

Listing articles from August 2014 through August 2015

35 Keys to Success Angus Journal coverage

35 Keys to Success

As we celebrated our 35th year owned by the American Angus Association, we took a look 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. View all the articles by key at www.api-virtuallibrary.com/ 35keys.

- 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

AUGUST 2014



- 32 Board Action Highlights of the June 4-6, 2014, meeting of the American Angus Association Board of Directors.
- 55 Tolbert Joins Angus Staff Alex Tolbert serves as Angus regional manager for Kentucky, Ohio and Tennessee.
- 56 Securing a Means of Communication The Angus Journal celebrates 35 years as an American Angus Association

publication, offering 35 Keys to Success.

60 BLI Q&A Young Angus leaders give tips on starting successfully.

- 66 Illinois Angus Junior Makes Her Mark Sixteen-year-old says her cows are gentle and quiet. yet she still knows what they need.
- 70 What Do Parents **Owe Their Kids?** Farm family business consultant Jolene Brown shares her opinion.
- 76 Coal Valley Commencement Coal Valley Angus got started right with solid genetics and a large dose of discipline.
- 84 Sustaining a Legacy of Quality Kansas ranchers pass on a tradition of quality in an untraditional way.

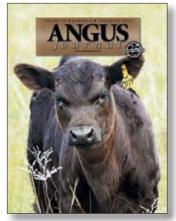
- 92 No Cheap Tickets Increasing demand for agricultural land and historically high prices make admission to the cattle business tougher than ever.
- **102 Higher and Higher** Although agricultural land values show recent signs of softening, increased competition makes continued strength hard to bet against.
- 110 Caution Pays High land and cattle prices offer accelerated opportunity and risk.
- 172 RingSide with Legendary Steaks What a chef wants.
- **175 Blasting Through Barriers** of Rural Health Care Physician shortage tops list of challenges.
- 180 Don't Neglect Your Joints Prevent damage to joints and make living with arthritis easier.
- 186 Manage Stress Mitigate the effects of chronic stress before it damages brain, genetic code.
- 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.
- 200 The War on Fat: Part II of II: How Low to Go? How lean is lean enough?
- 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.
- 230 Atlantic National Super-Point ROV Angus Show, Timonium, Md.
- 242 Eastern Regional Jr. Angus Show, Raleigh, N.C.
- 256 Blaine Lotz Takes Title at 51st WLAC Kansas auctioneers take top

two spots in annual world contest in Knoxville, Iowa.

266 Black Witch Farm Builds A Legacy by \$102,500 Minix establishes a scholarship and names the Angus Foundation a beneficiary.

272 Ultrasound Technicians

SEPTEMBER 2014



- 42 Angus Selects the Next Youth Breed Ambassador Emma Jumper to serve the business breed for upcoming year.
- 48 Developing the Next Generation South Dakota Angus breeder encourages each of us to ponder our role.
- 50 Pasture to Packer Texas 4-H program teaches youth real-world cattle-feeding process.
- 54 NJAA Can Be Career Springboard Past directors share experiences and advice.
- 56 Coverage of the 2014 **National Junior Angus Show** The NJAS is much more than a cattle show. The weeklong event features youth-development activities ranging from show projects to career development and from written tests to Cook-Off skits.

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- 232 Experience Wins Kansas Angus Carcass Data Project Producers get data, make money on quality cattle.
- 236 Partnerships Create Value Continuing education for veterinarians helps producers improve their bottom line.
- 238 Bradley to be inducted Into Portrait Gallery Minnie Lou Bradley to be honored for impact on the livestock industry.
- 240 Boots on the Hill Angus represented at beef industry and policy conference.
- 244 BLI Bridges Industry Gaps From strands of DNA to sizzling steaks, Beef Leaders Institute participants witnessed it all.
- 252 First-generation Producers Give Back BLI graduates choose to give

back to the Angus Foundation. 254 Reserve Your Spot

- at the Convention \$25 registration fee grants access to three days of education, entertainment and social events at the Angus Means Business National Convention & Trade Show.
- 266 How to Lose the Argument on Animal Welfare
- 273 OSU to Host 2014 Applied Repro Meeting
- 274 Valued Partner

Seedstock producers and their veterinarians build strong working partnerships to keep herds healthy.

- 278 Should You Step Up Biosecurity? Common sense and a plan are best for beef breeders.
- 280 Watch Your Step Recognize common bovine hoof diseases.
- **282 Mycoplasma bovis** Mycoplasma bovis plays a part in BRDC; prevention is key.
- **290 Premium Progress** Drought drives premiumpaying changes.
- **292 Beef and Brotherhood** Brothers use good cattle and customer communication to thrive.

