

# The Galloway Dispatch



The Official Publication of the American Galloway Breeders' Association

Spring 2007

## Needed:

### Moderate Framed Cattle

Allan Nation, editor of the Stockman Grass Farmer (SGF) magazine, recently opined in his monthly column that the cattle genetics in this country are poised to do an 'about face'. He bases his predictions on the rising cost of not just grain, but the associated land costs for producing hay. Big cows are poised to become a liability.

Mr. Nation notes that in 1996 the beef industry was faced with anomalously high corn prices due to a bad crop year. But cattle feeders and cow/calf operators were able to weather the storm by gritting their teeth and waiting for the next year's crop to come in, which it did.

The dynamics at work today, however, appear to be more long term. The growing number of ethanol plants being constructed and the amount of corn and other grains these plants will consume to produce ethanol is bound to sustain high grain prices for years to come, at least until something like biodiesel or cellulosic ethanol can be efficiently produced.

Out of necessity, the nation's cows are going to have to be downsized, not in numbers, but in literal physical size. A subscriber of the SGF reported to Mr. Nation that at a recent extension meeting for area beef producers, the genetics specialist laid out in detail the type of cattle that today's high grain prices demand. And what was that description? According to the producer attending the meeting, it is the prototypical grass-fed type cow. Such a cow is very moderate in frame size, will weigh in the 1000 to 1200 pound range, and possesses superb efficiency, enabling her to milk decently and still rebreed while on marginal feed resources.

(continued page 13)

"If you think  
Jerseys and  
frame four  
Angus are  
expensive now,  
you ain't seen  
nothing yet."

Allan Nation,  
Stockman Grass  
Farmer

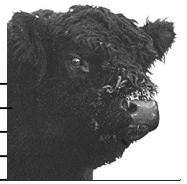
## Food For Thought

**'A word to the wise  
ain't necessary. It is  
the stupid ones that  
need all the advice. '**

**- Bill Cosby**

### Inside this issue:

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## Cow Profitability: Adaptation is Job #1

### Most Profitable Cattle Are the Best Fit

By Rick Bourbon, Colorado State University  
(Reprinted from [www.iowabeefcenter.org](http://www.iowabeefcenter.org))

The cattle that best fit a systems approach to cattle production are those that are most profitable. They are those that complement all the other components of the beef operation. They must be compatible with the environment, market requirements, the crossbreeding system, and the particular management practices in use. Because there are so many possible combinations of these factors, there can be no universally 'best' animal.

Determining exactly what is the 'best' animal for a specific situation is difficult because there are so many traits of importance in beef cattle and so many tradeoffs among these traits. For example, increased size and milk production contribute to heavier weaning weights, but create stresses that can depress fertility. Cattle that are more productive, in the sense that they produce larger, leaner, and faster growing calves, are more of a reproductive risk. For this reason, a major element of the systems concept, as it applies to cattle type, is to avoid extremes in production traits. The very largest, leanest, and heaviest milking cattle are not, in most cases, the most profitable. For these traits, intermediate levels of performance are usually optimal.

In recent years, commercial and seedstock producers have emphasized increased production, more milk, faster gains, and greater mature size and have adopted management practices and performance-oriented herds. In many cases, however, increases in profitability have not paralleled increases in production. For the seedstock producer, the challenge is to breed the kind of cattle that best fits the commercial producer's production system. This implies breeding cattle for specific purposes. One breeder may be producing cattle for the Corn Belt, another for the (Continued page 3)

### Six Traits for Cow Quality

#### Milk Production

- Must be matched to environment: Feed availability and stress factors

#### Mature Size

- Contributes to Adaptability to Stress

#### Calving Ease

- A Must

#### Adaptability to Stress

- Heat, cold, parasites, feed shortages

#### Ability to Store Energy

- Fleshing Ease

#### Lean Yield (offspring)

- Can increase as environmental stressors decrease



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(Best Fit, continued from page 2)

Arizona desert. One may specialize in bulls for first calf heifers, another in terminal sires, and another in general purpose cattle. All, however, can be breeders of 'systems cattle.'

The systems concept of beef production incorporates an awareness that there is more to consider in a beef cattle enterprise than simply the level of production.

