



The Minnesota Cattleman



The Official Newspaper of the Minnesota State Cattlemen's Association

What's Inside

Leadership Columns.....	2-3
Upcoming Events.....	3
Beef Council Update.....	4-5
Market News.....	8
State & National News.....	11-15

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Schiefelbein Presented Chair for Service to MSCA



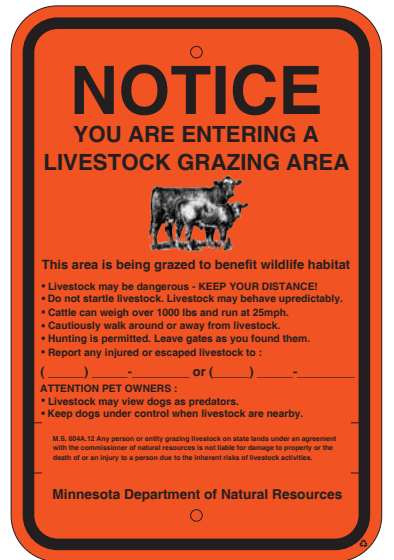
In honor of immediate Past President Don Schiefelbein's service to the MSCA, the organization commissioned a chair to be made as a token of our appreciation. The hand-designed leather chair was made by Mark Larson from Sauk Rapids, Minn. The chair was presented by current MSCA President Dar Giess on February 15, the day before the annual Schiefelbein bull sale.

The sale grossed over \$2.2 million with bulls averaging \$5,643; bred heifers averaging \$4,385; SimAngus balancers averaging \$5,652; and open commercial Angus averaging \$1,242. Congratulations to the Schiefelbein family on a successful sale, and thank you Don for your dedicated service to the MSCA!

Efforts Turned Away to Block Fencing of State Lands

Over the last several years, a priority issue for the MSCA has been the expanded use of conservation grazing on state-owned lands. In our cooperative working relationship with the Minnesota Dept. of Natural Resources (DNR), we were successful in having the Legislative-Citizen Commission on Minnesota Resources (LCCMR) recommend \$600,000 from the Environmental Trust Fund (lottery proceeds) to the DNR to build perimeter fence on state lands to facilitate conservation grazing.

Unfortunately, there have been two attempts this year in the Minnesota House of Representatives to block the DNR from using these funds to build fence. Fortunately, due in part to the work of the MSCA, we have been able to turn back both efforts, and language remains in the both the House and Senate bills to provide the funding for fence building.



Senate Committee Votes to Stop Hunting & Trapping of Wolves

On March 14, the Senate Environment & Energy Committee voted to block the Minnesota Dept. of Natural Resources (DNR) from holding a wolf hunting and trapping season in 2013 and subsequent years. The bill (SF666) would re-instate a 5-year moratorium on the hunting and trapping of wolves. SF666, which is sponsored by Sen. Eaton (D-Brooklyn Park), passed on a 7-6 vote and was referred to the Senate Finance Committee.



The House companion bill (HF1163) sponsored by Rep. Isaacson (D-Shoreview) has been referred to the House Environment and Natural Resources Policy Committee, but has not received a hearing.

The MSCA has expressed our opposition to the bills, primarily on the grounds that ending the wolf hunting and trapping seasons would eliminate nearly \$300,000 in funding which the DNR uses to pay for professional trapping services via their cooperative agreement with the United States Department of Agriculture-Wildlife Services Division, and to pay for certified private trappers to respond to verified wolf complaints. Simply put, if there is no hunting and trapping season, it is likely the DNR will have to significantly scale back or eliminate services of professional trappers who quickly respond to wolf complaints and remove problem wolves. The MSCA has maintained that having highly trained professional trappers who can respond quickly and effectively is the best management tool to minimize conflicts.

PRESORTED STD
US POSTAGE
PAID
Detroit Lakes, MN
Permit No. 14

NEWS - TIME SENSITIVE MATERIAL

On the federal front, the Human Society of the United States (HSUS) and other environmental groups are suing to return the wolf in the Great Lakes Region (Minnesota, Wisconsin and Michigan) to the Endangered Species List. The suit was filed in federal court in the District of

Wolves. . . continued on page 16



Thank goodness it is at least Spring on the calendar. It tells us that warmer days are ahead with great expectations of good crops, green grass and cow/calf pairs headed to pasture with plenty of moisture to keep these crops and livestock growing.

Having travelled to a bull sale in Colorado this past week, I drove across four states that are severely suffering from the lack of moisture. Talking with ranchers from these areas, they are really challenged with a short list of options available to them.

Here at home in Minnesota we have dry areas that are in need of moisture. The Minnesota State Cattlemen's Association believes we need to have in place a course of action that will protect our membership in case of disaster. The more we join together by growing membership, the more we can accomplish. In recent years our membership has worked with state land ownership in developing opportunities for grazing on state-owned lands. Grazing is now available on this land and on-going negotiations are in process to have more land released. When you drive across miles and miles of parched landscape where cows have nowhere to go for green grass, these new grazing and haying opportunities are vital to our membership.

The MSCA offers many benefits to all cattlemen, including educational benefits offered throughout the year. One of these events includes the State Tour of which our family was a part of this past year. Our ranch was one of the stops on the 2012 tour and although it was a huge commitment on the part of our family and the Mississippi Valley Cattlemen's Association, it was well worth it when the busses arrived here at our ranch. Seeing people talking with vendors and looking through our sampling of South Devon cattle made all the long hours of preparation well worth it. Thank you to all who supported the summer tour and I encourage everyone to head north for the 2013 tour in northern Minnesota.



DAR GIESS
President, Minnesota State Cattlemen's Association

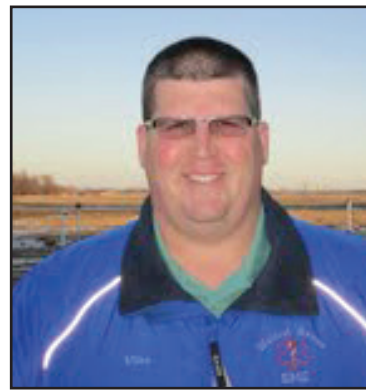
It has been an interesting winter and spring traveling around the state meeting many of you at your annual meetings and steak fries. It has been good to learn about what is important to the cattle feeders in Minnesota. Thank you for all the hard work you do on the local level.

On February 19 several of us braved some bad winter weather and attended Cattleman at the Capital and I believe it was time very well spent. It is more important than ever that we make our voices heard in St. Paul. We have proven over and over again if we take the time to talk with our legislative members that they will listen. They want to hear our side of the story; we just have to take time to tell it to them, if we don't others will speak for us. It is a lot more comfortable to speak with members from our home districts because they have a better understanding of our business. It is however also very important to go outside of our comfort zones and speak to members that have possibly never spoken to a real farmer or rancher.

Recently when a house member from Minneapolis tried to remove money from the DNR budget for fencing of public lands, through the hard work of the many people who called and emailed the Ways and Means committee, the amendment failed and the money stayed in the budget. Even though this doesn't directly affect many feedlots it does affect the whole cattle feeding industry and we have to work as one if we are going to achieve our goals. We have another chance to spend the day in St. Paul coming up on the 15th of April.

There is still time to get your membership renewed if you have not done so yet. Your membership dollars go a long way to helping with the legislative work that always needs to be done. When you are talking with a neighbor that might not be a member ask them to become one also. MSCA has some nice benefits, keep watching the newspaper for the great businesses that support us by giving discounts to members.

As we wait for the weather to finally warm up I hope you have a safe spring.



MIKE LANDUYT
Chairman, Feeder Council

National Ag Week (March 17-23) and National Ag Day (March 19) are over for this year... but this doesn't mean we can sit back and quit speaking out for agriculture. On National Ag Day we recognize and celebrate the abundance provided by agriculture and the vital role agriculture plays in our society. During Ag week I came across a lot of good information and articles which got me thinking about how we spread the word about agriculture in general and beef in particular.



CAROL HOGE
President, Minnesota CattleWomen

In Amanda Radke's "Beef Daily" column she shared a quote by Brenda Schoepp, who is a motivational speaker whose heart is in agriculture. She says "My grandfather used to say that once in your life you need a doctor, a lawyer, a policeman and a preacher but every day, three times a day, you need a farmer."

In an article by American National CattleWoman Jean Barton, she quoted Jeff Fowle, a California cattle, hay & horse rancher of the "Just Farmers" website. He encouraged us to speak out about our beef business. He says people want to learn about our beef cattle and how we care for them. We should spend some of our time and resources having a conversation with them. Our message must be passed on by us, the farmers and ranchers.

Our Minnesota CattleWomen are working on starting a new project called "Tell Your Story - The Story of Minnesota Agriculture" The goal of this project is to create a blog of Minnesota agriculture stories. If you would like to "tell your story" or want more information you can contact Penny Zimmerman, onepennyranch@gmail.com or Jennifer Scharpe, jennifer.scharpe@gmail.com.

Let's all get out there and tell our Beef or Agriculture Story!

Much snow here in central Minnesota a sign that spring will not come early. Most folks are rechecking their hay supplies to be sure they have enough until grass comes, many are making the rest available to those who will be short. The traditional calving season is well underway with all of its challenges and rewards; nonetheless we are always looking ahead to the next steps that include planting, haying, harvesting, and marketing. I have been watching softer cattle prices, total cow numbers, numerous reports and speculation, and try to make sense of it all. My plans could change daily but I know from experience to stay on top of it and be ready when the time is right.

This winter has been a busy meeting season, going to as many as we can on behalf of cattlemen. A very good one was Cattlemen at the Capitol a great way to be involved in the legislative process. A group of us met in February with a number of key legislators encouraging them to support our priority issues, ask questions, and call on us as a resource for better understanding of how their decisions will affect us in the hands on "real world."

Some topics included the permitting process, gray wolf management, haying and grazing, taxes and more. Come to the next Cattlemen at the Capitol on April 15 and do your part encouraging our elected officials to do the right thing.

I am looking forward to the NCBA legislative conference in Washington DC later this month. This is a learning opportunity for cattlemen to be more effective with their legislators, updates directly from NCBA and meetings with our senators and



JOHN CHUTE
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Showing up Matters!

The last few months have been busy within the MSCA in terms of keeping our eyes and ears on several issues working their way through the State Legislature, ranging from grazing, sales tax, wolf management, and permitting issues.

I can't thank enough the folks that braved the weather and showed up at the Cattlemen at the Capitol day in February. If you ever thought it doesn't matter whether or not you show up and participate in these important events, and to contact elected officials, let me tell you how wrong you are.