- You gotta love it!
- **56 Champions in the Heartland** Champions named at the 2014 National Junior Angus Show.
- 72 Theis Named Junior Herdsman at the 2014 NJAS Junior Herdsman of the Year Cody Theis chosen by his peers during the National Junior Angus Show.
- **76 Making the Grade at NJAS** The carcass steer contest helps Angus juniors see a bigger picture of the beef industry.
- 80 NJAS Showmanship, Best of the Best Top two showmen from each state compete in Indianapolis, Ind.
- 86 Auxiliary Announces Scholarship Winners Auxiliary Scholarships presented to five boys, five girls in Indianpolis, Ind.
- 92 Supporting Youth Through Education Scholarships totaling more than \$200,000 awarded during the 2014 NJAS.
- **104 Golden in the Heartland** National Junior Recognition Program awards 24 NJAA elite with gold.
- **114 Leader to Leader** Long-time friend honors another by endowing a scholarship in his name.
- 118 North Carolina Junior Leads By Example Brooke Harward named 2014 Jim Baldridge Outstanding Leader.
- **120 Quizmasters** Juniors learn about cattle industry through quiz bowl.
- **124 Destined to Design** Angus juniors show off their tech-savvy creativity and marketing know-how in the NJAA Graphic Design Contest.
- **126 Strong Voices** NJAA members use public speaking to tell the beef industry story.
- **138 Creative Communication** Juniors use imagination in winning creative-writing entries.

NIAS 2014

- 150 Let Me See! Winners are selected in the 2014 NJAA/ Angus Journal Photo Contest.
- **182 Fan Favorite Photo Contest** Photo contest on social media gives exposure to young photographers.

184 Creativity in the Kitchen Angus Juniors share the story of *Certified Angus Beef*[®] during cooking competition.

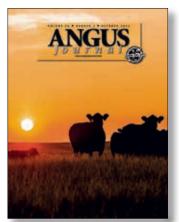
- 200 At the Backdrop Juniors were recognized for their accomplishments July 11 during the 2014 National Junior Angus Show Awards Ceremony.
- **208 The New Green Jackets** Six young leaders elected to the National Junior Angus Board.
- 210 The Scoop Transitions to Media Crew NJAA members learn journalism and communications through Media Crew opportunity.
- 212 Long-distance Transportation Cattle can be transported long distances comfortably with these tips.
- 214 No Crutch Needed NJAA helps junior member overcome autism effects.
- 218 Angus Foundation Silent Auction Raises \$10,025 Nineteenth annual event boosts funds for education, youth and research.
- 222 Angus Foundation Golf Tournament Grosses \$13,625 Rain or shine, Angus golfers continue to support education, youth and research.
- **226 Setting an Example** Angus Foundation inducts three into Honorary Angus Foundation.
- 228 NJAA Recognizes 2014 Advisors of the Year Wisconsin Junior Angus Association honors their own as 2014 Advisors of the Year.

306 BIF Gives Honors Winners announce

Winners announced at Beef Improvement Federation meeting.

- 320 The All-American Angus Breeders' Futurity Super-Point ROV Show, Louisville, Ky.
- 324 The All-American Angus Breeders' Futurity Jr. Regional Show, Louisville, Ky.
- 328 Roll of Victory: 2013-2014 ROV final point standings

OCTOBER 2014



- 26 2015 Angus Foundation Heifer Announced 44 Ruby 3839 of 44 Farms will sell to support Angus education, youth and research.
- 28 Auxiliary Midyear Meeting Minutes
- **45 Opening Eyes, Opening Doors** Leaders Engaged in Angus Development unites juniors from across the country.
- 61 The Common Touch Dan Moser takes the reins of Angus Genetics Inc.
- **65 Forward Motion** The spotlight turns to the man behind Angus media and plans to move Angus Productions Inc. into a new era.
- 70 Achieving Excellence in Publication

Angus media recognized by LPC, AAEA for excellence in communications.

74 Calling All Cattlemen to Kansas City The first-ever Angus Means

Business National Convention & Trade Show appeals to everyone involved in producing quality beef.

- 80 Eleven Announce Candidacies Eleven members of the American Angus Association have announced they will seek a spot on the board of directors this November.
- **96 Easy Does It** Cow-calf environment, management and care support quality beef.
- **102 International Symposium on Beef Cattle Welfare** Coverage of the 4th International Symposium on Beef Cattle Welfare hosted in Ames, Iowa.

Coverage includes:

- **102** Understanding Animal Welfare
- **104** Hands-on Beef Cattle Welfare
- **114** Feet, Legs and Welfare
- **116** Practical Welfare
- **120** Farm-to-Fork Perceptions
- **122** Economics of Care
- **124** Healthy and Happy**126** Emerging Research
- 103 Cattle psychology

Where the romantic meets the pragmatist.

130 Fly on the Wall

Alliance releases reports from 2014 animal rights conferences, where speakers highlight 'successes' but note infighting among animal rights groups.

144 Dream in Motion Kansas seedstock ranch

makes its mark through hard work, quiet leadership.

150 Risk and Reward

One rancher's tale of sacrifice, passion and perseverance.

