressure mounts on common names and market access, NMPF continues cultivating regional relationships to strengthen U.S. dairy’s footprint and defend shared industry interests across Latin America.

About the National Milk Producer’s Federation. NMPF was organized in 1916 to provide a forum for dairy producers and the cooperatives they own to participate in public policy discussions. NMPF advocates policies to Congress, U.S. and foreign government agencies, industry organizations, the news media, and the public.

We use our unique resources to harness the ever changing climate in the politics and marketing of milk and dairy products from farm to table to promote the economic well being of dairy producers and their cooperatives through coordinated industry efforts.

NMPF addresses policies concerning milk pricing, domestic and international market development, agriculture credit and taxation, environmental issues, food safety and health, animal welfare, product standards and labeling, and research and biotechnology.

Our mission is to foster an economic and political climate in which dairy producers and the cooperatives they own can thrive and prosper. Achieving such success assures consumers of adequate supplies of wholesome and nutritious dairy products at affordable prices.

This helps improve the bottom line of the associate members who provide services to dairy producers and cooperatives that they represent. For more information, visit www.nmpf.org.



Speaker Line Up for IDF World Dairy Summit Surpasses 100 International Experts. The International Dairy Federation (IDF) and the New Zealand Organising Committee are inviting dairy professionals from around the world to join the IDF World Dairy Summit 2026, taking place in New Zealand November 15–20.

With a speaker roster now exceeding 100 international experts, the Summit will bring together leading voices from across the global dairy value chain for six days of insight, dialogue, networking, and collaboration. From sustainability and nutrition to animal health and welfare, trade, innovation, technology, and future dairy systems, delegates will gain valuable perspectives on the issues shaping dairy's future.

At a time when dairy sectors around the world face different realities, challenges, and opportunities, the Summit provides a unique platform for learning from one another and identifying solutions that can strengthen dairy's contribution to nutrition, economic development, and sustainable food systems.

"Dairy is not in the same place everywhere in the world," said Gilles Froment, President of the IDF. "Each region faces its opportunities, priorities, and challenges, but there is tremendous value in sharing experiences and learning from one another. Few events convene the full spectrum of stakeholders shaping the future of dairy, from farmers and processors to scientists, policymakers, regulators, and international organizations. That is what makes the IDF World Dairy Summit such an important forum. Through knowledge exchange, dialogue on emerging issues, and collaboration on practical solutions, we help shape a stronger, more resilient, and more sustainable future for the global dairy sector."

The program combines world class technical content with extensive opportunities to connect with peers from across the globe. Through plenary sessions, specialist forums, networking events, and technical visits, participants will be able to build new relationships, share experiences, and explore practical solutions that can be



adapted to their own regions and businesses.

"The program reflects both the depth and diversity of expertise that exists across the global dairy sector," said Steve Holroyd, Chair of the IDF WDS2026 Program Committee. "Bringing together dairy leaders from around the world, the Summit will provide a unique opportunity to exchange ideas, build lasting connections, and gain fresh perspectives on the opportunities and challenges facing our sector. We look forward to welcoming delegates to New Zealand for what promises to be an exceptional week of learning, collaboration, and inspiration."

As the dairy sector continues to evolve, the IDF World Dairy Summit remains the premier global forum for knowledge exchange, collaboration, and leadership. It is where ideas are shared, partnerships are formed, and the direction of the global dairy sector is influenced through open dialogue and scientific exchange.

Dairy professionals from every part of the value chain are encouraged to register and join colleagues from around the world in New Zealand for what promises to be one of the most significant dairy events of the year.

Register now at www.idfwds2026.com/registration/register-now.

About International Dairy Federation. The IDF is the leading source of scientific and technical expertise for all stakeholders of the dairy chain. Since 1903, IDF has provided a mechanism for the dairy sector to reach a global consensus on how to help feed the world with safe and sustainable dairy products. A recognized international authority in the development of science based standards for the dairy sector, IDF has an important role to play in ensuring the right policies, standards, practices, and regulations are in place to ensure the world's dairy products are safe and sustainable.

The IDF World Dairy Summit is the flagship annual event of the International Dairy Federation, bringing together leading experts and decision-makers from across the global dairy value chain to address key challenges and opportunities facing the sector.





The Future Starts Here at Dairy Forum 2027. The International Dairy Foods Association (IDFA) has announced that registration for Dairy Forum 2027 is now open.

From January 24–27, 2027, more than 1,200 leaders from across the dairy supply chain will gather in Orlando, Fla., for the industry's premier annual event. Hosted at the J.W. Marriott Orlando, Grande Lakes, Dairy Forum 2027 will bring together executives from dairy processors, cooperatives, retailers, and suppliers to explore what is next for the industry and chart a path forward in a rapidly evolving marketplace.