Production environments are categorized by feed availability and degree of environmental stress. Feed availability refers to the quantity, quality, and regularity of both natural forage and supplemental feed. Stress-related factors include such things as heat, cold, humidity, parasites, and disease. Quantity and quality of labor can also be classified as stress-related factors. For example, minimal attention at calving time imposes a stress on animals experiencing calving difficulty.

Ability to store energy is critical when feed availability is low. Animals without this ability often do not carry enough condition to rebreed readily. Cows that are 'good-doers' in low feed environments, however, may be fat cows in a high-feed, low-stress environment. Since lean yield and ability to store energy as fat are incompatible, the optimal level of lean yield will vary with feed availability. A leaner animal is desirable when feed availability is high, but with limited feed, cows need to be able to fatten easily.

"Maternal" cattle are characterized by higher levels of adaptability to natural environment (i.e. more ability to store fat and less lean yield). Milk production in these cows should not differ appreciably from that of general purpose cows in similar environments, *but maternal*

(continued page 6)

## Forms, Forms, Forms,

<http://www.bovigen.com> Download the forms you need for DNA profiling. Also available on the AGBA website. Contact Bovigen Customer Service at 1-877-233-3362 if you have questions. Plan on about 4 weeks for DNA fingerprinting results of bulls. Other tests turn around in about 1 week.

<http://www.americangalloway.com> Download the forms you need to become a member or renew your membership.

<http://www.clrc.ca/index.shtml> Visit the CLRC website for .pdf forms and to do pedigree searches online





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# BEEF CATTLE RESEARCH UPDATE

Britt Hicks

Area Extension Livestock Specialist Oklahoma Panhandle Research & Extension Center

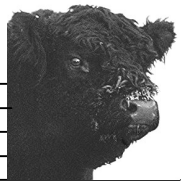
## Effects of Trace Mineral Source on Cow Productivity

Florida researchers recently used 160 Braford cows over three years to study inorganic vs organic sources of cobalt, copper, manganese, and zinc. The inorganic sources of these trace minerals were cobalt carbonate, copper sulfate, manganese oxide, and zinc oxide. For the organic trace minerals, Zinpro Corporation's Availa-4 was used. In general trace minerals were fed at two to three times the level of current NRC recommendations. In this study, cow body weight, cow body condition score, and calf weaning weight were not affected by mineral source. Three- and four-year old cows on organic minerals had shorter calving intervals in year 1 (355 vs 374 days) and year 2 (374 vs 400 days) of the study and higher pregnancy rates in year 2 (89 vs 57%) and year 3 (88 vs 65%). These researchers concluded that organic minerals may improve reproductive performance in young cows, but not in mature cows.



In a recent Colorado study, young beef females (21 to 22 month old heifers to start with) were fed either inorganic sources or a 50/50 combination of inorganic and organic sources of copper, manganese and zinc over a two-year period. Inorganic trace minerals were supplemented in the sulfate form, whereas organic minerals were provided from Alltech's Bioplex proteinated trace minerals. Trace minerals were fed at current NRC recommendations. Final liver copper concentrations and final liver manganese concentrations were greater in females receiving organic minerals. No differences in cow/calf performance or reproductive performance were noted. However, organic trace minerals appeared to increase the immune response to foreign antigens which may be beneficial if animals encounter a stressor or are exposed to disease.

Research has generally shown that organic trace minerals are more bioavailable than inorganic



