

# Western Farm, Ranch & Dairy Magazine

The vital resource of the Ag Industry

Heartland • fall-winter edition 2005-06

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## Winter Diesel Blues? Stop Diesel Gelling In Cold Weather



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**What You Should Know**

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# contents



**PAGE 12**



**PAGE 25**



**PAGE 37**



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### CONTENTS

#### Features

Stop Diesel Fuel Gelling  
In Cold Weather ..... Page 7

The Hardy Heater ..... Page 8

Great Plains Microbes ..... Page 9

Inexpensive High  
Performance Welder Designed  
for Farmers ..... Page 10

Bringing the 919 into the  
21st Century ..... Page 11

Double B Mfg Inc. .... Page 12

Hay Spear Also Moves  
Bale Rings ..... Page 12

Varmitgetter ..... Page 13

Otters Inc. .... Page 14

Headsight Inc. Offers Auto Header  
Control for Standing Grains ..... Page 15

Herrs Machine  
Hydrostatics & Hydraulics ..... Page 16

Trask Family Seeds ..... Page 16

Lowry's hand crafted footwear .... Page 17

Proven technology accurately  
locates well water before  
you drill a well ..... Page 18

Food Fore Thought – is the ad  
Council Playing Fair? ..... Page 20

Farm Works Software Announces  
“Low Cost Rugged Tablet PC” .... Page 22

Share The Bounty Safely To  
Plowrake ..... Page 23

Welter Seed & Honey Co. .... Page 23

Understanding Commercial  
General Liability Insurance ..... Page 24

C & R Supply, Inc. .... Page 25

Under Pressure With Patience,  
Low-stress Handling Can  
Save You Time & Trouble ..... Page 26

American Angus Assoc. Plans  
Outreach Seminar in Missouri ..... Page 29

Sikkema's step saver  
crowd gates ..... Page 29

RAU Animal Immobilizer  
helps you work  
your animals easily, safely ..... Page 30

Merrick's a division of Merrick  
Animal Nutrition Inc. .... Page 31

Mt. Ayr Vet Clinic &  
Vet Products ..... Page 32

Stampede Steel ..... Page 33

Western Feed Yard ..... Page 34

Guns on the Trail ..... Page 35

Central Harness Shop Brings  
Custom Synthetic Harness to the  
Equine Industry ..... Page 37

Funds available to help sheep  
and goat industries ..... Page 38

Renco Corporation Preg Tone .... Page 39

Kikos Perfect Choice for  
Retired Life ..... Page 40

Boer Bokke Goats ..... Page 41

Kikos The Extraordinary  
Meat Goat ..... Page 42

Hoegger Supply Company ..... Page 43

Valley Kids Angora Goat Ranch ... Page 43

American Angus Association  
Plans Outreach Seminar for  
North Dakota ..... Page 47

#### Departments

Publishers Information ..... Page 6

Marketplace ..... Page 44

Advertiser Index ..... Page 47

#### Livestock

Beef – Dairy ..... Page 26

Equine ..... Page 35

Goat – Sheep ..... Page 38

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## Stop Diesel Fuel Gelling In Cold Weather

A new product to help prevent diesel fuel gelling in cold weather is announced by Hugh Goulding, President of E TIP, Inc. Cold conditions often affect diesel fuel flow during start-up and in daily operations. When it is cold enough to cause gelling in the fuel over-the-road trucks, heavy machinery, automobiles, generators and other equipment that must operate in low temperatures can become disabled. The gelling plugs the filter preventing passage of the fuel. The only solution is to warm up the fuel until it flows again. It sometimes requires towing the equipment to an inside location or bringing a heater to the equipment site. The costs related to diesel fuel gelling can become expensive in downtime and in repair cost.

The Universal Filter Preheater™, offers a simple solution. It is a thin, flexible, silicone/fiberglass heating pad, that easily wraps around the filter housing to maintain full contact and to evenly transmit heat quickly through the metal of the filter housing helping to avoid the risk of diesel fuel gelling. It is an electric blanket for the fuel filter housing. It converts the metal filter housing into the heating element. This feature alone helps to reduce unnecessary downtime.