- **156 Angus Ever After** Nebraska feeders earn CAB honors for their commitment to high quality.
- **160 A Decade of Increasing Focus** Nebraska, Missouri partners "three-peat" with highest CAB® acceptance.
- **164 Volunteering to Learn** South Dakota cattleman earns CAB Progressive Partner Award.
- 168 Marbling Matters as Weaning Time Approaches Research shows weaning time has high impact on marbling.
- **172 Risky Business** Forum participants find ways

around obstacles, in both the short and long term.

- **174 High Quality on the High Seas** Norwegian Cruise Line includes CAB[®] when planning meals for 4,000 at sea for a week.
- 178 The Crossroads of Beef Sustainability Cattle producers take it for granted, because it's their livelihood and their legacy. Meanwhile, the rest of society is scratching their heads, asking: 'Just how sustainable is beef production?'

179 Nestlé Announces Farm Animal Welfare Commitments

- **182 Young Consumers** Ag literacy can start with the next generation of beef buyers.
- **184 Fostering 'Animal Connections'** Mobile exhibit showcases important role of animals — and veterinarians — in our world.
- **188 Through the Eyes of a Child** More than 800 thirdgrade students attend an annual Farm Day hosted by the Southeast Missouri Cattlemen's Association.
- **192 Evaluating the Nutrient Profile of Beef** It is possible to genetically change the nutrient profile of beef. The question is: Should we?
- **195 Big Skies, Big Heart** Texas cattleman gives the gift of quality beef.
- 198 Foodservice Marketer's Viewpoint

With more than 30 years of experience in all phases of the meat business, Steve Sands shares perspective on the industry — and what prompted his company to establish its own beef brand.

212 Central Bull Test Listing

224 Spring Cattle Drive in Idaho From the desert to the forest, family and friends trail cattle the whole way.

236 Common Goal

Three herds share common goal of building and maintaining a reputable seedstock operation by satisfying customer niche.

238 Icing on the Cake

Proven Angus genetics saved this Kansas herd.

- 242 Family Genetics, Customer Satisfaction This family uses the talents within its own gene pool to produce the best Angus cattle it can to help customers put
- 247 Finding the Best Inspired by ultrasound, these Kansans distill the essence of greatness.

premium beef on the table.

- 250 Bale Grazing: A Treatment for 'Barnyard Blues' Graze cattle and fertilize pastures all winter long.
- 254 Making 'Badlands' Better Building soil organic matter is why this North Dakota producer likes bale grazing in the winter.
- 256 Measure Up Winter Cow Feed Options Corn-crop residue is still a cost-effective alternative.
- 259 Put Up Quality Silage Researcher and cattlemen give tips to improve silage quality.
- 264 Turn Your Irrigating System into a Fencing System Pivot fence allocates a specific amount of fall/winter forage with minimal labor required.
- 268 Off-Stream and Uphill Use these simple ways to get better utilization out of pastures.
- 274 Blizzard Lessons One year later, South Dakota ranchers continue working to rebound from Atlas blizzard.

284 Cattle Industry

Summer Conference Coverage of the 2014 Cattle Industry Summer Conference in Denver, Colo.

Coverage includes:

- 284 Cattle Producers Discuss Policy Priorities
- 284 Positive Market Outlook
- 285 Cattle Operations Honored for Stewardship Efforts
- 286 Checkoff Return on Investment288 Strong Early Results for
- **288** Strong Early Results for Digital Campaign

292 Agricultural Evolution

Technology continues to advance, alter the industry.

293 Is it Legal to Fly Drones on Your Farm? 296 SDSU to Provide Opportunities for Industry Advancement SDSU is constructing a stateof-the-art cow-calf research and education unit.

298 Continuing Your Education

YCC participants share their view on why participating in and hosting such events are important to the individual and to the industry.

308 Will the Bubble Burst? University economist turned farmer shares his view of the future for land prices and other hot topics.

312 Big Sky Legacy

The *Angus Journal* visits the people and places trusted with some of eastern Montana's finest scenery and Angus genetics.

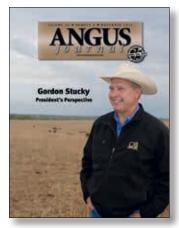
326 Northwest Regional Preview Jr. Angus Show

342 Busting Myths About Ticks K-State veterinarian and expert on ticks shares common myths about the pests and provides advice for protecting yourself and your pets.

344 Blacklegged Ticks Now Established in Ohio

- 347 Occupational Hazard Check and protect your skin from the sun.
- 353 Fall 2014 *Sire Evaluation Report* Overview

NOVEMBER 2014



36 LPC Bestows Top Honors Livestock Publications Council names Headliner, Hall of Fame, Distinguished Service and Forrest Bassford award winners.

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49 Grassroots Determination From commercial roots, Association President Gordon Stucky built a reputation for cattle that perform on the range and on the rail.

