



Pierce Angus Farms Newsletter  
12/02/08

Wishing everyone a wonderful holiday season with great food and having family close by.

I also want to thank those of you who have purchased genetics from Pierce Angus Farm. We enjoy working with our customers and love to hear about the success they are having. For those of you who have contacted us, but haven't invested in our genetics, we hope you will give us the chance to show what we can do for you.

To say that the last year has been eventful for agriculture and the country would be an understatement. We have seen record commodity prices and fuel costs that really hurt, but for the corn and bean farmer, those crops pretty much tracked the oil price. If a person locked in the high prices for grain in the time up until the stock market raised heck with everything, you have to feel pretty good. It made it tough to make money feeding cattle or hogs this year. The numbers of cows in the country have been reduced considerably and down the road, prices will pay the cattleman back with a good profit. In October my vet was out to semen test some bulls going to Oklahoma, and we both agreed that it was time to buy cows. It looks somewhat like the markets looked in the 1970's, cattle went up first, then the grains caught fire, the cow numbers hit an all time high, and have dropped just about ever since. Then after the grains settled back, the cattle took off again for some great profits in the late 70's. The cattle went to a new plateau after the BSE incident and then the grains caught fire a couple of years later, and now have set back. The cattle numbers are way down now in both the cow herd and the feedlots.

The late 70's were outstanding for the cattle producer. That period of time saw an unpopular president with the media go out of office and a little later a president go into office that people thought would bring change. Well after 4 years of change it didn't seem like such a good move. Today the media got their candidate in office running on change, so we will see if we have 4 years like the late 70's. With the unrest of not knowing what will happen, hard assets tend to be stronger in these kind of times. The government is printing money so fast, and that will mean more money chasing goods down the road. There is not a commodity in over-production now, the markets need everything that we can produce. With some of the huge populations getting more people into the middle class around the world, demand for protein is going to increase in the future. The cattle business should be very good down the road, and now is the time to improve on genetics, management, marketing skills, and use of by-products in rations, to make more profit.

For those of you a further distance from our farm, you have more to come see in our area than just the cattle here or the antiques in Walnut. Mid American Energy has built 102 windmills just a couple of miles north of our farms. It's been interesting watching the project progress, interesting how things come around again. Years ago farmers used windmills to pump water for livestock, and now we have windmills pumping power to run water pumps again.

Once again we have a group of yearling bulls and heifers in the EAGA (Elite Angus Genetics Alliance) development tests this year. We have been a part of this group of producers that have joined together to offer the latest genetics in 3 sales each year. March is the 1<sup>st</sup> bull sale, which generally includes the

January and February bulls, and the 2<sup>nd</sup> bull sale is in June, with the March-born bulls offered. The female sale of bred heifers is held the last Monday of October. The quality is outstanding in all of the sales. There are people that look to one of these sales each year for their breeding needs. This is the 6<sup>th</sup> year we have had this organization in operation, and it is gaining a great reputation for outstanding genetics. We have had bulls go through the sale that later produced the top ranked steer or heifer in the Tri County Steer Futurity tests several times, and also the group has sponsored an EAGA section of the preconditioned calf sales at Dunlap, and 3 years in a row the top group has been sired by a Pierce Angus bull. We take the cattle into the test in October and then weigh them each month and then at the end of the test we ultrasound and semen test the bulls. The females for the sale are held at the test site until they are moved to Dunlap for the sale. The cattle are tested at the Keller Wind Chime farm at Irwin, and you can go up and look at the cattle most anytime, plus we have an open house for you to take a look a few weeks before the March sale.

