



# THE *Galloway* DISPATCH

**GALLOWAY: MAKING CATTLE GREAT AGAIN**

**August  
2018**

## EPD's: A Double Edged Sword?

If you've been in the cattle business for a few years, you are probably familiar with the term Expected Progeny Differences, or EPD. In a nutshell, an EPD attempts to predict how a bull's (or cow's, but we'll keep it simple and use the bull here) progeny will perform compared to another bull's progeny, in the same breed, and when bred to similar females. EPD's require data in order to become established and improved for accuracy over time, for any given individual bull. Thus, the EPD numbers change over time as more data is collected on the progeny. As more semen is sold for any given bull, coupled with subsequent submission of data such as birth-weight, weaning weight, milking ability of female offspring, carcass data and running ages of daughters, the more accurate the numbers become. This data is submitted to breed associations to compile EPD's for various bulls.

The use of EPD's has become very prevalent, and can aid producers in selecting bulls that may help their cows improve the certain traits in the calves the cowherd produces. But they can also lead to problems when the pursuit of increasing values for ribeye area (REA), weaning weight (WW), Milk and Marbling (IMF) begin to create females who are incapable of supporting themselves on the forage base where they eventually reside.

While EPD's are a useful tool, given the penchant for human beings to think more is better, the EPD tool must be understood to be properly utilized. There is more and more evidence afoot that EPD's have been driving the size of cows upward as the pursuit of milk (and its byproduct weaning weight) has altered cow size in the USA. In a recent presentation at Beef Day during the Colorado Farm Show, rancher Chip Hines made the case that cow size has increased, and with it so have the inputs, leading to decreased profitability in many cases. Hines pointed to research in 1983 that showed smaller cows were more profitable, yet the push was on to *increase* cow size. (The continental cattle craze was taking hold).

### **Cause and Effect**

Milk production is often, but not always associated with larger cow size.

"The secret of getting ahead is getting started."

~ Mark Twain

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## World Beef Expo

The Galloway breed will again have its own show at the World Beef Expo on September 28-30. The Galloway show is currently scheduled for Saturday the 29th.



Visit <http://www.worldbeefexpo.com/> for information on entering cattle, stalling, and health requirements.

If you have any questions or need additional information, please contact:

Jerry Stephens Clinton Corners, NY 845-594-9749

or

Joyce Jones New Castle Pa 724-924-2938.

Early Entry Deadline August 15, 2018 \$60 per head

Entry Deadline September 1, 2018 \$80 per head

Late Entry After September 1, 2018 \$100 per head

All Open Show cattle must be on the grounds by Thursday, September 27 at 10:00 A.M. Check in for cattle will start shortly after.



## NILE and AGBA Annual Meeting

**There will be no Galloway show at the NILE this year.**

**Stay tuned to Facebook and the AGBA Website for information regarding the annual meeting date and location.**

Several 4H members showed Galloway or Galloway-influenced cattle this year. Here are a few photos that were received prior to the deadline. Keep them coming!



**Clockwise**, beginning upper left: Hank Blegen, Roundup Montana, with a 7/8 Galloway steer. Nolan McGraw, Kanabec County, MN, with a Berry Ranch heifer calf (part of a cow/calf entry). Brady Strand, Kanabec County, MN, with a Berry Ranch percent-age steer. MacKenzie Salter, Eaton County, MI, showing her Stoney Acres steer. Allysha Salter, Eaton County, MI, showing her Stoney Acres steer.



(EPDs, from pg 1)

The increased physiological requirements for milk production are real. Research done at the Meat Animal Research Center (MARC) in Nebraska showed that in higher milking cows, energy use is less efficient. Researchers attributed this fact to their larger internal organs and faster metabolism, as compared with lower milking cows. (Ferrell and Jenkins, 1984a; Montano-Bermudez et al., 1990)

Given that increased milk production requires increased energy intake, producers are incurring a higher annual cost to keep the higher milking cow. So even two cows of similar weight but different milking capacity will have an annual energy budget that is significantly different. Hines gives the scenario of two 1,100 pound cows, one a lower capacity milker, the other a higher capacity

(Continues next page)

Do Big Cows Wean Bigger Calves?