When it is time to change the filter element, the Universal Filter Preheater™ is easily released for transfer to the new filter housing. Diesel fuel gelling and related problems are avoided.

It is available in 12vdc, 24vdc, 120vac, 240vac and a dual grid model combining the option of powering with direct current or alternating current in the same Universal Filter Preheater™. It is designed to fit a circumference from 8" to 12". A Thermostat is standard to control the temperature.

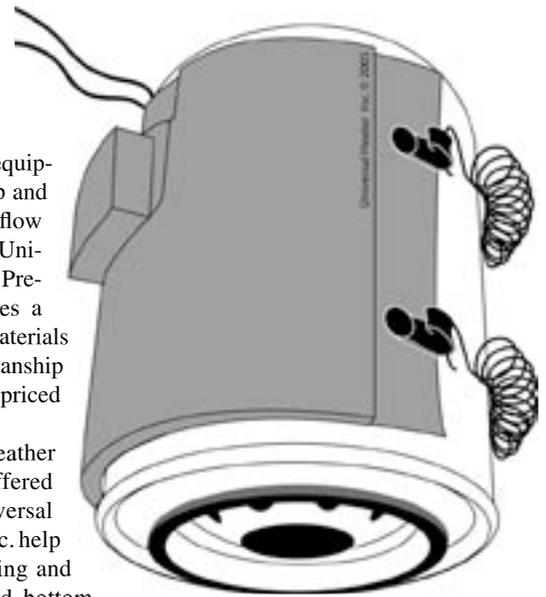
The Universal Filter Preheater™ can also be used to preheat each lubricating oil filter housing and the external hydraulic oil filter housing. The added heat to the metal filter housing helps avoid filter bypass in the warm up stage and contributes

to a faster equipment warm up and quicker full flow filtering. The Universal Filter Preheater™ carries a three year materials and workmanship warranty. It is priced at \$138 each.

The cold weather products offered by the Universal Heater Co., Inc. help improve starting and operations and bottom line business performance.

Include both the Universal Preheater™ for engines, hydraulic systems, transmissions, gear boxes, etc. and the Universal Filter Preheater™ in your cold weather package and be assured that you have selected a more effective and complete solution to cold weather problems.

Visit our website at [www.etipinc.com](http://www.etipinc.com) to review our other products for Safety, Security and Maintenance. 🚛



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A MAGAZINE AT BOOTH# 141

### "Peel And Stick" Engine Preheater

The 'peel & stick' Universal Preheater

attaches to the bottom or the side of the oil pan and converts the housing into a heat transfer element. It warms the oil without burning it making cold starts easy. It can be used on gearboxes, transmissions,



**Universal**  
PREHEATERS

transfer cases, water tanks and even bulk oil tanks. The Preheater plugs into any 120 or 240 volt outlet and consists of a thin silicone fiberglass pad containing a metal grid. To install it, you clean an area on the bottom or side of the oil pan and press the pad onto it, then use silicone to seal the edges of the pad and place a flexible ceramic insulation pad over it. It is available in several models depending on the lube capacity. A 50 watt unit sells for \$42 and a 350 watt unit sells for \$133.

**NEW: The Universal Filter Preheater** is designed for diesel fuel filter housings, for lube oil and hydraulic filters too (specify hyd. size). It wraps around the filter housing and reduces or eliminates the possibility of cold weather fuel gelling stopping the engine. It is easily removable and transferable and is wired for your choice of: direct current or alternating current or a convertible model combining dc and ac. A standard Universal Fuel Filter Preheater with thermostat is priced at \$138.

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# The Hardy Heater

The Hardy Outside Woodburning furnace is designed to be located next to your firewood storage for convenient loading, normally twice a day. This removes the fire danger from your home and keeps wood, trash, smoke and ashes out of your home.

The Hardy furnace does not require special equipment to transport or relocate. The furnace firebox is constructed of 14 and 16 gauge 304 stainless steel for the best heat transfer possible. The heat transfer efficiency is three times better with 16 GA. 304 stainless steel than with 3/8" carbon steel. The stainless steel firebox also resists rusting and burnout that occurs in standard carbon steel. The stainless steel smoke stack that passes through the water chamber resists burnout and corrosion. The insulated stainless steel firebox door and ash door holds the heat in and resists burnout and corrosion. The firebox comes standard with thick heavy cast

iron grates to make weekly ash removal simple and fast.

