



Vol 1. #14. Fall Meetings. It is time again for us to attend fall producer education meetings to become better informed about issues affecting the beef industry. This week's newsletter gives you an opportunity to learn more about four programs which will be held between now and Christmas. Have a good week. John Paterson

Bovine Connection December 4-5 at Watford City

The 2007 "Bovine Connection To Profit", a two-day conference for beef cattle producers and associated agribusinesses, is scheduled for Tuesday and Wednesday, December 4-5 at Outlaws Bar & Grill in Watford City, North Dakota, according to Dale W. Naze, NDSU Extension Agent in McKenzie County.

The "Bovine Connection To Profit" is a two-day beef cattle symposium with a goal of bringing research results, state of the art practices and thought-provoking ideas to cattlemen. All of this in an effort to influence profitability for area beef cattle producers.

Since its inception in 1990, over 2200 beef cattle producers and associated agribusiness men and women have attended. This year the "Bovine Connection To Profit" is targeting reproduction systems, cattle health issues, financial/marketing systems and innovative ranch practices. This information is expected to help producers maximize profits in the existing market and provide fresh ideas for those with an eye to the future.

The program opens at 9:30 am CST on December 4 with Dr. Dave Buchanan, head of the Animal Science Department at

North Dakota State University. Dr. Buchanan will provide an update on new research and beef cattle initiatives being conducted by the university.

Dr. Rick Funston from the University of Nebraska will give a talk on heifer development. Most previous research on heifer development has ended once the heifer has her first calf. Dr. Funston will go beyond the first calf and share his research on further development issues the season after having her first calf.

Minimizing calving difficulty and delivering healthy, vigorous calves will be the emphasis of a presentation by Dr. Robert Mortimer from Colorado State University. Dr. Mortimer will help participants better understand the delivery process, why cows need to lie down during calving, how to rotate the calf to prevent hiplock, how to apply the correct direction of pull, how hard to pull and how to deliver abnormal presentations such as breech births.

Providing adequate nutrition is probably the single most important factor in maintaining beef cattle production and health. Dr. Greg Lardy from North Dakota State University will lead a discussion on gestational nutrition and the impacts nutrition has on post-natal calf production and health.

Trichomoniasis is a venereal disease that continues to plague cattle herds in the upper Great Plains. The disease can cause infertility, abortions and other reproductive problems. Although no cases have been reported in North Dakota, nearby states have reported the disease. Dr. Charlie Stoltenow, NDSU Extension Veterinarian, will share his recommendations on how beef cattle producers can protect their herds from this potentially devastating disease. In addition, Dr. Stoltenow will review vaccination programs for the beef cattle herd both pre-calving and post-calving.

Completing the afternoon sessions will be Dr. Kevin Dhuyvetter from Kansas State University. Dr. Dhuyvetter and his associates at KSU have been developing a web-based program called BeefBasis.com that producers can use to generate improved feeder cattle basis forecasts, access beef cattle markets in a 10-state region including six markets in North Dakota and how they can use the site to improve their marketing strategies and risk management skills.

A special evening session will include a no-host steak fry at 6:00 pm CST at the Watford City Eagles Club followed by a presentation by Clint Peck from

Montana State University and Kristin Larson from Prewitt Cattle Company. Peck and Larson will provide an overview of Montana's BVD-Persistently Infected screening program and how being able to screen calves for persistently infected individuals can impact the marketing of feeder calves.

The Wednesday, December 5 sessions begin at 9:30 am CST with a talk by Howard Rambur, Sidney, Montana and Clay Moran from M3 Meats in Sidney on how they are locally feeding and marketing beef cattle and beef products in the MonDak region.

