

# Western Farm, Ranch & Dairy Magazine

The vital resource of the Ag Industry

Heartland • spring edition 2004

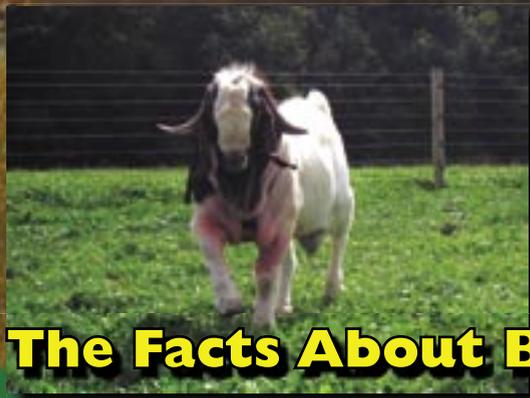
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### Editor / V.P.

### Technical Operations

Robert Davis

### Graphics / Web Tech

Corinne Kessler

### General Office Manager

Patricia Yatzun

### National Sales Manager

Wes Thurston

### Customer Service

Angie Hawkins

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[www.ritzfamilypublishing.com](http://www.ritzfamilypublishing.com)

### Corporate Office

Ritz Family Publishing, Inc.

714 N Main Street

Meridian, ID 83642

### Sales

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## Agri-Tourism Can Be Lucrative For Farmers

Farmers and ranchers possess the ability to boost their income and help preserve their enterprises by tapping into the potentially lucrative market for agri-tourism, according to Jane Eckert, a marketing professional and sixth generation farm proprietor, states that agri-tourism can create added stability for farm operations. Eckert urges farmers and ranchers to think about how non-farm families perceive rural areas.

"See a stressed-out urban couple, both of which are working," she said. "They wake up on a Saturday morning and they say 'Let's go out to a farm today.'" Such a couple is a perfect target market. Urbanites who appear at farms are "looking to reconnect with the land have an opportunity to experience what, for them, is a lost world," Eckert said. "Visiting a farm or ranch is more than a vacation. It is an awakening." Opening up a farm to visitors also opens up an educational purpose. "We can become a place where people learn to appreciate what you do," she said.

Eckert explained her own experience

getting into agri-tourism. Born on a family apple farm outside of St. Louis, she left it to pursue another career after she completed her education. She returned to the farm in 1988 and "started looking at the farm with new eyes. I observed the good time people had by coming to our farm."

In subsequent years Eckert and other family members built the agri-tourism component of the farm so that it now attracts more than 500,000 visitors each year. The property hosts a series of season-specific events throughout the year. An Easter egg hunt, for example, draws 2,000 children. The Eckert's charge \$12 for the daylong activity. "We are farmers just like you", Eckert said. "We are doing our best to keep our farms and property."

Changes in domestic travel patterns favor agri-tourist destinations. Most U.S. citizens now take short trips over long weekends instead of the traditional, two-week expedition. Eckert's said they are looking for different experiences that will also strengthen family relationships. Recent evidence indicated that farm properties open

to the public have benefited. According to a U.S. Service Forest survey, 62 million citizens visited a farm or ranch in 2001.

Eckert recommends that farmers and ranchers who are considering agri-tourism, contact officials at state and local tourism agencies and local chambers of commerce. Partner ships with these outside entities can create additional sources of funding and assistance with marketing. She described the combination of agriculture and tourism as "a natural marriage."

The process of building an agri-tourism business is not easy and is not for everyone, but the rewards can extend beyond profits. Families and children will learn something every moment they are on the farm. One of the most thrilling things is when children make the connection that what was produced at the farm ends up on their table.

Farm and ranch owners may obtain more information about agri-tourism by contacting the North American Farmers Direct Marketing Association. The organization maintains a website at [nafdma.com](http://nafdma.com).

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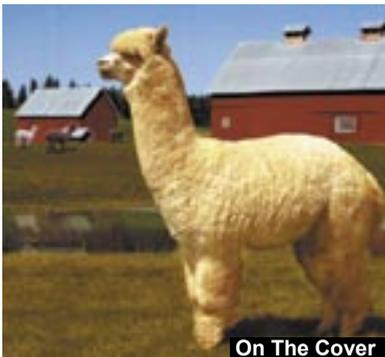
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**On The Cover**

Photo courtesy of AOBA. For more, see page 12. Inset photo courtesy of Albright Boer Goats. For more, see page 39.

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*Heartland • spring edition 2004*

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# Ohlde Cattle Company

The Basic Blacks program began with a commitment to producing low birth, strong maternal, cost efficient performance cattle that are easy fleshing and require minimum maintenance while working in a forage based environment. Our appreciation for this type of cattle evolved over time and the years of working with large numbers of cattle of several breeds gave us the practical insight into the type of cattle needed to meet our goals.

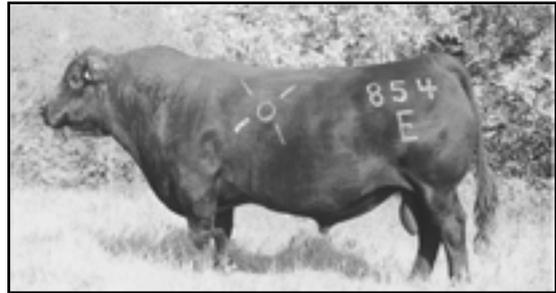
At Ohlde Cattle Co., balanced multiple trait selection has always been the cornerstone of our breeding philosophy. Most cattlemen today would admit that single trait selection has caused more problems than it's solved. One need only look at the recent past to see how an overemphasis on frame and growth resulted in excessively large framed, high maintenance cattle that were not practical or profitable. Despite this awareness, true multiple trait selection is often done in name only--witness the number of people who use only milk EPDs when talking about maternal traits or marbling EPDs when discuss-

ing carcass sires.

We believe that cattle breeding is an art. There remain essential cow herd traits not addressed directly by performance testing and EPDs that Basic Blacks cattle must have. These traits include fleshing ability on forage, capacity, excellent udder quality, a gentle disposition and structural correctness. Mere buzz words you say? Traits that are hard to define and quantify can still be real. When differences exist between cattle, no matter how subtle, selection pressure can be applied to those differences. Maybe that's where the "art" of cattle breeding comes into play.

Making progress through multiple trait selection can be a slow process but our long term devotion to that process has resulted in cattle that we believe are unique. At Ohlde Cattle Co., maternal is more than just milk, carcass means more than marbling and performance is more than just pounds.

Many cattlemen, commercial and seed-



OCC EMBAZON 854 E

stock producer alike, are finding themselves at a crossroads with their cow herds. Years of breeding for increased production or using too many highly promoted, unproven bulls has resulted in cattle that are--and let's be frank here, big, bad and ugly.

Basic Blacks is one of the few programs truly equipped to address this problem. While remaining solidly performance based, our unique herd bull battery is also designed to moderate size, add muscle, improve structural soundness and fleshing ability and improve udder quality while maintaining profitable production levels. Put simply, the Basic Blacks program is going beyond performance.

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## Nebraska Cattlemen Pleased

Nebraska Cattlemen are pleased that Senator Chuck Hagel has introduced S. 2070, The United States Animal Identification Plan Implementation Act, said Allen Bright, NC president and chairman of National Cattlemen's Beef Association Animal ID Subcommittee. "NC welcomed the opportunity offered by Senator Hagel to help shape this important piece of legislation and we look forward to working with him to achieve its passage and implementation."

NC agrees with the critical components of S. 2070, including:

--Using the U.S. Animal Identification Plan (USAIP) for livestock as the basis for action by the USDA, and encouraging swift adoption by USDA.

--Prioritizing beef and dairy cattle en-

rollment in the USAIP.

--Allowing, under agreements with USDA, state or third-party vendors to participate in the program.

--Protecting data and information collected from public access.

--Assisting producers in complying with the USAIP system.

--Allowing implementation dates to be delayed if necessary funding is not provided.

--Strengthening the enforcement of current Food and Drug Administration livestock feed ban laws.

S. 2070 is consistent with efforts by NC to develop an individual animal ID system called BEEFTrax. A key element of NC efforts has been working with other associations to assure there is an appropriate interface between the gov-

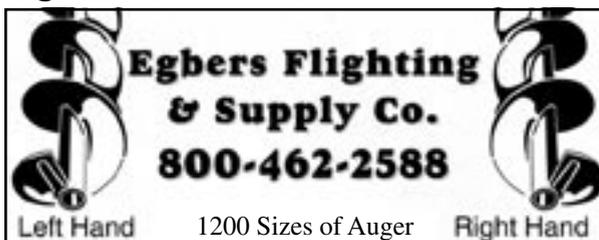
ernment's trace-back responsibilities and the need for data to be maintained in private ownership. NC's BEEFTrax system, created in conjunction with Nebraska-based APEIS Corp., offers such a private system to producers.

In addition, efforts by the Nebraska Department of Agriculture, in conjunction with the JD Edwards Program at the University of Nebraska-Lincoln, to develop a premises ID program for livestock producers would also be recognized under the USAIP effort supported by Sen. Hagel's legislation.

Consumers in the U.S. and abroad must remain confident in the safety of the U.S. beef, Bright said. "A national animal ID plan could help bolster such confidence and support efforts to reopen our *Continued on page 19*

## Egbers Flighting & Supply Co.

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When you hear Auger flighting, most of you think of Egbers. We're very proud that we're so well known by our customers, "Says Doug Egbers, owner of Egbers Flighting & Supply." The Egbers family has been involved in the Auger and Agricultural Repair business since 1974." Doug and Laura Egbers are the newest members to take on the family business. In January, 2003 Egbers Farms Inc. was purchased and Egbers Flighting & Supply was set in place.

Egbers still offers a wide variety of auger flighting and recently they opened up their other stock items for resale. "In the past, we did not heavily advertise our stock of tube, shaft and auger accessories. There are so many companies that require minimum orders, we opened our stock items to better accommodate our customers," says Laura Egbers. Egbers has no minimum order requirements.

Also new with Egbers is their 20 ft. balancing machine. They have found a better-finished product when unloading augers are balanced. "We can take most of the vibration out these unloading augers," Doug Egbers says. The faster the auger runs the greater the need for the auger to be balanced. "We have customers drive from all over just to balance their grain cart augers."

Along with their many stock items, Egbers accommodates their customers by shipping complete augers. "We have a lot of talent in our company, and we like the variety of projects that we do," says Doug Egbers. "We've worked on augers as small as 2" in diameter for corn burners and 24" in diameter for a rock quarry.

Walking into their inventory shed, you see rows and rows of auger flighting. Around 1200 sizes are on hand at all times. 90% of these sizes are the 'Super Edge' Auger Flighting. Egbers possesses a talent for size and application. Just call on their sales staff and they can fit about any application you have for your combine, grain cart, transport auger and more.

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## Learn The Skill Of Horseshoeing

The importance of having well-trained farriers is unquestionable given the value of today's performance horses. The farrier like the trainer, owner, veterinarian and rider, is a vital member of the equine athlete's management team.

The farrier's job, like so many others in the industry, cannot be duplicated by a machine. It requires a trained eye and a knowledgeable hand to perform the skills brought about by rapid advances in technology.

In a world long past, we used horses as our primary mode of transport. Even though our advancing technology has brought us cars and airplanes, we owe it to our equine friends to be sure that they aren't forgotten for their thousands of years of service.

The horse has no say in what happens to it. Tied by a lead rope, the horse has come under the nippers of many an unskilled horseshoer. This is not acceptable to the horse, to the horses' owner, or the farrier. There are no gray areas where this is concerned. It is the responsibility of anyone who wishes to pursue this craft to become as knowledgeable, proficient, and correct as humanly possible. This is the standard and goal that we all must achieve.

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**Elaine Flaming**

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## Buffalo Business Moving Toward Greener Economic Pastures



**E**merging from a lengthy economic drought, the U.S. buffalo business today is leaner, healthier, and headed toward sustained growth, according to the Denver-based National Bison Association.