54 President's Perspective

- 62 *Building an Angus Legacy!* Phase II Under Way
- 65 It Starts With a Gift Meet Angus Foundation President Milford Jenkins.
- 74 It Pays to Have a Plan Tips to develop a farm or ranch business plan.
- **80 Analyze & Act** 10 management tactics foster ranch profitability.
- **84 A Portrait For the Future** South Dakota family takes steps to ensure ranch is sustainable for generations.
- **86 Learn to Love Volatility** With the proper mind-set, one risk-management expert suggests businesses can become 'antifragile.'
- 88 So, You Want Your Farm to Continue? Experts say it's never too soon to start planning for tomorrow.
- 94 Common Ground There is similarity in succession and grazingmanagement plans.
- 98 Contingency Plans: Who Needs 'Em? Learn to identify and correct tendencies impeding succession-plan progress.
- **102 Transition Tips** Are you putting your farm or ranch at risk by not developing a transition plan?
- **104 Ranchers' Resolve** After a devastating flood, this young North Dakota Angus couple is determined to rebuild.
- **108 The Big Picture** QB helps complete pass from ranch to consumer target.
- **110 Reading a PRC** Performance Registration Certificate documents ownership and genetic merit of animals registered through the American Angus Association.

- **118 Making the Switch** Angus breeders gain efficiency by switching from paper to electronic certificates.
- **121 Keep Better Track of Cows** MaternalPlus[®] can help improve herd and breed.
- 122 The Angus Report Doubles Airings Each Week Viewers have more opportunities to watch.
- 146 BVD Testing Could Pay Off Big
- 148 GrassSnap App for Grassland Monitoring App makes taking and organizing photo-plots simpler.
- 150 New Initiative Aims to Provide Year-round Grazing System
- **152 Fill in the Gaps with Forage Soybeans** Studies show forage soybeans are a good protein source for cows and heifers.
- 156 Spreading Genetic Wealth Artificial insemination is one of the keys to rapid genetic improvement.
- **160 Increase Pregnancy Rate** Steps to get more cows and heifers pregnant.
- **172 Quality and Safety First** Certified Angus Beef LLC requiring Global Food Safety Initiative (GFSI) certification of new and existing processors.
- **175 Big Goals Require Big Plans** South Dakota couple brings consumer focus back to the ranch.
- **178 Seeking Top Dollar** New program seeks to identify superior cattle before they leave the ranch, helping producers capture additional value.
- 180 Tell How and Why Beef is Better Beef industry needs to do better job of tooting its own horn, says meat scientist.
- 184 Feed Analysis Keeps Profit on Track Goal: Every mouthful of feed created equal, no mouthful left behind.
- 186 On the Plains: Trains and \$2 Corn Railroads as oil pipeline spell trouble for grain pipelines, distant feedlots.

- **188 From 'Happy Accidents' to Intentional Beef Quality** Higher-producing cattle require a more specialized approach to feeding.
- **192 Finding Good Help** Finding and keeping good help doesn't have to be impossible.
- **196 Finding, Hiring, Keeping High-Caliber Ranch Employees** Hire the right person for the job.
- 200 Retaining Good Help Ninety percent of new employees decide whether to stay in the first six months on the job.
- 212 Reducing the Stink ARS scientists seek better information for improved beef manure management.
- 214 Consumer Focus What does 'the sustainable American dinner plate' look like?
- 216 Bacon Cheeseburgers Costing Just a Bit More AFBF marketbasket survey indicates food costs up about 2% over last year.
- 218 Tell Your Story, and Tell It Often
- 225 Make Time to Condition Score Cows



Federation Research Symposium & Convention

www.BIFconference.com

- 227 2014 BIF Research Symposium
 - Coverage includes: 227 Focus on the Cow Herd 230 A Genomic Era 232 Selection Decision Tools 234 Feedlot Focus
- 236 IFAJ World Congress: SCOTLAND

The IFAJ World Congress showed 'Innovations From a Small Island' to 212 journalists from 37 countries.

246 Request Sale-day Kit

252 Unparalleled Times Economist Jim Robb says markets will remain strong, at least for a while.

255 Rabobank Q3 Beef Quarterly Russian bans won't slow runaway markets.

DECEMBER 2014



38 State of the Angus Business The industry's largest beef cattle breed surpasses records and continues to lead the marketplace.

46 100+ Club

These members registered 100 or more head through the American Angus Association in fiscal year 2014.

- **50 Something for Everyone** NJAA experiences run the gamut.
- 54 Angus Genetics Inc.

AGI has been an instrumental component of Angus success and will continue to serve and innovate.

- **91 More than Meats the Eye** John Stika leads with a can-do attitude.
- 97 Steadfast Demand, Sales Growth for CAB Performance does not waiver

in the face of record prices.

102 Giving Back

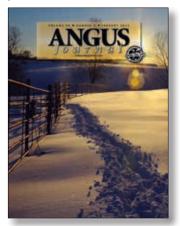
lowan reviews term on Angus board, culminating as CAB chairman.

116 Angus Means Business

The Angus Means Business National Convention & Trade Show provided a fun-filled week.