The 2027 event theme, The Future Starts Here, spotlights the ideas, innovations, and inflection points set to define what's on the horizon for the dairy industry. From breakthrough technologies and evolving consumer expectations to shifting policy landscapes, Dairy Forum 2027 will explore how the industry can anticipate change and lead it. Attendees will walk away with a clearer understanding of what is ahead and how to position their businesses to thrive in a more dynamic, competitive environment.

"Dairy Forum 2027 is where forward thinking leaders come to get ahead of what is next," said Michael Dykes, D.V.M., president and CEO of IDFA. "It is an opportunity to challenge assumptions, explore new possibilities, and gain the perspective needed to make confident

decisions in a rapidly changing world. The insights and connections built here will help shape the future of dairy for years to come."

Dairy Forum will feature main sessions, deep dive discussions, panel conversations, and special presentations from industry leaders and conference partners. Attendees will hear from experts in business leadership, technology, nutrition, sustainability, and food policy, with a focus on what lies ahead for the dairy sector.

Set across more than 500 acres of natural landscapes, lakes, and working farmland, the J.W. Marriott Orlando, Grande Lakes offers a distinctive setting for both business and connection. The property features world class amenities, including championship golf, a full service spa, farm-to-table dining, and a range of recreational experiences for attendees and their families.

Sponsorship opportunities are available for organizations seeking to showcase their leadership and engage with the industry's top decision makers.

To register for Dairy Forum 2027 and explore sponsorship opportunities, visit www.dairyforum.com.

About International Dairy Foods Association. The IDFA, based in Washington, D.C., represents the nation's dairy manufacturing and marketing industry, which supports more than 3 million jobs that generate \$198 billion in wages and \$779 billion in overall economic impact. IDFA's diverse membership ranges from multinational organizations to single plant companies, from dairy companies and cooperatives to food retailers and suppliers, all on the cutting edge of innovation and sustainable business practices. Together, they represent most of the milk, cheese, ice cream, yogurt, and cultured products and dairy ingredients produced and marketed in the U.S. and sold throughout the world. Delicious, safe, and nutritious, dairy foods offer unparalleled health and consumer benefits to people of all ages.

THE FUTURE STARTS HERE

DAIRY FORUM 2027



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For Your Advertising Needs, Contact:

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Upcoming Events

ANGUS

- Sep. 19 — September Select Bred Heifer Sale, Norwood, N.C.
- Sep. 26 — Biltmore Fall Production Sale, Asheville, N.C.
- Oct. 17 — Fred Smith Company Ranch Extra Effort Sale, Clayton, N.C.
- Oct. 17 — Whitestone Farm Brand of Quality Angus Female Sale, Aldie, Va.
- Oct. 30 — Hokie Harvest Sale, Blacksburg, Va.
- Oct. 30 — Yon Family Farms Maternal Roots Fall Female Sale, Ridge Spring, S.C.
- Oct. 31 — Yon Family Farms Maternal Roots Fall Bull Sale, Ridge Spring, S.C.
- Nov. 7 — Craven Angus Farm 9th Annual Bull & Female Sale, Seagrove, N.C.
- Nov. 21 — Southeast Bull Expo & Sale, Asheboro, N.C.
- Dec. 4 — Knoll Crest Farm Total Performance Bull Sale, Red House, Va.
- Dec. 5 — 51st Annual Union County Performance Tested Bull Sale, Monroe, N.C.

BRANGUS

- Oct. 30 — Yon Family Farms Maternal Roots Fall Female Sale, Ridge Spring, S.C.
- Oct. 31 — Yon Family Farms Maternal Roots Fall Bull Sale, Ridge Spring, S.C.

CHAROLAIS

- Sep. 19 — September Select Bred Heifer Sale, Norwood, N.C.
- Oct. 3 — Appalachian Classic Sale, Knoxville, Tenn.
- Oct. 30 — Hokie Harvest Sale, Blacksburg, Va.
- Oct. 31 — Red Hill Farms Bulls and Females of Fall XII, Lafayette, Tenn.

GELBVIEH

- Sep. 19 — September Select Bred Heifer Sale, Norwood, N.C.
- Dec. 4 — Knoll Crest Farm Total Performance Bull Sale, Red House, Va.
- Dec. 5 — 51st Annual Union County Performance Tested Bull Sale, Monroe, N.C.

HEREFORD

- Sep. 12 — N.C. Hereford Association Field Day, Shelby, N.C.
- Oct. 17 — White Hawk Ranch Fall Bull & Female Sale, Buchanan, Ga.
- Nov. 28 — Southern Partners in Performance Sale, Union Grove, N.C.
- Dec. 4 — Knoll Crest Farm Total Performance Bull Sale, Red House, Va.

RED ANGUS

- Sep. 12 — Langdon Farms Red Angus & Simmental Private Treaty Open House & Kick-Off Day, Benson, N.C.
- Sep. 19 — September Select Bred Heifer Sale, Norwood, N.C.
- Sep. 24 — Langdon Farms Red Angus & Simmental Private Online Auction
- Oct. 31 — Red Hill Farms Bulls and Females of Fall XII, Lafayette, Tenn.

