

# BEEF BUSINESS

by Julie Mais, editor

*In this month's "Beef Business," we present industry news about new partnerships and opportunities for producers.*

## USDA, EPA, FDA partner with Food Waste Reduction Alliance

On Oct. 30, the USDA, the U.S. Environmental Protection Agency (EPA), and the U.S. Food and Drug Administration (FDA) announced a new partnership with the Food Waste Reduction Alliance (FWRA), the latest effort in the Winning on Reducing Food Waste Initiative launched by the three federal agencies in 2018.

Through this Memo of Understanding, USDA, EPA and FDA will formalize industry education and outreach efforts with the Grocery Manufacturers Association, the Food Marketing Institute and the National Restaurant Association, the three founding partners of the FWRA.

The FWRA represents three major sectors of the supply chain: food manufacturing, retail and restaurant and food service. The Alliance pursues three goals: reducing the amount of food waste generated; increasing the amount of safe, nutritious food donated to those in need; and diverting food waste from landfills.

*Source: USDA*

## NCBA Environmental Stewardship Award

Applications are being accepted for the National Cattlemen's Beef Association's (NCBA) 2020 Environmental Stewardship Award.

The deadline for applications is March 6, 2020.

Established in 1991 by NCBA to recognize the nation's best cattle and livestock operations and their stewardship and conservation efforts, the Environmental Stewardship Awards Program (ESAP) is sponsored by Corteva Agriscience, McDonald's, USDA Natural Resource Conservation Service (NRCS), U.S. Fish and Wildlife Service and the National Cattlemen's Foundation (NCF).

The winner of the 2019 national Environmental Stewardship Award will be named during the 2020 Cattle Industry Convention and NCBA Trade Show in San Antonio, Texas, in early February.

Any individual, group or organization is eligible to nominate one individual, or business, who raises or feeds cattle. Individuals and families may not nominate themselves, although nominees may be involved in the preparation of the application.

*Source: NCBA*

## Avian predator management

A letter signed by 15 U.S. senators and 23 members of Congress, was sent to U.S. Fish and Wildlife Service Acting Director Margaret Everson on Nov. 4. The letter requested that the Service promulgate new rules to increase flexibility in the

Migratory Bird Treaty Act (MBTA) permitting process to empower livestock producers to protect their livelihoods. The bipartisan, bicameral letter was led by Sen. John Boozman (R-AR) and Rep. Sanford Bishop (D-GA-2).

"Whether it is black vultures, ravens, or cormorants, MBTA-protected avian predators pose a significant risk to newborn calves and livestock operations across the country," said Ethan Lane, NCBA vice president of government affairs. "Despite populations of each species numbered in the millions, current regulations place arbitrary caps on permitted take and incur heavy restrictions on preventative measures necessary to protect farming and ranching operations."

*Source: NCBA*

## Women in Ag survey

Women are active advocates for agriculture and successful business owners interested in filling leadership roles, according to a new Farm Bureau survey. A majority of those surveyed, 91%, also believe there should be more women in leadership roles in the industry. More than 3,000 women completed the informal survey online, which was conducted to determine the goals and achievements of women in agriculture.

More than 50% of women surveyed have started their own business

that's still in operation; 25% have not started a business but indicated they would like to do so in the future. Respondents cited prioritizing and finding time to accomplish tasks, acquiring financial support and marketing plan development as their top business challenges.

Respondents ranked communicating effectively, inspiring and motivating others, and managing conflict among the most important leadership skills for women in agriculture.

Another topline finding of the survey was that 75% of respondents are leaders at the local level, 50% are leaders at the state level and 26% are leaders at the national level.

All women who are farmers, ranchers, farm/ranch employees, employed in agricultural businesses,

pursuing ag-related higher education or supportive of agriculture in other ways were invited to participate in the survey.

Full survey results, including comparisons to the initial "Women in Ag" survey (conducted in 2015), are available online at [www.fb.org/women](http://www.fb.org/women).  
Source: AFBF

## World Agricultural Supply and Demand Estimates

Livestock, poultry, and dairy: The forecast for 2019 total red meat and poultry production is raised from October on higher beef, pork, broiler and turkey production. Beef production is raised from October on higher expected slaughter of both fed and non-fed cattle.

For 2020, the total red meat and poultry forecast is increased from

October as higher broiler and turkey production more than offsets a lower beef production forecast.

The beef production forecast is reduced on a slower expected pace of gains in carcass weights. A slightly slower pace of feedlot marketings also contributes to the reduced production forecast.

Beef and pork trade for 2019 are adjusted to reflect third-quarter reported data; the forecasts for the fourth-quarter 2019 and for 2020 are unchanged from October.

The cattle price forecast is raised for fourth-quarter 2019 based on recent data; no change is made to the 2020 forecast.

Source: USDA WASDE



# SAFETY ZONE™

## CALF CATCHERS

### A Cowman's Best Friend at Calving Time!

#### Designed for Processing Safety...

- Enables quick and safe calf catching!
- Convenient, step in access of producer!
- Holder secures calf for easy processing!
- User-friendly inside release of calf to cow!
- Move calves easier with cow following!
- Less cow stress, mother can see and smell calf!
- Reduces danger while working new calves!
- Quick Mount/Dismount on both ATV & UTVs!

Now available with a digital scale!



Safe Processing!

**ONE PERSON can now SAFELY and EASILY process calves without concern of the protective mother cow!**

**Michael Dixon, KY** – "Our Calf Catcher worked as advertised. It was extremely helpful in this year's calving season."

**Randy Shaw, PA** – "I consider the Calf Catcher the best tool I've ever purchased. It has already saved several trips to the doctor. I tagged, weighed and vaccinated every one of my calves this year within one day of birth, so my record accuracy improved tremendously. You have a great product."

**Leroy Sipes, MN** – "It is very helpful as I am 71 years old and cannot move like I once could and I am on the ranch all alone and don't want to get hurt. I trade cows and always have new cows here. It is a great help and allows me to do what I love for a little bit longer."

Watch action video at  
[SafetyZoneCalfCatchers.com](http://SafetyZoneCalfCatchers.com)

For local dealers or to order, call 877-505-0914 today!

**DEALER INQUIRY INVITED**



Easy and Safe Catching!



Safe Release!