118 Leading the Business Breed The American Angus Association elects new Board members, officers.

JANUARY 2015



- **28 Board Action** Highlights of the Nov. 3 and Nov. 6 meetings.
- **36** Angus Offers Internship and Scholarship Opportunities Deadline to submit application is Feb. 6, 2015.
- 52 Spend an Angus Night on the Mountain

Spruce Mountain Ranch hosts Jan. 14 event to support the Angus Foundation and 2015 National Junior Angus Show.

- 54 An Angus Homecoming The American Angus Association welcomed visitors Nov. 3 in Saint Joseph, Mo.
- 56 Angus Foundation Supporters Light the Way Supporter Recognition Event in Kansas City celebrates donors who have forged the way for Angus youth, education and research.
- 60 Honoring Angus Breed Heritage Four individuals were

Heritage Foundation during the breed's Awards Recognition Breakfast in Kansas City.

- 62 100 Years & Counting Laflin Angus, Dahl Angus celebrated for a century in the business.
- 64 Angus Recognizes ROV Show Winners Top Roll of Victory winners honored during the Awards Recognition Breakfast.
- 65 Miss American Angus Crowned in Kansas City Madison Butler, Vincennes, Ind., chosen to represent the Angus breed in 2015.

66 Facing Adversity

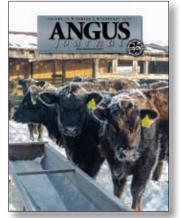
Newly crowned Miss American Angus shares her perspective on facing adversity.

- **68 Loyal Breed Supporters** The American Angus Auxiliary gathers for annual events this year in Kansas City.
- **80 Raise Your Hand** Volunteering benefits your farm, industry and future.
- 82 Women to Women, Moms to Moms American National CattleWomen amp up efforts to inform consumers about heef.
- **118 Replacement Rationales** Heifer selection and development for the long haul.
- **128 Genetic Selection Q&A** Young Angus leaders share strategies on genetic selection.
- **136 GE-EPD Best Measure** Combining all the information that's known on an animal for a particular trait, the genomically enhanced expected progeny difference provides most comprehensive look at an animal's genetic merit.
- **140 Solid Footing** American Angus Association to start collecting hoof scores to generate expected progeny differences.
- 160 Consumer Focus Science denial and today's food consumer.
- 162 Cattle Industry Convention Set to Sizzle in San Antonio Winter convention registration open now.
- 170 Communicating with Millennials Checkoff-funded study evaluates perceptions and effective methods to better reach millennial consumers.
- **176 Portrait of Determination** Minnie Lou Bradley inducted into Saddle & Sirloin Portrait Gallery.
- 178 ROV winners named at North American
- 184 ROV winners named at the Royal

200 Get Moving

Sitting deemed as bad as smoking.

FEBRUARY 2015



- 28 Cattlemen's Boot Camp Register by March 2 to secure a place at the educational event in Florida March 9-10.
- 32 Apply for the 2015 Beef Leaders Institute
- 44 NJAA/*Angus Journal* Photography Contest
- 48 Auxiliary Officers
- 50 Auxiliary Annual Meeting Minutes
- 52 2015 Auxiliary Committees
- 54 2015 Auxiliary State Scholarship Contacts
- 62 Technology-driven Seedstock Marketing Customer satisfaction is still No. 1 goal.
- **68 Step Up Your Game** Effective marketing requires a solid plan.
- **74 Seedstock Marketing 101** Merchandising professors offer tips to set your brand apart.
- **76 Print Marketing** Marketing workshop offered at NWSS gives insight to print marketing.
- 78 Web Marketing Tips to maximize online marketing efforts.
- **84 Smart Marketing** Angus Productions Inc. ushers in new marketing tools worth attention.
- 90 Connect With Your Cattle Customers

Much of marketing is communication enhanced with a strategy.

100 Fit for the Ring

Passion becomes full-time profession.

104 Millennial Manpower

Mentored by experience, set free to embrace change and make waves, the millennial generation is managing 21st century cattle differently.

118 The Quick & the Deadly

A lethal bacteria lives in the gut of healthy animals and waits for its moment to strike.

- 124 Extra Feed Needed in Colder Weather Livestock may need extra feed
 - in colder weather to keep warm.
- **126 Supplementing Protein** Know when and how to supplement protein to help your cow herd perform.
- **128 Do My Cows Milk Too Much?** Use the Optimal Milk Module to find out.
- **154 Get 'em Work-ready** Breeders identify their low-cost strategies for developing bulls.

158 A Reasoned Approach

Bull-development program allows bulls to show what their calves can achieve in the feedlot while still emphasizing the efficiency necessary for the cow herd.

162 Solid Footing

American Angus Association to start collecting hoof scores to generate expected progeny differences.

164 National Angus Convention & Trade Show

Convention workshops and Angus University offer tips on marketing.