Following this discussion, Dave Pratt, President of Ranch Management Consultants Inc from Fairfield, California will conduct a Ranching for Profit Workshop. Pratt contends that American

ranchers are the most productive in the world while at the same time are the least profitable. At this workshop, topics include: (1) Working on the Business – how to build a cash flow or read a profit or loss statement; (2) The Three Secrets for Increasing Profit – starting with no land, no livestock, no money and no time, participants will build a livestock business from scratch; (3) Knowing What the Numbers Mean – learn how to benchmark the beef cattle business to determine which of the three secrets for increasing profit applies; and (4) Working With Nature – see how the beef cattle business can fight natural cycles and how to structure the operation to be in synch with the environment to increase profit.

Concluding the 2007 "Bovine Connection To Profit" will be a panel discussion on how

producers are currently putting innovative ideas to work on their ranches. Panel participants include Bob Green from Towner, Troy Vollmer from Wing and Vern Anderson from Carrington.

The "Bovine Connection To Profit" is organized and sponsored by NDSU and MSU Extension agents, ranchers and agri-businesses from both North Dakota and Montana as well as the District #1 Cattlewomen of North Dakota. There is a \$40 per person, \$60 per couple registration fee which includes lunches, a copy of the symposium proceedings and more.

For more information, contact the McKenzie County Extension Office at 701-444-3451, email dale.naze@ndsu.edu or contact your local NDSU or MSU Extension Service Office



Foot and Mouth Disease Summit December 12th, 2007 Billings Hotel and Convention Center Billings, Montana

Agenda

Wednesday, December 12th

8:00—Introduction

8:15—Implications of a FMD outbreak

-Dr. Steve Van Wie, DVM

9:00—National FMD picture

-Dr. Jose Diez, USDA APHIS

10:00—Break

10:30—National, state and local government roles

-Calra L. Huston, DVM, PhD

(Dept. of Pathobiology, Mississippi State)

12:00—Keynote speaker, Lunch

-Gregg Doud, Chief Economist, NCBA,

Washington DC,

“Strengthening Herd Biosecurity”

1:30 Industry perspectives

-Beef, sheep, swine and wildlife

2:30—Breakout sessions

-transportation issues

-corrective actions

-livestock markets/marketing issues

-legal authority/local veterinarians roles

-depopulation/disposal/indemnification

4:00—Reports /discussion from breakout sessions

-Dr. John Paterson,

(Extension Beef Specialist, MSU)

5:00—Outcomes / future efforts

2008 State FMD Working Groups

5:30 Adjourn

Presented By:

This summit is a joint effort of the Montana Beef Council and the Beef Quality Assurance program at Montana State University.

Montana beef producers approached the Montana Beef Council about organizing this summit as a service to the regional and national livestock industry. The Beef Quality Assurance program has a plan of work addressing biosecurity for the livestock industry; assessing the risks, threats and spread of all livestock diseases,

Objectives:

A foot and mouth disease (FMD) outbreak could grow from a local problem to a national crisis in a matter of hours. This summit will showcase key information generated from other FMD cases, provide government crisis planning, and present an opportunity to discuss critical issues related to preventing, detecting and responding to a FMD outbreak in this country.

Site and Accommodations

Billings Hotel and Convention Center

1223 Mallowney Lane

Billings, MT 59101

1-406-248-7151

1-800-537-7286

Mention “Mt Beef Council” when reserving rooms for the special rate of \$69 plus tax

Contact:

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406-656-3336

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Clint Peck

BQA Director, Montana State University

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cpeck@montana.edu or www.mtbqa.org

Range Beef Cow Symposium- Ft. Collins, CO

Fort Collins is pleased to be hosting the Range Beef Cow Symposium XX. It is sponsored by the Cooperative Extension Service and animal science departments of South Dakota State University, Colorado State University, the University of Wyoming and the University of Nebraska. The biennial symposium has a reputation of being an excellent educational program, offering practical production management information since the first symposium in Chadron, Neb., in 1969.