Just over the last month we have had critical votes in committees on key issues for the MSCA, namely grazing of state lands and wolf management. On one issue (grazing) we were successful and the other (wolf management) we experienced a setback.

On the grazing issue, there have been efforts by some legislators to block the DNR from building perimeter fence on state lands to facilitate grazing. Thanks to key meetings in February and those that responded to our action alert by calling elected officials, we were successful in keeping language in a bill to provide \$600,000 for fence building. I'm convinced that without those key face-to-face meetings and telephone calls we would not have prevailed.

On the wolf issue, we experienced a setback in one committee who voted to terminate the wolf hunting and trapping seasons which in turn severely limits the ability of the DNR to pay for professional trapping services which cattlemen rely upon. While we did not prevail in the Senate committee, I can tell you that meetings with key officials have prevented further action on those bills.

The point I'm trying to make is that favorable policy decisions don't just happen by accident, they require the work of all of us by taking a day out of your schedule to travel to St. Paul and picking up the phone or writing an email to elected officials reminding them how you feel about the issues. I can guarantee our opponents are fully engaged, so if you decide to not be engaged, we will lose.

All of these issues remain alive until the end of May, and we need to be vigilant to ensure that good policy decisions are made on our priority issues. I hope you all make a concerted effort to make our last Cattlemen at the Capitol day on April 15 and be sure to be on our electronic newsletter list so you can receive action alerts to ensure we prevail.

Successful Cattlemen at the Capitol on February 19 Next Day April 15

Despite blizzard conditions around the State, several brave and dedicated souls made the trek to the St. Paul Capitol on February 19 to represent Minnesota's cattle community and engage elected and agency officials on critical issues confronting the growth of Minnesota's cattle sector. During the day, the group met with over 15 elected officials and Minnesota Department of Agriculture (MDA) Commissioner Dave Frederickson to raise awareness on several priority issues.

Be sure to mark down April 15th on your calendar, as that will be the next and last Cattlemen at the Capitol day in St. Paul for 2013. The day will begin at 9:00 a.m. at the Best Western Kelly Inn near the Capitol with a briefing on the issues and meetings with key agency leaders. The afternoon will be spent meeting with elected officials and discussing our priority issues, which include wolf management, grazing, permitting, and taxes. Everyone who is interested in supporting Minnesota's cattle sector, ranging from producers, supporting businesses or any other advocates are welcome to attend, so spread the word!

For additional details call the MSCA office at 612-208-6722 or reference the website at www.mnsca.org.



JOE MARTIN
Executive Director

Board Meeting Summary

The MSCA held their board of directors meeting on Saturday, March 16 at Cabin Fever Restaurant in Little Falls. Following is a summary of the meeting:

- Review of mid-year financials.
- Discussion of Summer Tour was held. Local cattlemen's associations are encouraged to arrange buses to travel to this year's summer tour. If your local is interested, the Northwest Stockmen's Association is willing to help defer your costs. If you are interested, contact the MSCA office.
- Discussion was held on progress of the joint MSCA-MBC task force discussing a proposed increase in state check-off. The first meeting was held on January 21 with the next meeting to be held April 3. The initial focus of the discussions has been to hold a producer referendum to increase the checkoff with funds dedicated to promotional and public relations activities.
- An additional \$2,500 was approved for the promotions budget to work with the Minnesota Beef Council on radio promotions this summer.
- Discussion was held on how to organize a raffle for the the New Holland Tractor/Baler award. Consensus was to hold a raffle with the Executive Committee to work out details.

The next board of directors meeting will be held Monday, July 8 at Sportman's Lodge near Baudette, the day before the Summer Tour.

NCBA Legislative Conference

The MSCA will be sending a small delegation to Washington, DC on April 16-18 to attend the National Cattlemen's Beef Association Legislative Conference. While in Washington, our group will be meeting with most members of Minnesota's congressional delegation to discuss several priority issues confronting Minnesota's cattle sector. Priority issues include:

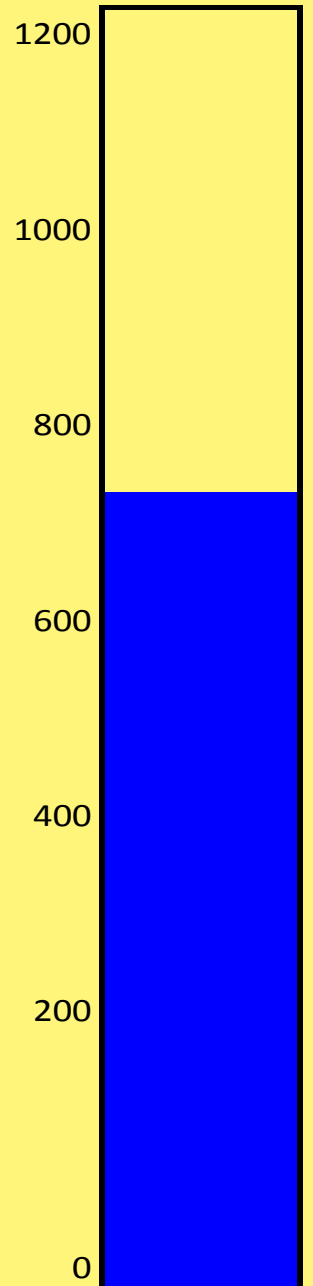


- Passage of a new farm bill which includes: permanent disaster assistance; increased flexibility for managed haying and grazing of conservation reserve program (CRP) lands; new eligibility within the livestock indemnity program to claim losses due to wolf depredation; adequate funding levels for the Environmental Quality Incentives Program (EQIP); and investments in research targeted towards animal health, production practices and environmental stewardship.
- Stopping proposed costly permitting requirements on fuel tanks and a variety of new air and water permits.
- Funding for critical USDA programs, such as meat inspectors and wildlife services.
- Stopping any proposed restrictions on the responsible use of antibiotics and other animal health products.
- Preventing the U.S. EPA from creating a national database of cattle operations and releasing that information publicly.

MSCA over Half Way to Membership Goal of 1,200

Thanks to the timely response of MSCA members, we currently have renewed 716 members and are well on our way of achieving our goal of 1,200 members in 2013. There are still 450 members who have not renewed for the year, so if you are one of them, be sure to send in your dues renewal right away to ensure your listing in the 2013-2014 membership directory which will be completed by **April 30!**

MSCA Membership Goal



Upcoming Events/Important Dates

- April 16: Cattlemen at the Capitol, St. Paul
- April 16-18: NCBA Legislative Conference, Washington, DC
- May 20: Minnesota Legislature Adjourns
- July 8-9: Summer Tour, Roseau
- Aug 6-8: Farmfest
- Aug 7-10: NCBA Summer Conference, Denver, CO
- Sept 14: MSCA Quarterly Meeting. Location TBD
- Dec 12-14: Minnesota Cattle Convention, Arrowwood Resort, Alexandria



Promotion, Research, Consumer & Producer Education

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St. Joseph Meat Market Wins 2013 Minnesota Retail Beef Backer Award

St. Joseph Meat Market of St. Joseph, MN was awarded the 2013 Minnesota Retail Beef Backer Award for independent retailers at the recent Meat Processors Convention held in St. Cloud on March 15-16. Ron Rinkel attended the banquet and presented the award on behalf of the MBC Board of Directors.



Harvey Pfannenstein of St. Joseph's Meat Market with Ron Rinkel, MBC board – presenting 2013 Retail Beef Backer Award

St. Joseph's Meat Market is a retail meat store and processing plant that has been operating in St. Joseph since 1948 and is owned and operated by Harvey and Carol Pfannenstein and their family. They employ 30 people in the retail store and processing business, many of whom are family members. They take great pride in their work and the commitment to delivering the freshest quality meat with great customer service in the process. They are also no stranger to receiving awards and recognition having won several national and numerous state awards for their products. The beef summer sausage and beef sticks are outstanding.

Big Steer Meats Wins Top Prize in Innovative Beef Contest at MAMP

Minnesota's Beef Producers through the Beef checkoff again sponsored the Innovative Beef Contest at the Minnesota Association of Meat Processors Convention March 15-16 in St. Cloud. First place went to Big Steer Meats of St. Paul, owned by Charles Cory. The product submitted was "Piezan Trio", a combination of beef from the chuck eye, bell peppers and pepperoni. Second place went to St. Joseph's Meat Market with a fully cooked, ready-to-eat "Jellied Beef Loaf Meal". St. Joseph's is owned by Harvey and Carol Pfannenstein. Third place went to Schmidt's Market of Nicollet, MN owned by Ryan Schmidt. Their entry was a "Southwest Roll-Up" featuring round steak. Honorable mention went to St. Joseph's Market for their Beef Omelet Bratwurst.



Innovative Beef Contest winners – left to right, Conrad Kvamme, Consultant MBC; Brian Schatz, Schmidt's Market (3rd); Wendy Theisen, St. Joseph's Market (2nd); Steve Pinotti, Big Steer Meats (1st)

Entries were judged on internal and external appearance, flavor, creativity and marketability. Judges were Colleen Zenk, Conrad Kvamme and consumer guest Mark Purcel of Minneapolis.

American Heart Association Certifies Three New Extra-Lean Beef Cuts

The Beef Checkoff Program announced that three additional fresh beef cuts are now certified to display the American Heart Association's Heart-Check mark. Retailers now have the opportunity to market six different extra-lean beef items to their shoppers using one of the most trusted nutrition icons on food packaging today. The extra-lean beef cuts that meet the American Heart Association's criteria for heart-healthy foods as part of an overall healthy dietary pattern and are certified to display the Heart-Check mark include:

- Sirloin Tip Steak (USDA Select grade)
- Bottom Round Steak (USDA Select grade)
- Top Sirloin Stir-Fry (USDA Select grade)
- Boneless Top Sirloin Petite Roast (USDA Select grade)
- Top Sirloin Filet (USDA Select grade)
- Top Sirloin Kabob (USDA Select grade)

"Having the American Heart Association certify three additional extra-lean beef cuts is yet another important milestone in the Beef Checkoff's efforts to help consumers understand the positive health and nutritional benefits of beef," said Jeanne Harland, beef producer from Illinois and chair of the checkoff nutrition and health subcommittee.