Percentile: Low to High Cow Weights	Average Cow Wt	Adjusted Calf Weaning Wt.	Percent Calf Weight Weaned Per Cow Weight
0 to 20%	1209	504	42
20 to 40%	1307	509	39
40 to 60%	1370	507	37
60 to 80%	1436	512	36
80 to 100%	1564	521	33

Source: Auburn University, Animal Science Department



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milker, calculating that the latter will require nearly 800# more of forage annually. He goes on to point out that in a herd of 100 cows, the producer could be running 110 cows of moderate milk for the price of running the 100 high milk capacity cows. Think that's eye opening? For the same forage 'cost' as running 100 1400# high milk capacity cows, the producer could be running 137 lower capacity milkers. Industry 'experts' at one time were telling producers that increased weaning weights led to increased profits, so the pursuit of milk was informally codified. And EPD's have certainly enabled the pursuit. In a 2009 Beef magazine article, the author states that cow live weights have increased over 300#, from an average of 1047# to 1369# in the last three decades. The chart on page 4 shows data that indicates the gain in weaning weight is not enough to offset the increase in energy consumption. The Auburn University study concluded that "At a cost of \$150/ton for hay, it would cost \$158.83 more to feed the heavier 1400 lb cow per year than the lighter 1000 lb cow." Its difficult to recoup that added expense based on 21 additional pounds of calf weight.

### *The Wheel Turns...Slowly*

However, after more than three decades of sending profits to the feed and equipment dealers,

(Continues pg 11)

## BRASS RING GALLOWS



The coffee pot is always on!

Just a sneak preview! Bull and heifer calves available this fall.

Watch for more pictures on Facebook.

Russ and Susan Waples

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Contact: Jon Brown 405-694-8882      jonbrown1159@yahoo.com

smartphone becomes a handy place to record and store that data for use in more permanent recordkeeping endeavors.

Along with individual cow performance, you may want to have an annualized dataset that allows you to look through any given year's data to look for trends. If you notice overall reduction in weaning weights, for instance, you might be looking for causes, such as drought, parasites, or the introduction of a new bull. Or, maybe that new bull is responsible for an uptick in weaning weights. Spotting trends in cow body condition scores is a lot easier when they're written in one location.

The form at right from Mississippi State Extension makes it easy to spot discrepancies within the year's calf crop, and compare between years.

Productivity is quantifiable, but without records, producers are in the dark. A little pencil work can only make your herd better!

[illegible]

# Record Keeping

In this issue of The Dispatch, we've been examining how cow size and milking ability impact the bottom line. Much of this information is derived either from research at university cattle stations, or is based on close scrutiny of thousands of producer records. If you are willing to put in the time to occasionally weigh your cows, keep track of the amounts of supplemental feeds fed in a given year, plus pasture allotment, you can compare the weaned weight of your calf crop against the total cost of keeping the cow. By weighing cows and calves at weaning, you've got two important pieces of the puzzle in place. Subtract the calf's birthweight (BW) from its weaning weight (WW), and divide that figure by the calf's age in days. It is common to use 205 days as a standardized age for weaning data.

Thus:  $\frac{(WW) - (BW)}{\text{calf age in days}} \times 205 = 205 \text{ day weaning weight.}$

Then divide the 205 day weaning weight BY the cow's weight, multiply by 100. This figure tells you the percent of body weight a given cow weaned off. There are also adjustments that can be applied for very young or very old dams, which essentially adds pounds to the 205 day weight. This is called the *adjusted 205 day weaning weight*. There is an online 205 day calculator at [www.cattlecalculator.com](http://www.cattlecalculator.com), which includes the adjustment factors for age of dam.