“Deliciously healthy buffalo meat is catching on in restaurants and retail outlets across the county. This growing demand, combined with current live animal prices, provides a great opportunity for producers to get into the business at the prime time,” said Merle Maass, president of the National Bison Association.

Dedicated marketers, innovative association-sponsored promotion, and a newly approved source verified marketing program are all strengthening the buffalo marketplace, according to Maass.

The new source verified marketing program is only the latest development in an industry that is rapidly moving to meet consumer expectations in terms of meat quality and safety.

Under the program formally approved September 15, 2003, the National Bison Association will work with its individual producers and marketers to implement a USDA Process Verified Marketing seal assuring customers that source verified buffalo meat is produced without growth hormones or subtherapeutic antibiotics. Participants in the program will utilize state-of-the-art electronic ear tags to track animals from the ranch to retail outlets.

“This new label demonstrates that America’s buffalo ranchers are proud to stand behind the integrity of their products,” Maass said.

Source verified marketing will support other marketing initiatives that are already expanding buffalo beyond the white tablecloth restaurants that provided

the core business throughout much of the 1990’s. Ted Turner has attracted significant visibility in launching the new chain of Ted’s Montana Grills in partnership with noted restaurateur George McKerrow.

Other restaurants and retail stores across the nation also regularly stock buffalo products in

meat cases and on menus.

The Denver Rocky Mountain News that year announced that buffalo burgers were in, while portabella mushroom burgers were out.

The National Bison Association has helped spur new demand with unique and innovative marketing programs. Through the assistance of a U.S. Department of Agriculture Value-Added grant, the association conducted a targeted Buffalo Stampede campaign in Nashville, TN this summer, with several creative publicity events designed to convince customers to try buffalo meat

Steve Wilson of Kentucky, National Bison Association Vice President, credits the Nashville Stampede with helping to build demand in an area that has not traditionally been considered a strong market for bison.

“Our association conducted extensive research and determined that Nashville was one of several cities across the country with strong potential demand for buffalo. By targeting our limited resources in that market, we were able to create some positive consumer pull,” Wilson said.

Buffalo meat today is offered in a variety of restaurants, and can be found in the meat cases of nearly every Wild Oats, Whole Foods, and other natural food stores. Increasingly, consumers can also find buffalo in the meat case of conventional grocery outlets as well.

Despite the rapid growth in consumer demand, the bison business is relatively small. Slightly more than 25,000 buffalo were processed under federal inspection in 2002. By comparison, the beef industry processes roughly 130,000 animals each day

The bison business is also highly en-

trepreneurial, with roughly half of the product being sold through direct ranch-to-consumer channels such as farmers’ markets, internet sales, and catalogues.

Maass noted, “We know that our main challenge is to get consumers to take their first bite of buffalo. Once they sample our products, they want to know where they can find more.”

Buffalo have staged a major comeback since teetering on the brink of extinction around 1900. Although the animal population grew slowly through most of the 20th century, a commitment from a



handful of ranchers to develop a viable commercial meat business in the 1980’s launched a surge in the buffalo population. The industry experienced rapid growth in the 1990s with live animal prices soaring as new ranchers came into the business. As the influx of new producers slowed in the late 1990’s, and as the industry was slow to develop the retail marketplace, live animal prices dropped sharply.

A USDA commitment to purchase up to \$10 million in buffalo meat for federal food distribution programs is credited with significantly culling the herds across the country. Meanwhile, the expanding retail and restaurant markets are helping to once again strengthen the live animal market.

NBA’s Wilson said, “This is a great business, and this is a great time to get into this business.”

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## New Dairy Count Declines

The number of licensed dairy operations in the United States during 2003 decreased five percent from the previous year, the U.S. Department of Agriculture said.

Total operations, including both Grade A and Grade B dairies, averaged 70,410 during 2003, down from 74,110 in 2002. Grade A dairies accounted for 63,385 of the total operations, down 2,835 from 2002, while Grade B operations average 7,025 compared to 7,890 in 2002.

California and New Mexico were the only states to show an increase during 2003. State with the largest decrease Wisconsin, Minnesota, Iowa, New York, and Kentucky respectively.

## HERRS MACHINE HYDROSTATICS & HYDRAULICS

Herrs Machine began as a small home based shop in a 20 x 30 building in 1969. It soon outgrew its space and was expanded three times; and a new larger steel building was built at the northwest corner of Washington, Kansas to accommodate their nationwide customers.

The owner has had over 35 years experience in hydrostatics, hydraulics, engines, diesel pumps and turbo chargers. Herrs hydrostatic transmission staff is fully trained and they take great pride in their work as customer service is their #1 priority.

Quality is assured throughout the rebuilding process, from tear down to testing in the six bay test facility which has been recently updated. The customer may choose to exchange his unit with a rebuilt tested unit that is ready to go.

Herrs Machine stocks most brands of pumps, motors and valves which includes Sunstrand, Eaton, Dyna-power, Vickers, Cessna, Denison and International Tractors. Herrs has developed a new style charge pump kit for some IH tractors which is trouble free and more efficient.

Other choices the customer may make is purchasing a new unit; or if time allows; their own unit may be remanned and tested.

New and remanufactured units come with a warranty. New or reconditioned parts are also available for sale.

Herrs offers technical advice, reasonable rates and quality service. A major consideration is to keep the customer's down time to a minimum. Herrs agricultural background makes them aware of the urgency of getting farmers, railroad and construction business back into produc-



tion as soon as possible.

Herrs Machine also specializes in heavy duty torque amplifiers for I.H. tractors.

Also, while the customers wait, they may also tour Herrs museum of restored antique cars, trucks, engines and tractors housed in three buildings on the premises. For more information or to place an order, phone toll free (877) 525-2875.

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## ***E.I. Medical Continues to Achieve the Best in Customer Satisfaction with the NEW 'Bantam' Ultrasound Scanner***

"Dairy, Swine, and Equine breeders are realizing that they can be more efficient in their own herd's reproductive management when using ultrasound", says Mia Pettek sales manager for E.I. Medical.

Robert Strack's Dairy, Ft. Lupton, Co said, "I was hesitant to use ultrasound myself. I thought it would be too difficult and take too much time for me to use. But E.I. Medical has shown me the benefits, and now with a little training and some practice, I feel confident in my skills".

E.I. Medical a World Leader in animal ultrasound technology since 1984, presents the NEW 'Bantam' Portable Ultrasound Scanner. The 'Bantam' takes mobile scanning to a whole new level in portability and durability. The entire scanner weighs only 30 ounces and includes the on-board lithium battery pack. This scanner is designed, built, and accepted in the animal industry for its total mobility and extreme accuracy in pregnancy detection of dairy/beef cows, sows and horses. Owners and herdsman are able to reduce non-productive days of their dairy herd by scanning during lock-up and sow farms scanning crate to crate where mobility is not only important but also occasionally mandatory to the scanning procedure.

"I'm using my own time and staff more efficiently and my vet is able to focus on more important things" says Chris

Wagner, Towle Neighborhood Farm, Franklin, VT.

The 'Bantam' utilizes the latest 'high-tech' electronics available in one multi-layer printed circuit board to ensure the highest quality image. The scanner also comes standard with the lightweight, 100% digital 'ei-site' glasses, which become your viewing monitor. This feature allows the user both 'hands-free' for scanning purposes as well as being able to keep the scanning area in clear field of view even in bright sunlight conditions. The 'ei-site' glasses are completely digital with a total of 480,000 pixels or equivalent to viewing a standard 62-inch TV monitor.

For early pregnancy detection, under typical on-farm conditions, a realistic time frame would be 25-28 days post breeding for cows, 18-21 days for sows, and 12-14 days for equine. Universities have reported accuracy reaching in the 99% percentile with the 'Bantam' Ultrasound Scanner. Universities have also re-



*Photo Courtesy E.I. Medical*

ported reducing non-productive days by 15 days per cow per year and 10 NPSD's in swine. "If you put a dollar amount on every non-productive day saved in a breeding herd the math is quick evidence of how a machine pays for itself and starts contributing to the bottom line," says Mia Pettek at E.I. Medical. Not only is ultrasound a management tool, it is an investment in the future.

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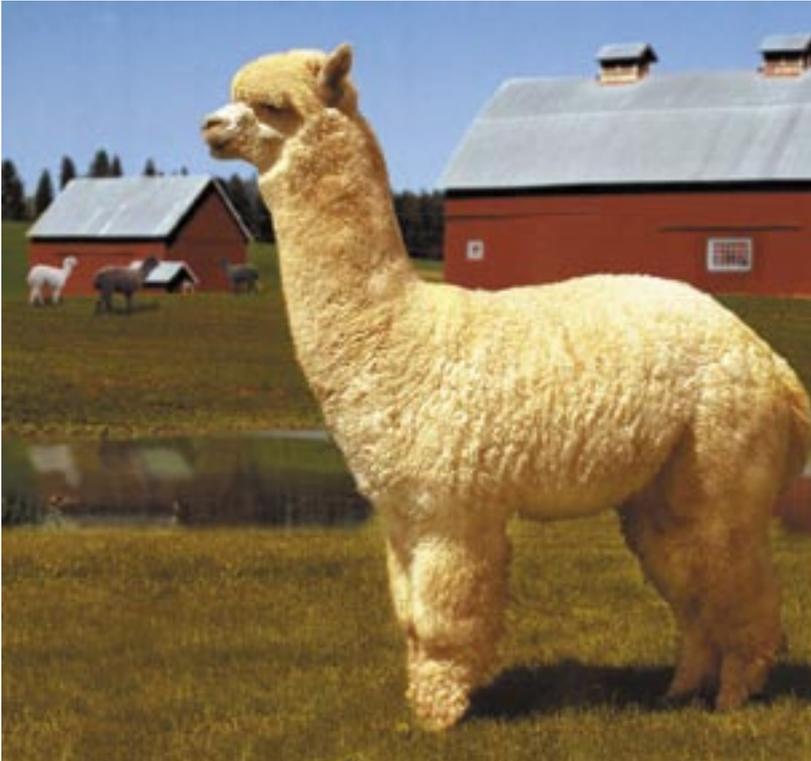
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*Cattle Ranchers Find Raising Alpacas as Personally and Financially Rewarding*



*Huacaya Alpaca (Photo Courtesy AOBA)*

**I**t's your business. It's in your blood. It has been passed on from generation to generation. If you've raised cattle all your life and have thought about adding an alternative livestock, alpacas might be the answer.

Cattle ranchers find that, in addition to raising cows, calves, horses, and other livestock, raising alpacas offers countless benefits—benefits that are hard to match. Alpacas are beautiful, intelligent animals that are easy to handle and raise, require minimal acreage and food, and can offer numerous financial benefits.

Alpacas, cousins to the llama, are native to the Andean Mountain range of South America, particularly Peru, Bolivia, and Chile. Once an Incan civilization treasure, alpacas provided clothing and transportation. Their luxurious fleece was reserved for royalty and was known as the “fiber of the gods”.

The United States first imported alpacas in 1984. What began as a small, intimate alpaca community has blossomed into an official national organization, the Alpaca Owners and Breeders Asso-

ciation (AOBA). That was over twenty years ago. Today, AOBA proudly boasts more than 3,700 members and 50,000 registered alpacas nationwide.

Ease. That's the word Debbie Cates uses to describe what she likes best about alpacas. Unlike the Cates' dairy cows, which are heavier and harder to handle, Debbie can easily handle alpacas herself.

Adult alpacas stand at approximately 36 inches at the withers and generally weigh between 150 and 200 pounds. They do not have horns, hooves, claws, incisors or upper teeth. Alpacas are alert, intelligent, curious, and predictable. Social animals that seek companionship, alpacas communicate most commonly by humming, but neck posturing, ear and tail positioning, and head tilt are other communication methods.

Mike and Debbie Cates of Springdale, Washington have raised dairy cows for twenty years. Five years ago, they added alpacas. The Cateses learned about alpacas through their friends' positive and enjoyable experiences. Yearning

to know more, they went to a local fair in Spokane. They were hooked. Today, they raise 27 alpacas, all huacayas.