The use of chemicals inside the water tank isn't necessary because of the corrosion resistance of 304 stainless steel. Since hot water evaporates, Hardy invented a condenser stack located on the rear of the furnace which condenses the steam and returns it to the water tank. The tank is vented to the atmosphere to eliminate the safety hazards common with pressurized boilers.

Standard features on Hardy furnaces are an adjustable aquastat, combustion blower for damper control, 4 GPM at 20 feet of heat circulator pump with on/off control relay and automatic water level controls. The standard Hardy also comes equipped with a heat exchanger to provide hot water for your domestic use. The Hardy provides hot water for hot air duct systems, water baseboard, radiant floor heat, unit heaters and other existing hydronic systems. Hardy has several models available ranging from



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The outside cover is constructed of 24 and 26 gauge 304 stainless steel to give you years of maintenance-free service. The stainless steel cover will not fade, needs no painting and doesn't require any weather protection.

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Blazina continues, “Then, after trying it, they say it’s the best welder they’ve ever used, asking, ‘why haven’t I heard about this?’ The answer’s simple. Imagine that you sell portable welders. Two types meet your customer’s needs. One fills the back of a truck and costs over \$3,500, the other, a ZENATM welder, is invisible -- installed under hood, sells for one fifth the cost, offers far better performance, is more reliable, and is safer to operate. However, the customer doesn’t know it exists. Do you sell the much less expensive ZENA welder and put a \$200 profit in your pocket? Or, do you keep quiet, sell the expensive welder, and make more than \$1,500?”

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For information contact ZENA, Incorporated, 330 Club Springs Road, Elmwood, TN 38560; 877-936-2462 (toll free) or 615-897-2011; web site www.zena.net. ☎

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## Bringing the 919 into the 21st Century



For more than 50 years, the 919 has remained an essential tool for grain farmers and is revered by producers for its accuracy and durability. In 1990, Bill Fraser, purchased a local company Quantum Electronics of Brandon, Manitoba in Canada. Among other products be-

serviced, Fraser was introduced to the Model 919. Over the next 12 years, Fraser became acquainted with the operation as well as the frustrations of the meter's history. In 2002, Fraser was discussing the meter with the 919's Canadian manufacturer, Dwight McCrae. McCrae was concerned with the 919's future since the sister Motomco 919 production was discontinued in 1998. Availability of the electronic components and meter movements required for the manufacture of the 919 were the primary factors which prompted an upgrade to the meter. After discussions, Fraser suggested a digital display. Dwight asked that I look into it and he sent me a number of meters to work on, says

Fraser. We wanted to create a new digital display that would fit into the existing meter without changing any of the other components. And the results had to be consistent with existing charts. McCrae also set Fraser a tall task, the new design needs also to be accurate when testing the moisture of oats. Several attempts of a successful upgrade of the meter over past years had failed because of oats." says McCrae. If we could get accurate readings for that grain we knew it would work for all the other grains. After nine months of testing, McCrae came out to Brandon, saw the prototypes and pronounced the new meter a success. Within months, orders for the new digital meter were overwhelming.

The digital retrofit can be installed by Quantum Electronics in Brandon. This is a modification that needs to be done by a technician who knows how the meter works, explains Fraser. It shouldn't be done by the producer. The kit is designed to fit all 919 moisture meter castings regardless of the age or brand of the unit. The digital display also enhances the positioning of the drum dial thereby improving the accuracy as much as five times. Adjusting for "00" instead of a null point eliminates the guesswork and provides extremely fast results. This product is receiving favorable response from users and is preferred for its ease of operation as it integrates well into the existing meter for refurbishing or repair. It uses the same operating procedures and charts so that the transition from the prior art to the new one is, for the operator, straight forward. This truly brings the Model 919 into the 21st century. ☛