205 Day Weight Age of Dam Adjustment Factors		
Age of Cow	Male Calves	Female Calves
2 years old	+60 lbs	+54 lbs
3 years old	+40 lbs	+36 lbs
4 years old	+20 lbs	+18 lbs
5-10 years old	No Adjustment	
11+ years old	+20 lbs	+18 lbs

Below is an example of an individual cow record sheet as provided by Montana's State Extension and Research office. Check with your own county extension office to see what they offer in the way of cattle record keeping forms. Or check online for a format that you favor.

There are also several cattle recordkeeping software programs available that will keep things in order

for you, and generate reports at the click of a mouse. However, the data still needs to be collected and entered, so the forms for cow herd performance data provide an easy place to consolidate data for later entry.

Another field-friendly way to record calf birthdates and weights is the smartphone. Unless you are calving out several hundred cows, you're most likely entering calving data for a few head per day. The

[illegible]

(Continues pg 6)



## Cow/Calf Sector Operations Cost Trends

The chart at right is a stark reminder that inputs are the biggest profit killer in the cow/calf sector. As discussed in the article on page 1 on EPD's, cow size and milking potential have a significant impact on the level of inputs required to keep the cowherd productive.

### N.D. Beef Cattle Operation Costs Jump

	2000	2013	% Change in 10 years	2014	% Change in 11 years
Total direct and overhead expenses	\$342	\$564	up 165%	\$648	up 189%
Actual weaning weight	544	541	down .6%	547	up .6%
Pounds weaned per exposed cow	492	479	down 2.6%	471	down 4.3%
Cost per pound weaned per exposed cow	\$.69	\$1.18	up 171%	\$1.38	up 200%

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A rancher was minding his own business when an FBI agent comes up to him and says, "We got a tip that you may be growing illegal drugs on the premises. Do you mind if I take a look around?"

The old rancher replies, "That's fine, you shouldn't go over there though." As he points at one of his fields.

The FBI agent snaps at him, "I'm a federal agent! I can go wherever I want!" With this he pulls out his badge and shoves it into the rancher's face.

The rancher shrugs this off and continues with his daily chores.

About 15 minutes later he hears a loud scream from the field he pointed out earlier.

Suddenly he sees the FBI agent sprinting towards him with a large bull on his heels.

The rancher rushes to the fence and yells "Your badge! Show him your badge!"



## Comedy Corner

**DID YOU HEAR ABOUT  
THE BONES RECENTLY  
FOUND ON THE MOON?**



**IT SEEMS THE  
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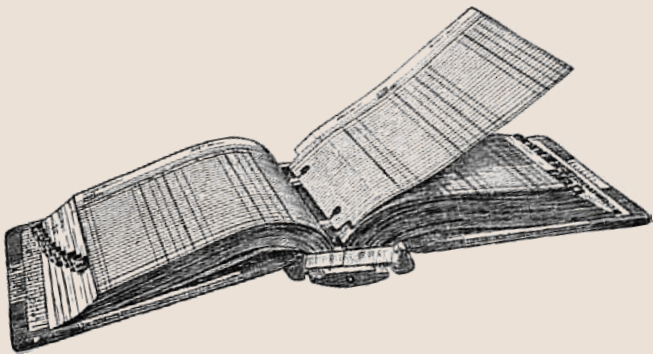
## STEWART RANCH

NAPA, CA

Paul and Ailene Tarap

707-738-3079

ailene@oreocows.net



(EPD continued from pg 5)

the tide appears to be turning, and producers are returning to the economizing, proven profitability of the smaller cow.

Certainly as younger producers with alternative agriculture philosophies step into cattle production, they bring with them a certain freedom from the group-think that has been a snare to many. Often they have paid a handsome price for their land (as opposed to inheriting), and the need for cash flow *and* profitability is as real and urgent as the note down at the bank office. They read periodicals such as The Stockman, Grass Farmer, Acres, Mother Earth News and others. They develop direct marketing streams for the cattle they produce. They have done their homework and actively seek out the phenotype that offers persistence and profitability, unfazed by what

their neighbors think, say or do. The cattle they seek won't be winners at any of the big shows, likely not at the county fair either. They will be the easily overlooked cows that quietly do their jobs, their trophies and banners being the black ink stamped in the ranch's ledger books.