Although almost physically identical, what distinguishes the two types of alpacas is their fiber. The Huacaya (wa-Ki'-ah) is the more common of the two and has a fluffy, extremely fine coat. The Suri (surrey) is the rarer of the two and has fiber that is very silky and resembles pencil-locks.

The Cateses, who raise the alpacas primarily for business, share the labor of love with their daughters. Mike says, “I love walking out there [the farm]. I love to be greeted by their friendly personalities.”

But there's more to alpacas than the fact that they're easy to handle and have gentle personalities. Simply put, they are beautiful animals. And for Judy Kania, it was love at first sight. Judy told her husband, “We're going to start raising alpacas”. Fifty alpacas later, Tom and Judy Kania, of Shawnee, Oklahoma expanded their cow/calf operation of 120 to include alpacas. The Kania's first discovered alpacas at a llama and alpaca show auction. At Judy's persuasion, the Kania's bought alpacas soon after. Besides their irresistible beauty and charm, Judy was relieved to learn that alpacas don't have to be killed to be profitable.

Alpacas are shorn, without harm, every twelve to eighteen months. They produce a luxurious fiber that is stronger, warmer, and lighter than wool and is as soft as cashmere. Making it even more desirable, alpaca fiber is hypo-allergenic, contains no lanolin, and comes in 22 natural colors.

Today, the Kania's consider raising alpacas as a full-time job and profit from them by breeding and selling their fleece. According to Tom, the difference between raising cattle and raising alpacas is striking. With cattle, you need large tractors and heavier equipment. While cattle graze on several barrels of hay, alpacas need only a small amount of grass and hay daily. In fact, a single, 60-pound bale of hay can generally feed a group of about 20 alpacas for one day. Cattle are significantly larger and often damage the land, whereas alpacas, with

their soft-padded feet, are more environmentally friendly. Clean-up is easy since alpacas deposit droppings in only a few places in the paddock.

Tom believes that alpacas are simply more economical. If you're a cattle farmer looking to tap into the alpaca market, here's Tom's advice: keep your cattle and gradually incorporate alpacas to your farm, research and see what's available, get a feel for what you like and don't like, and start small.

For Janet and Mike Wilkins of Geneva, Nebraska adding alpacas also made sense. The Wilkins's know cattle. For them, it has been a lifelong business. They've raised angus cattle, registered quarter horses, and hogs as well as feeding cattle commercially. For 40 years, they ran a cow-calf operation. They then began a livestock insurance business that included alpacas. Seeing the many benefits of raising alpacas, expanding their herd was logical. Says Janet, "Our initial investment was with seven open females, who we bred right away."

The average lifespan of an alpaca is 20 years, with a gestation period of 11.5



Suri Alpaca (Photo Courtesy AOPA)

months. Female alpacas normally give birth, without assistance, in the daylight hours and typically have single births. Twins, though extremely rare, are possible. The most recent figure notes that 1 in 2000 is a twin.

Janet continues, "We're reaping the benefits, now. By the time the crias or baby alpacas were six-months-old, we were showing and selling for a profit.

We had our initial investment paid for in two years."

Where is the alpaca market headed? Janet says, "The alpaca market is here to stay." The best way to learn more about alpacas is to visit an alpaca farm or ranch. To find one near you, log onto: [www.alpacainfo.com](http://www.alpacainfo.com) or call The Alpaca Owners and Breeders Association at: 1-800-213-9522.

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## USDA Forecasts More Corn, Bean Acres

U.S. farmers will produce record corn and soybean crops in 2004, according to the latest USDA forecast, released at the departments annual Outlook Conference.

Keith Collins, chief economist for USDA, gave these numbers:

--Corn acreage is expected to increase by 2.2 percent. Using trend yields, Collins said the corn crop would be a record 10.4 billion bushels.

--Soybean acreage is expected to increase 1 percent. With trend yields, the crop is forecast at a record 2.9 billion bushels.

--Wheat acreage is forecast to decline by 2 percent, resulting in a crop that is 9 percent smaller than a year ago.

Collins said corn prices should remain at current high levels, while soybean prices could be possibly a little softer by harvest, and wheat prices will remain near unchanged.

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work the same but assign a lot number to the group. Print off a copy of their papers for the buyer or buyers.

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### Research and Product Formulations

At Merrick's, research is a basic belief and an ongoing process. Research into all aspects of animal nutrition results in the development of innovative products and in our ability to offer products with a wide range of protein and fat sources. The manufacture of these products allows us to fulfill a variety of needs to help guarantee the survival and health of valuable animals. Merrick's qualified nutritionists can help determine which product formulations will best meet producers needs. We also market a wide range of ingredients for swine and dairy rations, in addition to dry fat, including whey, lactose, animal blood cells and plasma.

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# Wheatheart Skid Steer Post Pounder

**W**heatheart Manufacturing is pleased to announce the latest addition to its present line of 'High and Heavy Hitter Post Pounders'. The new Wheatheart High and Heavy Hitter Skid Steer Post Pounder will operate with ease on most conventional skid steer loaders. Wood and steel posts can be driven into place quickly and efficiently with Wheatheart's exclusive hydraulic post hugger and 660 lb. free fall hammer. A four way hydraulic tilt mast accommodates posts from 4'2" to 11'11" in length and up to 12" in diameter. The adjustable hydraulic hugger allows the operator to stand clear of the impact area while posts are being driven.

The new Skid Steer Post Pounder is operated with self-contained hydraulics or can utilize the skid steer/tractor hydraulics. On self contained hydraulics, a 10-gallon per minute motor drives the filtered and efficient high volume pump. The system is self-contained and uses

the pounder frame as an oil tank. This feature allows the pounder to be evenly balanced while the steel frame dissipates heat effectively. The pounder unit will stand self-supported during storage and operation for ease of operation, hookup and added safety.

Our new skid steer model is manufactured along side Wheatheart's traditional line of High and Heavy Hitter Post Pounders. Wheatheart Post Pounders are now available in trailer type, 3-point, skid steer, and high mast versions. All Wheatheart Post Pounders are shipped with the standard hydraulic post hugger installed.

All models are available for the 2004 season. Come and see our new Skid Steer Post Pounder at a Farm Show or Wheatheart Dealer near you. Wheatheart strives to make fencing jobs safe, fast and efficient. Allow us to make your work easier. Buy Wheatheart!

Wheatheart Manufacturing Ltd.  
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## Nebraska Cattlemen

*Continued from page 6*

international beef markets. NC remains ready to help implement this important legislation."

The USAIP represents two years of industry and government efforts to develop the framework for a national animal identification system that would aid in the monitoring and surveillance of livestock for animal diseases. More than 400 individuals from 70 associations and government agencies have produced the initial draft of the USAIP.

"Senator Hagel's bill supports the USAIP, which was developed by a broad-based group from throughout the food industry and is as well known as a plan can be at this stage in its development," Bright said.

The Nebraska Cattlemen's Association serves as the spokesman for the state's beef cattle industry and represents 5,000 professional cattle breeders, ranchers and feeders, as well as 48 county and local cattlemen's associations. Its headquarters are in Lincoln and second office in Alliance serves cattlemen in western Nebraska.

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## Donation Heifer Sells At 2004 Western National Angus Futurity To Benefit 2005 National Junior Angus Show

Angus enthusiasts from the Western United States are already making plans for the 2005 National Junior Angus Show, scheduled for July 17-23 in Denver, Colo. Thousands of youth and adults from across the country will attend the weeklong event that has grown to be known as the largest single-breed beef cattle show in the world.

In effort to continue fundraising for the significant event, Silveira Brothers, Mendota, Calif., have donated a heifer to sell at the 2004 Western National Angus Futurity, Sunday, April 25 in Reno, Nevada. Darrell Silveira, Rick, Allison and Garrett Blanchard have donated Silveiras Reba Pride 3438, an October 2003 daughter of G Bar Wulffs EXT 9306. All proceeds from the sale of the heifer will go to the 2005 NJAS.

The Angus breeders in the Western states are excited to have this heifer donation to go toward hosting

the 2005 NJAS, says Abbie Nelson, fundraising committee member from Wilton, Calif. Selling this heifer in Reno is just one way our breeders can pull together to plan a successful event for the future leaders of the Angus breed.

Other items included in the heifer package are: breeding services using any Silveira Brothers program herd sire; an embryo flush and transfer from Larry Lanzon, DVM, of Lander Vet Clinic, Turlock, Calif.; a 30-day insurance policy from Jim Bessler of American Livestock Insurance, Geneva, Ill.; and transportation from Reno, Nev., to the buyer's ranch, courtesy of Randy and Peggy Lathrop of Lathrop Trucking, Dundee, Ill. Complete information about the heifer is online at [www.californiaangus.com](http://www.californiaangus.com).

For more information about the heifer or to learn more about donating to the 2005 NJAS, contact Abbie Nelson at (916) 687-7108.

## 3-A-Day For You and Your Kids

The following tips are recommended to boost dairy and calcium intake in kids:

- Convenience counts: Single-serve, re-sealable plastic bottles are great for today's busy lifestyles.

- Serve it cold: Results from a 2002 School Milk Pilot Test showed that kids were more likely to choose regular and flavored milks if the milks were served at colder temperatures and in plastic packaging.

- Look for the logo: Milk, cheese and yogurt products with the 3-A-Day of Dairy logo are guaranteed to contain at least 20 percent of the daily calcium requirement.

For more information on the nutritional benefits of dairy foods, visit [www.midwestdairy.com](http://www.midwestdairy.com). In addition, parents and educators can get fun recipes and tips on how to get 3-A-Day of Dairy at [www.3aday.org](http://www.3aday.org).

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# Farmers Experience Greater Hearing Loss

Nearly 75 percent of all farmers suffer from some hearing loss, compared with one in 10 of the general public that develop hearing loss, according to the New York Center for Agricultural Medicine and Health. The statistics are a reminder that the farm can be a very noisy place, said Kansas State University Extension farm safety specialist John Slocombe.

The statistics are a reminder that the farm can be a very noisy place. Hearing loss can happen gradually so that it may not be noticeable to the person who's losing his or her hearing. It can be caused by both loudness and the length of time a person is exposed to the loud noises. On the farm you have exposure to engines running, squealing pigs, or power tools can damage hearing in as little as two hours, unless some type of hearing protection is used.

Hearing protection decreases the intensity of sound that reaches the eardrum.

The bad news about hearing loss is that it is permanent. Once it is lost, it can't be recovered. The good news is that it is easy to protect against it. The first step is to recognize that many sounds on the farm can be damaging. If any noise is so loud that people must shout to be heard, or if the noise hurts your ears, makes your ears ring, or leaves you slightly deaf for several hours after exposure, it is too loud and steps should be taken to protect yourself, the farm safety specialist said.

Eliminating the noise is the perfect solution, but since that is not always possible, hearing protection should be worn. Protectors such as earplugs and earmuffs are available at most farm supply, hardware, and discount

retail stores. When properly fitted, plugs and muffs allow a person to hear conversation and the sounds of machinery, but with the volume of sound greatly reduced – thus protection hearing.

An added benefit, Slocombe said, is that the wearer will feel less fatigued at the end of the day. For the best safeguard, look for hearing protection that carries a noise reduction rating of 25 or higher. Those who already have hearing loss may want a lower rating, he said. Choose protection that is comfortable and easy to use, so there will be no excuse for not using it. In addition, because farmers are continually exposed to loud noises, they should have their hearing tested regularly. An audiogram will reveal signs of hearing loss so that steps can be taken to reduce exposure and stop further hearing damage.

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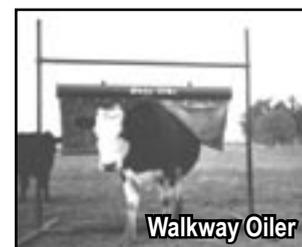
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## Commercial Beef Production Down 18 Percent From Last Year

Commercial red meat production for the United States totaled 3.53 billion pounds in November, down 10 percent from the 3.91 billion pounds produced in November 2002.