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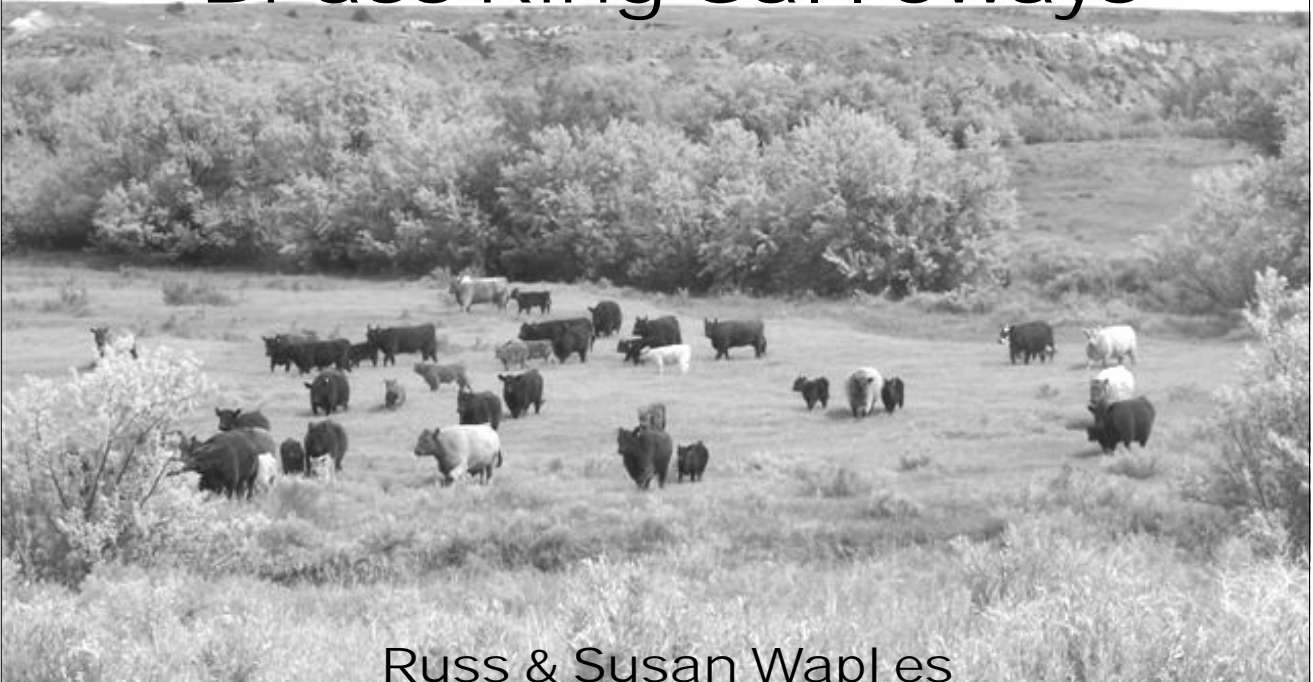
minerals. Research suggest that organic trace minerals may enhance the immune response or improve health above that observed with animals fed inorganic trace minerals. Thus, organic trace minerals may be of greater value when an animal is under nutritional, disease or production stress.

<http://oaes.pss.okstate.edu/goodwell/Publications/Animal%20Science/Beef%20Cattle.html>

### Copper, Zinc and Selenium

These three trace minerals play important roles in the immune function of cattle. The ability to store these in the muscle tissue may provide additional resilience when challenged with a pathogen or stress. Inorganic forms are less likely to be stored in the muscle tissue, while proteinated (or organic) forms are absorbed across the gut wall and stored. Organic forms of trace minerals are more expensive and may not be warranted, depending on your soils and forages. But if reproduction is slipping or illness is on the increase, it might be worth evaluating your mineral program.

## Brass Ring Galloways



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(Best Fit, continued from page 3)

*cattle will normally be smaller to take advantage of increased efficiency of producing fast-gaining terminal calves from smaller, low maintenance cows.*

Reproductive performance can be a barometer to tell you if your cattle are compatible with your production environment. Low conception rate and weaned calf crop percentage are indicators of incompatibility.

Only by understanding the different components of the system and the effects those components have on one another can a beef producer make intelligent decisions regarding choice of cattle and management alternatives. Successful producers no longer have the luxury of simply following trends or maintaining the philosophy of 'more is necessarily better'.

**Read this article in its entirety at**

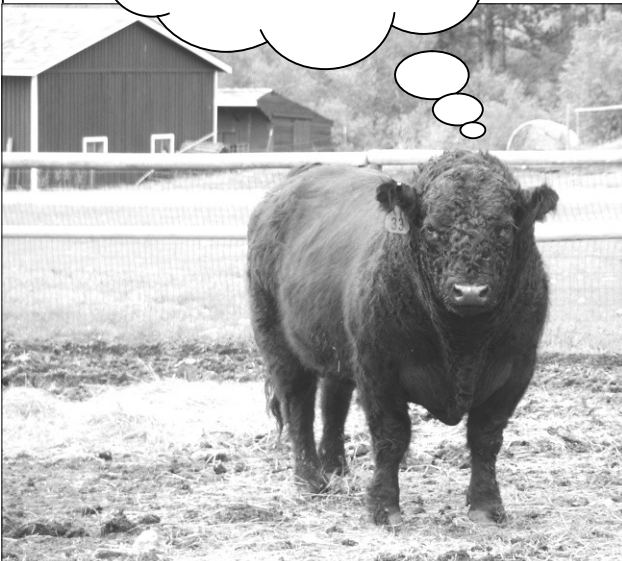
<http://www.iowabeefcenter.org/pdfs/bch/01330.pdf>