How wonderful that by and large, the Galloway breed in America has retained the common sense approach to mature size and milk production. Get on the profit wagon today!



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# Y O FUN T H



## Cowboy Code

1. Beef is a good source of  $\frac{16}{13}$   $\frac{18}{21}$   $\frac{15}{19}$   $\frac{20}{3}$   $\frac{5}{12}$   $\frac{9}{5}$   $\frac{14}{19}$ .
2. Protein helps build strong  $\frac{13}{21}$   $\frac{19}{3}$   $\frac{12}{5}$   $\frac{19}{13}$ .
3. Beef is a part of the  $\frac{13}{5}$   $\frac{1}{20}$  group. 
4. Beef is a part of a  $\frac{8}{5}$   $\frac{1}{12}$   $\frac{20}{8}$   $\frac{25}{13}$  diet.
5. For good health, you need to  $\frac{5}{24}$   $\frac{5}{18}$   $\frac{3}{9}$   $\frac{19}{19}$   $\frac{5}{5}$  every day.

Use this chart to decode the answers in the puzzles above.

A	B	C	D	E	F	G	H	I	J	K	L	M
1	2	3	4	5	6	7	8	9	10	11	12	13

N	O	P	Q	R	S	T	U	V	W	X	Y	Z
14	15	16	17	18	19	20	21	22	23	24	25	26

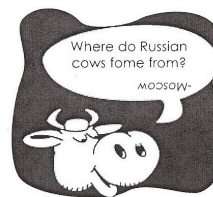
## Cattle Care Facts

- Farmers provide their cattle with water every day to drink
- All cattle spend the majority of their lives grazing on green grass
- Cattle eat corn and hay on the farm
- Farmers and ranchers provide care for their cattle 24 hours a day, 7 days a week, 365 days a year
- Animal health is a top priority for farmers and ranchers
- Farmers and ranchers give cattle medicine when they are sick, just like kids get medicine when they are sick
- More than 97% of beef cattle are raised on family farms and ranches

Find the following words in the word search

m r e w r n t c  
e g r a s s y a  
d i h t f r n e  
i c h e a l t h  
c o c r m r e a  
i r a s i c c y  
n n r l l g f l  
e a e i y a a h

water  
grass  
corn  
hay  
care  
health  
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# Stoney Acres Farm

**Allysha Salter and MacKenzie Salter were at the Eaton County, MI, 4H Fair with Stoney Acre Farms heifer and steer projects this year. They are pictured below with their heifer projects. Allysha and MacKenzie once again did an outstanding job with displaying their cattle in the stalls, as well as presenting them for show.**

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Susan Waples - MT	406-635-2114
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## Mailing Address

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## Questions about, or Suggestions for the AGBA?

Great! Please contact the  
Director for your region, and  
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them. You are a vital part of  
this organization, and each  
one of you brings a unique  
viewpoint to the AGBA. So  
please, don't be shy, and  
don't procrastinate. Same  
thing goes for any questions  
you may be mulling over  
about the Association, and  
its mission and duties.  
There's no such thing as a  
'dumb' question!

## Attention Annual Members:

If you are an Annual Member in good standing, your farm  
should be listed on the AGBA website under the Galloway  
Breeders tab. Go there and look! If your name and farm in-  
formation are not listed, kindly send all pertinent information  
to **Richard Serr at [raserr@aol.com](mailto:raserr@aol.com)**. Just the basics, look  
over a few of the other entries for the general idea of it. Al-  
so, if your address or email address change, contact Richard  
for website changes, and cc myself for changes to the Dis-  
patch mailing list... [renfarms@osprey.net](mailto:renfarms@osprey.net)

## Are you receiving AGBA EMAILS???

We want all active AGBA members to be on our AGBA EMAIL List!

If you are a current, paid up member and never receive any  
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please email Michelle Blegen at [blegengalloways@midrivers.com](mailto:blegengalloways@midrivers.com)  
to have your email added to the list.

If you are a **member** and do not receive the Galloway Dispatch  
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