



Next Generation

► Postcard from an NJAA director and state spotlights. Compiled by Kasey Miller.

No bull about it

There is no argument that we would not be successful Angus producers without commercial cattlemen. They are what make the seedstock world go round.

Understanding their priorities

I have grown up understanding that my family would not be able to sell registered Angus bulls for a living without the commercial sector. As I observe the crowd at our annual sales, and register the potential buyers for the bull sale, I can number the purebred Angus producers who will purchase bulls on one hand.

Many commercial cattlemen have turned their herd “blackier” over the past decade, but there are still a number with “rainbow herds,” or cattle made up of diverse breed combinations. The end goal of the commercial cattleman is to retain replacement heifers and sell steers at market as weanlings or yearlings. Larger-scale producers will sell “potloads” on video sales or direct to the feedlot.

Many commercial cattlemen are diverse agriculturalists, with other enterprises that may include row crops and/or other livestock, such as poultry or hogs. Smaller-scale operators often have a job in town, as well.

Many commercial breeders are good students of performance data; expected progeny differences (EPDs); and, now, our

dollar value indexes (\$Values). For those who have not had the time to study what all the numbers mean, it is important for seedstock producers to be able to explain how to use the data to select the best bulls for their commercial customers’ operations. This will partially depend on how their customers sell their end product.

Regardless of when or where they sell their calves, three things seem to remain of high value to most commercial cattlemen: calving ease, disposition, and feet and legs.

It is important to most commercial breeders that their bulls not create extra work for them — pulling calves, having to jump the fence to work the bull, having to get hooves trimmed or, worse yet, having to sell a bull that can’t get around to do his job.

Another important point when working with commercial cattlemen is customer service. It’s vital they understand that the breeder stands behind that animal sold and is willing to answer questions. A perfect example of this was a customer who called our farm asking about the “numbers” on his bull and how to register a calf if he got a few registered cows to go with the bull he bought for his commercial herd. This is an instance where a commercial producer might join the Association and buy a few registered cows down the road if he has a “support person.”



Sally Yon

Our breed is fortunate to have a great staff in Saint Joseph and regional managers to help, but we as seedstock suppliers can be ambassadors, too.

It’s important as Angus seedstock producers to educate our customers on the premiums and increases in value they can realize if they utilize programs such as AngusSource® or partner with a Certified Angus Beef LLC (CAB) licensed feedlot. As junior members of the Association, it’s important that we understand that just because their cattle don’t “have papers,” the commercial cattleman is indeed what makes this ship called the Angus business sail.

— Sally Yon, South Carolina

Juniors earn NJAA Bronze and Silver Awards

Catherine Callantine and Krista Callantine, both of Belgrade, Mont.; Andrea Foore, Seven Valleys, Pa.; and Tye Williams, Idalou, Texas, have earned the National Junior Angus Association (NJAA) Bronze and Silver awards. Julie Williams, Idalou, Texas, earned the NJAA Silver Award.

Catherine Callantine, the 17-year-old daughter of Jason and Jane Callantine, is a senior at Belgrade High School and is a director of the Montana Junior Angus Association (MJAA). She served as princess in 2007 and 2008 and queen in 2009. At the National Junior Angus Show (NJAS), Catherine participated in the mentoring program. She also participated in the Leaders Engaged in Angus Development (LEAD) conference in 2008. Catherine has submitted weight data to Angus Herd Improvement Records (AHIR®).

Her sister Krista Callantine, 13, attends Pass Creek Elementary and has served as royalty since 2009 in the MJAA. At NJAS, Krista participated in the mentoring program in 2010 and 2011. She has participated in local, state, regional and national shows. She has also submitted weight data to AHIR.

Foore, the 17-year-old daughter of Mark and Chris Foore, is a senior at Susquehannock High School and serves as vice president, historian and Pennsylvania Angus princess of the Pennsylvania Junior Angus Association. She has served as director and secretary. At NJAS, Foore participated in the livestock judging contest, team fitting, creative writing and the All-American Certified

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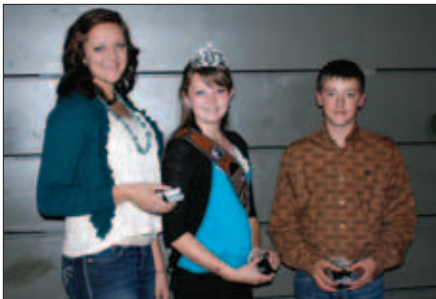
NJAA ON FACEBOOK:
<http://on.fb.me/p2sldu>

Visit the NJAA web site at www.njaa.info.

► **Montana Angus Ass'n Annual Banquet,**
Oct. 21, 2011, Billings



► **Pam Vanek** (right), Silesia, Mont., receives the Montana Angus Auxiliary scholarship from **Sara Stevenson**, Montana Angus Auxiliary president.



► Receiving the Bronze and Silver awards from the National Junior Angus Ass'n (NJAA) are (from left) **Catherine Callantine** and **Krista Callantine**, both of Belgrade; and **Avery Bates**, Manhattan.

Angus Beef® (CAB®) Cook-Off. She also participated in the 2011 LEAD conference and the 2009 Raising the Bar Conference. She has submitted weaning and yearling weights to AHIR and consigned cattle in the Pennsylvania's Finest Female sale.

Tye Williams, the 14-year-old son of Kyle and Ann Williams, is an eighth grader at Idalou Junior High School and serves as director of the Texas Junior Angus Association (TJAA). At the NJAS, Williams participated in the livestock judging, team fitting, photography and quiz bowl contests, as well as the Cook-Off. Tye has submitted weaning and yearling weights to AHIR and has consigned cattle in the ASH Angus Bull Sale.