State Beef Councils partner with Hy-Vee Stores for Beef Promotion in February

The Beef Checkoff programs in Illinois, Iowa, Kansas, Minnesota, Missouri, Nebraska, South Dakota and Wisconsin sponsored the "Beef - Adding Flavor to Heart Health" contest for Hy-Vee Dietitians in February. Each store dietitian was provided with a toolkit that contained a variety of resources concerning the Beef in an Optimal Lean Diet (BOLD) study along with recipes and suggestions for promotion of the value of beef in a heart healthy diet. Participants were challenged to organize and execute various activities in their role as a Hy-Vee dietitian to help educate the public about the findings of the BOLD research study. As part of this promotion Colleen Zenk and Karen Schaefer were part of an educational session at the Hy-Vee store in Austin, MN. Jen Haugen, RD with Hy-Vee discussed her role as a retail dietitian with industry leaders that are part of a leadership program in Austin.



Plans Underway for Influencer Tours

The Minnesota Beef Council had great success with influencer tours this past year and requested Federation Initiative funds to continue with influencer tours this fiscal year. The NCBA Federation Executive Committee granted MBC's request for two tours this spring/summer, targeting student chefs enrolled in 9 culinary programs in Minnesota. According to Nation's Restaurant News Senior Food Editor Bret Thorn, three major factors will drive menu trends in 2013 – high commodity costs, consumers' growing sense of culinary adventure, and the ingenuity of chefs and restaurateurs. He is also calling 2013 the "Year of the Chicken Breast" due to the high price of other proteins. Student chefs are the restaurateurs of the future. Industry tours can help increase emerging chefs' knowledge of beef and help them see the value beef can bring to their bottom line.

May Beef Month Promotions

With limited funds left in our advertising budget for the 2012/2013 fiscal year, MBC will be working with a public relations firm to conduct a retail couponing venture with Lund's/Byerly's grocery store chain. The campaign will be kicked off with a TV segment featuring Colleen Zenk and Beef Backer Chef John Schlitz from the Lake Elmo Inn. Coupons will be awarded through an online process and we will have the ability to limit the amount of coupons that will be distributed. The goal will be drive beef sales during the month of May by targeting a higher end retailer such as Lund's/Byerly's. A report with measurable will be provided at the next board meeting.

Local Producer Promotions

Any local cattle producer organization is eligible to request up to \$400 per fiscal year, while budgeted funds are available, for a project directly relating to the promotion of beef. Fiscal year runs from July 1 through June 30. Promotions must encourage the use of beef and the proposed promotion must fall within the definition of promotion as defined by the Beef Promotion and Research Act of 1985: "Any action including paid advertising, to advance the image and desirability of beef and beef products with the express intent of improving the competitive position and stimulating sales of beef and beef products in the market place."

All requests must be submitted directly to the Minnesota Beef Council by the President of the local organization. Before a promotion can be started, a written proposal must be received and approved by the Executive Director and the Promotion Committee Chairperson of the Minnesota Beef Council. All requests must be made three (3) weeks in advance of the proposed promotion. If the promotion is approved, the President of the organization will receive in writing an approval letter with a copy of their signed request. Request forms can be found at the MN Beef Council website at www.mnbeef.org or by calling the office at 952-854-6980.

Ridgewater College Agricultural Students Receive Beef Quality Assurance Training

Nearly 80 students from Ridgewater College in Willmar received their Beef Quality Assurance (BQA) training from Minnesota Beef Council's consultant Conrad Kvamme in March. The students learned about proper animal handling techniques, the value of good record keeping and fundamentals behind a safe and wholesome beef product. BQA guidelines are designed to make certain all beef consumers can take pride in what they purchase - and can trust and have confidence in the entire beef industry. In addition to Conrad's training, the students heard from Colleen Zenk, Director of Consumer Information and Nutrition at a session in February. Colleen spoke to the students about beef nutrition, safe beef preparation and discussed many of the questions and concerns that consumers have regarding beef production practices.

In addition to BQA training Ridgewater, Conrad Kvamme presented the BQA program to the MN Beef Ambassador Team and their parents at a training session in February.

Social Media

Minnesota Beef Council can be found on Twitter, Facebook and Pinterest. These are great free marketing tools to both producers and consumers alike. Please share with friends and family.



Minnesota Beef Council Checkoff Referendum Status

In late January, members of the MN Beef Council and the MN State Cattlemen's Association gathered for a meeting regarding a potential referendum to increase the checkoff. The group determined that they wanted to move forward with the process and thought that .50 cents would be a fair ask. Members agreed that these funds should be put toward improving beef's image.

The taskforce asked both Executive Directors to issue requests for proposals to local public relations firms. This was a successful project and the results included some fantastic ideas that would really boost the marketability and image of Minnesota Beef. The taskforce met again in early April to review these proposals.

CBB Audit

The Cattlemen's Beef Board will conduct an audit of the Minnesota Beef Council this summer. The CBB often does this with states on a 3-5 year rotation. It has been several years since MBC has been audited. A change in executive directors also triggers an audit. Audrey Rodvold, MBC Compliance Officer and Karin Schaefer, Executive Director will be working with CBB to coordinate this.

Congratulations

Congratulations to two MBC staff members on new additions to their families. Executive Director Karin Schaefer, her husband Matt and big sister Elizabeth welcomed a new baby boy named Samuel to their family on March 11. Audrey Rodvold, MBC Compliance Officer and her husband Pat also welcomed a new baby boy, Elliott to their family on February 3rd.

State Beef Council Business to Business Meeting in Wichita

Colleen Zenk, MBC Director of Consumer Education and Nutrition will be attending a State Beef Council Business to Business Meeting at the Cargill Innovation Center in Wichita, KS March 26-28. Attendees will have an opportunity to exchange industry knowledge, hear experts from industry present educational updates on current retail and foodservice industry topics and will be provided with program updates on national retail and foodservice activities for fiscal year 2013.

New Beef Common Names Introduced

Extensive consumer research uncovered an opportunity to educate shoppers on how to shop for and prepare fresh meat cuts. Together with the National Pork Board, the Beef Checkoff applied the research findings to introduce updated URMIS nomenclature and a new label format, to help consumers better understand the beef cuts they see every day in the meat case. Retailers will be learning about the research to learn how to implement the new program to drive consumer beef sales and give their store a competitive advantage.

University of Minnesota Meat Science Department Host BBQ Workshop on March 30

The Minnesota BBQ Society joined the University of Minnesota Meat Science to provide the BBQ Spring Training Workshop on March 30, 2013 in the Andrew Boss Laboratory of Meat Science. Colleen Zenk from MBC attended along with 75 BBQ enthusiasts and provided a table top display of supporting beef resources. The full day program was packed with lectures and demonstrations provided by meat scientists, industry professionals, and Minnesota BBQ Society competition pros. The MN BBQ Society kicks off their competition circuit at the Minnesota in May Contest held May 17-18 at the Rice County Fairgrounds in Faribault. They host 11 events from May-September in Minnesota. You can find out more about this group and their events – or even sign up to be a judge – at their website www.mnbbqsociety.com.

MSCA Wins Recruitment Award, and Lease on New Holland Tractor-Baler

The MSCA was recognized for their recruitment efforts of NCBA membership. Due to our success in 2012, the association was entered into a drawing with 14 other states which met membership goals. MSCA was awarded a free one-year lease on a New Holland BR7090 round baler or a one-year lease on a New Holland T6 175 tractor.

“New Holland supports cattlemen and women and they recognize the importance of a strong state and national partnership and the role that partnership plays in

strengthening agriculture’s voice in Washington, D.C., and elsewhere,” said New Holland Segment Manager of Dairy and Livestock Marketing Michael Cornman.

In the coming months, the MSCA will launch a raffle to award the lease at our annual convention, with all proceeds supporting the association. Thanks to NCBA and New Holland for their support!



MSCA Sponsored Team Wins National Knowledge Bowl

The Minnesota knowledge bowl team are national champions! The team received a \$500 award for their efforts. Congratulations to the team and coaches! Local teams first compete at the Minnesota Beef Expo to earn the right to compete at the national competition. The MSCA provides a \$2,000 travel scholarship to the winning team to compete at the national level.



Team members (L-R): John Morrison, Nicolas Herrera, Connor Bollum and Tyler Pierson

Bailee Schiefelbein Places 1st in National Public Speaking Contest

In the Public Speaking contest held at the Cattle Industry Convention, Bailee Schiefelbein placed 1st place in the under 10 division, Shelby Schiefelbein placed 2nd in the 15-19 age division, and Abbey Schiefelbein placed 4th in the 11-14 age division. Congratulations!



Highlights of 2013 Cattle Industry Convention

Nearly 6,500 cattlemen and women attended the industry’s convention which wrapped up on February 9 (over 25 individuals from Minnesota were in attendance). In addition to electing the new officer team on the final day of the convention, NCBA members also voted on new and expiring policy issues, including resolutions on cattle health and well-being; food safety; immigration; cattle marketing and trade; federal lands ranching and more.

While passing a farm bill is high on the list of policy priorities, NCBA Vice President of Government Affairs Colin Woodall said the first priority in 2013 for NCBA is the reauthorization of The Animal Drug User Fee Act (ADUFA), and ensuring that no attempts are made to restrict the responsible use of antibiotics or other animal health products.

Scott George, a dairy and beef producer from Cody, Wyo., was officially elected to succeed J.D. Alexander as NCBA President. The new NCBA President Elect is Bob McCan, of Victoria, Texas. Don Pemberton, Hopkinsville, Ky., is NCBA’s new vice president. Richard Gebhart, of northeastern Oklahoma, was elected chairman of the NCBA Federation Division, and Cevin Jones of Idaho is the

Highlights . . . continued on page 16

CattleFax Projections Include Decline in Beef Supply, Rising Prices in 2013

Cattlemen and women gathered during the 2013 Cattle Industry Convention and NCBA Trade Show to hear CattleFax market analysts’ projections for the year ahead. Creighton University Professor Emeritus Art Douglas told the audience that there is a chance some regions of the United States will see a return to more normal precipitation patterns during the upcoming spring and summer growing season. That was welcome news to participants, many of whom have been enduring an ongoing, multi-year drought which has affected more than 70 percent of cattle country.

If precipitation returns to near-normal levels for the 2013 growing season, CattleFax predicts farmers in the U.S. will plant a record number of acres in both corn and soybeans. CattleFax Grain Market Analyst Chad Spearman told the audience that would lead to lower feed grain prices this year. “If we see anything close to trend line yields, we’ll see relief on the supply side and the result will be price relief, particularly in the second-half of 2013,” said Spearman, who added that the additional moisture will help mitigate hay prices after harvest begins this summer. “With a little help from Mother Nature, we will be in much better shape with regard to hay supply and prices during the second half of the year,” he said.