## Galloway Go Glossy

Some of the Galloway cattle at Renaissance Farms Ltd wandered onto the pages of the April 2007 issue of Successful Farming Magazine. Judy Decker was interviewed in her capacity as director of the Grass Genetics Showcase and Conference. When asked for photographs of the grassfed beef operation at Renaissance Farms Ltd, she gladly obliged. You can also check them out online at [www.agriculture.com/ag/sfonline](http://www.agriculture.com/ag/sfonline)

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## REMINDER!!

2007-2008 Dues are  
DUE June 30th!!

\$80 Full Member  
\$20 Associate  
\$5 Junior

Is this your **last issue** of *The Dispatch*? If your AGBA membership has lapsed, so will your subscription! Not sure if you are paid up? Visit the AGBA website Breeders' Directory. Only current members are listed. Paid up but not listed? Contact your regional Director.

## AGBA 2007 Calendar

June 30 - AGBA  
Membership Dues...due!

## President's Box

Spring Greetings from the North! Judy asked me if I would do this again, so here it goes.

I trust everyone's calving season has gone well, as we do, after all, raise Galloways. Ours went well with the only calf we saw born being the last one, and this only because we needed to be going somewhere, so we were checking her more frequently.

The grass has started to grow, and with the 5-6 inches of rain in two weeks, it darn well better. Now with some sunshine, maybe the mud will dry up. I only "planted" the tractor once this year, and with some advice from a Wisconsin truck driver, the tractor winched itself to freedom after a short 4 day stay buried to the frame. "I think I can get through there one more time," I remember saying to Michelle. Unfortunately, the waist deep, water filled ruts said otherwise.

The seedstock sales have gone well, just another indication of producers knowing they need to try something else. I strongly believe that high commodity prices are going to help us promote Galloway. Even if the cattle aren't going to a complete grass finishing operation, the feedlots are going to have to look hard at efficiency. Galloways are ideally suited for a diet high in by products. I myself was impressed with the gains of our cattle this winter. The bulls were being fed alfalfa/grass hay mix, and for 90 days we fed 10 pounds of wet beet pulp. We had bulls doing over 4 pounds a day gains. The yearling weights were lower, of course, but by only 100-150 pounds. We still had bulls up close to 1200 YW.

As far as the association happenings, our directors voted on and passed a motion to have a separate registry for Galloway influenced cattle. There was a lot of discussion leading up to this, and there will be more as we decide exactly how everything will be ironed out. Feel free to contact me with any ideas you have on the subject, as I have volunteered to be part of the "Write up" committee. If any one has any concerns, make sure you contact one of your directors. I will do everything I can to protect the integrity of the breed. As I have stated in the past, we don't want the general public thinking of the Galloway breed as some conglomeration of mixed up mutts, like most breeds are becoming. We need to show people what Galloway can offer their breeding program, not confuse them by selling them a papered animal that has less Galloway characteristics than a Hereford. Because, after all, at one time the Hereford breed used Galloways to improve the breed...personally, I think they're due again.

Well, I think I have gone on long enough. I wish everyone a good and productive summer, and until Judy asks, if Judy asks me again, I will see you around.

Promoting Galloways,

Harley  
Vice President

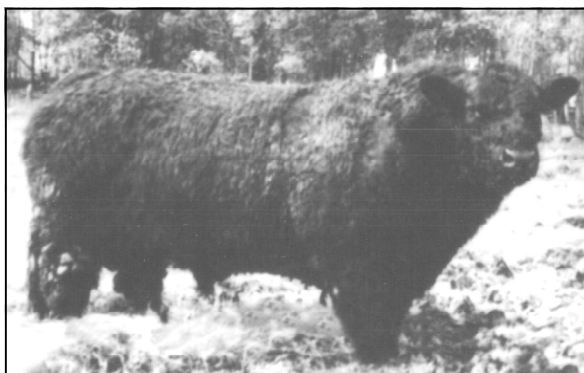
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## Trapper Galloway Ranch