Beef production, at 1.78 billion pounds, was 18 percent below the previous year. Cattle slaughter totaled 2.43 million head, down 15 percent from November 2002. The average live weight was down 24 pounds from the previous year, at 1,236 pounds.

Veal production totaled 15.2 million pounds, 10 percent below November a year ago. Calf slaughter totaled 78,000 head, down 14 percent from November 2002. The average live weight was 12 pounds above last year, at 321 pounds.

January to November 2003 commercial red meat production was 42.7 billion pounds, down 2 percent from 2002.

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Stevens also specialize in helping with first time Llama owners. They have many years of experience and selective breeding offering customer support since 1979.

The Stevens attend many family-oriented alpaca events throughout the country, including local and state fairs, alpaca farm open houses, auctions, and larger shows hosted by alpaca organizations, the largest and most impressive being the annual Alpaca conference and show presented by AOBA.

Stevens Llama and Suri Alpacas also sell products made from alpaca fiber as an additional home-based business ven-

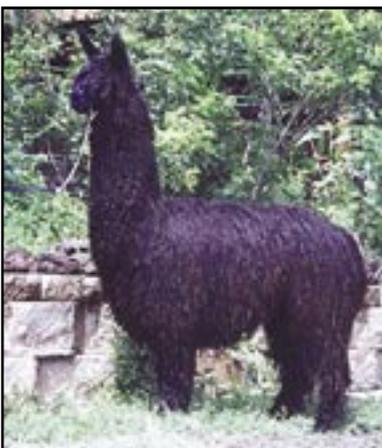
ture. They offer a large line of Alpaca and Llama supplies and gifts. With no frills or gimmicks, they offer great merchandise and down to earth prices. You may choose from a very large selection of gifts such as teddy bears, dolls, books, jewelry, blankets, mittens and much more.

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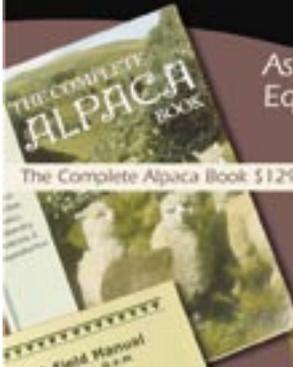


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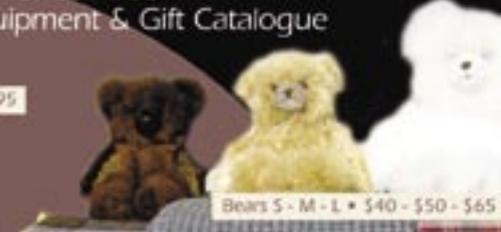
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## U.S. Custom Harvesters, Inc. • Harvesting Crops That Feed The World

U.S. Custom Harvesters, Inc. is an association of professional custom harvesters serving the needs of the American Farmer. The organization was established and chartered in 1983 in the State of Texas and serves as a link between the harvesters and the many groups of people they work with such as farmers, businesses, and the State and Federal Government. U.S. Custom Harvesters is a dues funded, membership organization with the Harvest News magazine as their primary means of communicating with members.

This organization also works to educate its membership concerning safety, quality of workmanship and information on equipment updates.

The input from their membership is channeled through designated committees that report to the elected board

meeting annually the first weekend of March. The membership has benefited at these annual gatherings in such areas as exchanging ideas, helping one another in the placement of work, and establishing a scholarship fund that helps educate future leaders. Much of the information is updated in the Harvest News monthly magazine.

It has been a goal of USCHI to provide funding for scholarships through various activities such as quilt sales and raffles, silent auctions, memorial donations, honorary and auction donations. To qualify for a scholarship, all applicants must have some direct family ties to a current USCHI regular member, or have been employed by a current regular member within the last year, or be making some direct contribution to the USCHI organization. In addition, applications are

considered if the applicant is directly related to a deceased member (son or daughter) that was a regular member within the last two years of their death. The strength of this organization is in its membership, which consists of not only custom harvesters, but also related businesses such as implement dealers, insurance companies and farmers. It is their goal to continue to enhance and promote custom harvesting so that it is a viable industry available to future generations of producers.

U.S. Harvesters will continue to support and be a vital part of American agriculture, which is the strongest and most effective producer of crops that feed the world.

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Website: [www.uschi.com](http://www.uschi.com).

## Helping Stored Alfalfa Keep Its Protein

Cows will soon have a better chance of getting their needed protein. Scientists with the Agricultural Research Service recently discovered an environmentally friendly way to reduce the protein breakdown that occurs when forage crops like alfalfa are processed into silage, the winter-feed of many livestock.

Because it's high in protein, alfalfa is an ideal crop for livestock. Unfortunately, when it's processed by storing and fermenting its clippings in silos, up to 85 percent of alfalfa's pro-

tein breaks down into nonprotein nitrogen, which can't be used as efficiently by the cows' bodies.

ARS plant physiologist Ronald Hatfield, agricultural engineer Richard Muck and molecular biologist Michael Sullivan have found an answer to the problematic breakdown of protein in – of all things – red clover and potato skins. The scientists work at ARS' U.S. Dairy Forage Research Center in Madison, Wis.

Red clover contains large amounts of an enzyme called polyphenol oxidase, or PPO. When red clover is chopped up, its cells release the PPO. When The PPO is exposed to oxygen, it reacts with caffeic acid naturally present in the clover and forms o-quinone molecules. These molecules bind to the enzymes that cause the breakdown of red clover's protein, thereby keeping more protein intact.

Alfalfa has significantly lower levels of PPO. So to take advantage of this PPO-caffeic acid combination to protect alfalfa's protein, Sullivan and ARS plant pathologist Deborah Samac "borrowed" the PPO gene from red clover and inserted it in alfalfa plants. When the altered alfalfa plants were chopped and treated with caffeic acid, they had 15 percent less protein degradation after two weeks than did untreated alfalfa plants.

Caffeic acid is present in high concentrations in a variety of fruits and vegetables, most notably potato skins, a common agricultural waste product. The scientists are working with different potato processing plants to see how easy it would be to extract large amounts of caffeic acid from leftover skins.

Source: USDA



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# RICH-NES ALPACAS

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Located in southwestern Minnesota, Rich-Nes Alpacas is owned and operated by Rich and Agnes Wildt. Alpacas has been their passion since 1985.

A friend of Rich's went to an Arabian Horse Show in Phoenix, Arizona in February of 1985. While visiting at the show, a guy said his brother was getting out of llamas and getting into alpacas because of a better return on investment. When he came home from Arizona, he told Rich about the conversation. About a month later, he brought it up again and Rich said, "Let's get on the road". That is how Rich and Agnes got started in the alpacas.

At that time, there were three importers; one from Indiana, one from Ohio and the last one from California. On that trip, they saw all the alpacas in Ohio and Indiana and ended up buying six females and one male. In a couple of years, Agnes and Rich ended up on their own not selling any and started building their herd. After about seven years of building up their herd, they started selling breeding stock and at the present time, have approximately 300 head on hand.

The first imports from this country originated from Chile. After standing a quarantine of 60 days in that country, they were flown to the Harry S. Truman quarantine station off the Florida Keys.

These animals travel very easy. One can haul them in trailers, pickups, vans and small airplanes. They always lie down while traveling. All of their animals are halter-broke.

Following are some of the characteristics of alpacas. They are induced ovulators and can be bred at any time of the year. After a gestation period of 11.5 months, a little baby called a cria is born. A few animals have gone over a year in gestation. At the time of birth, a little cria will average between 15 and 17 pounds. Ninety percent of the babies are born between 9 and 11 in the morning, with a few born before 8 AM and a few born between noon and 1:00 PM. Alpacas will put their manure all in one place, whether it is in the barn or pasture. Their average lifespan is 17 to 21 years. The oldest alpaca on the Rich-Nes ranch is 19 years old and is pregnant, due in April of 2004. The average weight of the adult is 150 to 160 pounds. The alpacas are all blood-typed for parentage and they are all registered.

The nice thing about the alpaca is their fiber. The first years, Rich and Agnes sold only raw fleece and roving. The next step was to get some yarn made. One thing led to another, and after they purchased their first knitting machine, they ended up with seven knitting machines working for them. There are 22

natural colors of alpaca fiber, and Agnes and her daughter-in-law knit anything from baby mittens to adult sweaters.

The animals are sheared once a year, and during the process of shearing, the coarse fiber goes into a separate bag and out of that, comforters are made. They offer many other finished products that have been made from the fine fiber of their alpacas such as teddy bears, baby afghans and more.

The alpacas raised on the Rich-Nes Ranch are very friendly and are taken to local nursing homes, to home of handicapped adults and kids and school kids. The ranch is on the tourism route for the county, and as a result, they have a fair amount of bus tours that stop every year. Also, a large amount of traffic stops along the highway. Visitors are always welcome.

As you can see, the alpacas are very easy to take care of, are docile and a friendly animal to have as a business or to semi-retire with. A member of the Alpaca Owners and Breeders Association, Rich-Nes offers free support services to fellow alpaca lovers such as breeding, sales, boarding, and vet and tax consulting.

For more information, or to make a purchase, please phone Rich or Agnes at (507)249-3631.

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Farrier's can get unruly horses to stand still while being shod. In minutes after introducing a horse to the *Noavel Headstall*™, a disobedient horse will calm down and make a farrier's work much easier, safer, and faster. The *Noavel Headstall*™ is an alternative to using twitches and drugs on horses.

If you are in the horse industry, you need to be aware of the revolutionary training invention that champion horse trainers will be using to give them the competitive edge at the spring shows.

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Whether you are a professional horse trainer, or you train your own horse, it is important to have a training program that can get the horses total attention and give you the competitive edge you need to be very successful in "2004".

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For more information call: (870) 346-5511.

## Researchers Find Promising Intestinal Bacteria

Arkansas researchers have found several promising intestinal bacteria that may protect poultry from Salmonella and other pathogens.

Salmonella, Campylobacter and other pathogens can cause illness in people who eat infected poultry that has not been cooked enough.

Pathogens such as Salmonella take hold inside the intestinal tracts of chicken and other birds, however, researchers at Agricultural Research Service in Fayetteville, Ark., and University of Arkansas are getting a better understanding of how probiotics, or live beneficial bacteria, affect the poultry's intestinal tract, Science Daily reported.

Probiotics, which can be given orally to poultry, help the birds fight illness and disease by using the concept of competitive exclusion -- probiotics are fed to newly hatched chicks and the probiotics occupy sites in the intestinal tract where the pathogens would normally attach and grow, according to the article in Agricultural Research.

Since probiotics are there first, the opportunity for pathogenic bacteria to become established is reduced.

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# Oteco Mfg. • Eliminate Your Center Pivot Wheel Track Problems

**O**TECO MFG. sold its first track filler in March of 2000, in mid-January of 2004 they just delivered their #200th trackfiller to Arizona. OTECO is a family owned business, which came into existence because of a problem, and the grace of God.

Jim Stevenson was trying all sorts of things to try and keep from making bad ruts from his irrigation pivots. It seemed everything he tried damaged his crops in one degree or another. The different nozzles left dry spots in the fields, and he knew that tall tires just left deeper ruts and more strain on gearboxes and wide tires left wider ruts. In his mind the solution would be to put a road based material in the rut, the only question was how to do it.

He designed a small box with a funnel on the bottom, and began filling his ruts. The neighbors began to take notice and asked him to build them one. Jim goes to his fourth of five sons's Otie, he catches him in his hay

field, broke down.

Jim tells Otie, "I've got a job for you." Otie says, he remembers thinking, just what I need, another job. Looking from hind site now, Otie says, "I wish I'd thrown my tools down on the spot and went to the shop."

However, Otie didn't start designing the current trackfiller until fall. The trackfiller which sold in March of 2000 was much bigger, had a ten yard capacity, with an adjustable screed below the funnel to help knock in the sides and regulate the height of the mound.