Although input costs may provide relief, analyst Mike Murphy provided a note of caution, saying that a possible economic slowdown could put pressure on beef prices and demand among consumers. He projected that net income in the U.S. would be flat, with incomes struggling to keep pace with inflation. However, he predicted beef exports would continue to provide support for prices. “We expect to see an increase in exports, due in large part to an increase in shipments to Japan since that market recently opened to beef from cattle under 30 months of age,” said Murphy. “Imports will also be up substantially as well, due to tighter supplies in the U.S. at a time when we have strong demand for 90 percent lean trim.”

Overall, CattleFax Senior Analyst Kevin Good predicted beef production in the U.S. will fall, with per-capita supply declining 2.2 percent. However, he said the decrease will be partially offset by increasing carcass weights. CattleFax projects the Wholesale Beef Demand Index will decline by 1 percent, due to a 1 percent decline in real income of consumers. Good said he expects that there will be a shift in leverage with the loss of packing capacity in the U.S. after the closure of a southern Plains packing plant earlier this year. “As a result of that decline in capacity, feedlots will get a smaller percentage of the wholesale value of beef,” said Good. He added that CattleFax is projecting average prices will be higher for all classes of cattle during 2013 compared to the prior year.

Prices are expected to average \$126 compared to \$123 during 2012, an increase of 2.5 percent. Yearling prices are expected to average \$155, an increase of 5 percent from the 2012 average of \$147. According to Good, calf prices will average \$175, up 5 percent from last year’s average of \$167. “The cow-calf sector will remain in the driver’s seat during 2013, particularly if they have feed,” said Good.

CattleFax CEO Randy Blach summarized the year ahead by saying it will be a difficult year for margin operators in the cattle business. He emphasized the importance of risk management due to continued volatility and rising capital requirements. Packer margins, though, should see some improvement as the result of the decline in capacity, a trend that he expects to continue. “Don’t be surprised if we see the loss of another one or two plants before we’re done with the consolidation phase,” said Blach. Likewise, he said the industry can expect cattle feeding capacity to continue its decline due to the current market situation.

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April 1st 2013 • Feeder & Bred Cow
 April 8th 2013 • Feeder, Bred Cow, Dairy Sale
 April 13th 2013 • Saturday Exotic Sale
 April 15th 2013 • Feeder & Bred Cow Sale
 April 20th 2013 • Schmitz Red Angus
 Production Sale in conjunction with
 Open Consignments of Bred Cows & Heifers,
 Breeding Bulls, and Slaughter Cattle Sale
 April 22nd 2013 • Feeder & Bred Cow Sale
 April 29th 2013 • Dairy Sale

May 6th 2013 • Feeder & Bred Cow
 May 13th 2013 • Feeder, Bred Cow, Dairy Sale
 May 20th 2013 • Feeder & Bred Cow Sale
 May 27th 2013 • Dairy Sale

Open on Sundays from 12-8pm
 to receive livestock
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March 11 Sale

Calves				
WADENA MN	4	Hol	292	330.00 H
BATTLE LAKE MN	5	Hol	234	325.00 H
WAUBUN MN	14	Hol	267	315.00 H
PERHAM MN	5	Hol	234	290.00 H
FRAZEE MN	2	Hol	177	270.00 H
PINE RIVER MN	1	Hol	210	270.00 H
CLARISSA MN	2	Hol	192	245.00 H
WAUBUN MN	5	Hol	189	230.00 H
PARKERS PRAIRIE MN	2	Hol	155	210.00 H
NEW YORK MILLS MN	1	Hol	160	200.00 H
SEBEKA MN	1	Blk	105	190.00 H
BROWERVILLE MN	1	Blk	105	180.00 H
WADENA MN	1	Hol	155	175.00 H
OTTERTAIL MN	3	Hol	138	170.00 H
PERHAM MN	2	Mix	135	170.00 H
BATTLE LAKE MN	2	Hol	147	165.00 H
PERHAM MN	2	Hol	132	165.00 H
NEW YORK MILLS MN	1	Blk	115	160.00 H
NEW YORK MILLS MN	1	Mix	150	160.00 H
OTTERTAIL MN	1	Blk	115	160.00 H
OTTERTAIL MN	2	Hol	127	155.00 H
PILLAGER MN	1	Hol	125	155.00 H
NEW YORK MILLS MN	1	Shrt	100	150.00 H
PILLAGER MN	1	Hol	125	150.00 H
NEW YORK MILLS MN	1	Shrt	105	140.00 H
PILLAGER MN	1	Hol	120	135.00 H
OTTERTAIL MN	3	Hol	111	135.00 H
BROWERVILLE MN	1	Hol	110	135.00 H
NEW YORK MILLS MN	1	Hol	125	135.00 H
SEBEKA MN	1	Hol	100	130.00 H
PERHAM MN	1	Mix	85	130.00 H
PINE RIVER MN	1	Blk	110	130.00 H
PARKERS PRAIRIE MN	3	Hol	121	130.00 H
MOTLEY MN	1	Hol	120	120.00 H
WOLF LAKE MN	1	Blk	105	110.00 H
WADENA MN	1	Hol	135	110.00 H
OTTERTAIL MN	2	Hol	120	105.00 H
BATTLE LAKE MN	2	Hol	102	100.00 H
OTTERTAIL MN	1	Hol	110	100.00 H
PINE RIVER MN	1	Hol	120	95.00 H
BLUFFTON MN	1	Hol	95	90.00 H
BROWERVILLE MN	1	Hol	85	85.00 H
BROWERVILLE MN	1	Hol	95	85.00 H
WADENA MN	1	Hol	120	85.00 H
OTTERTAIL MN	2	Hol	102	80.00 H
BROWERVILLE MN	1	Hol	90	80.00 H
NEW YORK MILLS MN	1	Hol	100	80.00 H

Bulls				
HEWITT MN	1	Blk	425	145.00 C
FRAZEE MN	1	Blk	365	140.00 C
NEW YORK MILLS MN	1	Blk	425	130.00 C
FRAZEE MN	7	Red	505	121.00 C
HEWITT MN	2	Red	482	121.00 C
STAPLES MN	1	Mix	290	117.50 C
HEWITT MN	1	Blk	560	116.00 C
ULLEN MN	1	Blk	395	114.00 C
NEVIS MN	2	BWF	712	112.00 C
NEVIS MN	1	BWF	785	110.00 C
HEWITT MN	1	Hol	315	105.00 C
BATTLE LAKE MN	2	Hol	395	96.00 C
WADENA MN	3	Hol	358	95.00 C
NEW YORK MILLS MN	1	Mix	540	93.00 C
EVANSVILLE MN	1	Hol	335	84.00 C
WAUBUN MN	1	Hol	405	83.00 C
HEWITT MN	1	Blk	495	81.00 C
PINE RIVER MN	1	Hol	985	80.50 C
CARLOS MN	1	Mix	365	77.00 C
EVANSVILLE MN	1	Mix	495	73.00 C
HEWITT MN	1	Hol	495	73.00 C

Heifers				
SEBEKA MN	2	Blk	462	146.00 C
HEWITT MN	1	Blk	440	139.00 C
WADENA MN	1	BWF	470	135.00 C
SEBEKA MN	2	Blk	467	133.00 C
BRANDON MN	1	Blk	550	131.00 C
NEW YORK MILLS MN	1	Blk	465	130.00 C
DENT MN	7	Blk	601	130.00 C
FRAZEE MN	1	Red	475	130.00 C
BRANDON MN	1	BWF	365	127.00 C
PERHAM MN	2	Blk	447	125.00 C
NEW YORK MILLS MN	1	Blk	590	125.00 C
VERNDALE MN	2	Blk	477	125.00 C
DENT MN	5	Blk	646	124.50 C
SPRINGFIELD MN	18	Blk	638	124.50 C
HEWITT MN	1	Blk	615	122.50 C
NEVIS MN	2	BWF	597	120.50 C
SEBEKA MN	1	Blk	495	115.00 C
STAPLES MN	1	Char	455	113.00 C
PARKERS PRAIRIE MN	11	Mix	652	110.50 C
STAPLES MN	2	Mix	450	110.00 C
SEBEKA MN	1	Blk	390	102.00 C
BROWERVILLE MN	1	Blk	1005	91.00 C

Steers				
FRAZEE MN	2	Blk	397	170.00 C
VERNDALE MN	2	Blk	415	162.00 C
NEVIS MN	2	Blk	467	161.00 C
PERHAM MN	1	Blk	395	159.00 C
DENT MN	7	Blk	553	157.00 C
VERNDALE MN	1	BWF	365	155.00 C
PERHAM MN	2	Blk	550	153.00 C
WADENA MN	3	BWF	543	151.00 C
DENT MN	17	Blk	656	151.00 C
FRAZEE MN	5	Red	560	150.00 C
VERNDALE MN	1	BWF	305	145.00 C
SEBEKA MN	1	Blk	495	145.00 C
NEVIS MN	5	Red	628	142.00 C
VERNDALE MN	1	Blk	540	141.00 C
PERHAM MN	1	Char	565	137.00 C
BRANDON MN	2	Mix	607	135.00 C
NEW YORK MILLS MN	1	Blk	515	135.00 C
VERNDALE MN	1	BWF	680	135.00 C
NEVIS MN	4	BWF	758	126.75 C
HAWLEY MN	1	Red	670	126.00 C
FRAZEE MN	2	Blk	427	120.00 C
HAWLEY MN	2	Red	827	116.00 C
SEBEKA MN	1	Blk	705	115.00 C
NEW YORK MILLS MN	1	Red	715	110.00 C
PONSFORD MN	1	Blk	625	109.00 C
HAWLEY MN	2	Red	1122	106.00 C
BACKUS MN	1	RWF	980	105.00 C

Hol. Steers				
UNDERWOOD MN	16	Hol	334	121.00 C
HENNING MN	6	Hol	311	104.00 C
WADENA MN	3	Hol	425	101.00 C
ULLEN MN	5	Hol	394	99.00 C
SEBEKA MN	1	Hol	380	99.00 C
HEWITT MN	1	Hol	500	92.00 C
HENNING MN	6	Hol	504	91.00 C
VERNDALE MN	10	Hol	915	90.50 C
PERHAM MN	2	Hol	815	90.50 C
PERHAM MN	1	Hol	470	90.00 C
NEW YORK MILLS MN	2	Hol	495	90.00 C
PINE RIVER MN	1	Hol	1240	87.50 C
PINE RIVER MN	2	Hol	1270	86.50 C
PINE RIVER MN	3	Hol	925	86.50 C
SEBEKA MN	3	Hol	431	86.00 C