Geordawn Axel

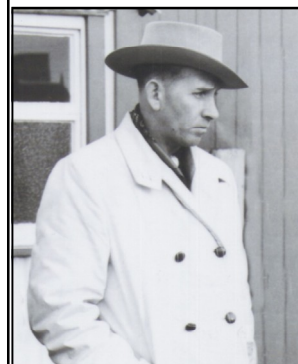
**They're coming!** Geordawn Axel's paternal brothers and sisters! Trapper Galloway Ranch has purchased 36 high quality embryos, 28 of which are sired by Glenfiddich Brodie, sire of Geordawn Axel, pictured at left. Brodie was exported to Europe where he is credited with infusing tremendous quality into the Galloway cattle there. Axel's progeny have continued to shine in many of Eastern Canada's carcass and steer shows.

**There's more!** Sixteen of these embryos will be better than 1/2 brothers or sisters to the highly acclaimed Snapshot of Trapper, owned for years by Brass Ring Galloways. If you are looking for proven, predictable Galloway genetics...look no further!

**Bob Johnstone** was my personal friend and mentor in the Galloway breed. Bob selected and imported all of the best Scottish herd 35 to 40 years ago as manager for the H.E. Ranch in Cloverdale, CA. I learned Galloway cattle from the best in the business.

The donor cows of these embryos are all granddaughters and great granddaughters of the bull Grange Bounty, who was Bob Johnstone's top pick in Scotland 34 years ago. I maintain that these ET calves, when offered for sale, will have the best pedigrees of any Galloway in the world today.

Look for them to be offered for sale in the fall of 2008. The top bulls will be the herd sires of choice for the discriminating Galloway breeder, and the heifers will be unbeatable as foundation females or for youth club projects.



Robert Johnstone

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**Pssst... Have you noticed what month it is? It is already May, and that means that by the end of next month, your AGBA dues will need to be paid up in full! Your membership gives you a tremendous discount on registrations and transfers of animals, four nifty issues of The Galloway Dispatch, and keeps you on the AGBA members email list and breeders' directory!**

**And if you've made some sales to folks new to Galloway cattle, why not thank them with an Associate membership? This will permit them to keep abreast of Galloway news with The Dispatch, and perhaps to read your advertisement!**

**Active memberships: \$80 Associate: \$20 Junior: \$5**

**J-7**

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# Galloway

## Galloway Commentary!

Got a tip on a satisfied user of Galloway genetics? Has your own Galloway-influenced ranch or beef operation been 'in the news' lately? Why not take the time to share it with the rest of us!!  
Mail or email the details to Judy Decker, editor, *The Galloway Dispatch*  
1800 E. 18th Emporia, KS 66801 or [renfarms@osprey.net](mailto:renfarms@osprey.net)



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## **Galloway Beef ....with *Altitude!***

By Debra Vance

God does work in mysterious ways! Dene and I went to a local restaurant thinking we were there for lunch. By meals end a new world of opportunities had unfolded. We were introduced to the owners of "Jacks Corner Cafe" by an old friend who we found waiting tables. We had not seen her in months and she wanted to share her excitement for her new involvement in the restaurant.

Helena & Chris Engles opened the cafe named after their 9 year old son just a year ago. They both have extensive restaurant background and having found the perfect location in Firestone, CO, opened their family friendly restaurant. Their desire to be successful in the community spreads into the many networking & marketing avenues they are utilizing. In addition to breakfast, lunch & dinner the couple host "Wine Tasting Dinner" events monthly. They are pre-selling 72 - \$45 tickets for each event. Their commitment to quality extends to *"hand forming every beef patty for every hamburger served"*; and they are going thru 160 lbs a week.

The Wine Tasting Events are announced and covered in their restaurant newsletter. There are many pictures of people enjoying the events, opportunities for advertisement of local businesses and a sense of invitation to join the "family" at the restaurant. Memberships to the restaurant receive discounts for their food bill and a newsletter each month. They are also on the web at [www.jackscornercafe.com](http://www.jackscornercafe.com). Their whole menu can be found there as well as the upcoming *Wine Tastings*.