SIMMENTAL

- Sep. 4 — N.C. Simmental Association Annual Meeting, Union Grove, N.C.
- Sep. 5 — 52nd Annual N.C. Fall Harvest Sale, Union Grove, N.C.
- Sep. 12 — Langdon Farms Red Angus & Simmental Private Treaty Open House & Kick-Off Day, Benson, N.C.
- Sep. 19 — September Select Bred Heifer Sale, Norwood, N.C.
- Sep. 24 — Langdon Farms Red Angus & Simmental Private Online Auction
- Oct. 17 — Fred Smith Company Ranch Extra Effort Sale, Clayton, N.C.
- Oct. 30 — Hokie Harvest Sale, Blacksburg, Va.
- Oct. 30 — Yon Family Farms Maternal Roots Fall Female Sale, Ridge Spring, S.C.
- Oct. 31 — Red Hill Farms Bulls and Females of Fall XII, Lafayette, Tenn.
- Oct. 31 — Yon Family Farms Maternal Roots Fall Bull Sale, Ridge Spring, S.C.
- Dec. 5 — 51st Annual Union County Performance Tested Bull Sale, Monroe, N.C.

WAGYU

- Nov. 7 — Wilders Wagyu StayWILD ‘26 Production Sale, Turkey, N.C.

OTHER EVENTS

- Sep. 10 — S.C. Forage and Grazing Lands Coalition Annual Meeting, West Columbia, S.C.
- Sep. 17 — Forage & Livestock Annual Webinar Series - Session 3
- Sep. 24 — Northampton Cattle Repro School, Conway, N.C.
- Sep. 24 — Value Added Graded Feeder Cattle Sale, Norwood, N.C.
- Sep. 26 — Beef Quality Assurance Training, Dallas, N.C.
- Sep. 26 — Longleaf Pine Cattle Grazing Field Day, Dorchester, S.C.
- Oct. 1 — Forage & Livestock Annual Webinar Series - Session 4
- Nov. 10 — SCCA Regional Beef Cattle Field Day, Laurens County, S.C.
- Nov. 11 — SCCA Regional Beef Cattle Field Day, Darlington County, S.C.
- Nov. 12 — SCCA Regional Beef Cattle Field Day, Calhoun County, S.C.
- Nov. 12 — Value Added Graded Feeder Cattle Sale, Norwood, N.C.
- Dec. 5 — N.C. BCIP Waynesville Bull Test Sale, Canton, N.C.
- Dec. 12 — N.C. BCIP Butner Bull Test Sale, Oxford, N.C.

LIVESTOCK MARKET SALES

- Sep. 1 — Mid-Atlantic Cattle Sales Video Auction, via macsvideo.com
- Sep. 2 — Northeast Georgia Livestock/Saluda Livestock Exchange/ Turner County Stockyard Video Auction, via negalivestock.com
- Sep. 2 — Stanly County Livestock Market Weekly Sale, Norwood, N.C.
- Sep. 7 — Harward Brothers Livestock Market Weekly Sale, Turnersburg, N.C.
- Sep. 7 — Saluda Livestock Exchange Weekly Sale, Saluda, S.C.
- Sep. 9 — Northeast Georgia Livestock/Saluda Livestock Exchange/ Turner County Stockyard Video Auction, via negalivestock.com
- Sep. 9 — Stanly County Livestock Market Weekly Sale, Norwood, N.C.
- Sep. 14 — Harward Brothers Livestock Market Weekly Sale, Turnersburg, N.C.
- Sep. 14 — Saluda Livestock Exchange Weekly Sale, Saluda, S.C.
- Sep. 15 — Mid-Atlantic Cattle Sales Video Auction, via macsvideo.com
- Sep. 16 — Northeast Georgia Livestock/Saluda Livestock Exchange/ Turner County Stockyard Video Auction, via negalivestock.com
- Sep. 16 — Stanly County Livestock Market Weekly Sale, Norwood, N.C.
- Sep. 21 — Harward Brothers Livestock Market Weekly Sale, Turnersburg, N.C.
- Sep. 21 — Saluda Livestock Exchange Weekly Sale, Saluda, S.C.
- Sep. 23 — Northeast Georgia Livestock/Saluda Livestock Exchange/ Turner County Stockyard Video Auction, via negalivestock.com
- Sep. 23 — Stanly County Livestock Market Weekly Sale, Norwood, N.C.
- Sep. 28 — Harward Brothers Livestock Market Weekly Sale, Turnersburg, N.C.
- Sep. 28 — Saluda Livestock Exchange Weekly Sale, Saluda, S.C.
- Sep. 30 — Northeast Georgia Livestock/Saluda Livestock Exchange/ Turner County Stockyard Video Auction, via negalivestock.com
- Sep. 30 — Stanly County Livestock Market Weekly Sale, Norwood, N.C.



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NOVEMBER 3 & 17
DECEMBER 1 & 15

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