It has a two-foot by four-foot opening to facilitate the gravity flow of material, with a hydraulic gate at the bottom to close during transport. The machine was patented and have since sold all over the mid and western United States. That year, when the first one sold to Australia, Jim and his wife, Dorothy dubbed the company, OTECO.

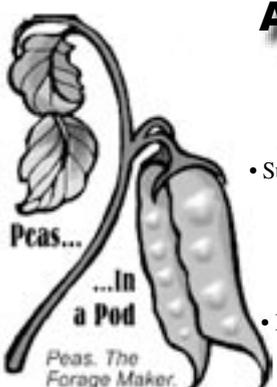
OTECO just got its second patent on

a product they call the JIMMY-JACK, which they hope to begin marketing soon. It is a spring-loaded jack, which installs right inside of a metal gate. When pushed to the ground, it takes the weight off the hinges of the gate and holds the gate in place.

"We're just praising the Lord," says owners, Jim and Dorothy, Otie and Tonya Stevenson.

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# Comtronix Corporation

When high technology is in conflict with the status quo, who loses, the status quo? Maybe not, maybe you do. The following is a story about technology and its impact on established industries and on the creation of whole new industries. The intent is to alert you to subtle changes in the economics of radio and telephone communications and to some rather innocent trends which started approximately twenty years ago and have now evolved into some rather disturbing events.

In the last 20 years digital electronic devices have changed our world and, for the most part, all to the good. We find ourselves living in a whirlwind of new things from VCRs to GPS's, handheld calculators to CD's that contain our favorite music. Personal computers are in over two thirds of our homes. A growing percentage of us walk around with a cell phone in our pocket. Can all this be good? Sure it is, you say. I say, are you sure or could there just be a dark side to the story. Unfortunately there is and I will show you where it is and how to protect your money when you become part of the story.

To show you, let's focus on what happens when new technology comes into conflict with an established industry and how that industry can be expected to react to the challenge. But first, let's consider a very bright aspect indeed--the global positioning satellite system GPS. GPS came on the world stage as a completely new thing. It was the perfect example of Government paid for satellites, coupled with low cost state of the art electronics in the form of hand held units manufactured by leading suppliers of electronic equipment around the world. All competing for the hearts and minds of a consumer, who for whatever reason wanted to find a spot on this earth such as an address on a country road, an airport on a dark night, or simply that good fishing spot on the lake. Who wins in this example? The companies who make the units absolutely, the people who sell them likewise, even the UPS truck driver who delivers the package,

winners one and all. The only loser might be the fish who got caught by GPS. All winners yes, but why simple, no one stood to lose anything.

Now let's visit a darker side of this story. Let's look for a moment at one of the truly tragic examples of loss, one of a time-honored profession, that suddenly found itself in conflict with new state-of-the-art electronics. I refer to the worldwide watch, clock and time-keeping industry. That industry as it stood in the 1960's was the culmination of centuries of incredibly fine craftsmanship coupled with engineering and manufacturing excellence--all mechanical. Thousands of people had devoted their lives to it over the previous 500 years creating a virtual art form, one that by 1960 had given us a blend of art, science and, yes, jewelry culminating in a fine mechanical watch that cost a man a week's pay and kept time to within a few minutes per week. Suddenly like a lightning bolt, the new digital electronic watches were all over the market place. The real horror story to the watchman was the fact that they required no cleaning, repair or winding. Not so obvious to the public was the more disturbing fact that the entire industry, which had brought us to that point in the 60s, was now extensively irrelevant, being totally outclassed by the newcomers. By that time, it had been reduced to a mere shadow of its former self, reduced as it were, to supplying overpriced, diamond-studded gold jewelry to the nouveau riche that wouldn't keep time as well as a new electronic \$ 10.00 cub scout's watch.

Now we get to one of the main points of this story. Consider the watchmakers dilemma. He wanted to defend his position, but how? He could not win on a technology basis because the newcomers were simply and indisputably superior. Interestingly, there were a few pitifully small, however noteworthy, devious attempts made to save the watchmakers from doom by calling on the government to protect them and their livelihood. This was accomplished by saying that railroads were too important

to rely on such unproven devices--ones that required batteries and other imagined shortcomings all of which seemed to favor the old ways. So most states clung to laws for a time intensely promoted by the watch industry and its followers and helped along by the lobbying of the railroads. Most states had long ago, adopted some form of inspection or certification system. Predictably, the affect was all too little too late. What was needed was a technological trick. If only some way could be found to make watches dependent upon some outside control over the watch's internal mechanism to keep time, much the way the repeater clocks in schools, large businesses and railroads depended upon a central master clock for an approved standard; one that was certifiable and could be considered most accurate and above all under outside control. Then that service could be charged for, preferably, on a month-by-month basis, but nothing was found. In the end, electronics had won over 500 years of craftsmanship. The little old watchmaker was gone. The new digital watches were simply too good, too accurate, dependable, inexpensive and, get this now, too INDEPENDENT. That word independent is critical to this story and most important to you and your money. The death of the old watch business was a wake up call to many other businesses. My God, if a 500-year-old industry could be swept away in a scant few years, what could happen to the two-way radio business a new comer with only 15 years behind it? However, it was from its inception 100% electronic having been designed around vacuum tubes which were the order of the day. Most radio-men had an unwise feeling of security. Others could sense the winds of change. It would not be like the watch business--a lightning bolt. However, there were those new transistors and integrated circuits not far behind. Many said "but what could they do to us," tubes work just fine. The answer was economic. Transistors would reduce a \$2000 dollar radio to \$600 in a few years and IC's would further reduce those to \$300. All that, in the same

amount of time it took \$2000 to reduce in value to \$1000 because of inflation.

Now we come to a key turning point in this story. A point where a business about to go into decline, ceased to decline and began to grow into a new industry. Remember the technology trick the watchmakers were searching for in vain? The radio people were a bit luckier. They found the perfect answer, more than a trick, a genuine God-send. One that would make them prosper, not simply survive. In those early 1960-ish days, small radio shops sold equipment to businesses, installed the equipment, licensed it through the FCC and maintained the total package over 7 to 10 yrs. A typical sale most likely consisted of a base unit and a number of mobile units--say 3 or 4. The whole package amounted to around \$6000 big 1960 dollars. At that point, you could live well from the radio business. By 1970, due to transistors, that same package was reduced to a bargain price \$3000. Alarm bells began to sound in radio land. Radiomen were saying "I must sell twice as much and work twice as hard to stay even". The worst was coming. By 1980, small IC-based equipment was the norm and down went the price to a heart stopping \$1500. The users were delighted. Communications were now affordable, but the radio-men saw a very bleak future. Fortunately, help had been on the way for ten years starting in about 1970 for those crafty enough to see it. An astute radio-man, whose name is now lost to history, observed the simple fact that the range of a radio system was primarily determined by the height of the base antenna. He further and fortunately also saw that fact was coupled with the fact that people resisted erecting their own antenna towers seeing them as an unattractive eyesore. Well he said, why not, let the radio-man erect a tall tower and rent the use of it to the public? Here then was a critical weakness in the consuming public position; a weakness to exploit a weakness on which an industry would take root. The public was innocently willing to pay for something it did

*Continued on page 30*

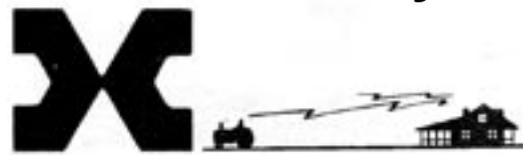


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## Comtronix Corporation

*Continued from page 29*

not need and further accept a repetitious contract form of payment. What the public was doing was relinquishing control over its communication systems and accepting the concept of a monthly communication bill. On these simple truths, an industry has grown, producing an incredible array of financial concepts. Plans which involve lease-to-purchase, with damage and loss insurance, maintenance contracts all dependably coupled to the ever-present air time charges. Limited only by imagination and a willingness to explore what new concepts the public would find appealing

such as the increasingly numerous trunked systems. Those which further isolated the consumer from any hope of control over his destiny by convincing him to relinquish his frequency in favor of a series of shared frequencies managed, licensed to and controlled by the radio-man and his new partner, the computer.

By now, you may be saying this all sounds a lot like Cellular Phones. You are right. Cell phones sprang from this basic pay-to-talk concept, but when interconnected to the phone system, the possibilities are limitless. Fortunately for the public, unlike the radio, business cell phones

have a large and growing number of competitive air time suppliers, and like GPS where the Government owns the satellites, the Government also owns the Cell frequencies. Cell phones are a good deal. Since discovering that life-saving trick back in 1970, the radio business has flourished, growing ever more complex to the point that individual radio dealers have taken on the appearance of public utilities. In most markets, one or two companies have emerged to dominate, offering long range service based on that tall tower and now, totally computer controlled, and need I mention computer tracked, and billed air time. Yes, we have come so far from those simple radio systems that were just becoming affordable in 1980 that we

scarcely realize they are more affordable today and particularly well suited to farm and ranching and rural America in general. No local radio company will mention them, sometimes denying their availability. One very large national corporation has moved toward what they consider the ultimate system—a system that incorporates a cell phone's features with the appearance of a two-way radio. It is in fact a cell phone with a one-button speed dial which gives the illusion of an unlimited range radio system. At present, they do not charge for the radio feature, a move which has panicked the two-way radio companies. It's like GM giving away cars for a year and then saying to Ford and Chrysler, how's business? The results are predictable. Radio companies are capitulating by the hundreds. The next move is as equally predictable. The big company says to the radio company, "sell out to us now and get some money or hang on for as long as you can, go out of business and we will get your frequencies when the Government reclaims them. That is happening as of now and, you guessed it, the big company shuts the system down and tells the users, "you're out as of now, the party is over, and by the way, your equipment is useless and won't work anyplace". It's unique. The previous owner designed it that way around his computer.

You say why, I'll tell you why. He did not want you to have any control over anything. Why, you might have gone to his competitor, the codes were all in his computer and that has all been erased from the memory. That is why they are buying up all the radio companies, to acquire their frequencies. When that is accomplished, unlike the cell phones, they will have no competition. What can you do? Accept the fact that the big company has you in a corner at \$40 per radio per month.

By now you might just be saying, I wonder what became of that tower the radio-man took down. Independence sure was wonderful and there was no bill each month. russell.ott@gte.net

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## Ag Census:

### Women Farmers Grow In Numbers

**W**omen are making up a larger percentage of all U.S. farmers, the U.S. Census Bureau reported. Come 27.2 percent of agricultural producers were women who were principal operators increased 12.6 percent from 1997, the survey said.

The census changed the way it counts principal operators for 2002, so comparisons need some interpretation. California had 12,598 women operators in 1997, when the last survey was conducted. Now it has 35,438, when as many as three people can be considered an "operator" of a farm.

In Idaho, the number of women operators increased from 2,245 in 1997 to 11,347 in 2002.

African American, American Indian, Hispanic and women operators are all significant contributors to agriculture and their numbers have all increased since 1997. These women are involved in day to day farming and ranching decisions.

This census incorporated collection of new data and improved methodologies to enable us to present the most complete and accurate picture of U.S. agriculture available.

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For many of the popular brands of augers, the poly cupped fighting is available as a kit that is shipped complete, ready for installation. For all other applications, the fighting assembly is made according to customer-supplied dimensions. Standard components are available for connection to hydraulic and electric motors or PTO drives. Special shafts or connectors can be easily fabricated.

Although poly cupped fighting was designed originally (from university testing) for handling soybean seed, it has been shown to have the same benefits for other seeds and crops such as popcorn, edible peas, lentils, and white corn as well as being able to handle dry fertilizer (stainless steel center tube recommended). The non-stick property of the poly also makes it ideal when using seed treatments.

Poly cupped fighting is currently available in three sizes for 6", 7", and 8" augers. Also available from Lundell Plastics is straight fighting in 2", 3", 4", 5-5/8", 9" and 12" diameter, and their newest product called UHMW Wearshoes, high wear poly designed to be bolted onto the face of new or worn steel fighting.

For more information, phone Vance Lundell toll free at 1-877-367-7659 or you may Fax (712) 668-2402.