His sister Julie Williams, 16, is a junior at Idalou High School and serves as treasurer of the TJAA. At the NJAS, Williams participated in the livestock judging, quiz bowl, team sales, poster, and photography contests, as well as the Cook-Off. She has also served as a voting delegate. Julie has submitted weaning weights to AHIR and consigned cattle in the ASH Angus Bull Sale.

The Bronze and Silver awards are the first two levels of the National Junior Recognition Program. Junior Angus breeders must apply for the awards, then meet point requirements in many areas of participation before receiving the honors. Applicants are evaluated in areas of junior Angus association activities and leadership, participation in showmanship, contests and shows, using performance testing to improve their herd and their progress in producing and merchandising Angus cattle.

Growmark announces 2012 essay contest theme

The theme for the 2012 Growmark Essay Contest, open to all high school FFA members in Illinois, Iowa and Wisconsin is: "Cooperatives in a Global Environment."

This is the 19th year for the program, sponsored by the Growmark System and FS member cooperatives, in conjunction with state FFA leaders, to help young people develop their writing skills, learn about current issues affecting agriculture and understand the unique role of cooperatives. This year, students will focus on three questions: What benefits do co-ops provide their member-owners? How do co-ops improve the quality of life in their communities? How do co-ops contribute to economic growth throughout the world?

Each state's winner earns a \$500 scholarship and the winner's FFA chapter receives a \$300 award. Four runners-up per state each win \$125 scholarships.

Essays should be approximately 500

words, typed and double-spaced. The postmarked entry deadline for Iowa FFA members is Feb. 15. The postmarked entry deadline for Illinois and Wisconsin FFA members is March 15. Additional program details have been sent to agriculture teachers and are online at www.growmark.com (click on Our Commitments/Youth & Young Farmers/Essay Contest).

Registration now open for expanded 2012 FFA Chapter Challenge

Beginning Jan. 16, registered FFA chapters in eligible states will be challenged to reach

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API Summer Internship

Angus Productions Inc. (API) is offering a 2012 summer internship, allowing a student to be part of the editorial team. Unlike past API internships, rather than focusing on the National Junior Angus Show, this year's internship will be much more industry- and producer-focused. The writing-intensive internship will offer the selected intern the opportunity to participate in producing various publications, including the *Angus Journal*, the *Angus Beef Bulletin*, the *Angus Beef Bulletin EXTRA*, the Angus eList and editorial websites, as well as assist in social media efforts. The internship will be flexible enough to tailor to the strengths and needs of the intern, but many duties can be expected.

"The API internship offers an excellent opportunity for aspiring writers to gain experience, broaden their knowledge of the beef industry and build that portfolio," says Shauna Hermel, editor.

For more details, visit www.api-virtuallibrary.com/AngusJobOpenings.htm.

To apply, send a cover letter, résumé and writing samples to Shauna Hermel, Angus Productions Inc., 3201 Frederick Ave., Saint Joseph, MO 64506 or shermel@angusjournal.com by Feb. 5, 2011.

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out to farmers in their communities and learn more about their livelihood. In turn, farmers will go online to vote for their local FFA chapter.

After a successful pilot program last year, FFA and Monsanto have expanded the FFA Chapter Challenge to 12 states, including Alabama, Arkansas, Georgia, Illinois, Indiana, Iowa, Louisiana, Minnesota, Mississippi, Missouri, Tennessee and Texas.

The top 200 FFA chapters that make the most connections and receive the most

farmer votes by Feb. 29 will receive a line of credit ranging from \$1,000 to \$2,500 from the National FFA Organization. As a sponsor of the program, Monsanto will provide more than \$300,000 in incentives.

Registration for the 2012 FFA Chapter Challenge opened Oct. 19 and is available on the FFA Chapter Challenge website at www.ffachapterchallenge.com.

The award of a chapter monetary credit can be used throughout the year to buy FFA jackets and merchandise, obtain banquet supplies and send members to events like the Washington Leadership Conference or the national FFA convention and more.

Awards will go to the top 10 chapters in each of the 12 eligible states, plus 80 at-large winning chapters. Winners will be announced March 9.

The chapter that makes the most connections of any participating FFA chapter will win the grand prize — an all-expense-paid trip for six students and an advisor to attend the 85th National FFA Convention in Indianapolis in October 2012 plus a \$2,500 FFA certificate of credit.

Scholarship available from Accelerated Genetics

Accelerated Genetics will present these

scholarships to its customers' families to ensure agriculture a bright future.

Youth scholarship: Four \$500 scholarships will be awarded to high school seniors planning to major in agriculture at a short course, vocational technical college or a four-year university. Participants in FFA, 4-H, various breed organizations or any other ag organization are eligible to apply. Download an application and/or fill it out online at www.accelgen.com, call 1-800-451-9275 or email kstanek@accelgen.com.

Collegiate scholarship: Two \$1,000 scholarships are awarded to students

currently enrolled in a short course, vocational technical college or a four-year university degree program. The collegiate program is available to individuals who are currently in their freshman, sophomore or junior year and are majoring in any agricultural field. Supported by Accelerated Genetics, this scholarship program is managed by the National FFA Foundation. This scholarship application can only be completed online at www.ffa.org; click on Scholarships 2012.

Applicants or their parents must be currently active customers of Accelerated Genetics to be eligible for either scholarship.

The application deadline for both is Feb. 15, 2012.

Association internships, scholarships, entry packets, deadlines

The American Angus Association has information about summer internships, scholarships, entry packets and deadlines in this issue. Be sure to check out those opportunities on page 22.



Editor's Note: *This column is compiled by Associate Editor Kasey Miller. To submit your "Next Generation" item, email kaseymiller@angusjournal.com or call 816-383-5277.*