Monday, Dec. 10 — Pre-symposium Workshop

Producers and researchers will explore ways to improve the management of grazing land during the Crystalyx® Grazing Management Workshop Dec. 10. "Don't Fence Me In: Using Animal Behavior and Low-Moisture Block Supplements to Manage Pastures" will feature the latest research from some of the country's leading authorities on animal behavior and livestock nutrition, as well as producers who have used modified grazing distribution successfully. The [program](#) will begin at 1 p.m. at The Ranch.

Tuesday morning, Dec. 11

Industry Issues

Morning Ramrod: **Doug Hixon**, head of the Department of Animal Science, University of Wyoming

7:15 a.m. Registration open

8:45 a.m. Welcome and Introductions

9:00 a.m. How Will the Beef Industry be Affected by the 2007 Farm Bill?
*U.S. Senator **Ken Salazar**, D-CO (Invited)*

9:30 a.m. Effects of the U.S. Corn/Ethanol Policy on the U.S. Cattle Industry
***Andy Gottschalk**, senior vice president of R.J. O'Brien and Associates and owner of HedgersEdge.com LLC, Englewood, Colo.*

10:15 a.m. Break and visit industry booths

10:45 a.m. Panel: Antagonisms and Protagonisms of Alternative Energy Sources and Their Effects on Ranchers
*Moderator: **Tom Field**, Colorado State University*
***Leanne Stevenson**, natural resources and policy section manager, Wyoming Department of Agriculture*
***Tony Frank**, renewable energy development director, Rocky Mountain Farmers Union*
***John Stulp**, Colorado commissioner of agriculture (invited)*

11:30 a.m. International Markets: Supply, Demand, Ability to Pay, Distribution of Wealth
***Brett Stuart**, international market analyst, Cattle-Fax*

noon Lunch and visit industry booths

Tuesday afternoon, Dec. 11

Consumers, Products and Markets

Afternoon Ramrod: **Bob Thaler**, head of the Department of Animal and Range Sciences, South Dakota State University

1:30 p.m. Improving Human Health with Beef Products
***Marilyn Schnepf**, University of Nebraska*

2:00 p.m. Our Success Story: How Do We Sell Beef in Our Restaurant?
***John Pickerel**, Buckhorn Steak and Roadhouse, Winters, Calif., 2006 National Beef Backer Award winner*

2:30 p.m. Our Success Story: How Do We Sell Beef as a Retailer?

Charlie Waters, CostCo Wholesale Corp., Corporate Offices,
Issaquah, Wash.

- 3:00 p.m. Break and visit industry booths
- 3:45 p.m. Our Success Story: How Do We Sell Beef as a Natural Beef
Retailer into a Branded Natural Beef Program?
Doc & Connie Hatfield, Country Natural Beef, Brothers, Oregon
- 4:05 p.m. Our Success Story: How Do We Sell Branded Beef Direct to the
Consumer?
Robbie LeValley, Colorado Homestead Ranches, Paonia,
Colorado

Tuesday afternoon, Dec. 11 Cow-Calf Nutrition

Afternoon Ramrod: **Bob Thaler**, head of the Department of
Animal and Range Sciences, South Dakota State University

- 4:30 p.m. Using Byproduct Feeds in Cow-Calf Programs
Ivan Rush, University of Nebraska
- 5:00 p.m. Cow Condition and Reproductive Performance
Julie Walker, South Dakota State University
- 5:30 p.m. Adjourn sessions
- 5:45 p.m. Buffet dinner (optional) served in 4-H Building
Prepaid ticket holders only
- 7:00 p.m. Bull Pen Sessions Begin

Wednesday morning, Dec. 12 Management Practices

Morning Ramrod: **Kenny Rogers**, Yuma, Colo., Colorado
Cattlemen's Association president