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## BULLS FOR SALE AT THE FARM

We also have fall yearling and some 2 year old bulls for sale at private treaty each year. This year we have 35 bulls available at the farm. That is now down about half from last year. So if you want the very best, come early and get your bull picked out. The last couple of years we have made an offer for those of you that know you are going to need bulls this year. For a bull bought and paid in full by the 15<sup>th</sup> of January, you can get a 10% discount on price -- that is a big savings for you. We keep the bull until you are ready for him and he is our responsibility until then. Anything happens to him, you get a bull of equal value, so there is no extra risk for you. Many farmers are needing a tax write-off this year and it makes more sense to purchase a bull and pass up the new green or red paint, and that new bull costs one heck of a lot less. Even if you have to borrow the money, you save 10% and the interest would cost you about 4 % for that time, that's a savings for you.

You can also put ½ down on a bull any time and we will hold that bull just like the paid-in-full bulls, except there isn't an early pay discount.

If you can't get to our farm before this deal is over, give me a call and we can make arrangements, such as you sending an amount and reserving a bull, and picking him out later, and get the savings of 10%.

Remember that we have only a little over ½ as many bulls this year than the last couple so if you know that you are going to need a bull, take the time and get him lined up now and save some money. We have sons of BR New Frontier 095, one of the top AI sires in the breed; also Woodhill Foresight, a bull that sires outstanding carcass, and one of the top bulls for carcass tenderness. We have sons of Buffalos Conclusive, a popular AI sire. And we have a few sons of AnT Scout, and AnT Current, both super sons of New Frontier 095, their progeny have been very popular. Scout puts a thick top and rear end in his progeny, very attractive cattle. Current is a great young sire, he has been used on heifers, and not only is he very easy calving, he has a great phenotype. We harvested one Current steer this summer, and he was a Mid Prime, yield grade 1 carcass, it gets no better than that.

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Each year I have customers wonder what new genetics we are trying for future herd sires. I have a group of Fall '08 bull calves sired by TC Total. He has a 135 lbs yearling epd, and has outstanding carcass and maternal traits. We have a son of him that is one of the best young calves I have ever seen. These bulls will be available in a year, along with some outstanding Scout and Current sons.

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## BRED HEIFERS AND COWS FOR SALE

We also have a group of bred heifers for sale, and they are good ones. I have 9 head bred for late winter and spring calves.

Daughters of: 1 - New Frontier 095 bred to War Alliance 9126 for a February calf  
1 - Sitz Tradition, bred to Current for a March calf  
2 - Woodhill Foresight, one bred to Mitty In Focus, and one to a Foresight son.  
4 - AnT Scout. 2 bred to Current and 2 bred to Foresight son.  
1 - R M P Omega 6012 04, bred to Current.

These heifers will be priced mostly from \$1600 to \$2000 individually and I will make a group price if you want to take the group.

In the next week we will get the spring calving cows preg. checked and will have probably 5 head of cows at an attractive price.

I have 5 heifers that are slated to go back into the herd, a 095, 2 Boyd on Target, 1 Scout, and 1 Omega daughter. These are the cream of the herd, we can price these heifers if you want the very best, mostly at \$3000. You don't find this kind for sale except in dispersals, so if you want the very best, come a take a look.

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Last year, with our newsletter going out, I had calls for more heifers of our breeding than I'd ever had. I was asked about customers of ours that would have heifers available.

Adam and Tracy Brayton of Rowely, Iowa, phone 319-350-1184. They have some bred heifers for sale also. They have 4 fall calving females with calves at side, 3 heifers bred for February calves and are bred to Mytty In Focus.

Their entire herd base was purchased from us, so if you want to put together a group of like-bred heifers to ours, give them a call. They have bought a lot of bred heifers from us, and, in fact, the AnT Scout and AnT Current bulls were sold to them in dam, and we bought them back to use in our herd. So you can buy from them with the same confidence you have in our cattle.



Roger and Connie Pierce  
24745 490<sup>th</sup> Street  
Hancock, IA 51536-4205  
Phone: 712-784-3800  
Cell: 712-249-0464

E-Mail: [rpierce@walnutel.net](mailto:rpierce@walnutel.net)

Website address: [www.breedingcattlepage.com/angus/pierce/index.htm](http://www.breedingcattlepage.com/angus/pierce/index.htm)