When we were introduced to Helena our friend announced that we sell our "home grown, grain fed beef" and offered advertisement into the newsletter. Helena's interests immediately focused on a local product to serve in the restaurant. From that initial contact we took them samples of our beef for them to try and later hosted dinner at our home on April 28th. Helena & Chris readily extolled that ***"Galloway beef is the Best Beef they have ever had."***

Over dinner with Russel Horvey, Stuart & Kathy Dykstra, Dene and I, much information and many ideas were exchanged. Their passion and excitement for their restaurant business and serving a "unique" product inspired us all. Dan Mohan's restaurant menu and format were reviewed and discussed. (For those of you who don't know Dan, he opened an All Galloway Beef restaurant in 3 Hills (Canada). He is also selling Galloway beef cuts for people to take home and prepare. Something I personally hope we can replicate eventually) (*Editor's note: Dan*  
Continued page 13



**New Converts!** Restaurateurs Chris and Helena Engles, left, sip wine prior to the Galloway Beef meal served by Debra and Dene Vance in Ft Lupton, CO, that confirmed them as converts to Galloway beef as THE beef that sets the standard for quality. Also pictured: Dene Vance, Kathy and Stuart Dykstra.





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(Moderate frames, continued from page 1)

If we are indeed about to go through a protracted period of high grain prices, the end of the high maintenance cow is at hand. The seedstock from low input producers should begin to fetch premiums above their current premium. Fortunately for the Galloway breed, a large percent of the breed's females are perfectly suited to the low input system that is likely to come into demand in the wake of ethanol mania. Commercial cattle producers who have experience with the F1 Galloway-cross female know the efficiency and longevity she brings to the herd. Interesting side note: in the past few months I have heard of two commercial cattle producers who woke up one day and realized that the oldest cows still at work in their herds were the Galloway cross females. And in both instances, this realization resulted in the purchase of Galloway bulls for their herds in order to produce additional Galloway cross replacements.

The future of energy in America may directly impact what model of cow U.S. beef producers require to stay in business. Change comes slowly for some, but others are progressive in their thinking, and are already out searching for very moderate bulls to produce smaller, efficient F1 replacements. As a Galloway owner, aren't you glad you don't have to join the hunt?



RFLTD Nomad's Dreamer

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Bill and Judy Decker 8 Emporia, KS

(Musings, cont. from pg 14)  
efficiency of our moderately framed Galloway cows, coupled with their non-selective grazing habits.

Incidentally, the fall calvers maintained their pregnancies, the calves were weaned in late April, healthy and happy, albeit a bit lighter than usual!

To me, one of the beauties of the Galloway cow is her ability, and willingness, to do what needs to be done in order to wean off a healthy calf and rebreed in the process.

She more than pays her own way!



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(Beef with Altitude, continued from page 11).

Mohan's restaurant was featured in the Autumn 2006 edition of The Dispatch).

In the days ahead we are working through many "baby steps" of organization. We are scheduled to visit with Jay from Steavings Meats (our USDA processor) so that Helena & Chris can better decide on cuts and visualize how much meat actually comes from one animal. As restaurant owners they buy the cuts they need, so deciding how to cut based on their restaurant menu will be a little different! We will look forward to putting articles in their newsletter, on their web page and in the restaurant about Galloway Cattle. A copy of Patricia's book .....the possibilities are endless.

We are all excited about getting started, working together to put beef in their restaurant. Additionally, it is my commitment to work to the future of selling Galloway cattle - not just Galloway Beef. Through the exposure of a high quality beef product in a restaurant it is my hope and commitment to found more registered Galloway herds, while providing an outlet for Galloway Steers. Through Helena & Chris 's restaurant contacts perhaps more restaurants will become interested in high quality Galloway Beef. We won **"On the Rail"** for a reason. It's time to **"Remind People"** what high quality beef is all about.