Slaughter Bulls				
NEW YORK MILLS MN	1	Red	1995	108.50 C
FRAZEE MN	1	Blk	1905	108.25 C
FRAZEE MN	1	Blk	1925	107.50 C
WADENA MN	1	Hol	2000	104.75 C
RICHVILLE MN	1	Blk	2225	103.50 C
PEQUOT LAKES MN	1	Hol	1430	99.50 C
HENNING MN	1	Hol	1835	98.50 C
OTTERTAIL MN	1	Hol	2555	97.00 C
FERTILE MN	1	Blk	1000	96.00 C
WADENA MN	1	Hol	1550	94.00 C
PERHAM MN	1	Hol	1335	89.50 C
PARK RAPIDS MN	1	Blk	965	89.00 C

Slaughter Cows				
LAPORTE MN	1	Blk	1435	94.25 C
MCLEOD ND	1	RWF	1540	94.00 C
GRANDIN ND	1	BWF	1135	92.25 C
EAGLE BEND MN	1	Hol	1680	92.00 C
MCLEOD ND	1	Red	1700	91.75 C
GRANDIN ND	1	Blk	1340	91.50 C
MCLEOD ND	1	RWF	1445	91.50 C
GRANDIN ND	1	Blk	1220	91.00 C
GRANDIN ND	1	Blk	1225	90.50 C
FERTILE MN	1	Red	1490	90.50 C
GRANDIN ND	1	Blk	1365	90.25 C
GRANDIN ND	1	Blk	1180	90.25 C
MCLEOD ND	1	BWF	1640	90.00 C
GRANDIN ND	1	Blk	1330	90.00 C
FRAZEE MN	1	BWF	1375	90.00 C
GRANDIN ND	1	BWF	1080	90.00 C
GRANDIN ND	1	Blk	1355	89.75 C
MCLEOD ND	1	Red	1505	89.75 C
MCLEOD ND	1	Mix	1595	89.50 C
FRAZEE MN	1	Blk	1115	89.50 C
HENNING MN	1	Hol	1280	89.50 C
GRANDIN ND	1	Blk	1265	89.50 C
GRANDIN ND	1	Blk	1505	89.50 C
LAKE PARK MN	1	Swis	1680	89.00 C
LAPORTE MN	1	BWF	885	89.00 C
EAGLE BEND MN	1	Hol	1480	89.00 C
LAPORTE MN	1	Blk	1125	88.50 C
FERTILE MN	1	Blk	1445	88.50 C
FRAZEE MN	1	Blk	995	88.50 C
FRAZEE MN	1	BWF	1145	88.50 C
GRANDIN ND	1	Blk	1585	88.50 C
GRANDIN ND	1	Blk	1345	88.50 C
GRANDIN ND	1	Blk	1255	88.50 C
GRANDIN ND	1	Blk	1215	88.00 C
GRANDIN ND	1	Blk	1350	88.00 C
GRANDIN ND	1	Blk	1075	88.00 C
MCLEOD ND	1	Red	1630	88.00 C
MCLEOD ND	1	Blk	1650	88.00 C
MCLEOD ND	1	Red	1700	88.00 C
FRAZEE MN	1	Blk	1485	88.00 C
BATTLE LAKE MN	1	Hol	1550	88.00 C
NEW YORK MILLS MN	1	Blk	1195	88.00 C
BARNSEVILLE MN	1	Red	1315	87.50 C
FRAZEE MN	1	Blk	1190	87.50 C
FRAZEE MN	1	Blk	980	87.50 C
FRAZEE MN	1	Blk	1100	87.50 C
FRAZEE MN	1	BWF	1235	87.50 C
GRANDIN ND	1	Blk	1300	87.50 C
WADENA MN	1	Hol	1680	87.50 C
SEBEKA MN	1	Hol	1305	87.50 C
GRANDIN ND	1	BWF	1420	87.50 C
GRANDIN ND	1	Red	1255	87.50 C
GRANDIN ND	1	Blk	1250	87.50 C
GRANDIN ND	1	Blk	1290	87.25 C
FRAZEE MN	1	Hol	1515	87.25 C
FRAZEE MN	1	Blk	1110	87.25 C
FRAZEE MN	1	Blk	835	87.00 C
GRANDIN ND	1	Red	1380	87.00 C
MCLEOD ND	1	Blk	1360	87.00 C
MCLEOD ND	1	Red	1235	87.00 C
FRAZEE MN	1	Blk	1470	87.00 C
GRANDIN ND	1	Blk	1395	87.00 C
GRANDIN ND	1	Blk	1285	87.00 C
GRANDIN ND	1	Herf	1170	87.00 C
GRANDIN ND	1	Blk	1115	87.00 C
GRANDIN ND	1	Blk	1105	87.00 C
NEW YORK MILLS MN	1	Hol	1150	87.00 C
EAGLE BEND MN	1	Hol	1225	87.00 C
BARNSEVILLE MN	1	Red	1060	86.50 C
GRANDIN ND	1	Blk	1145	86.50 C
GRANDIN ND	1	Blk	1320	86.50 C
LAPORTE MN	1	RWF	1165	86.50 C
BROOKS MN	1	Blk	1100	86.50 C
GRANDIN ND	1	Blk	1370	86.50 C
GRANDIN ND	1	Blk	1135	86.50 C
MCLEOD ND	2	BWF	1462	86.50 C
MCLEOD ND	2	BWF	1520	86.50 C
GRANDIN ND	1	Blk	1200	86.25 C
MCLEOD ND	1	Red	1835	86.25 C
MCLEOD ND	1	BWF	1330	86.00 C
MCLEOD ND	1	BWF	1715	86.00 C
ALVARADO MN	1	Hol	1545	86.00 C
MENAHGA MN	1	Hol	1705	86.00 C
GRANDIN ND	1	Blk	1085	86.00 C

SPRING EXTRAVAGANZA
 April 20th, 2013 1:00 pm
50 YEARLING BULLS
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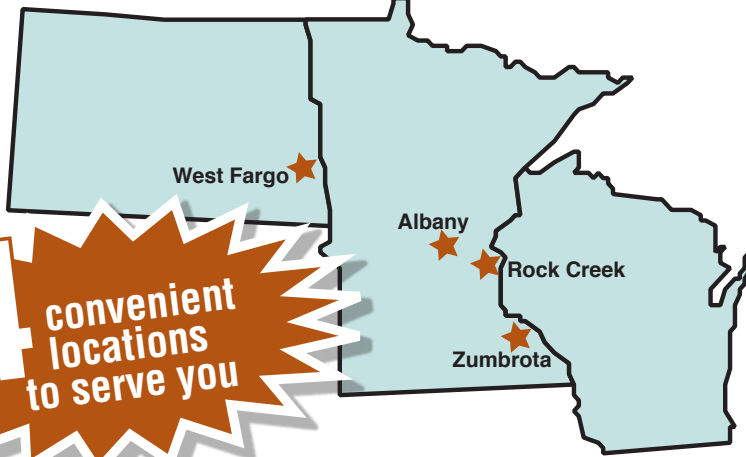
Starting time 11am...Selling order: Hogs, Sheep, Goats, Horses, Baby Calves, Started Calves, Dairy Cattle, Hol. Steers, Bred Beef Cows, Feeders, Yearlings, Fat Cattle, Market Cows & Bulls. Feel free to call anytime!

45



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April 3, May 15, June 19
- West Fargo** 800-733-4620
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- Zumbrota** 877-732-7305
April 4, May 16
June 6 Special Beef Bull Sale

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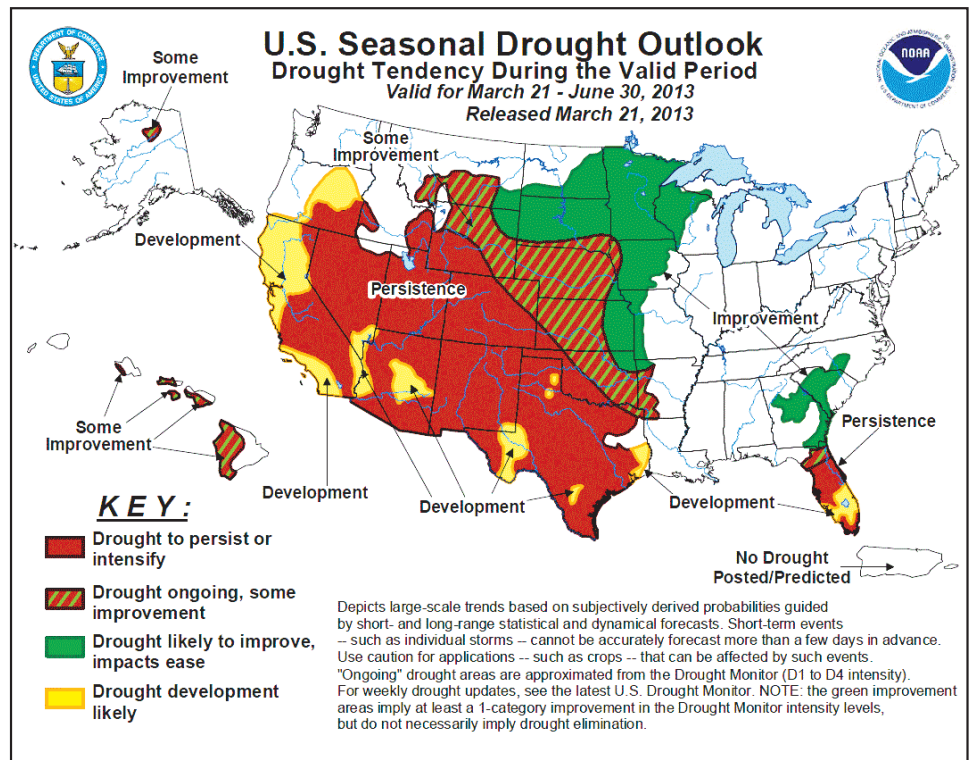
USDA Reports 14 percent Drop in Feedlot Placements

USDA reports that U.S. feedlots placed 14 percent fewer cattle in February compared to a year earlier, a 5 percent bigger drop than what markets were anticipating. Feedlots placed 1.482 million in February, down from 1.714 million in February 2012. Placements were the lowest for the month since the government began tracking the figure in 1996. The feedlot herd totaled 10.857 million as of March 1, down 7 percent from a year earlier. Analysts expected a 6.4 percent decline.