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# Double B MFG INC

**G**ot a bump in your road. We can help. Double B MFG INC has been taking bumps out of roads like yours for more than 10 years. Owners include, farmers, ranchers, townships, state dots, schools, grain elevators and machinery dealers. The original machine, the 2014 has changed very little in 10 years. Two smaller units have been introduced, the 9872 to be pulled by smaller tractors, and the E-48 to be towed by ATV's or garden tractors, for use on smaller driveways, hiking trails or any place where the path is rough. Brad Preslicka one of the original owners, still works in production along with a son-in-law Jamie Peters. Looking for a road grader? We have them in 17 states and part of Canada. Our company also manufactures hose reels for fertilizer, chemical, diesel fuel and water in sizes from 1/2 in to 3 in full port. We believe in quality, and customer satisfaction. Need a reference, or have a question? Call us, we can help. 320-382-6623 or 320-382-6253 📞

## Hay Spear Also Moves Bale Rings



**I**f you put off moving round bale feeders because of the hassle, you'll be interested in the Hay Spear/Ring mover. It moves both bales and feeders with one attachment that fits on a 3-pt. hitch or a front-end loader.

And once you put the 145-lb. attachment on the tractor, there's no reason to get off when moving a feeder. Two hooks catch the top of the hay ring.

"Because it's so easy to move a bale feeder with this attachment, you'll move it more often, keeping mud and manure from building up around the ring," says Darrell Adams, inventor. To put the attachment on the front-end loader, Adams says you need a separate bolting package he sells for about \$30. Sells for \$390 plus shipping.

Triple H Inc., 1844 Dement Hollow Rd. 📍

Article courtesy: FARM SHOW Magazine



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- 2 If you here a bang you are losing 50 to 70% of your concussion that should be in the tunnel/burrow.
- 3 Saves on your oxygen.
- 4 Hand held devices are DANGEROUS.
- 5 VARMITgetter gets the gas in the tunnel/burrow 3 to 4 times faster than the handheld devices.
- 6 Our device does not have to be cocked and valves to be turned each time you fire it like the handheld that are out there.
- 7 VARMITgetter can be fired repeatedly over and over again, simply by applying the gas and hit the button without being near the blast.
- 8 In VARMITgetter's owners manual it tells you how long to apply the gas depending on what varmint you are dealing with.
- 9 VARMITgetter is priced hundreds of dollars less than the handheld devices on the market and doesn't break down.
- 10 Wired remote control -- up to 25' away from the blast site.

11 Operator DOES NOT hold onto applicator, which produces the blast.

12 Operator is not fatigued by the constant concussion of the blast.

13 The other hand-held units cause some operators to flinch, causing not enough gas to be used for proper application.

14 You are able to see the blast from a safe distance at the control box and know how effective it is, versus just hearing it.

15 Able to cover firing cone with loose dirt to help keep gas from escaping and to snuff out possible fire.

16 More portable, easier to move from burrow to burrow, it is smaller and better balanced.

17 Well built to protect sensitive parts, yet readily accessible for easy repair.

18 Extra safety measures are built in, so in the event that the unit has been damaged or misused, you are protected by check valves, flashback arrestors and pressure relief plugs.

19 The firing cone is made smaller, therefore, easier to use on small rodents, such as the gopher and mole, etc.

20 Some repairs can be done while in the field, such as the check valve and wiring.

21 The single dispersion hose provides better gas mix, giving more effective and consistent blasts.

If you have any questions, would like more information or to purchase call our toll free number 1- 877-XVARMIT or go to [www.varmitgetter.com](http://www.varmitgetter.com) ☎

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# Otters, Inc.

Dozer Blades Designed To Fit Your Individual Tractor



title of Otter Manufacturing until 1997 when he retired. He then turned the company over to his sons, Frank and Greg Otter, presently, Otter's Incorporated.

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Otter's offers balanced and pivotal dozer blades for the standard 2-wheel drive tractor with optional widths of 9 ft., 10 ft., 11 ft., and 12 ft. The blade mounts close to the front wheel for best control, has easy suitcase linkage for angle change and activates from a standard 8-inch cylinder which is included. The push frame is designed to take the beating that a dozer gets on the corner.