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## Saylor's End of The Trail Riding Stable • The Spring Tether

In my mind, one of the most dangerous, unsafe and non-horsemanship things that a horse owner can do is tie their horses too long to a trailer or a hitching rail. It often ends up with an entanglement and an injury.

It could be a simple rope burn or severe, either way it will cost. A cost of lost riding or enjoyment time, time and money attending to the injury and the pain or discomfort that animal must endure, either short term or for life.

My name is Laura A. Saylor. My husband and I, along with our five young children, run a small riding stable, Saylor's End of the Trail Riding Stable, www.eott.net located in Northern Indiana. Along, with our personal enjoyment of trail riding, camping, and competing in such things as horse shows, rodeos, NBHA, team penning, sorting, cow catch events, and the such. We offer a carriage service, ponies for children's birthday parties, hourly trail rides, four-hour State Park rides at one of the local Parks, and weekend camp trips. Our business is fun with horses, but safety is

the first priority, for my family, my clients and my horses.

I have many pet peeves, but lashing horses too long to a trailer or a hitching rail is amongst the top. Not using a knot that can be quickly and easily untied runs a close second.

While camping in southern Indiana, at a state forest, last fall, a horse tied at the end of a ten-foot lead flipped itself after getting tangled up in the rope. Since we were camped near, we witnessed the whole thing. The owner was visiting across camp at another site. We went to help the animal get up and retied the horse like I consider proper. Upon returning, the owner saw the horse tied short and let the rope all the way out again.

It is understandable, that a horseman wishes to be kind or nice to their animal. Trying to give more freedom to clean up the hay that has fallen from a haybag, eat the fresh green grass at a new campsite, reach the grain or water, or just to lay down and relax. Good husbandry is a balance of kindness and safety, the difference between loving and caring,

knowing how to properly tie their horse and when kindness crosses into dangerous.

The villains are the low hanging slack in the rope, the knot that will not release and the caregiver that cannot recognize the

danger.

This is why I developed the Spring Tether. The Spring Tether is made of a coiled, coated, cable that is 6 ft. It has a bull or bolt snap at one end and a quick release at the other end so if you do have to get your horse loose in a hurry you can. Your animal will have the ability to eat or drink from pans or feeders on the ground, to lay down and stand while tied, or tethered. The Spring Tether's coil keeps tension which removes excess slack and the risk of entanglement. The coils will never come out, though they may relax a little. If you want the coil to be like new you just turn it inside out and the coils will be tight again. What was pushing will be pulling. The Spring Tether works great on trailers, cross-ties, hitching rails, or when hooked to the knot eliminator on a picket line.

We have six attached to the sides of our trailer. We hitch to them when we unload. They have been there for over a year. Under normal use and care they should last a long time. Please keep in mind that they were not designed as a training tool and if an animal falls back or pulls hard on the tether the snaps may break, but this is the same as any lead rope.

I use the Spring Tether every day when I feed. I think it works great and I love it.

The cost of the Spring Tether is \$20.00 + \$5.00 for shipping. Send your check to Saylor's End of the Trail 9562 East 750 North Walkerton IN. 46574. You have a choice of colors Red, Blue, or clear (gray). You may also order from the Internet [www.springtether.com](http://www.springtether.com)

### Spring Tether

(Patent Pending)

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The Spring Tether, as with all equine equipment and tack, will remain useful and safe when used as designed, along with periodic checks, maintenance, up-keep and common sense.



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# CORNERSTONE ALPACAS

Welcome to Cornerstone Alpacas, located in Yukon, Oklahoma. Our interest in alpacas began quite by accident while visiting my sister's alpaca farm in Colorado. We had never really considered raising them ourselves, but we were looking for a business that would eventually enable both of us to work at home. We had always been attracted to their gentle nature and their soft luxurious fiber. Hmmm, alpacas? Well, why not! The rest, as they say is history.

Through the use of the internet, personal farm visits, and attending alpaca shows, we learned as much as we could about investing in and caring for alpacas. Our first purchase consisted of three bred females, an award winning herdsire, a companion male and 2 cria. The seller included free boarding for six months while we searched for property that would best suit our purposes. In the meantime, we had the opportunity to purchase an additional 11 animals bringing our initial herd to a total of eighteen.

Once we found the right place, we quickly replaced the existing four-foot field fence with a taller, more secure horse fence. Strong fencing was a high priority because these beautiful creatures are virtually defenseless against most predators, including domestic dogs. We were also fortunate enough to acquire two trained Great Pyrenees livestock guard dogs that have been worth their weight in gold. With some minor modifications to the existing barn, we were finally able to bring our animals home.

It has been a never-ending learning experience ever since. Much of our herd management program has evolved through trial and error. We have had our share of setbacks such as the loss of a pregnant female to ulcers. But the joy of seeing playful cria pranking in the pasture by far outweighs the bad times. As an added bonus, the tax benefits of alpaca ownership and the increasing demand for alpaca fiber has greatly enhanced their marketability. They practically sell themselves.

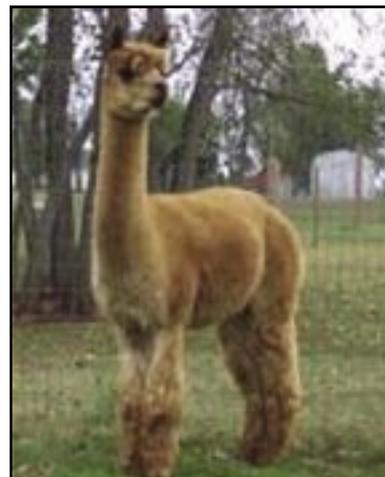


Photo Courtesy Cornerstone Alpacas

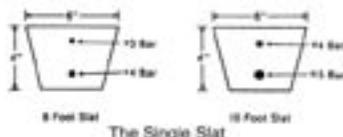
One question that many visitors to our farm ask is "Would you do it over again?" The answer is an unequivocal yes. The privilege of learning about these mysterious animals, the wonderful people we have met, and the financial rewards are more than enough reasons to do it all again.



A slight taper from the center is built into the slat and this unique design along with the smooth finish keeps the floor cleaner and drier.

The Honegger slat has a pencil rounded edge that resists chipping and reduces damage to feet and legs.

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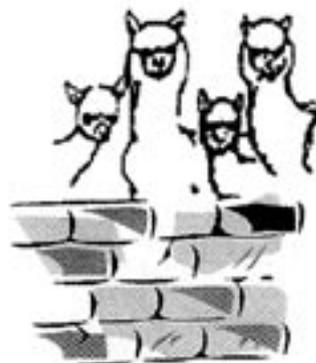
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# Burns Boer Goat Ranch

Halfway between the small towns of Ansley and Miller, Nebraska on U.S. Highway 183 in Southeastern Custer County lies the Burns Ranch; owned and operated by Judson and Janice Burns. They were married on September 14, 1958 after Judson's honorable discharge from the United State Marine Corps. Having lived all of their lives in the country, it was only natural to live and raise their four children: Teresa, Trenton, Tracy, and Terence.

Through the years they have raised cattle, hogs and angora goats. With the common struggles of prices, cost of feed, drought and lack of profit, they now raise Registered Boer Goats.

One of the problems the Burns Ranch faced first was the lack of Registered Boer Goats in the State of Nebraska. Goats could be found but not of the quality that was desired. The Burns Ranch wanted to raise strong, big boned, registered Boer goats.

They knew they wanted to start off with a big structured full blood registered buck. They found that buck in Beaver, Oklahoma, owned by a lady that wanted to have her goats go to a good home and be taken care of and so 'POP I' was purchased in 1999.

Since Boer does could not be found, they purchased some Nubian, and Spanish mixed goats. From these they received good kids, but not what they wanted to achieve. They knew however that the buck was going to provide the quality they sought. The search was on again for some good does. They found registered Nubian-Boer X does from Dodge City, KS. They also purchased a Full Blood Registered buck from Crete, Nebraska, that was nicknamed Boss Hog due to his manner's in the feed trough.

They then purchased a herd of Registered Full Bloods from the same lady who had previously owned 'POP I'. The herd was being sold due to the owner's poor health and she knew from observations, they would be well cared for. This makes up their main herd today. So, in 1999 Burns Boer Goat Ranch became a member of the ABGA.

They feel very fortunate and are very



*Blake Burns "helping with chores"*

proud of their "gentle giants" for raising large structured, uniquely built kids. They are not only large in height, but built correctly in width and length. They are very good mothers and produce healthy twin and triplets each year. It has taken time for their herd to grow. They produce quality by growing and raising their replacement does and not taking a chance by buying them in a sale barn and bringing in some kind of disease.

They turn their bucks in with the does beginning in late November and have April kids. The kids are weaned at three months of age. At that age, they are fed shelled corn mixed with an 18% alfalfa pellet out of a self-feeder. This provides the basis for them to grow.

Regular maintenance is also done by worming regularly and they are given C&D & Tetanus shots. The Burns Ranch believes in good feed, maintenance, and breeding to produce quality goats. They do not use any growth enhancing products. In 2003 they decided to register nine full blood bucks, their full blood doe kids and their registered (3/4) does. The response was phenomenal. They could have sold twice as many if they had them, but now everyone will have to wait until after April, 2004. Prior to this, they sold their stock in a sale barn selling them at what ever the price was for the moment refusing to bring them back to the herd for fear of what they may have been exposed to at the barn.

They have enjoyed showing their goats to everyone who has asked to come see them. Since every goat sold as breeding stock has been born and raised right on their ranch, they know what the goats are fed and know exactly which doe is the mother or grandmother and can show their records. The kids are tagged before they are ever turned out of the birthing pen, and they know who the sire and mother are.

They are looking forward to spring, when they will start kidding. They have a new buck called "Diamond X Boss" who they purchased this last fall in time to put him in with their young does. They are anxious to see his offspring. The Burns go to several meetings and seminars about goats and constantly learn new things each time they go. They also enjoy talking to other growers and look forward to the up coming meetings.

The Burns Ranch is now only made up of the founders Judson and Janice. Their children have all married and left the nest, but every once in awhile their children and their families help with sorting, banding, tattooing, worming, permanent ear tagging, hoof trimming, vaccinating, and all the other jobs that go with raising goats. Even their nine grandchildren have helped from oldest to their youngest "Blake" who is two years old.

# Bamar Farms

**B**amar Farms is a place where Boer Goats and Andalusian Horses are raised with lots of TLC. It all started over two decades ago. Of course Boers were not here at that time, and it wasn't until the late 1990's when we switched from other breeds. Raising Boers has been an exhilarating experience that has brought lots of fun, but also a lot hard work. This is a family enterprise and we share much of the responsibilities. We are lucky that we can count on local Veterinary Doctors who have always been extremely supportive whenever their services for the goats and horses have been needed.

Two of our sires are direct descendants from Tamu and Rascal; Dow Millionaire second generation from Uborra and Lott Fraulein. The other two are 100% South African genetics, descendants from Tooter and Dow "Pipeline" ennobled national grand champion and from Tooter and Boroko, a doe sired by Mojo Magic ennobled (Vorster and Nico Botha) and

IAG D.V. Der Walt ennobled.

Our does are either 100% South African genetics descendants from Tooter, Pipeline or from Sir Wellington and other New Zealand stock. We have crossed South African and New Zealand with very nice characteristics.

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*Photo Courtesy Bamar Farms*

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## Livestock ID System Planned for This Year

A national livestock identification system will begin to be put into effect this year, one of the government's responses to the first US case of BSE, a senior Agriculture Department official said recently.

Scott Charbo, USDA's chief information officer, said he would make recommendations to USDA Secretary Ann Veneman in coming months on the shape of the animal ID system.

Open questions include whether the system will be mandatory and how costs will be shared, if at all, he said in remarks at the USDA's annual outlook forum.

Veneman directed Charbo to oversee an acceleration of adoption of a tracking system that could trace within 48 hours the history of livestock as a step to protect food safety and animal health in the event of a

disease outbreak, private sources told DTN.