*Galloway.....Beef with Altitude!*

***Promoting Galloways in Denver***

***Debra Vance***

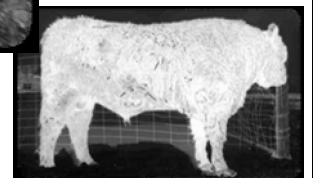
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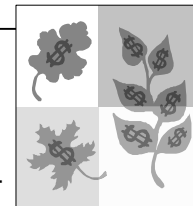




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## Musings from the Editor



The winter of 2006-07 will be remembered by many in the Great Plains region as one of drought, hay shortages, and painfully high hay prices. Things in Kansas were certainly no exception. While we typically do not begin feeding hay to the cowherd until January, we found ourselves dipping into the hay supply in November, trying to stretch some very poor pasture for all it was worth (which wasn't much!). About that time, we were given the chance to lease 85 acres of native grass and brush from a neighbor who had thinned down his herd. This parcel had rested all summer, and has about 50% brush and timber and 50% native. The native is primarily warm season grasses, and by December when we took possession, they were as cooked and bleached as they could be. But in under the brush and timber there was fescue and smooth brome grass. We turned 21 head in there on December 7, including 5 cows with their fall calves at side, some first calf heifers due to calve this summer, a few spring calving cows, and a 5-year old bull. They received nothing from us until the second week of February, save an occasional square bale of alfalfa to teach them to come to the gate when called. Then in February we set out a round bale of grass hay, which they devoured in two days. We subsequently fed 3 more round bales, and fed them a couple of square bales of alfalfa about twice a week to bump up their protein as a means of increasing intake of the now completely dormant cool season grasses. Temperatures grew very cold, which meant daily trips to break ice on the pond. I would walk in the back way, cross the fence, break the ice and call them up. Never once did they bawl at me or try to follow me looking for a handout. After drinking, they would stand around chewing their cud or eating the buck brush and cedar trees. In all, we figure each cow wintering at that location received a total of around 270 pounds of hay over the course of the three and a half months prior to green up. I calculated how much money we would have spent on prairie hay (usually around 5% protein) at this

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(For Sale)  
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Darrell and Deb Riemer, Alden, MN

brgalwys@smig.net 507-265-3878

year's price of \$90 per ton. If the average consumption would have been 25# per day, assuming we limit fed them (which would involve additional fuel and labor costs), for 90 days we would have spent \$101.25 per animal (ignoring the hay consumption of the calves, even though some were August and September born), multiplied by 15 (the number of animals in the yearling to adult range), for a projected feed cost (and thus savings) of \$1518.75. Now, do I think just any group of cattle could have been tossed in that place and asked to do what ours did? Not on your life. It comes down to the  
(Continued page 13)



Galloway: When it has to be the best beef.

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## American Galloway Breeders Association

### Membership Application

Check whether this is an application for a new membership or application for renewal of an existing membership:

New Membership

Renewal

Junior (\$5)

Circle whether your individual name or ranch/farm/herd name should appear on cattle registration certificates:

Breeder Name \_\_\_\_\_

Ranch/Farm/Herd Name \_\_\_\_\_

Address \_\_\_\_\_

City \_\_\_\_\_ State \_\_\_\_\_ Zip \_\_\_\_\_

Phone \_\_\_\_\_ Fax \_\_\_\_\_ Breeder No. (if renewal) \_\_\_\_\_

E-Mail \_\_\_\_\_

Farm/Ranch Web Site \_\_\_\_\_

Check whether you are applying for an Active (Voting/US Resident) Membership or an Associate (Non-Voting)

Membership: Active Membership Fee: \$80 annually. You receive the Galloway Dispatch Newsletter and placement in both the printed and web site Breeders' Directory.

Associate Membership Fee: \$20 annually. You receive the Galloway Dispatch Newsletter. Associate Membership does not include Breeders' Directory listing. Please enclose your check payable in US funds to AGBA.

Signature: \_\_\_\_\_ Date: \_\_\_\_\_

ACTIVE MEMBERS: Please include a brief comment to appear in your printed Breeder Directory listing: (Example: Registered and Commercial Black Galloways. Bulls for sale. Visitors welcome.)

Make Checks payable to American Galloway Breeders Association (AGBA)  
Mail to AGBA,  
c/o CLRC  
2417 Holly Lane  
Ottawa, ON K1M 017 CANADA



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Want to receive the Galloway Dispatch quarterly? Complete this form and send it \$20 Associate Membership dues to:

American Galloway Breeders' Assoc.  
c/o Canadian Livestock Records Corp  
2417 Holly Lane  
Ottawa, ON K1V 0M7 Canada

Name: \_\_\_\_\_

Address: \_\_\_\_\_

City/State: \_\_\_\_\_

Zip: \_\_\_\_\_

Phone: \_\_\_\_\_

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**AMERICAN GALLOWAY  
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