- 7:15 a.m. Registration
- 8:00 a.m. Why Did We Move to June Calving? And How Do We Make It
Work with Public Grazing Lands?
Stephen Redd, Redd Ranches, Paradox, Colo.
- 8:30 a.m. How Do I Put Together a Production System That is Best for Me?
What Does 40 Years of Research Say?
Terry Klopfenstein, University of Nebraska
- 9:00 a.m. How Have we Benefited from Weaning Calves at a Younger-
Than-Traditional Age?
Trey Patterson, assistant manager, Padlock Ranch, Ranchester,
Wyo.
- 9:30 a.m. Break and visit industry booths

Wednesday morning, Dec. 12 Reproductive Management

Morning Ramrod: **Kenny Rogers**, Yuma, Colo., Colorado
Cattlemen's Association president

- 10:15 a.m. Successful AI and Synchronization Secrets: "It's in the Details"
Cliff Lamb, University of Minnesota
- 10:45 a.m. New Approaches (and Targets) for Heifer Development
Rick Funston, University of Nebraska
- 11:15 a.m. Nutrition During Gestation and Fetal Programming
Kim Vonnahme, North Dakota State University

11:45 a.m. Lunch

Wednesday afternoon, Dec. 12

Animal Health

Morning Ramrod: **Bill Wailes**, head of the Department of Animal Sciences, Colorado State University

1:15 p.m. Management to Protect Cattle from Disease

Daniel Thomson, DVM, Kansas State University College of Veterinary Medicine

1:45 p.m. The Immune System and Recovery from Sickness in Cattle

Gordon Brumbaugh, Pfizer Animal Health

2:15 p.m. Basic Principles Used in “The Sandhills Calving System” and How They Apply to Other Production Environments

Dave Smith, DVM, University of Nebraska

2:45 p.m. Break and visit industry booths

Wednesday afternoon, Dec. 12

Cattle Selection and Genetics

Morning Ramrod: **Bill Wailes**, head of the Department of Animal Sciences, Colorado State University

3:30 p.m. Ultrasound-based Selection: Pitfalls and Rewards

Steve Paisley, University of Wyoming

4:00 p.m. Gene Testing for Production and Carcass Traits: What Does it Mean to a Rancher?

Bob Weaber, University of Missouri

4:30 p.m. Genetic Information Made Easy: How to Sort Through the Chaff to Find the Nuggets.

Willie Altenburg, Altenburg Super Baldy Ranch, Wellington, Colo.

5:00 p.m. The Value of Heterosis in Cow Herds: Lessons From the Past That Apply to Today

Matt Spangler, University of Nebraska (after Jan. 1, 2008)

5:30 p.m. Adjourn session

7:00 p.m. Bull Pen Sessions Begin

Thursday morning, Dec. 13

Range and Forage Management

Morning Ramrod: **Don Beerman**, head of the Department of Animal Science, University of Nebraska

7:30 a.m. Registration

8:30 a.m. Monitoring Grazing Lands: How, Why, When, What?

Paul Meiman, Colorado State University

9:00 a.m. Working with Federal Agencies to Develop Win-Win Programs for Ranchers and the Public

Eric Peterson, Extension educator, Pinedale, Wyo.

9:30 a.m. Delivery of Supplements on Rangelands

Ken Olson, South Dakota State University

10:00 a.m. Break and visit industry booths

Thursday morning, Dec. 13

Markets and Marketing

Morning Ramrod: **Don Beerman**, head of the Department of Animal Science, University of Nebraska

10:30 a.m. Creating and Being Rewarded for Value in Calves
Moderator: **Wayne Tatman**, Extension Education, University of Wyoming
Tim Davis, CowSense
Jim Lerwick, Producer, Pine Bluffs, Wyo.
Glenn Smith, AgInfoLink

11:15 a.m. Market Outlook
Randy Blach, Cattle-Fax

Noon. Adjourn until December 2009 in Wyoming

For more information contact Nancy Weiss at 970-491-7604 or nancy.weiss@colostate.edu, or Jack Whittier at 970-491-6233 or jack.whittier@colostate.edu.