Drought Situation Improves in Minnesota

The National Oceanic and Atmospheric Administration (NOAA) recently issued the three-month U.S. Spring Outlook. NOAA predicts above-average temperatures across much of the continental United States, including drought-stricken areas of Texas, the Southwest and the Great Plains. Meanwhile, river flooding is likely to be worse than last year across the country, with the most significant flood potential in North Dakota.

Drought conditions have improved in Minnesota dropping from 84 percent to 70 percent of the state experiencing drought conditions. NOAA predicts above normal precipitation in the near term in the Great Lakes region. NOAA also predicts above average temperatures for the southern third of the State and normal temperatures for the rest of the state. In terms of precipitation, models show near normal precipitation levels for the entire state of Minnesota with drought conditions continuing to improve.



JP Morgan to return \$546 million to MF Global Customers

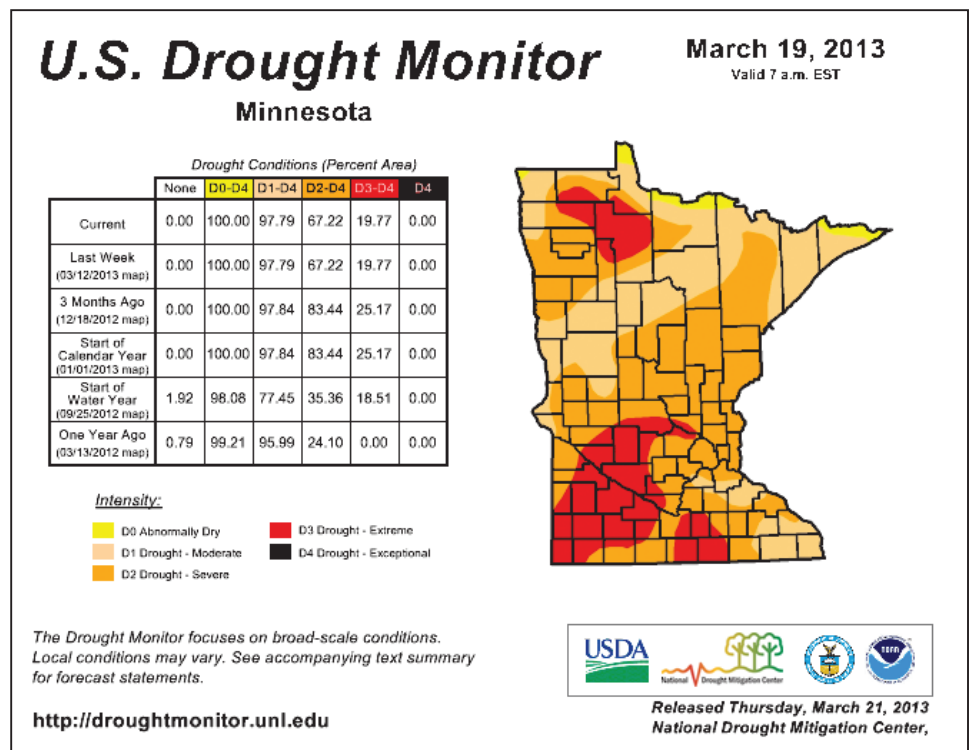
JP Morgan Chase will return \$546 million to former MF Global Holdings customers from accounts they were holding when MF Global collapsed. The deal must still be approved by the bankruptcy judge.

Estimated U.S. Corn Plantings Down

Informa Economics recently released a report estimating that U.S. corn acreage will be around 97.7 million acres, a 1.6 million acre decline from their January estimate, but 600,000 more acres than a year ago. The estimated decrease in corn plantings suggest diminishing profit margins for corn compared to other crops. Informa estimates soybean acreage to be around 78.5 million acres, up 320,000 acres from their January estimates, and 1.3 million more acres than last year. Wheat acres are estimated all wheat acres to be up 338,000 with spring wheat at 12.3 million.

Corn Stockpiles Lowest Since 1996

Corn stockpiles before the next harvest will fall to 632 million bushels, the lowest since 1996, the U.S. Department of Agriculture (USDA) said on March 8. The agency raised its forecast for use of the grain in animal feed by 2.2 percent to 4.55 million bushels. Soybean inventory may drop to the lowest since 2004.



No TB Positive Deer In Northwest Minnesota

The Minnesota Dept. of Natural Resources found zero bovine TB positive deer during 2012 surveillance efforts. This is the third straight year that no deer have been found positive, which led the DNR to claim that bovine TB is “undetectable” in wild deer in northwestern Minnesota. There are no longer any testing requirements in northwestern Minnesota and former buyout herds are now allowed to repopulate.



Official ID Now Required in Breeding Animals

As a reminder, any breeding animal moving into or out of the State of Minnesota must contain an official identification and records must be kept on their movements. Breeding cattle are classified as any sexually intact animals that are over 18 months of age. If you are selling animals directly to a state-federally approved livestock auction market, the identification can be placed by the market veterinarian.

The identification requirements are also required for any cattle leaving the state for exhibition purposes and any rodeo cattle.

Breeding cattle imported into Minnesota must be accompanied by a certificate of veterinary inspection issued by an accredited veterinarian. Cattle originating from parts of Michigan, Montana, Wyoming, and Idaho must meet additional import requirements. Call the Board of Animal Health for more information.

Bovine Trichomoniasis in Dewey County

Bovine trichomoniasis (Trich) has been confirmed in a herd in Dewey County, SD. The trichomoniasis organism is transmitted between cows and bulls in the breeding season, causing early term abortions. Producers are often unaware of the problem until the disease is well established in a herd.

Signs that the disease may be present in a herd include a high number of open cows or the presence of many late-calving cows, which result from the early term abortions and then rebreeding of the cows. Infected herds can have more than 50 percent open cows, although often the percentage is much lower and incorrectly attributed to other factors. Open cows and non-virgin bulls represent a risk for introduction of this disease to new herds. Producers can help to mitigate the risk in several ways.

Precautions to avoid the disease include: first, only purchase and use virgin bulls for breeding. If non-virgin bulls must be used, test herd bulls for *Trichomonas foetus* prior to turnout and consider testing those bulls in the fall for early detection. Timely pregnancy testing of females and prompt removal of open cows to be sold to slaughter can also help alleviate the risk of disease spread. Finally, maintain good border fencing to help keep livestock in their proper pastures and avoid unintentional commingling of animals.

BSE Status Upgrade

The Scientific Commission for the World Organization for Animal Health (OIE) notified USDA it is recommending the United States’ BSE risk be upgraded from “controlled” to “negligible,” the lowest risk level in the OIE’s rating system. The change will place the United States in the same category as key export competitors. The upgrade in status should strengthen the position of trade negotiators in gaining access to markets for U.S. beef.



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Summer Tour, July 7-10

Don't miss the much anticipated 2013 Minnesota State Cattleman's Association Summer Tour, which will be hosted this year by the Northwest Stockmen's Association. If you are planning on attending, be sure to attend several pre-tour events hosted by the MSCA. Visit www.mnsca.org for additional information and to register for events.

SCHEDULE OF EVENTS

Sunday, July 7

7:00 p.m. Reception at Sportsman's Lodge

Monday, July 8

8:00 a.m. Morning cattle tour in Warroad area
 10:30 a.m. MSCA Board of Directors Meeting
 12:30 p.m. Lunch
 1:00-5 p.m. Fishing or Golf
 6:30 p.m. Dinner

Tuesday, July 9

7:00 a.m. MSCA Summer Tour, Roseau Fairgrounds

Pre-Tour Packages

3 Nights (Sunday, Monday, Tuesday nights) (Package includes lunch and dinner and 1/2 day of fishing on Monday)

Single Occupancy=\$450.00
 Double Occupancy=\$300.00

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\$25 per adult # _____ x \$25 = _____

\$20 per student # _____ x \$20 = _____

TOTAL ENCLOSED \$ _____

No Refunds.
 After June 15, 2013 registration will cost \$35 ea.
 Send Checks Payable to:
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 P.O. Box 901
 Warroad, MN 56763

For more information contact:
 Steve Haugen (218) 242-0547 or
 Matt Ulwelling (218) 469-2710.



State Budget Discussions Take Shape

Governor Dayton has released his amended budget plan which drops a \$2 billion sales tax increase proposal on several services which are currently exempt. While the Governor has dropped his plans in calling for the new sales taxes, House and Senate Democrat leadership have not taken them completely off-the-table, and the Governor has left the door open to signing legislation if new sales taxes were included in a final package. Under the Governor's original plan, several currently exempt agricultural-related services such as trucking, repair on farm equipment, and consultant work would be subject to sales tax. Additionally, several professional services such as legal and accounting services would also be subject to sales tax.

In addition to dropping plans to expand the sales tax, the Governor also announced that he no longer is seeking to lower the sales tax from 6.875 to 5.5 percent and dropped his plans for a new \$500 property tax rebate. The Governor's budget calls for an overall budget of around \$38 billion, with over \$1.8 billion in new tax revenue, which would be primarily derived from: new fourth tier income tax bracket with a tax rate of 9.85% on taxable income over \$250,000 for married joint filers and \$150,000 for single filers; a new "snowbird" tax which requires anyone living in Minnesota at least 60 days out of the year to pay income taxes; and new tobacco taxes.

In terms of how the additional \$1.8 billion is spent, roughly one-third would be spent on education; one-third for state government spending increases; and one-third to pay for the expected budget deficit. The Governor's budget does not call for paying the remaining \$854 million payment shift to school districts.

Minnesota House and Senate Release Budget Plans

In response to the Governor's amended proposed budget, the Minnesota House and Senate Democratic leadership have released their proposed budgets. Both budgets lack full details on increased taxes and spending, with those details expected to be released in mid-April. However, increased income, tobacco and sales taxes are expected to be in the mix. Both budgets would address the \$627 million expected budget shortfall and pay back the remaining \$854 million owed to school districts.

The House budget raises \$2 billion in taxes and spends \$37.8 billion over the next two years (\$1.1 billion spending increase from current annual budget of \$36.7 billion). The budget calls for roughly \$1 billion in new spending for education (\$700 million), property tax relief (\$250 million) and \$46 million on other programs focused on job creation. The House also calls for the creation of a 5th tier income bracket of 11 percent on those earning over \$500,000.

The Senate budget raises \$2.3 billion in taxes and spends \$38.2 billion over the next two years (\$1.5 billion spending increase from the current annual budget). The budget calls for \$1.4 billion in new spending for education (\$486 million), property tax relief (\$463 million) and \$451 million on other programs focused on the environment and economic development.

