



Mohnen Jackpot



TC Doc Holliday



Musgrave Blastoff



Musgrave Finalist



Mohnen Custer

### **Pierce Angus Farm 2018 Newsletter**

As I am writing this newsletter, it is trying to rain and then snow and back again to rain. We have had a very trying fall this year. Lots of moisture, and just enough dry days to get harvest done, and some stover bales put up. I thought that in Sept. I would have the calves weaned, the silage chopped and the 4<sup>th</sup> cutting of hay made. None of that happened. 11 hours of chopping took us 13 days with break downs, then rain, then breakdown and more rain. With the wet weather and cool, I didn't want to wean calves into that mess. Finally had a nice Sat. and weaned the calves but bad weather returned, got along ok on the health of the calves. But it took a couple more weeks of rain before I finally got the hay done in late Oct. I have never made hay that late. Here a month later and that hay is still just as green inside of the bale as the day I cut it. I ground some bales and have never seen such pretty hay, the cattle go nuts over it, sure brought consumption up when I mixed it in the feed.

We had a nice but cold week to get the corn harvested. I hire it done, take to town what I won't feed and sell it and buy some options to replace it. I don't want to handle it twice any more. Our corn was down about 40 bushels per acre this year from our best crop ever last year. I am hearing some 60 bushel corn yields around where they got hit with the green snap that affected so much of SWI.

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I am 67 years old this year and I realize it every day anymore. Still bred about 90 cows for spring and 35 cows calving this fall. I have to cut back as the old body is telling me that it is just too much. So I am offering a great set of females for spring calving. This is going to be maybe a 3-part herd sell off for me, 35 this winter, probably offer the fall bred after the 2018 fall calves get weaned next spring, and then sell the rest of the spring calvers next fall and winter. Anyway, that is the plan I am thinking about. With no help and hard to find help if we want to take off for a few days, it's time to take a little better care of myself and enjoy the hard work I put in my life a little more. So we are offering the following females this winter..

**Offering all of the bred heifers that are bred to calve this winter and spring. None held back -- 22 head**, something I have never considered before. 14 Daughters of Mohnen Custer, the \$27,000 member of the National Western Grand Champion Carload of bulls. Also 8 daughters of our great herd sire, TC Doc Holliday -- high selling bull at the TC Ranch sale in Nebraska, and one of the lead bulls in their Denver Carload. 45 sons of him have sold for an average price of \$5,100. This is one of the best groups of replacement heifers ever produced here, this is a set of females that I would love to keep, some great foundation type females in the group. **Service sire on all of these heifers is Musgrave Jackpot**, our great son of BSF Hot Lotto that we purchased from Musgrave Angus in 2017. His performance: Bw 75 lbs., 205-979 lbs. and yw 1539, EPDS: B +2.5, W +82, top 1% of breed, and Y+135, top 2% of the breed. Doc of +33, top 1% of the breed. We have had heifers and cows calve to him this last spring and fall, very easy calving, the calves really get up and go, and the growth is outstanding. Unusual to

find a bull that combines so many great traits near the top of the breed, and great phenotype to boot. I really like his progeny, and the epds will make them very easy to sell for their performance. This would be one of the best chances for anyone to start a great herd of registered Angus females. His calves will mostly have yearling epds in the 105 - 120 area, certainly some of the best growth genetics in the breed.

**Also offering 15 cows bred for winter and spring calves.** All are born after 2012. **Daughters of Musgrave Finalist and TC Doc Holliday.** We have offered very few of the Finalist daughters up to this point. He is one of the best female sires I have ever used. They are thick, feminine-fronted cows that have great teats and udders. **Most of the Finalist daughters are bred to Musgrave Jackpot.** We have spring '18 calves bred this way and it really works. Also **daughters of TC Doc Holliday, and they are mostly bred to Musgrave Blastoff,** our super son of Bruns Blaster. Love his calves that we had this spring. His epds: B+ 1.9, W +57, Y + 110, M +32, Doc +28.

So these females will be price individually, or as a group or smaller groups, at prices that will be very reasonable. To have a sale it costs about 15 – 20% of expenses, so if I sell these females for the same price that I would net after the sale expense, it saves the buyer a lot of money, and I don't have to go through the work of a sale. I will have volume discounts on groups of 5, 10 or the whole group. At this time I am still putting details about these females together and the prices.

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**Also for sale on our annual winter special: Bulls,** 16 head of coming 2's, sires are Doc Holliday and Mohnen Custer. Also about 6 fall yearlings by the same sires.

