



Pierce Angus Farms

2016 Newsletter

Mohnen Custer 504

As we are winding down 2016, we have had one of the most interesting years I can remember in my lifetime -- some good things and some not so good things. As I am writing this at Thanksgiving, we have had a great harvest, huge corn crop, again about 200 bushels per acre on continuous corn. At our farms we had 7 inches of rain each month from April to August, 8 inches in Sept., a dry October to mid-November to help us get the harvest done. Bean yields have been reported as very outstanding, lots of 60-70 bushel yields. We had a good hay crop, had to go like heck when the sun came out, but we got most of it up in very good condition.

Some of the bad has been some tough prices for commodities, but with high yields the gross on most acres will keep folks in business another year. Prices have been down for livestock. When feeders feed cattle to 1500 to 1600 lbs. for kill, we just added a lot of pounds that make up for the numbers being down. We have to remember also that we had a drought in 2012 that hurt cattle, 2014 had the PED virus in hogs, and then 2015 had the chicken flu, so now with all proteins back in full production, we are going to see prices under pressure.

One thing that may help those of us in animal agriculture is the way the election worked out. I know that this year with lower prices and the Presidential election coming up, folks were a little apprehensive in doing much in the way of new

purchases. But as we have seen the first couple of weeks after the election for Trump, the stock market has been on a great rally. The outlook with the new administration is to make capitalism work again, tax cuts, and cuts in regulation. Those actions will make it possible for companies to hire more folks, and that makes more demand for goods and services, which will help increase demand for meats. As folks make a better living, they eat more beef. I think that the new administration will work out better trade deals in the future than we have had. I am hoping that Country of Origin labeling comes back. We produce a superior product in this country and we need to promote that fact.

My feeling is that the cow-calf business is ripe for those that are willing to work hard. Pasture is going to be a hard thing to find in the Midwest, as the aging farmers are going to want to sit in tractors and not do the everyday work that having livestock takes. New systems are going to be used in that production, more confinement or hoop buildings with the crop refuse and by-products available now. We have lots of ways to make those systems work. I have moved to a dry lot program for our cow herd. Cows with calves stay in large lots. During the summer months the dry fall-calving cows go to pasture, so it doesn't take so much pasture for our herd. We seed rye after chopping corn off, and then chop the rye the next May. So we have a silage crop almost year around. Because I work alone, it is easier for me to work with and check cattle.

One of the other big things around our farm this year was my back operation in Dec. of 2015. I was required not to do much of anything from then until about mid-March. When you are 65 years old, and inactive for 4 months, going back to work is quite a change. The only thing I can compare it to is going from just normal summer chores in high school and then going into 2-a-days practice for football. You hurt and get tired, but with time you're back to work, just a little slower.

Last year we purchased a new bull, Mohnen Custer 504 from the National Western Grand Champion Carload of bulls. He had a BW of 80, 205 of 900, and 365 day wt of 1618 lbs. We had about 35 spring calves by him, 5 out of first-calf

heifers. All came unassisted, and look great. We have those first bulls for sale this winter, several outstanding herd bulls in that group. We will have a good selection in a complete price range, so anyone can own one of those first sons. We have a group of his calves again this fall, and about 65 bred to him for next spring. Some cows bred to him are for sale privately, and 6 outstanding females sell bred to him on 12/4 in the Earl Marshall Sellabration 103 sale in Anita, Iowa. Plus a great March show heifer prospect, and another Feb. heifer sells with her mother. We had the misfortune of losing the bull this late summer, but we have a small bank of semen on him and will continue to use him AI.

Once again we have a great group of bulls for sale by TC Doc Holliday. This high growth bull is also a calving ease bull. He has a -.4 birth epd, with a 99 lbs yearling epd. We have a number of his sons out of Musgrave Finalist daughters. That cross is one of the best we have ever had. His docility epds are near the best in the breed, and it really comes out in his calves. His first daughters are coming in with some great calves. His dam is one of the top cows in the Angus breed, the dam of TC Franklin, TC Touchdown, TC Forthright, and many others. She just had a daughter sell for \$22,000, and a son sold last year for \$22,000 at Whitestone Farm.

We are selling 2 outstanding bred heifers and a coming 3 calf cow, plus a great Jan. show heifer by him in the Earl Marshall sale. If you want to see what is selling, we have pictures and video on our website and on Facebook. Just google Pierce Angus Farms for the website or go to Roger M. Pierce on Facebook and go into the pictures of these cattle. The sale will also be on DV Auctions that day, so you can bid and buy on line.

We still have some outstanding sons of Musgrave Finalist for sale. His daughters are some of the best cows we have ever had in the herd, perfect teats, and udders. We are selling 3 of his daughters in the Earl Marshall sale, and are really high end cows.

Once again we have our Dec. special bull sale, where if you buy a bull by 1/1/17, you get a 10% discount, and we keep him until you need him next breeding season free of charge. If something happens to him, you get a replacement bull

for equal value. If you buy by 2/1 you get a 7.5% discount and a 5% discount if paid by 3/1. We have 20 coming 2 year olds, 18 fall yearlings, and 23 spring bulls for sale.

On the female side, I have 10 head of bred females, most are first and 2nd calf heifers; and a few cows bred to Mohnen Custer and Doc Holliday. These are outstanding young cows, great for the foundation of a herd or adding to your own herd.

Home phone no. -- 712-784-3800, and cell no. 712-249-0464. I have the cell phone with me at all times. Please call for further info on the cattle for sale.

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Musgrave Finalist



TC Doc Holliday