For the mechanical front wheel standard 4-wheel drive tractor there are optional widths of 10 ft., 12 ft., and 14 ft. and optional accessories offered.

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## HEADSIGHT INC. OFFERS AUTO HEADER CONTROL FOR STANDING GRAINS

Over the past decade the size of headers for cutting wheat have continued to grow and grow. Compared to the 15' headers common just years ago operators now have to contend with 25-42 feet of header. Anyone who has operated one of these larger heads realizes the difficulty of protecting it from rocks, terraces, ditches and hills. Adding to that challenge is the number of monitors, cell phones, and other distractions working against the operator. These factors greatly increase fatigue and the possibility of accidents.

Headsight, Inc. now provides relief for combine operators. This year they have released an automatic header height control for standing grains. While soybean farmers

have had automatic header height control for many years, corn farmers are just beginning to enjoy this benefit, however, standing grain farmers, as a whole, haven't been offered the benefit of height control until now.

The new height control is revolutionary in several aspects. The sensor units are versatile, simple, and easy to install. The universal mounting bracket fits most models and colors of headers including rigid, flex, and draper headers. They can be mounted in front of the cutter bar on the crop dividers for the earliest and best protection in terraces and/or mounted inches behind the sickle depending upon the specific operator's need, crop density and traveling speed.

By adding an electronic interface box, the Headsight system can utilize up to 5 sensors. Additionally, the interface box allows Headsight to control height and tilt on most combines that are equipped with those features.

The patented design is equipped with adjustable down pressure and forward sensing. The down pressure is adjusted by simply changing the spring position to match the thickest of crop residue or the traveling speed. This provides an accurate reading of the ground height at all times. The forward sensing is accomplished by the curved shape of the wands. This shape allows earlier contact with the ground at lower operating heights, thus giving better protection to the header.

Besides the curved wand shape, the other secret to Headsight's success in both corn and wheat fields was developing sensor arms that were both flexible and rigid. The wands need to be rigid enough to give an accurate height signal but flexible enough to handle the constant abuse of varying field and operating conditions. To date, no other sensor in the world has employed this simple but profound idea to satisfy the "rigidly-flexible" requirement.

Major combine manufacturers such as CNH and John Deere also provide header control for cutting wheat but only on their newest machines and are limited to the new rigid headers and



only allow for a two sensor package.

Headsight prices start at \$1095. If you have any questions regarding this new product or would like more info, check the many pictures on the website, [www.headsight.com](http://www.headsight.com), or call the Headsight office at 574-546-5022. 📞

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*harvesting solutions*

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**Hay trucking rates got you up on blocks?** There's nothing better than our home-grown alfalfa seed for your home-grown grazing and haying program. Think TRASK ALFALFA SEED!

HELLO! Let us introduce ourselves. We are TRASK FAMILY SEEDS of Wasta, South Dakota. Presently, it's the fourth and fifth generation who are out planting, haying, harvesting TRASK FAMILY SEED and enjoying the great outdoors here in western South Dakota.

Ever since the early settlers came to this region, alfalfa has been a proven forage used to enhance the native prairie grass in pastures and hay fields. Years of growing quality hay coupled with our dry climate, which is favorable for harvesting alfalfa seed, have enabled us to produce top-quality seed year after year.

Our TRASK ALFALFA SEED is quick growing; it shoots a deep root to tap sub-soil moisture. This fantastic root makes our alfalfa drought resistant and also winter-hardy. PLUS that is where the nitrogen building is happening in your soil.

Above ground, you will see that our TRASK ALFALFA is fine stemmed and

leafy-a high quality forage versatile for grazing or haying.

TRASK FAMILY SEEDS-We have been growing hay crops in western South Dakota for over 100 years....

GMO A NO-NO? The forages you raise with TRASK ALFALFA SEED can be fed and sold with confidence.