February Budget Forecast

The February budget forecast, released by the Minnesota Management and Budget (MMB) office, showed the State is anticipated to have a \$295 million surplus ending June 30, 2013. If all taxes and spending stay the same as they are right now, the MMB projects that the next biennium ending June 30, 2015 would show a \$627 million deficit (down from \$1.1 billion projected in November). The State still owes school districts around \$800 million from past school shifts, down from \$2.7 billion two years ago.



Second Committee Deadline Passes Adjournment on May 20

The second committee deadline was March 22, which means that bills must have cleared all policy committees in both bodies in order to remain alive for the session. The third deadline is Friday, April 19, which means all bills, must have cleared their respective finance committees to be considered into final legislation. The session must adjourn by midnight on May 20.

State Estate Tax

Legislation still awaits action by the House and Senate tax committees to clarify that all farms, regardless of how they are organized as a business, would qualify for the \$5 million state estate tax exemption. SF 900 by Sen. Koenen (DFL-Clara City) and HF 1092 by Rep. Poppe (DFL-Austin) would clarify eligibility for the increased exemption so that farm homesteads and corresponding 2a property of a deceased (held for at least 3 years) would qualify for the full \$5 million exemption. The other stipulation in the legislation is that land must be passed to family members and must remain classified as 2a for at least 3 years after the transfer.



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Truck Conformity

Sen. Rod Skoe (DFL-Clearbrook) has introduced SF 700, which focuses on conforming Minnesota law with current federal law related to agricultural transportation. Specifically, the bill would exempt farm vehicles from hours of service, commercial driver's license requirements, and US DOT number requirements. Under the bill, a farm vehicle is defined as a vehicle under 26,001 pounds GVW hauling agriculture commodities or machinery and supplies traveling within the state. Trucks over 26,001 pounds GVW are also exempt, as long as they are within 150 air miles of the farm or ranch. The bill awaits action in the Senate Transportation and Public Safety Committee. The House companion is HF1362 sponsored by Rep. Faust (D-Hinckley).

Bills Introduced to Ban the Use of Antibiotics and Require Labeling of GMOs

Rep. Kahn (D-Minneapolis) has introduced HF 1290 which would ban the non-therapeutic use of antibiotics in food animals. According to the bill, non-therapeutic use means any use of an antimicrobial agent for growth promotion, feed efficiency, weight gain, routine disease prevention, or other routine purpose, in the absence of any clinical sign of disease in a food-producing animal. The Senate companion is SF1295 sponsored by Sen. Dzedzic (D-Minneapolis). Neither bill is expected to receive a hearing this session, but might next year.

Bills have also been introduced in the House and Senate that would require labeling of all foods and seeds that contain genetically modified organisms. HF 850 (Clark) and SF 821 (Marty) would require that all food and seed sold in Minnesota after January 15, 2015 contain information on the label that states whether or not the product contains ingredients from genetically modified organisms. The bills are not expected to receive a committee hearing this session, but may receive attention next year.

Minnesota Ag Water Quality Certification Program

Rep. Wagenius (D-Minneapolis) and Sen. Sparks (D-Austin) have respectively introduced HF 1175 and SF1373, which would codify into law the Minnesota Agricultural Water Quality Certification Program. Under the program, the Minnesota Department of Agriculture would be authorized to certify farmers who are following certain conservation practices. Those farmers who are certified would be exempt from any new state rules pertaining to water quality protection for up to ten years from the date of certification, and would be considered to be meeting the producer's contributions to any targeted reductions of pollutants during the period of certification.

The House bill awaits action in the Environment, Natural Resources and Agriculture Finance Committee, while the Senate bill awaits action by the Judiciary Committee. Language authorizing the program is also included in the omnibus agriculture policy bills.

Committee Approves \$97.5 million in Outdoor Heritage Appropriations

The House Environment, Natural Resources and Agriculture Finance Committee approved HF207 which spends nearly \$97.6 million from dedicated sales tax proceeds for a variety of environmental efforts and referred the bill to the House Legacy Committee.

The bill appropriates around \$20 million to the DNR to acquire lands and an additional \$43.5 million for the DNR to partner with several non-government organizations to acquire lands, such as Pheasants Forever (\$16 million), Ducks Unlimited (\$9 million), The Nature Conservancy (\$7.5 million), Minnesota Land Trust (\$3.5 million), Trout Unlimited (\$2.5 million), Minnesota Deer Hunters (\$2 million), Trust for Public Lands (\$1.8 million) and American Bird Conservation (\$1.2 million).

The bill also appropriates around \$20 million to Board of Water and Soil resources to acquire permanent conservation easements, of which \$1 million will be used to work with Ducks Unlimited.

State Feedlot/Permitting News

The MSCA recently attended a meeting at the Minnesota Pollution Control Agency (MPCA) regarding the status of proposed updates to the 7020 feedlot rules and the availability of a new State Discharge System (SDS) permit to replace the existing joint National Pollutant Discharge Elimination System (NPDES)-SDS permit.

The MPCA reported the proposed rule updates are expected to be released for official comment in May or June. After the rules are finalized, the MPCA is expected to release the proposed SDS permit for comment. If all goes according to plan, the SDS permit will be issued for comment this fall.

The MSCA has continued to request that the MPCA consider amending the requirement in current rule that requires any farm over 1,000 animal units to obtain the SDS or joint NPDES-SDS permit, and instead require these permits for facilities only after they are proven to 'discharge'. In other words, if there is no discharge, there should be no permit required regardless of numbers. Despite our requests, the MPCA reported they have no intention of adjusting that requirement in rule. If that change were to be made, it will need to be changed via the legislative process.

There was also discussion about the potential of farms with winter feeding areas and backgrounding sites potentially being required to obtain SDS or NPDES permits. The MPCA reported that any operation that is over 1,000 animal units which creates 'feedlot conditions' (not able to maintain vegetative cover) may be required to obtain a permit.

On a positive note, the MPCA is considering hosting several information sessions around the state to answer questions and assist livestock farmers who are thinking about expanding their operations over 1,000 animal units. These sessions would allow livestock farmers the opportunity to learn more about how the permit process works, and address the misperception that permits are too difficult to obtain. If the MPCA moves forward in organizing these sessions, the MSCA

Ag Finance and Policy Bills Advance

The omnibus agriculture finance HF473, and omnibus agriculture policy HF1071 bills have passed the House Agriculture Policy Committee and now await action by the finance division. Over in the Senate, the companion finance bill is SF845, and the policy companion bill is SF1160. The Senate Jobs, Agriculture and Rural Development Committee recently passed SF1160 but have yet to act on SF845.

Highlights of finance bill

- Appropriates \$65.6 million for Minnesota Dept of

Ag Finance . . . continued on page 16

State Feedlot . . . continued on page 16

Producer Information Released by EPA

The U.S. EPA released sensitive information on more than 80,000 livestock operations to three environmental organizations, the Natural Resource Defense Council, Pew Charitable Trusts and Earth Justice. The release was made on the basis of a Freedom of Information Act (FOIA) request, which requires the federal government to give requested documents to citizens unless the information is protected under an exemption.

The majority of data was collected by the EPA via requests to state environmental agencies, such as the Minnesota Pollution Control Agency (MPCA). The MPCA sent information on 1,300 NPDES-SDS permitted farms in Minnesota, with several hundred of those being cattle operations. Information released included: name of operation; contact name; address; county; parcel id; latitude/longitude; watershed location; and type and number of livestock. Several national agriculture organizations and members of Congress are now questioning if EPA violated privacy laws by releasing private data.

Note: All information collected by the Minnesota Pollution Control Agency is public information and subject to public data requests.

Farm Bill Update

House and Senate agriculture committees are expected to be back to work soon in crafting revised Farm Bills that spend less than their original proposals developed last summer. The committees received some bad news from the Congressional Budget Office (CBO) which substantially downgraded the expected savings from those original proposals. The CBO reported the Senate bill only saves \$13.1 billion compared with the promised savings of \$23.1 billion, while the House bill only saves \$26.6 billion compared to \$35.1 billion in claimed savings.

Targets for additional cuts will most likely be focused on the nutrition and crop insurance programs. It has been reported that the House Agriculture Committee will be ready for a 'mark-up' of their new version of a farm bill by May 23.

Bill Aimed at Addressing Groundwater Concerns

Rep. Jean Wagenius (D-Minneapolis) is sponsoring HF1100, a bill that modifies the DNR's authorities and responsibilities related to the issuance of well permits and makes some permits subject to the completion of an environmental assessment worksheet (EAW). The bill has passed the Environment, Natural Resources Policy Committee and will soon be acted on by the Environment, Natural Resources and Agriculture Finance Committee. There is no companion legislation in the Senate.

House and Senate Pass Continuing Resolutions Addresses Meat Inspections

The U.S. House of Representatives and Senate have passed and President Obama has signed the continuing resolutions (CR) which funds the federal government until September 30, thus averting a potential March 27 government shutdown.

Included in the bill is language calling for the USDA to shift \$55 million from existing USDA accounts to pay for Food Safety Inspection Service (FSIS) inspectors through Oct. 1. This amendment was necessary as sequestration would have cut \$52.8 million from the FSIS thus impacting the ability of 9,200 critical employees being on-the-job to avoid disruption with the meat processing sector. Without the change, the FSIS was expected to institute work furloughs of one day per week between July and October for all FSIS employees.

The bill authorizes around \$1 trillion in discretionary spending and reflects the current sequestration budget cuts of around 5 percent for each government agency, which means the actual spending figure is closer to \$984 billion. Attention in the House and Senate now turns to developing a new budget for fiscal year 2013-2014.

The House Republicans have already rolled out their plans calling for \$4.6 trillion in spending reductions over the next ten years and balancing the federal budget. Senate Democrats are calling for a \$1 trillion tax increase. The USDA is asked to take a \$31 billion spending cut in the House proposal. The Senate Democrat plan would reduce the deficit by around \$4 trillion over the next ten years, but calls for around \$1 trillion in tax increases.

MSCA Signs onto Letter Supporting Wildlife Services Funding

The MSCA has signed onto a national coalition letter supporting continued funding levels for the USDA-Wildlife Services (WS) division to continue the important work of addressing livestock and wildlife conflicts, including wolf control. As Congress begins the appropriations process it's critical for agriculture interests to counter the voices of anti-animal agriculture groups such as the Humane Society of the U.S. and Natural Resources Defense Council who seek to eliminate funding for these important services.

