



PIERCE ANGUS FARMS 2009 NEWSLETTER

With another year just about in the record books, I want to thank all of you that have purchased Pierce Angus Genetics this year and in the past, and wish you the greatest of success with your herds.

And what a year it has been. One year ago, we didn't know where things were going, what with markets plunging, a new government coming into power in January, a very wet, tough time for many to get crops in, a cool growing season and late harvest with wet crops. One thing, agriculture never fails to keep your attention and wondering what is going to happen next.

If our government could learn how to run like a business it would sure make things easier for the rest of us. They need to get their head out in the sun, and get a whiff of fresh air, maybe they could think straight then. They are going to have to learn, there are producers and there are users, and you better keep more producers than users if you want to get the economy back on track. The State of Iowa and the U.S. government are doing things that no one in their right mind would do. I guess if you make the users happy it can keep you in power, but we need some statesmen that want to keep our country strong and not just redistribute wealth. If you take away the rich all you will have is the poor. They need to learn that the rich provide the jobs.

Well, at our place, the beans set a record yield at 58 bu. per acre, and the corn looks like it beat 190, so I can't complain about that. Our corn fields yielded from 175 to 239 bu. and 2/3 of our corn is corn on corn. It still didn't beat the 2004 crop on yield but sure did on gross dollars per acre and expense to put it in. We just got done with harvest on the 4th of Dec. I had to wait on trucks and help to run the cart in order to ship the sold corn to town. I'm also trying to get some things done before the winter decides to settle in for good.

One of the reasons we keep getting these unbelievable yields is the outstanding genetics that the new corn seeds have in them, stacked traits as they say, and coming down the road, designer genetics. We have done the same thing with the beef genetics that are available today. With the smallest cow herd in nearly 60 years, we produced the same amount of total beef. The thing is today we have 300 + million consumers and we had 150 million in the 50's, so when this market turns up, it will be swift and profitable for the producer that has positioned himself in the right way. The only way we producers stay in business is to stay efficient, market wisely, and have a little luck.

I have a customer that told me this summer that his first marketed group of steers average 1220lbs. at 385 days of age. He feeds his calves through a steer test and gets all of the data on them including gains, disposition, and carcass quality. We get lots of reports back from customers that are topping feeder calf sales, and doing very well in carcass contests. We started breeding for carcass traits in the 70's, plus watching feet, dispositions, phenotype, growth and good-producing females. We don't follow fads, I can't afford to invest in something and then find out they didn't work for us or in our customers' operations.

This year we have 13 coming 2-year-old bulls, including sires: New Frontier 095, Woodhill Foresight, and Buffalos Conclusive. There are some really powerful bulls in this group. The 095 son is a great one. We have a maternal brother to our herd bull AnT Scout -- sired by Foresight -- he's a good one.

In the fall bulls, we have 22 head. Sires include TC Total 410 and AnT Scout. There are 8 sons of Total. He was the \$80,000 top selling bull at the TC sale, and has become one of the top bulls in the breed for growth and carcass traits. He has a 135 lbs yearling epd and is near the very top in the breed for \$Beef. We have several sons of Total with 100 + yearling epds out of some of our best cows. The sons of Scout have been very popular. They are thick, moderate framed, good on their feet and legs. He puts good udders on his daughters, and sires very complete, fault-free cattle.

We have 16 yearling bulls, 11 are in the EAGA test at Irwin. One is a fantastic son of Mytty in Focus -- out of a great 2nd calf daughter of Sitz Tradition. She is a maternal sister to the top weight per day of age bull in the first EAGA test. He has outstanding possibilities. There is also another maternal brother to Scout sired by Foresight.

*****We are running our December special again. A bull purchased and paid for before 1/1/10 gets a 10% discount. We keep the bull until you are ready for him, even if it's next July. If anything happens to him, you get a bull of equal value. If you buy a bull in January, you will get 7.5% off if paid in full, and in February there will be a 5% discount. So you can save \$300 on a \$3000 bull, not have to mess with him until you need him. The big plus -- you can get the pick of the bulls early to get the very best genetics that we have for sale. Or if you don't want to pay up front, you can put 1/2 down at purchase and the other 1/2 when you take delivery. You still get a discount for picking up the bull, or with a multiple bull purchase.

We will be gone from December 12th through the 18th. Give us a call and set up a time to take a look at these prospects. If you know you need a bull and can't get here before the 1st, we can talk about the bulls over on the phone, and select one for you until you can get here to o.k. that one or pick a different one. While we are gone you can get a hold of me on my cell phone at 712-249-0464. We do sell bulls every year sight unseen. You tell me what you need and I can suggest a bull for those needs.

There are bulls in this group that will pay for themselves in the first set of calves. The time for better profits in a couple of years is started with the selection this year of your next herd bull.

We have 4 bred heifers for sale -- 2 daughters of WAR Alliance 9126, 1 daughter of Woodhill Foresight, and 1 daughter of RMP Right Time 1059.

We also have some older cows if you want a low cost way of getting some proven genetics, and also a few 4 year olds. Give us a call for details.



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