Coverage includes:

- **164** Brand Building for Individual Angus Producers
- 166 Buying and Selling Online
- **168** Add Value with Commercial Programs
- **170** Practical Tips on Succession Planning
- **171** Set Employees up for Success
- 172 Breed Improvement
- **174** Convention Attendee Wins Yamaha Viking VI
- **180** Cattlemen to Consumers
- **186** The Beef Business: It's Never Been Better
- **188** Future of Beef Industry Involves Technology

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- **190** Opportunity is Everywhere
- **194** Quality Genetics, Quality Eating Experience
- **196** Lessons Learned from the North Tower
- 197 Rural Matters

204 2015 Applied Reproductive Strategies in Beef Cattle

Symposium speakers offer keys to successful estrus synchronization and AI.

Coverage includes:

- 204 Managing Reproduction: Speakers Perry, Smith & Patterson
- 210 Manage for Success: Speakers Gifford, Johnson & Dalton
- 214 Environmental Impact: Speakers Lalman, Hansen & Gilliam
- 218 Al Cost vs. Return: Speakers Lamb, Wann & Brown
- 226 Use Technologies Wisely: Speakers J. Hall & Stroud
- 228 Male Fertility: Speakers Wetteman, R. Hall & Spangler
- 234 Don't Stack Problems: Speakers Van Eenennaam & Gray
- 240 Developing Replacements: Speakers Funston, Boehmer & Rolf

242 Green Technology for Manure and More

A new technology exists to sterilize manure, make welding safer and faster, and to lower emissions from coalburning utility plants.

258 CAB Carcass Weights Edge Higher Brand adjusts spec to reflect

today's market needs.

- **260 Mama Matters** Cow herd care impacts calves and their future calves.
- 262 Marketing Genetic Selections to Hit CAB Mark CAB suggests EPD profiles based on herd composition.

266 An Addiction That Pays First commercially traded Top Dollar Angus calves pay off with \$67-per-head premium.

- **270 The Wright Stuff** Cattleman differentiates his replacements.
- 274 Re-energizing the Force High-energy presenters and showmanship help foodservice salespeople

understand and sell highquality beef.

278 Ag Math, Ag English, Ag Social Studies She once turned her nose up at the smell of manure; now, this city girl advocates for agriculture, saying farmers and overalls are no longer synonymous.

286 A New Online Look

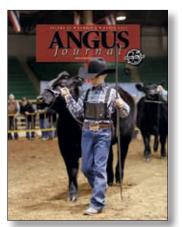
- **294 Embrace the Unexpected** Being involved with the American Angus Auxiliary sparked a lifelong passion for Cortney Holshouser of Castalia, N.C.
- **300 Head Back to School** USDA program may offer niche beef market.
- **304 The Birthplace of Angus** Angus is gaining ground in the Scottish beef industry.
- **308 Quality Meat Scotland** QMS serves Scottish beef producers as a three-in-one program.
- **310 Beef Branded the Scottish Way** Quality Meat Scotland works to increase demand for Scottish beef.
- **312 EBVs Relatively New for Scottish Breeders** EBVs in the United Kingdom are part of the genetic evaluation system known as BreedPlan.
- **314 Performance Focus Generates Quick Success** Family's focus on performance records for the past 10 years garnered success.
- **316 Angus Production with a Twist of Scotch** Opportunities exist for growth and collaboration for U.S., Scottish breeders.
- **318 Finding the Fit: Cattle and the Forest Service** Hoping to establish trust and communication between ranchers and Forest Service, Idaho Farm Bureau organizes a cattle allotment range tour.
- **330 What Once Was Wild** A photographic reminder of the Old West.
- 342 ROV Standings for the 2014-2015 Angus Show Year
- 344 Digital Walkthrough

Here's how to activate and navigate one of the newest features of the *Angus Journal*.

352 Extra Value in the Angus Journal Daily and EXTRA

- 356 The Faces of the American Angus Association, Part 1 & Part 2
- 369 Spring 2015 Sire Evaluation Report Overview

MARCH 2015



- 37 Geppert Hired as Regional Manager
- 45 NJAA Welcomes Extended Intern, Jena Lee Wagner
- **50 Tune in to your Customers** Satisfaction requires good listening skills.
- 64 Invested in Customer Success North Dakota ranch is striving for remarkable customer service.
- **74 Service and Solutions** Customer service before and after the sale provides solutions.
- 78 Serving Education Seedstock producer provides education about qualityimproving technology.