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					11	12
					13	14
					15	16
					17	18
					19	20
					21	22
					23	24
					25	26
					27	28
					29	30

Chute . . . continued from page 2

congressional delegation. It looks to be a very busy few days. They tell me "sightseeing is for personal vacations," "maybe I'll take one someday"! If you have specific issues that should be talked about call me, Joe or Dar. I'm glad MSCA and NCBA are working for us so the rest can be home caring for our cattle, farms and families. Let's all do our part and help our cattle industry to thrive.

Be sure to remember the summer tour and meetings July 8-9. Spend some time learning about how they do things in the "far north" of Minnesota and have some fun at the same time! Look for more information in this newspaper or contact Joe to get the regular e- newsletter.

USDA Publishes Proposed Rule to Modify COOL

USDA published a proposed rule that is open for comment until April 11th to modify the labeling provisions under the country of origin labeling (COOL) program. The proposed rule, covering muscle cuts, changes how origin designations are listed on the product label. Under the proposed rule change, the country of birth, raising, and processing will now have to be used for all categories. This change was necessary due to a World Trade Organization (WTO) ruling finding the current COOL law violated the international Agreement on Technical Barriers to Trade.

In response, the National Cattlemen's Beef

Association (NCBA) released the following statement, "NCBA has maintained that there is no regulatory fix that can be put in place to bring the current COOL rule into compliance with our WTO obligation or that will satisfy our top two trading partners; Mexico and Canada. With the amended rule, the USDA has proven that to be true. The proposed amendments will only further hinder our trading relationships with our partners, raise the cost of beef for consumers and result in retaliatory tariffs being placed on our export products."

Comparison between existing and proposed labeling requirements:

Current Category A - U.S. Origin (Product of the U.S.) - Muscle cuts of beef and veal must be derived exclusively from animals born, raised, and slaughtered in the U.S. This product can be labeled "Product of the U.S." **Proposed Category A** would carry the label "born, raised, and processed in the United States."

Current Category B - Multiple Countries of Origin that include the U.S. - If an animal was born, raised, and/or slaughtered in the U.S., the product may be designated as Product of the U.S., Country X, and (as applicable) Country Y. Country X (and, as applicable Y) may represent the country the animal was born in and/or raised for a portion, but not all, of its life). An example of that label would be "Product of the U.S. and Mexico." Due to additional flexibility added in 2009, most labels say "Product of the U.S., Canada, or Mexico." **Proposed Category B** would carry the label "born in Mexico (or Canada), raised and processed in the United States."

Current Category C - Imported Direct for Slaughter - If an animal is imported into the U.S. for immediate slaughter the origin of the resulting meat products derived from that animal would be designated as Product of Country X and the U.S. An example of that label would be "Product of Canada and the U.S." **Proposed Category C** would carry the label "born and raised in Canada, processed in the United States."

Current Category D - Imported Beef - Boxed beef imported into the U.S. must be labeled with its country of origin before it comes into the U.S. as required by U.S. Customs and Border Protection. An example of that label would be "Product of Australia". **Proposed Category D** will carry a label that reads "born, raised, and processed in Australia" (or any other applicable country).



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minnesotacornstone.
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Beef Alliance Update

Thanks to the following businesses that have joined the Minnesota Beef Alliance in 2013.

Prime Level

Minnesota Corn Growers
Perham Stockyards
Purina Animal Nutrition
Ritchie/Carlson Wholesale

Choice Level

Central Livestock Association
Zoetis

Select Level

Stockmen's Supply

Basic Level

Ag Resource Strategies
Industrial & Residential Lighting
Prairie Trailer
Redwood Metalworks
Summit Livestock Facilities
Bryce Vancura, Ziegler Cat
United FCS
Westbrook Ag Power

Drought Planning

USDA's Natural Resource Conservation Service (NRCS) is helping to mitigate impacts of drought across the nation. With good drought plans and conservation systems, farmers and ranchers are better equipped to manage dry and other extreme weather. Before extreme weather occurs – be it drought, flood, hot, cold – farmers and ranchers should consider what they could be doing to buffer or mitigate the effects. Drought planning shouldn't start in crisis. It should start with a plan and long-term grazing management.

Below are few drought tips from NRCS experts:

Cropland:

1. Minimize tillage as much as possible – no tillage is best
2. Keep soil covered
3. Consider killing cover crops off a couple weeks before planting
4. For crops that take supplemental nitrogen – scale back nitrogen to expected yield
5. If rain isn't expected, inject fertilizer so it comes into contact with more soil moisture

Rangeland:

1. Have a drought plan in place and follow it
2. Don't overgraze
3. Find alternative feeds and forages
4. Improve water resources

5. Cull herds

Contact your local NRCS office for information on land, water and crop management option for drought plans.

Bill Advances Addressing Minimum Wage and Overtime

The Senate Agriculture, Jobs, and Economic Development Committee approved SF641 sponsored by Sen. Sparks (D-Austin) and sent it to the Senate floor where it awaits a vote. The bill conforms the state's minimum wage to the federal minimum wage which is currently \$7.25 (current state minimum wage is \$6.15 for large employers and \$5.25 for small employers). The bill would call for all employees in Minnesota to be paid at least \$7.25 starting September 1, 2013, including employees on farms. The House companion HF763 sponsored by Rep. Metsa (D-Virginia) awaits action by the Jobs and Economic Development Finance and Policy committee. The bill also would require overtime to be paid after 40 hours of work on a farm. The current state law requires overtime to be paid after 48 hours, while the federal law does not require overtime to be paid for farm labor.

Temporary Reprieve from SPCC Plans

In an attempt to ensure the safe storage of fuel on farms, the U.S. Environmental Protection Agency (EPA) has been ramping up efforts to enforce an existing rule that all farms who store over 1,320 gallons of fuel, and have a potential to 'discharge' into surface waters, have an on-site spill prevention plan.

Due to opposition from many different agriculture organizations, a provision was inserted into the continuing resolution which pushes off enforcement until September 30, 2013. Legislation (S.496) has been introduced to exempt farms who stores less than 10,000 gallons of fuel from the rule. The legislation also would allow farms that store between 10,000-42,000 gallons to 'self-certify'. Farms would need to bring in a professional engineer to develop a plan if they have any individual tank over 10,000 gallons or over 42,000 gallon in aggregate.

Under current rule any farm that currently stores over 1,320 gallons aboveground or 42,000 gallons below ground must have an SPCC plan. However, the requirement only applies if there is a potential for 'discharge' to 'waters of the U.S.' in the event of an accident. If you feel that there is no potential for fuel to discharge to waters, you do not need to have an SPCC plan. If you feel you may have a potential for discharge, you should have an SPCC plan.

You are able to 'self-certify' your plan if you have less than 10,000 gallons of above ground storage and no single tank greater than 5,000 gallons. The self-certification form can be found on the EPA website. If you are not able to self-certify, you will need to work with a professional engineer to develop your SPCC plan.






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Wolves . . . continued from page 1

Columbia against the U.S. Fish and Wildlife Services.

If the wolf is returned to federal protection, landowners would no longer have the ability to shoot or harass a wolf that is threatening livestock and the State of Minnesota would not be allowed to implement their management program, which includes the hunting and trapping of wolves.

HSUS and the other groups were successful in getting the courts to reinstate ESA status for the wolf in 2005, 2008 and 2009. U.S. Fish & Wildlife established the current delisting in December of 2011. The MSCA has requested the State of Minnesota to intervene in the lawsuit and make their case that the wolf can be effectively managed via state control.

Note: The MSCA also continues to closely monitor the Agriculture Finance Bill which currently includes a \$150,000 appropriation over the next two years to pay for livestock losses due to wolves.

State Feedlot . . . continued from page 12

will assist the agency in promoting the events.

On a separate but related note, the MPCA is reminding all livestock farmers they are required to update their feedlot registration. Thus far around 12,000 feedlot owners (60 percent) have updated their registrations. If you haven't updated your registration since January 2010, you are required to do so by January 2014. Owners of feedlots with 10 or more animal units in shoreland or with 50 or more animal units outside of shoreland must meet this requirement.

Highlights . . . continued from page 6

Federation Division's vice chair. The new NCBA Policy Division chairman is Philip Ellis of Bear Creek, Wyo., and Craig Uden of Elwood, Neb., is the new policy vice chairman.

Barbara Jackson, Tucson, Ariz., has been elected the 62nd President of the American National CattleWomen, Inc. (ANCW). ANCW's 2013 Executive Committee members are: President-Elect, Patti Buck, Colo.; Vice President, Melanie Fowle, Etna, Calif; Recording Secretary, Gretchen Groseta, Ariz.; Past President Tammi Didlot, Okla., Region I Director Ann Nogan, Pa.; Region II Director, Michelle Boyles, N.C.; **Region III Director Penny Zimmerman, Minn.;** Region IV Director, Desta Crawford, Texas; Region V Director, Peggy Biaggi, Ore.; Region VI Director, Suzanne Menges, Ariz.; Region VII Director, Judy Reece, N.D.; and Parliamentarian, Linda Brake, Ariz.

Ag Finance . . . continued from page 12

Agriculture (includes \$150,000 for wolf depredation account).

- Appropriates \$20.4 million to Agricultural Growth, Research and Innovation (AGRI) program.
- Appropriates \$9.7 million to Minnesota Board of Animal Health

Highlights of policy bill

- Would allow livestock investment grants to be awarded to individuals prior to actual expenditures.
- Makes changes to pesticide storage and handling requirements.
- Changes bond requirements for grain warehouse operators
- Revises noxious weed law.
- Establishes Minnesota Agricultural Water Quality Program.

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MSCA/NCBA Partnered Membership Application Form

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Type Ops: Feeder Cow-Calf Seedstock Stocker Dairy Associate

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Credit Card Type: Master Card Visa Discover

Card # _____

Expiration Date ____/____/____ Signature _____

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Return Form & Payment To: MSCA Treasurer
 255 Kellogg Blvd. Ste 102, Saint Paul, MN 55101

Recruited By: _____

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MN State Cattlemen's Association Dues \$50

Local Cattleman Association Dues (Optional)

Local = _____ (Local Dues →) _____

NCBA Membership Dues (Optional)

(Select the appropriate classification and add to MN State Cattlemen dues)

- 1-100 Head = \$100
- 101-250 Head = \$200
- 251--500 Head = \$300
- 501-1000 Head = \$400 + Fair Share
- 1001 - 1500 Head = \$550 + Fair Share
- 1501 Head & Up = \$750 + Fair Share

(NCBA Dues →) _____

Fair Share is \$0.25 per stock cow & \$0.125 per stocker/feeder

Individual Supporting Member (non-cattle owner) = \$100

Student Membership = \$50

Total Dues Enclosed This Membership _____