Table of Contents ▶ Feature stories highlighted in this issue

35 Keys to Success

As we celebrate our 35th year owned by the American Angus Association, we'll be looking at what it takes to succeed in the Angus business. You laid the foundation for these keys when you responded to our readership survey and told us in what topics you were most interested. The keys below are not presented in order of importance, but rather by approximate order of publication. Read more on page 56. We start out this month with getting started in the business, securing a land resource and protecting your health.



- 1. Getting Started
- 2. Securing a Land Resource
- 3. Your Health
- 4. Youth Development
- 5. Continuing Education
- 6. Herd Health
- 7. Ag Policy
- 8. Animal Welfare
- 9. Consumer Relations
- 10. Herd Goals
- 11. Winter Feed Management
- 12. Recordkeeping
- 13. Business Planning
- 14. Employee Management
- 15. Contingency Planning
- 16. Angus Resources
- 17. Genomics
- 18. Industry Involvement
- 19. Seedstock Selection
- 20. Herd Nutrition
- 21. Marketing Seedstock
- 22. Reproductive Efficiency
- 23. Developing Seedstock
- 24. Customer Service
- 25. Research
- 26. Technology & Innovation
- 27. Pasture Maintenance
- 28. Grazing Strategies
- 29. Water
- 30. Facilities
- 31. Cattle Handling
- 32. Equipment
- 33. Four-legged Helpers
- 34. Marketing Commercial Cattle
- 35. Being Neighborly



56 Securing a Means of Communication

The Angus Journal celebrates 35 years as an American Angus Association publication, offering 35 Keys to Success.

►BY SHAUNA ROSE HERMEL

60 BLI Q&A

GETTING STARTED

Young Angus leaders give tips on starting out successfully. **▶BY KASEY BROWN**

66 Illinois Angus Junior Makes Her Mark

Sixteen-year-old says her cows are gentle and quiet, yet she still knows what they need. ▶BY BARB BAYLOR ANDERSON

70 What Do Parents Owe Their Kids?

Farm family business consultant Jolene Brown shares her opinion. ►BY KINDRA GORDON

76 Coal Valley Commencement

Coal Valley Angus got started right with solid genetics and a large dose of discipline. ▶BY KASEY BROWN

84 Sustaining a Legacy of Quality

Kansas ranchers pass on a tradition of quality in an untraditional way. ►BY NICOLE LANE

92 No Cheap Tickets

Increasing demand for agricultural land and historically high prices make admission to the cattle business tougher than ever. ►BY WES ISHMAEL

102 Higher and Higher

Although agricultural land values show recent signs of softening, increased competition makes continued strength hard to bet against. ▶BY WES ISHMAEL

110 Caution Pays

High land and cattle prices offer accelerated opportunity and risk. ►BY WES ISHMAEL

VOLUME NUMBER AUGUST

SECURING A LAND RESOURCE

AMERICAN ANGUS ASSOCIATION, 3201 Frederick Ave., Saint Joseph, MO 64506-2997; 816-383-5100; fax: 816-233-9703; e-mail: angus@angus.org. ANGUS JOURNAL® (ISSN 0194-9543) is published on the 1st of each month by Angus Productions Inc., 3201 Frederick Ave., Saint Joseph, MO 64506-2997. Periodicals postage paid at Saint Joseph, MO 64501, and at additional post offices. Canada Post International Publications Mail Product (Canadian Distribution) Sales Agreement No. 1308505. Subscriptions: U.S. \$50 per year, Canada \$80 per year, foreign and Mexico \$125 per year (airmail only). Single copy \$5, except March, September and October \$8.50 (payable in U.S. funds). POSTMASTER: Send address changes to ANGUS JOURNAL, 3201 Frederick Ave., Saint Joseph, MO 64506-2997.



172 RingSide with Legendary Steaks What a chef wants. ►BY BRYAN SCHAAF

175 Blasting Through Barriers of Rural Health Care Physician shortage tops list of challenges. > BY JOANN PIPKIN

180 Don't Neglect Your Joints

Prevent damage to joints and make living with arthritis easier. **BY KASEY BROWN**

186 Manage Stress

Mitigate the effects of chronic stress before it damages brain, genetic code. ► BY KINDRA GORDON

195 The War on Fat, Part I of II: The Evolution of Lean Beef

Industry responds to dietary document recommending decreased consumption of meat in favor of poultry and fish.