84 All Eyes on Denver

- Coverage includes: 84 NWSS draws record attendance, competitive Angus events
- 92 ROV Winners Named on the Hill
- **100** The Art of Herdsmanship

- **106** Juniors Compete on the Hill
- 116 Bull Sale Draws Crowd
- **126** Only in the Yards
- 134 Distinctly Denver
- **148** Foundation Heifer Package Goes to Three-Peat Buyer
- **156** Angus Night on the Mountain Earns \$42,000
- **162** Livestock Marketeers Celebrate 50 Years
- 172 NJAA/Angus Journal Photo Contest Entry Form
- 220 Watching Over the Herd High cattle prices drive increase in theft. Cattlemen encouraged to take precautions.
- 224 Choose Milk Replacer Carefully Check the label for protein and fat content.
- 238 Premium Circle From pen rider to master of white tablecloths.
- 242 Demand Study: Quality Builds Future for Beef
- 244 Confidence Learned Hobbs heritage benefits from predictable genetics, experienced management.
- 248 The Best Job Montana family moves back to take over a family tradition.
- 250 We Still Want Beef Research shows consumers prefer beef and are willing to pay for quality beef.
- 256 Where Do Consumers Get Beef Info? South Dakota survey provides insight.
- 264 Confidence in Ag Improving New surveys suggest consumers feeling more comfortable, confident with food production.
- 268 The Feed Supply Global feed survey shows growth in line with meat production.
- 270 Green Feed Biofuel industry creates
 - another alternative protein supplement for cattle.

278 Cattlemen and Women Honored

Awards presented at the 2015 Cattle Industry Convention. **282 Making Choices** Cattlemen's College® offered 25 educational session choices.

- 284 Market Forces CattleFax predicts strong prices to remain in 2015.
- 290 Angus Convention to Host International Genomics Symposium
- **306 Ask 'Blue Sky' Questions** Gain new perspective by looking at things differently.
- 320 Livestock Show Animal Health Workshop Workshop participants learn aspects of show animal care.
- 322 The Faces of the American Angus Association, Part 3
- **330 Ultrasound Technicians**

APRIL 2015



- 56 What's Growing in Your Pastures? Revisit and adjust forage plans regularly.
- 60 Serious Stewardship Leopold Conservation Award winner focuses on longterm health of the range to guide grazing management strategies.
- 64 Know What's in Your Forage Clear picture can minimize costs, maximize production.
- **79 Cover Cropping for Cattlemen** Cover cropping mimics Mother Nature.
- **84 Grazing For Soil Health** Practices that support healthy livestock also build and maintain healthy soils.
- 88 Soil Health 101 One of the world's most precious resources deserves

special management attention on farms and ranches. Two soil advocates explain why.

- 90 Replace Toxic Fescue When Beef Prices are Good Good beef prices give herd owners a chance to upgrade pastures to remove toxic fescue.
- **94 No Better Time** With land values high and record profitability in the cowcalf sector, consider investing in weed control.
- 114 Future Angus Stockmen Enrollment Online
- 126 MaternalPlus® Enrollees
- 128 2015 Angus Pathfinder® Report Overview
- 140 Handle with Care Right steps can maximize manure value.
- 142 Grazing Management to Rebuild the Cow Herd Use available land, labor and knowledge resources to expand the cow herd.
- **148 Give Hay the Boot** Rotational grazing allows North Carolina producer to graze his cattle year-round.
- 152 Ugly Pastures, Pretty Bottom Line Strip-grazing and maximizing use of low-quality forages turns a profit.
- **164 Another Record Broken** CAB *Here's the Premium* study documents more record premiums for Angus-sired calves.
- **167 Fat Is Good For You** The war on fat is reconsidered.
- 168 Optimum Performance, Premium Results Making a difference starts at home for Nebraska family.
- 172 Chef Leads With Creative Experience Joining the brand, Chef Tony adds new chapter to colorful life.
- **174 A Dream Discovered** Young sous chef finds his way back to the kitchen.
- **178 Consumer Focus** Beef's global customers.

182 Cattle Industry Convention *Coverage includes:*

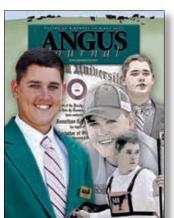
182 Policy Matters **183** Interests Rates and Their

- Impact on Agriculture 185 Nutrition Policy and
- Dietary Guidelines Updates
- **187** Agriculture & Food Policy**188** Cattle Marketing and
- Trade **190** Caring for Cows and
- Calves **191** Potential Solution to Pasture Limitations During Expansion
- **192** More Than a Byproduct
- **196** Building For the Future
- **197** Are You Protecting Your Bottom Line?
- **198 NCE Annoyances** USMARC researcher explains what annoys him with national cattle evaluation.
- 200 Research Advances BIF committee considers ongoing beef research.
- 209 BIF to Meet June 9-12 in Biloxi, Miss.
- **214 Making a Difference** Three beef enthusiasts share their passion and purpose to make a positive impact in the industry.
- 216 One on One Pointers for working with people's different behavior styles.
- 218 Katy Kemp to Represent Angus at Young Cattlemen's Conference
- 252 Traceability Compliance

MAY 2015

- 33 Juniors earn Certificates of Achievement
- **36 Unforgettable** Honoring the life and legacy of NJAB Chairman Cory Watt.
- **48** Accepting Nominations From April through June, members of the American Angus Association can nominate themselves or other members to represent their district.
- 51 Looking Ahead The 2015 Angus Means Business National Convention & Trade Show offers expanded

opportunities Nov. 3-5 in Overland Park, Kan.