In closing, remember now, we are hay growers and livestock feeder ourselves. HECK NO, you don't have to sign a contract or get a license to grow our seed. (And we wouldn't try to sue you if you raised a seed crop yourself.) Think-'Be fruitful and multiply'....TRASK FAMILY SEEDS 🐾

## Herrs Machine Hydrostatics & Hydraulics

**H**errs Machine began as a small home based shop in a 20 x 30 building in 1969. It soon out grew 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 36 years experience in hydrostatics, hydraulics, engines, magnetos, 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 production 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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Styles for happy "feet" are cowboy packers, woodsman, work shoes, hiking shoes, dress shoes. Making happy "feet" for men and women is Lowry's Handcrafted Footwear goal.

Lowry's offers complete rebuilding and repair on other brands, replacing wore off heels and holey soles. Lowry's features vibram products as their choice sole. For a quote just call 1 541 519 4523.

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## HOW AN NWS SURVEY WORKS

A sound/pressure wave can often be sent as deep as 1000 or more feet into the ground. This sound/pressure wave causes a small movement in the rock formation. If there is water present in the rock formation below the sound/pressure wave the water moves (ripples) slightly. When the water moves it causes a very small change or disturbance (electro kinetic) in the bond between the rock and the water. The small electrical signal that is created by this change or disturbance travels to the surface at the speed of light. The stronger the signal the more water available. The speed at which the signal comes to the surface is generally used to determine the depth of the water. If little or no signal is returned then there is either no significant water in the rock formation below or there is water with high dissolved solids (salt) in the rock formation. Our equipment records the signals and we provide a printed report of the computed

results. A survey with four or more soundings can map approximately 12,000 square feet and accurately show the estimated groundwater depth, quality, and quantity (yield).

## THE MINIMUM REQUIREMENTS FOR A NWS SURVEY TO BE COMPLETED ON MY PROPERTY

There are only a few minimum requirements: **1)** we need to have safe access to each sounding site with our 4X4 vehicle (otherwise in acceptable weather we can do remote soundings which are an additional cost). **2)** The area to be tested generally needs to be a minimum of 40 to 50 feet away from any type of electrical power source (primarily underground power and some buildings). **3)** We need to have enough **unobstructed** surface sediment (topsoil) to drive (install) four 3 foot 3 inch long 3/4 inch diameter electrodes into the ground. The electrodes are placed in a straight line and require an area that is approximately 16 feet long and 2 feet wide to complete each sounding. The NWS definition of unobstructed surface sediments is surface sediments that contain approximately 30% or less large gravel or cobbles. If the surface sediments contain more than 30% large gravel or cobbles then more soundings may be required to collect a sufficient amount of definitive information.



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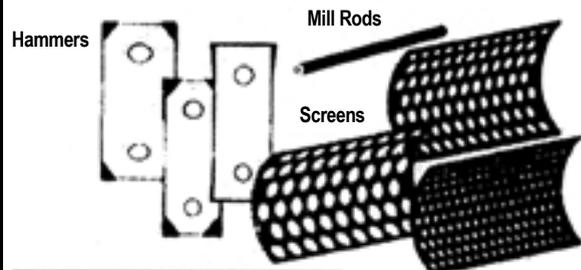
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**THE SURVEY LOCATION**

In most cases, the property owner tells us the general area that they would like to have their well, which is where we complete the survey. If you are unsure of approximately where you would like your well drilled or there are a number of dry or poor performing wells in the area then you have a few options to narrow the search for the right place to complete the survey. One option is to have fracture tracing (used primarily in areas with bedrock near the surface) completed on your property. Another option is to have a study of the existing wells in the area, which may help find a pattern common to the good wells. A final option is to have NorthWest Aquifer Surveying complete and extended sounding profile survey (soundings completed in a line but separated by approximately 300 feet) completed across your property which will help us located some good areas to focus on with a more detailed close sounding profile survey.

**SOUNDINGS NEEDED per PROPERTY**

Every property varies and some properties need many more soundings than others but as a general rule we recommend a survey consisting of a minimum of four soundings (completed in a profile or grid pattern separated by 85 to 150 feet) for a single house domestic well and a survey consisting of a minimum of eight soundings for agricultural or multi-home wells. We also recommend that the soundings be completed in a profile or an organized pattern of some kind.