▶BY THE BEEF CHECKOFF PROGRAM

200 The War on Fat: Part II of II: How Low to Go?

How lean is lean enough?

▶BY THE BEEF CHECKOFF PROGRAM

214 Safety for Minors is Not a Minor Detail

Every day 38 children are injured in agriculture-related events. Every three days a child dies from one.

▶BY PAIGE NELSON





► On the cover: "Looking Back, Facing Forward." Bull painting by Frank Champion Murphy from the cover of the July 1979 Angus Journal. Cover design by Craig Simmons.



256 Blaine Lotz Takes Title at 51st WLAC

Kansas auctioneers take top two spots in annual world contest in Knoxville, Iowa.

▶BY THE LIVESTOCK MARKETING ASSOCIATION

266 Black Witch Farm Builds A Legacy by \$102,500

Minix establishes a scholarship and names the Angus Foundation a beneficiary.

CONTINUED ON PAGE 4







► Departments in this issue

ASSOCIATION

- **14** Movin' Forward: One voice, one source ▶ by Bryce Schumann
- 16 Association Highlights: Events, deadlines of which members should be aware ► by Carrie Heitman
- **32** Board Action: Highlights of the June 4-6, 2014, meeting of the American Angus Association Board of Directors
- **36** Next Generation: Postcard from an NJAA director, state spotlights ► *compiled by Kasey Brown*
- **48** Newsmakers: Items of interest about and for members of our Angus family ► compiled by Linda Robbins
- **55** Tolbert Joins Angus Staff: Alex Tolbert serves as Angus regional manager for Kentucky, Ohio and Tennessee ► by Jena McRell

MANAGEMENT

- **120** Ridin' Herd: Consider storing distillers' grain ▶ by Rick Rasby
- **122** Vet Call: Nutritional aspects of cattle health ▶ by Bob Larson
- **126** Angus Advisor: August herd management tips ▶ by Scott Greiner, David Lalman, Mark McCann, Randy Perry & Justin Sexten
- **134** By the Numbers: Using \$EN and \$W ▶ by Tonya Amen
- **140** Repro Tracks: Getting started right with Al ▶ by Cliff Lamb
- **144** Login Lowdown: New display option ► by Kasey Brown
- 146 Performance Report: Test reports and other performancerelated items ► compiled by Linda Robbins

CERTIFIED ANGUS BEEF LLC

- 166 Brand News: News and highlights from Certified Angus Beef LLC ► compiled by Laura Conaway
- **170** What's Cooking at CAB: You're a peach ▶ by CAB culinary staff

INDUSTRY

- **206** Beef Business: A look at current issues affecting the cattle industry ► compiled by Shauna Rose Hermel
- **210** New Products: Introducing products, services for cattlemen ► compiled by Linda Robbins

PERSPECTIVES

- **12** Angus Stakes: Success ▶ by Shauna Rose Hermel
- **258** Outside the Box: Six pillars ▶ by Tom Field
- **264** Market Advisor: Beef exports strong in spite of high prices ▶ by Tim Petry

SHOWRING ► compiled by Kasey Brown

- 230 Atlantic National Super-Point ROV Angus Show, Timonium, Md.
- 234 Juniors Compete at Atlantic National
- 238 Junior Shows: Summer field days and preview shows
- 242 Eastern Regional Jr. Angus Show, Raleigh, N.C.
- 246 Illinois Jr. Angus Field Day, Bloomington
- 250 Open Shows: Summer open preview shows
- 252 Central Illinois Preview Show, Bloomington

□ REFERENCE

- 12 Angus Journal Staff **266** Salering Summary 14 Association Staff 269 Readership Survey 272 Ultrasound Technicians 16 Association Fees
- 36 NIAA Board
- 166 CAB Staff 262 Regional Managers
- **263** Advertising Rates
- 276 New Members (lune)
- 278 Almanac
- 286 Ad Index