- 96 Backgrounding Facility Designs Producers design feeding facilities for functionality.
- **102 Mimic Mother Nature** Calving barn should meet basic needs.
- 106 In Search of the Perfect Cattle-Working Facility Now may be the time to invest in a working-facility upgrade and some lowstress cattle-handling demonstrations.
- 122 Scholarships Support Beef's Future
- 130 MAJAC Regional Preview Show
- 138 2015 National Junior Angus Show in Tulsa
- 151 Juniors 'Raise the Bar' in Illinois
- **152 AGventure Excitement** Elaborate education exhibits educate nearly 2.5 million Houston Livestock Show and Rodeo™ attendees.
- 176 Three Global Animal Health Risks Veterinarian shares global

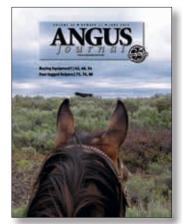
animal health concerns in animal protein production.

- 176 Should Salmonella Be Treated Like *E. coli?*
- 178 New Livestock Global Alliance
- 178 Future of Ag in a Global Market The United States will have a major role in supplying global agriculture needs.

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- **42 Buying a Baler** Let needs drive purchase decisions.
- 48 Total Mixed Rations for Beef Cows Increasingly limited resources call for more efficient feeding systems.

54 Buying a Trailer? Consider these tips when buying a stock trailer.

72 Help From a Friend Stockdogs put on their work clothes.

- **76 Buying a Ranch Horse?** Horse buying requires homework and patience.
- **80 Hooves vs. Handlebars** Using ATVs wisely and riding the right mount is key to proper herding.

88 Plan for the Heat In the cool of spring, plan for the heat of summer. Best practices help cattle feeders keep cattle comfortable.

- **90 Just Across the Table** 11 years after CAB award, cattlemen team up and bring beef to new heights.
- 96 World Angus Secretariat 2015

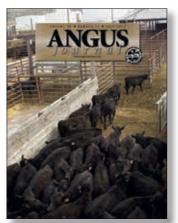
- **97 Consumer Focus** It's time to change the conversation
- 106 Association Hires Adam Conover

JULY 2015

16 Board Action Highlights of the June 3-5 meeting.

16 Board Announcement

24 Follow Us to Kansas Kansas Angus Association to host preconvention tour Nov. 2. Register today at www.angusconvention.com.



- **44 Summer of Discovery** Five interns join Team Angus to gain professional experience while getting an inside look at the inner workings of a breed association.
- **46 Higher Prices = More Risk** Don't be complacent with marketing.
- 50 Feeder-calf Basics How can cow-calf producers ensure their calf crop performs in the feedlot? This Wyoming feeder shares suggested strategies for a successful experience.
- 54 Be Strategic with Cull Cows Marketing options help yield added value from cull animals.

- **56 Natural Beef** Enhancing value through natural beef programs.
- 60 7 Steps For Risk Management Commodity market specialist shares tactical tips.
- 86 Faster Tools Offer Lift for Montana Ranch Embracing AI and GeneMax[®] Advantage brings faster progress.
- **88 Doing What Works** That meant a change from commodity crops to premium beef for this Oklahoma father and son.
- 90 Will Your Ballot Count?

As you receive your ballot to elect delegates to represent your state at the national convention, follow these tips to make sure your vote counts.

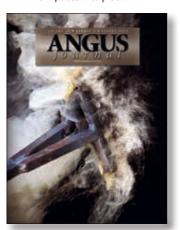
- 90 Vying for the Board
- 92 ROV Shows Western National Angus Futurity (WNAF) Super-Point ROV Angus Show

AUGUST 2015

- 38 Juniors 'Raise the Bar' in Georgia NJAA members gather for three-day event in Atlanta.
- **46 YCC Recognizes Leaders** Katy Kemp, Texas, represents the Angus breed during 2015 Young Cattlemen's Conference.
- **48 Good Neighbors** Cattle producers from across the country share their thoughts on what it takes to be a good neighbor.
- 52 Know Your Rancher Largest registered-Angus herd in Texas increases confidence of consumers.
- 58 Global Food Security International Livestock Congress discusses how

livestock production can play a role in global food security.

62 Documenting Ag Life Newest film tells story of beef "from pasture to plate."



- 66 21st Century Agriculture in Africa Two American farmers visit Africa to encourage high school students to return to the family farm.
- **104 Convention Features Giveaway** Convention participant will take home farm implement
- 106 BIF Wraps Up in Biloxi Angus Media provides news from the BIF Annual Convention in Biloxi, Miss.

donated by Caterpillar.

- 116 2015 Seedstock Producer of the Year McCurry Angus Ranch wins prestigious award from Beef Improvement Federation.
- 120 Family Legacy Fosters Success Woodbury Farms wins BIF Commercial Producer of the Year Award.
- 132 Atlantic National Super-Point ROV Angus Show: Timonium, Md.
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