MONTANA STOCKGROWERS ASSOCIATION **AND THE MONTANA CATTLEWOMEN**

DECEMBER 13-15, 2007
HOLIDAY INN GRAND MONTANA ♦ BILLINGS

SCHEDULE OF EVENTS

Thursday, December 13

7:00-9:00 am	MSGA Executive Committee Meeting
8:00 am-7:00 pm	Registration
8:30-10:00 am	Grass Conservation Commission Meeting
9:00 am-4:00 pm	MSGA Board of Directors Meeting
10:15 am-12:00 pm	MPLC/MASGD Joint Board Meeting
12:00-4:00 pm	REEF Trustee Meeting
11:00 am-3:00 pm	Paint Rock Angus Bull Sale
1:00-5:00 pm	Young Stockgrowers Committee Meeting
2:00-5:00 pm	Trade Show Big Equipment Move In
3:00-6:00 pm	MPLC Annual Meeting
4:00-6:00 pm	Steer of Merit Committee Meeting
5:00-6:00 pm	MSGA Focus Group Meeting
5:00-6:00 pm	Young Stockgrowers Social
6:00-7:00 pm	MaPa 200 Club Reception
6:00-8:00 pm	American Angus Association Outreach Seminar
7:00-9:00 pm	Has Beens Dinner
7:00-9:00 pm	Montana Cattle Feeders Annual Meeting

Friday, December 14

7:00 am-8:00 pm	Registration
7:00-8:00 am	Billings Chamber of Commerce Breakfast
7:00-8:00 am	New Member & MSGA Orientation Breakfast
7:00-8:00 am	MCW Past Presidents Breakfast
8:00-9:45 am	MSGA/MCW Convention Kick-Off
9:45-11:15 am	MCW Board of Directors Meeting
10:00 am-4:00 pm	Trade Show Move-In
10:00 am-11:45 pm	MSGA Committee Meetings
12:00-1:30 pm	Northern Ag Network Lunch
1:30-4:30 pm	Resume Committee Meetings
2:00-4:00 pm	Montana Range Days Steering Committee
3:00 pm - 6:00 pm	MCW Business Meeting and Installation
5:00-9:00 pm	Trade Show Grand Opening

Saturday, December 15

6:00 am-5:00 pm	Registration
7:30-9:00 am	Inspirational Breakfast
9:30-11:00 am	2nd Reading of Resolutions
9:00 am-12:00 pm	Spirit of Women
11:00 am-12:00 pm	Exclusive Trade Show Time
12:00-1:15 pm	President's Lunch
1:30-3:15 pm	Pfizer Cattlemen's & CattleWomen's College
1:30-4:00 pm	Safety Fund Seminar, Les Graham
3:30-4:30 pm	MSGA Business Meeting
4:30-7:00 pm	Trade Show Finale
5:30- 6:30 pm	MSU Alumni Association Social
5:00-7:00 pm	Top Hand Reception
7:00-11:30 pm	Grand Finale Banquet

Sunday, December 16

7:00 am-12:00 pm	MSGA Board of Directors Meeting
8:00 am-12:00 pm	Trade Show Move Out

Schedule subject to change

PFIZER CATTLEMEN'S & CATTLEWOMEN'S COLLEGES

- ♦Lynn Locatelli, DVM concentrates her efforts on low stress cattle handling education, consultation and training, end-point management of feedlot cattle, and equine practice. During her two sessions, she will focus on techniques to move animals effectively, reduce stress, and increase cattle performance during critical points in the production process
- ♦Clint Peck, the manager of the Montana BVD-PI Herd Screening Project and an expert on international beef and cattle trade and the dynamics of global beef production will discuss both BVD-PI Biosecurity and Global Beef Systems
- ♦Gary Sides, PhD, who is the beef and feedlot nutritionist with Pfizer Animal Health, will give two presentations on: "Dissecting the Truth about Generics: A Nutritional Perspective"
- ♦A representative from the U.S. Meat Export Federation will be conducting two sessions on global beef trade issues