There are one million farms, ranches and feedlots that produce livestock and 2,000 slaughterhouses, according to USDA. One-half of the cow-calf operators have no animal ID system at all, according to USDA data.

"We are looking at some type of phased implementation," Charbo said. "We believe there will be some implementation in 2004 and 2005 as well."

One plan, developed by a consortium of livestock groups and state and federal officials, anticipates assigning identity numbers to producers and animals over the next year and a half.

Some lawmakers believe the best model is one developed by Holstein dairy producers.

## Boer Goat Facts



*Photo Courtesy Albright Boer Goats*

The adult Boer Goat can easily exceed 200 lbs. They are one of the few goat breeds that have been genetically selected for early weight gain, carcass quality and muscling. By using a full or half-blood Boer Goat buck in your dairy or doe herd, you can increase the weight gain of your kids by over 150%! Boer Goat crosses bring more in sales, also. The carcass quality is so much improved by even half blood sires, that the resulting kids bring premium prices. Because they gain quicker, they get to market quicker with less time in the feedlot.

Goats are naturally low in body fat, with only 51 calories per ounce. A four-ounce serving of roasted goat meat contains only 85 mg. of cholesterol. Currently, the demand in the U.S. exceeds what American farmer's are able to produce.

The Boer Goat performs extremely well in trials and carcass competitions proving it to be the superior meat goat breed.

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# Lambert Show Goats

**M**y name is Larry Lambert and my son Brice and I have been raising show wethers since 1996. Brice decided after winning the Collin County Junior Livestock Show that he wanted to raise and show his own wethers. Brice took his premium money from his Grand Champion wether and purchased twelve 50% South African Boer does and a 100% South African buck. Two years later, he placed second in class at the Houston Livestock Show and had the Reserve Champion at the Collin County Show. Since that time, our wethers have placed at all the major shows in Texas and have won Grand and Reserve at the Oklahoma State Fair several times.

When selecting a show wether, one needs to look at the group of wethers from a distance and watch them as they move around. You will be able to see both the best and the worst animals in the group. Pick out the animals that have eye appeal, level top and bottom lines, and those animals that track straight as they move. You should also look for a balanced animal that is long-sided from flank to flank and shows signs of muscling as they move. Separate these animals into a smaller area away from the large group. You will continue the selection from the smaller group. Make your second visual inspection of these animals from a distance.

Start your hands-on inspection with the most eye-appealing goat in the group. It should hold its head proud, be up-fronted with a smooth neck-shoulder connection, and a clean wide chest floor. The animal needs to have a wide, thick level top. Place your hand on the neck-shoulder connection with your fingers on the shoulder blades. Start moving your hand down the animal's top. As your fingers leave the shoulders, you should immediately feel muscle in the rack of the animal. Continue on down the back as you reach the animal's loin and you should notice the top is starting to widen. It should continue to widen as your hand passes over the hip-loin juncture into an even wider hip. The hip should be level and flat. A good sign of heavy muscling is a round muscle on the top of the hip bones. Another good sign of heavy muscling is the bulge of muscle of the forearm of the animal. The depth of the muscle in the loin area is also important. Last, you need to look at the depth and the bulge of the twist between the back legs.

The hind saddle (the area from the 12th rib to the pin bones) should make up to 60 to 70 % of the total body length. The hind saddle is where the most expensive cuts of meat are located. The other 30 to 40% is called the fore saddle. As earlier described, the top should be triangular in shape from the shoulder back through the hips.

The muscle on the back legs should carry down low on the hock and be full in the lower 1/3 of the twist. The animal needs to be standing on straight legs with a lot of bone. The legs should also be set on the corners. Again, watch the animal closely as it moves toward you and as it goes away to make sure that the legs are tracking straight and that it has a smooth even gait as it walks.

The last important factor that one needs to consider is when and where do you plan on showing your animal. This will help one determine the size and weight of the wether that you will purchase. The ideal weight for a wether in Texas for most judges is between 90 and 105 pounds. You can expect a weight gain of 1/8th to 1/4th pound per day.

I hope that some of the descriptions that I have given will help you select a winning wether. If you have any questions, feel free to call me at (972) 382-2056 or e-mail me at llboers@hotmail.com and I will try to answer them. HAVE A GREAT SHOW SEASON!



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## AMGA Breed Standard

The breed standard for the meat goat is primarily designed to enhance structural correctness of the breeding meat goat, with an emphasis on muscle volume, function, and survivability of the commercial animal.

**General Appearance:** A long body is desirable, with leg and cannon bone length in proportion to the animal. Extremely long legs are no more desirable than extremely short legs. A strong level back is desirable, extending from the neck to the hook bones, keeping in mind that heavier, older animals are more likely to have a weaker top line than young animals. The back should be long, wide, and strong. Width and length of loin are important to volume of meat in the carcass. The back should be wide from the withers to the rump, with smooth shoulders, that blend smoothly into the neck. The rump should be long and wide also, with the same width between hooks as pins, if not wider between the pin bones. The rump should have a slight slope from hook bones to pin bones, but should not be overly steep. Some angle is necessary for easy kidding.

The front end should be wide and smooth. Well spaced front legs representing a wide chest floor, and the legs perpendicular to the ground. Muscling should be visible in the forearm. Feet should be pointing straight ahead. Knock-knees, buck knees, pigeon toed, or splay footed animals are not desirable. The barrel needs adequate spring of rib indicating capacity for foraging, pregnancy, and maintenance of body condition.

Rear legs should be wide apart and straight when viewed from the rear. Muscling should be evident as demonstrated by a thick thigh, and the depth of the twist. A side view should show a straight line

from pin bone to hock and pastern to touch just behind the hoof. These angles are most desirable for correct free movement of the legs. The pasterns should be strong and straight. The feet should have tight toes, and a level sole. Frame size indicates growth potential. Adequate to moderate bone is acceptable. Sickie hocked, post legged and cow hocked animals are unacceptable.

**Mouth:** The dental pad: Length of the upper and lower jaw should be equal. Teeth should touch the dental pad in young goats. In older goats, some leaning of teeth is acceptable, as long as the length of the jaw and dental pad, as viewed from the side is equal. No over or undershot jaw is acceptable. No allowances will be made for bad bites.

**Does:** The doe should have a feminine head, and a feminine wedge appearance of the body, with a long elegant neck blending smoothly into wide smooth shoulders and back. The body should be of adequate size for age of the animal. Does should exhibit good spring of rib and depth of body; these are good indicators of volume. There should be adequate muscling in the rear leg without loosing femininity. The body should have volume and capacity, which demonstrates productivity to breed, carry, and rear young in a pasture situation.

The udder should ideally be round, with good suspension (not pendulous), and teats that are easily nursed by a newborn kid. Both sides of the udder must be functional. Breeding age females should show evidence of having kidded by the age of two years. Evidence of reproductive activity, as demonstrated by a well-developed mammary system, and vulva is very important. Large well-developed does, with infantile, reproductive systems are not acceptable.

**Bucks:** Bucks should exhibit masculinity, and adequate muscling. The head should be masculine, with a broad strong muzzle and horns set far apart enough to not trap and break legs of other goats. The neck should smoothly flow into wide smooth shoulders. The body should demonstrate the Masculine profile with the heavier chest and forebody. Masculinization of older bucks, as demonstrated by higher, heavier, coarser shoulders is acceptable, as this is a manifestation of testosterone. Testicles should be of equal size, and large for day of age. No split is allowed in the scrotum. Mature bucks should have a minimum scrotum circumference of 25cm or 10 inches in circumference. Overly pendulous testicles are undesirable. Testicles should be smooth, and free of bumps or lumps.

Source: American Meat Goat Association



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# Albright Boer Goats

It has been a whirlwind of activity at our farm in north Ohio, since 2002. We purchased Pistolero (the highest selling buck in the U.S. to date) and brought him home from Texas to a very chilly Ohio, December. To have an animal with that kind of pedigree in Ohio is great, but it only got better. We purchased our first full blooded does, some recipient does and set up our first embryo flush for May 2003. We flushed 22 does in May and then set up our second flush for September 2003. Being a glutton for punishment, we purchased a few more does and started our second flush which consist of 16 does. On the last day of the second flush my husband decided to set up our third flush for December 2003. Ignoring my pleas for mercy and threats of divorce if he followed through with it, the third flush happened. We flushed 6 does and harvested 160 embryos, all grade 1 and 2. It was amazing and all the thanks goes to the good Lord for making it happen, if it wasn't for him none of this would have been possible.

Looking back at 2003 and having 3 em-



*Photo Courtesy Albright Boer Goats*

bryo flushes in one year, it's just, wow! Nothing concreted the "wow" until February 5, 2004 when our first Pistolero kids starting hitting the ground. Now we are up to our elbows in kids and loving it! I don't like the sleep deprivation, but what fun to see that many kids running around with those types of pedigrees. And like child birth, you forget the pain of the whole

experience once you see those kids on the ground. I have to chuckle when I think back....starting out in 2001 with 10 average goats because we needed something to help with mowing the grass....now in 2004 with 300 recipient does, 16 teaser bucks, 20 full blooded S.A. Boer does, 2 weather bucks, 10 livestock guardian dogs, 1 Boarder Collie and best of all, Pistolero!

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Shur Shod Horseshoeing School is committed to turning out the best possible Farriers that they can. Not a student or diploma mill, they don't push a student to get a specific amount of horses done each day. Each student works at his or her skill level.

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Nowhere in the United States will you find a more qualified instructor than

Max Williams. Besides his 38 plus years of actual experience shoeing horses and teaching, he has certificates in several states and has taught school at the high school, junior college, university level, and private school. Max is a Certified Journeyman Farrier with the American Farrier's Association, so not only can he teach, but he is a craftsman as well.

In your search for a school, you may have noticed that almost all of the schools including Shur Shod, use "The Principles of Horseshoeing 11" by Dr. Doug Butler. It's a book that Farriers around the world have come to recognize as one of the most informative and valuable books they can have in their library.

You will also notice that Max Williams has a Masters Degree in Horse Science with an emphasis on Horseshoeing. Max earned that Master Degree while studying with Dr. Butler as his principle advisor at Sul Ross State University in

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## History Was Written by the Horse

Since humans first domesticated horses nearly 5,000 years ago, the brainy and brawny horse has played a central role in shaping human culture. They not only enabled faster communication and travel, but also proved decisive allies in military campaigns, with mounted troops often overwhelming foot-bound infantry.

The horse was such an effective weapon, in fact, that empires from Egypt to Mexico crumbled before the onslaught of mounted enemies, who brought with them new ideas, technologies, and cultural practices.

Historians disagree about whether the first tamed horses were used primarily for food, riding, or to pull carts -- probably all three. But they do agree that by about 3,000 years ago, the horse had become a fixture of many ancient civilizations. Due to their use in war, horses quickly became associated with power and prestige.

The horse's quick feet so impressed the Persians that they put the animal to work as a communications tool. In the 5th century BC, Persian officials used mounted couriers, who would ride a short distance, then hand messages off to rested riders to send instructions to their far-away colo-

nies. The riders were instructed not to let snow, rain, heat, nor darkness keep them from delivering their precious cargo. Centuries later, in the 1800's, the U.S. Pony Express borrowed the same method and motto as its riders galloped across the new nation, delivering the messages that drew America together.

It is the workhorse, however, that may have had the biggest impact on human history. Bred to haul heavy loads day in and day out, the workhorse changed the practice of farming and industry. Harvests could suddenly be transported long distances, creating trade and wealth in villages that had once had little contact with the outside world. Similarly, timber and stone could be moved to cities and towns, greatly increasing the supplies of raw materials available to shipyards, carpenters, and builders.

In an age of trucks and trains, it is hard to imagine that a trained team of draft horses once pulled as much as some locomotives. Still, they proved no match for modern engines.

Even racecar owners would agree: no high-horsepower motor has anywhere near the personality or historical importance of a real horse.