And about 20 spring bulls sired by the 2 new bulls Musgrave Jackpot, and Musgrave Blastoff. Got some powerhouses in all of the age groups.

In the 2 year old group, we have most of the top bulls that were born in that group. We had a large group of 2's last year and didn't dip into these bulls much, so this is a very strong group of bulls that can handle a lot of cows next summer.

**In the 2018 calves, most have yearling epds above 100 lbs, and many can be used on heifers. All have great dispositions.**

**So if you buy a bull in December and pay for him, you get a 10% discount** plus more discounts if you pick up or buy 2 or more bulls together. That's a big savings, plus you can use him/them for a tax write off this year long before you even take him home. We will keep him free of charge. If anything happens to him, you get a different bull of equal value. You can't lose on this deal.

**If you buy him in Jan., we offer a 7.5% discount, and in Feb.-5%, Mar.-2.5%**, so it goes on all winter, but the best deal is in Dec. We sell many of these bulls over the phone, as it gets to be a busy time with the holidays. We guarantee you will like the bull, or you get a different one. I have customers that have done this for many years. Never had one turned down yet. All bulls will be semen checked in the spring, and the older bulls will be Trich tested also.

I will have spreadsheets, or lists of the bulls and females for sale available either by email or snail mail. Just call me at (cell) 712-249-0464, home phone (712) 784-3800.

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I have been in this business since Nov. of 1965. 53 years, doesn't seem possible, but I have worked with so many great cattle over those years, and the customers and friends that have come along is what has made it such a great experience for me. I have people we have sold cattle to for 30 years. Many that started with me all those years ago are no longer with us, or have retired. Life moves on and conditions in agriculture sure do change.

We are now seeing exports increasing to S. Korea, Japan, and now China looms large with a population of 1.3 billion folks for our beef. As more of the trade talks take place and new agreements are made, agriculture is what they want from us. In the news this past 2 years with Trump's trade talks, agricultural exports are the main thing we have to offer the world. We in farming are so efficient and productive, as I think about how we farmed in 1970 when I started farming out of high school, it is really hard to believe the progress that has been made from production to tech knowledge. It's just amazing to think we have cows producing 2 times the amount of pounds than back then. And corn production nationwide in the 180 bushels per acre when in 1970 we were still under 100 bushels on a national yield. New tractors have 5-8 computers in them, and we can't work on a lot of the modern machinery without another computer to tell us what's wrong with it.

We now talk by email, Facebook, Twitter, etc. We can converse with someone on Facetime around the world. We don't have to find a phone booth to make calls, your phone is in your pocket. It also makes it hard to hide out - anyone can find you now with cell phones. We know about a major news item within minutes of it happening. If I think back to 1970, this would all seem so science fiction, and now we all take it as just part of life. But we need to keep our families and friends close and not just on a computer screen. My wife and I were in the Olive Garden in Omaha a few years ago, and a group of about 15 family members were seated all around a long table, none were talking to each other, but all were on their phones. I hope folks get back to more people-to-people contact and take some of the tech gadgets out of our family life.

As I get older, I enjoy the holidays more for the food and the visiting with family members to catch up on their lives, means more than gifts to me. Fun to see the new special other person to come with a niece or nephew, and they have all chosen so well with their new life mates, and of course, love meeting the newest little lives that come into the family and thinking that when they are 18, I will be really old, but get to enjoy watching them grow up. Hope I am still around when they hit that 18 year old mark. So this holiday season stop and enjoy the loved ones in your life and give the young ones good advice for their life. Slow down

and enjoy life it goes by so fast, and it can come to an end in a flash. Make peace with those family members or old friends that maybe over the years you haven't been on the best of terms.

Another thing I have noticed the last 5-6 years, my interests are changing more each year. I used to be on boards, went to a lot of sales, and meetings, some to learn new ways of doing my farm business. I guess I got most of that out of my system more each year and kind of looking at some new adventures in life as work gets harder on the body each year. Pain doesn't do much for the desire to work like I used to. Don't care to work late anymore. When it's dark, I like to be in the house. I used to work far into the night if it needed to be done, now I figure it will be there tomorrow. But I sure enjoy getting to visit with old friends and compare notes. We stand and talk a little longer than we used to because we know the work will be there, but the friendships are more valuable.

So this season, I hope you have a great Christmas with your loved ones and a prosperous and great New Year in 2019.



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