## New Ag Census Shows Continuing Decline in Number of Midsize Farms in Iowa

The escalating loss of midsize farms could lead to serious consequences in Iowa and the rest of the nation, says the director of the Leopold Center for Sustainable Agriculture. According to data from the 2002 U.S. Census of Agriculture released February 3, Iowa has 90,634 farms, down more than 6,000 since 1997 when the last census was conducted. The decline was greatest among Iowa farms with annual sales between \$5,000 and \$500,000. The number of farms in this category dropped by 17 percent in five years. By comparison, farms with more than \$500,000 in annual sales, which make up 5 percent of Iowa farms, grew by 17 percent between 1997 and 2002. Farms with less than \$2,500 in annual sales, 26 percent of Iowa farms grew by 39 percent during the same period.

"The latest reports show that we're still rapidly losing midsize farms," said Fred Kirschenmann. "This 'disappearing middle' is strongly tied to the health of Iowa's economy, our environment and our rural communities."

## Horseshoeing Facts

Horses feet grow and change every two months or less. Opportunities in horseshoeing are unlimited. The horse industry is the fastest growing segment of the livestock business. Spectator attendance at horse-oriented sports is greater than any other number. The rapid growth of pleasure and show horse numbers, horse clubs and sports business to the horse industry and equine research makes the farriers future very promising.

Professional horseshoers, high skilled and competent, are always in demand. The day is coming when a horseshoer will be in business because he is the best and not because he is the only one available.

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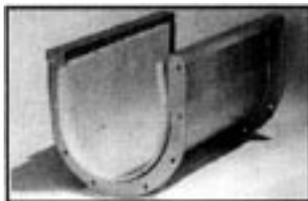
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## WHAT YOU DON'T KNOW CAN AND MAY BE KILLING YOU

By: Tonya Stevenson

**S**ometimes we blindly trust people who willingly ignorant or just plain ignorantly jeopardize our very lives.

I am a forty-three year old mother of three children, with a wonderful husband of twenty-three years. We have a small farm, a business of our own and we raise and train horses and do a little rodeo. I have an unusual hobby I like to ride bareback horses. We know the Lord and can see and thank Him for the goodness in our lives.

For years I'd struggled with some health problems, cold hands and feet, poor circulation, irritable bowel syndrome and some lumps on my body. At our finals in Nov. of 2002 I was thrown into the fence, hurting my lower back and hips. Afterwards doing chores I had problems walking, not because I was in pain, my legs just wouldn't work. My body temperature dropped to 94.5 and I was in a mental fog. I was careful what I ate, added good vitamins and slowly began to improve.

However by July I started blacking out, was dizzy and extremely fatigued. One day in early August I began to get stomach cramps, then sharp heart pains, and walking unsteady. My left side of my face began to go numb and then my left arm began hurting and it went numb. My speech was slurred, and I was drooling and my eye was twitching, my spine was sore. I had blood tests and cat scans to check for cancer and brain tumors, there was no cancer. They ruled out west Nile and meningitis. I continued to spiral to where I was sleeping up to sixteen hours a day and sometimes could not even walk to the bathroom. My legs were going numb, the headaches were unbearable. The Dr. told me he could not help me anymore, to go to a neurologist and get my tag.

I was not trusting the Dr. I had already put my faith in God as it tells us to do in James 4:14-16 and because of that I know he led me to the answer on the internet. I had mercury poisoning from the silver fillings in my teeth. I ordered

a book Amalgam Illness: Diagnosis and Treatment by Andrew Hall Cutler and had my fillings removed. (A word of caution, do your research and don't just have any one take them out.) My last fillings were removed Sept. 18, 2003. The next day I could run short distances, my legs do not go numb anymore, the newest of seven lumps in my stomach disappeared. My heart pains are less, my stomach and bowels work much better and my headaches are rare. Six weeks after they were removed I rode bareback horses at our finals, I was weak but I covered all three horses and ended in second place.

I am convinced this is epidemic. Everywhere I go people say I think that sounds like me or someone I know. The saddest one was a man, to whom I told my story. I told him, they have linked these "silver" fillings to all the auto-immune diseases, ALS, allergies, arthritis, autism, leukemia..." "My wife had terrible teeth, we did lots of work on them, she died of leukemia," he said.

I have personally now heard several testimonies of others with serious health problems, who had their fillings or /and

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root canals removed and now have regained their health.

A few weeks ago my aunt had her 13 fillings and 1 root canal removed. She has MS and was to the point there was no remission. Though she wasn't in a wheel chair, she was falling constantly and walked with a shovel because canes would not support her. Two weeks after removal she told me, "I now walk to the barn with my shovel over my shoulder".

I know I am not scientific proof, some will still trust their dentists and doctors at all cost, and will insist I just had an allergic reaction. Get real; mercury is more toxic than arsenic, do we say a few people are allergic to arsenic. The fact is, thanks to God showing us the truth and a dentist who had the courage to stand for the truth I have my life back. Furthermore the fact is, MERCURY IS POISONOUS AND IT IS CRIMINAL TO PUT IT IN OUR MOUTHS AND THE MOUTHS OF OUR CHILDREN, OR IN THE VACCINES THAT THEY GIVE OUR CHILDREN.

Check it out for yourself.

[www.noamalgam.com](http://www.noamalgam.com)

[www.hugnet.com](http://www.hugnet.com)

[www.mercurypoisoned.com](http://www.mercurypoisoned.com)

## The Inosol "Band-It" Band Castrator Tool

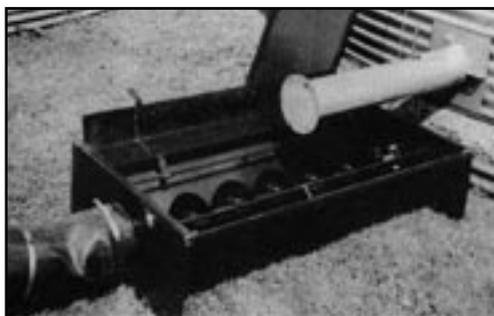
**B**and Castration has been around for years. More recently growers have been using delayed castration to benefit from the natural male growth hormones that the animal receives from the testis. You leave the animal intact for several months before castration and the increased growth is significant. When you cut a larger animal the trauma to the animal is greater. It is not uncommon for the animal, after having been castrated with a knife, to go to the corner of the pen, lie down and not eat for days. Band castration has proven to be much less traumatic to the animal. We developed the Inosol "Band-IT" band castration tool to be equally less traumatic to the owners. The tool is simple and yet surprisingly efficient. The clip with the attached rubber ligand fits in a notch in the tool. You firmly grasp the scrotal sac with the same hand that holds the tool. Holding the tool firmly against the sac, you reach

around the back with the other hand and take hold of the free end of the tubing. Stretch the tubing away from you with about 15 to 20 pounds of force and with the tubing stretched, you pull the tubing around the sac and lock it down in the clip. You then release the clip from the tool and you are done. The whole process can take as little as 10 seconds. We like to use a squeeze chute and apply the bands from the side for obvious reasons. With a little practice, you get to where you can do it by reaching down and under with both hands and keeping your head and face up against the side of the animal. By stretching the ligand before you pull it around the sac, you will find that you get more even tension all around the sac and less chance of any leakage and swelling. The sac dries up and will fall off on its own in three to five weeks. For more information call 1-800-847-2533 or 760-337-9244.

Website: [www.inosol.com](http://www.inosol.com)

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**\*\* We Are Moving Grain in 10 States \*\***

*For more information contact:*

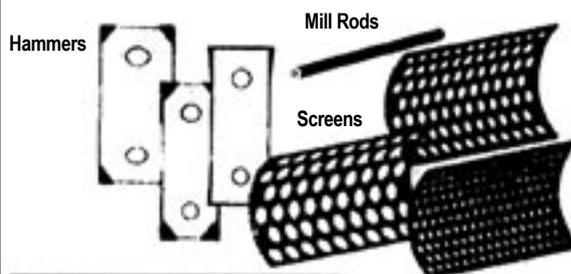
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## New Help For People With Diabetes

(NAPSI)-Science has taken a step in the right direction for many of the more than 13 million Americans who know they have diabetes and the five million who have it and don't know it.

Diabetes is a disease in which the body does not produce or properly use insulin, the hormone that converts sugar, starches and other food into energy needed for daily life. Symptoms include frequent urination, excessive thirst, extreme hunger, unusual weight loss, increased fatigue, irritability and blurry vision.

If you have one or more of these diabetes symptoms, see your doctor right away.

One of the more serious consequences is amputation. Fortunately, in many cases, that can be avoided with proper foot care. Diabetes-related foot problems are the third most common reason for hospitalization.

Researchers have discovered that arginine, an amino acid, can help by improving blood flow to the feet of people with diabetes. If circulation to the feet is poor, the blood flow is not adequate to meet the needs of the healing process. L-Arginine can stimulate the release of nitric oxide from the walls of blood vessels, helping them naturally

*Continued On Page 47*

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## Smoke and Mirrors

As an alfalfa seed grower and dealer, I say, "Seed buyer beware!" It's that time of year with lots of ag shows. As you walk around the ag show, talking to reps and picking up big brand name brochures, keep track of the number of companies claiming their variety is one of the top three producing varieties. If it is a big show, you might run out of fingers and have to count with your toes! Claims of standing up to cattle traffic, hay equipment, standing water, low Ph soils, high Ph soils, having fine stem plants, being winter hardy, and anything else that sounds good. Don't get me wrong, I'm not saying their varieties can't do what they claim. I am asking: Will they clearly out perform the other zillion varieties out there if planted on your farm?

Set your priorities in order. Every little thing is a trade off. Big yielder versus enduring variety. Heavy seeded stands make for fine stem hay versus a thin stand which makes for a coarse stemmed hay. There are different levels of disease resistances, fall dormancy ratings, percent of hard seed, seeding rates, accuracy of seeders, time of planting, soil types and temperatures, available moisture, ect. Cultural practices and environmental influences do make a difference. The variety that works well for you might not for you neighbor. If you have internet service, go to your State University web sites and look up their forage trials. Most State Universities have a good source of public information. Try the State Universities of neighboring states or your county Extension Service for printed information. You are welcome to call me, farmer to farmer. Randy DeRuwe 509-529-9671. I will mail or fax information regarding alfalfa seed, shipping costs, and will likely save you money. Call today!

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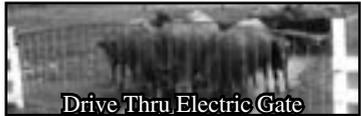
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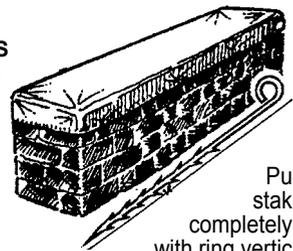
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20x50	\$300	\$149.50
24x36	\$238	\$119
24x48	\$320	\$160
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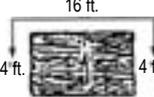
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**Diabetes**

*Continued From Page 44*

expand to promote healthy circulation.

Health Care Products, a division of Hi-Tech Pharmacal Co., Inc. (NASDAQ: HITK), introduced DiabetiDerm Foot Rejuvenating Cream with L-Arginine nearly three years ago.

In addition to improving blood flow, the cream rehydrates severe dry skin, penetrates and softens calluses, and soothes and smooths irritated areas. Severe dry skin can cause cracks in the skin, creating entry points for infectious agents.

"If you treat your feet right, they will treat you right," said Gary April, President of Health Care Products. "Taking care of your feet is well worth a couple of extra minutes a day."

At [www.diabeticproducts.com](http://www.diabeticproducts.com), you can learn more. For free samples, call the toll-free consumer hotline at 866-263-9003.

Early detection of diabetes symptoms and treatment can decrease the chance of developing the complications of diabetes.

**School Menus Add  
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**S**unflower seed butter is now eligible for USDA's school food service reimbursable meals, which makes sunflower butter an affordable protein source for all schools, the National Sunflower Association said.

"Sunflower seed butter offers schools a delicious alternative to peanut butter while eliminating worries that schools have about growing allergic reactions to peanut products," NSA said.

To be eligible for the school food system, sunflower seed butter must be produced in a peanut and tree-nut free facility.

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