Until now, there were very few accurate and affordable options to locate wells. The two most common options are either picking a spot or well witching. Most well drillers will not suggest where to drill a well because of the potential liability involved. NWAS will survey your property and provide a printed report containing approximate water depth, water quality, and approximate flow rate.

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# Commentary

## FOOD *fore* THOUGHT

### Is the Ad Council Playing Fair?

By: Susan Allen

**S**mokey the Bear telling us, “Only You Can Prevent Forest Fires”, McGruff, the crime dog, who takes a “bite out of crime”, and slogans like “A Mind is a Terrible Thing to Waste”, have made the Ad

Council a trusted icon for over sixty years, but has the Council abused our trust? The Ad Council’s recent “anti pesticide” campaign sadly is an indication that they have fallen prey to the same political polarization found in print and broadcast media.

The Ad Council defines their mission as “to identify a select number of significant public issues and stimulate action on those issues through communication programs that make a measurable difference in our society.” The Council has been so successful at their endeavor of effecting positive change that they now bask in donated media time worth over a billion dollars a year. This market value alone (without adding donations) elevates them to the status of one of the top ten advertisers in the United States. The PSAs created by the Council are funded by corporate sponsorships and produced by volunteers from premier advertising agencies. Interestingly any organization can apply for public service advertising if they can show a significant public problem for which a solution can be offered through advertising, in essence, a call to action directed to the individual and groups must sport a nice chunk of change to accomplish this venture. It takes a minimum of \$600,000 for non-profit groups or \$800,000 for government agencies per year to reach just one target audience.

Past campaigns like “Friends don’t let Friends Drive Drunk” fit snugly under the guidelines established by the founders of the Ad Council, who desired to effect positive change. Due to such a successful track record, both donors and the public have given the council free rein; it appears now it is time to rein them in. Factions in the Ag community believe that the Ad

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Council's latest

PSA produced in conjunction with Earth Share, an environmental coalition with a notable aversion to pesticides, and does not comply with the guidelines the council established. For one, pesticides can hardly be "a pressing social issue" in fact the majority of the population would contend our country is safer because of the diseases pesticides have irradiated. Yet in response to a survey completed by the Lieberman Research Group, the Advertising Council learned that children's needs were the most important public service advertising issue. Thus, the anti-pesticide PSA was designed to appeal to mothers by using a wiser female mentor desperately urging moms to protect their child from pesticides in their school classroom. The sixty second spot goes on to infer that medical conditions like asthma and cancer are caused by pesticides, without any medical substantiation. Finally, and most ridiculously, the "mature mentor" voice tells young mothers that pesticides are responsible for lower IQs in the classroom, (that comment naturally begs the question of what is responsible for the child in the same classroom with superior intelligence.) Earth Share's strategy is vintage "Alar scare" but today, thanks to various agricultural watchdog groups like the Food Forethought Foundation their tactics are quickly exposed. If safety at school is a cause near and dear to Earth Share why not a PSA on school bus safety, (in a five year period 62,000 children were injured and 59 died from riding a school bus), or playground accidents (200,000 children are hurt each year in playground accidents.)

When I read the long list of Ad Council donors, I found the list reveals so many corporations dependant on agriculture and agribusiness who I hope would be appalled to learn that their funds were supporting an extreme environmental agenda. I know Anheuser-Busch is greatly dependant on the hops and barley our farmers grow, I doubt Anheuser's stringent quality control would accept barley crawling with insects or an even worse scenario, destroyed by infes-

tation. Ditto, McDonalds and their apple slices, Burger King, Merck and Company, Kraft Foods, Wendy's, Novartis, PGA of America, Major League Baseball Properties, (picture golf courses and ball parks without responsible pesticide application) Caterpillar, Home Depot, Good Year Tire and Rubber Company are others that should be aware that the Ad Council has crawled into the kangaroo pouch of environmentalists. Who better than an "AGtivist" to call the Ad Council on this hypocrisy? 🐾



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ing GPS receiver along with the Farm Works Software “Mate” programs in order to perform a wide range of tasks in the field.

The large-screened Rugged Tablet PC is easier to see than smaller, handheld computing devices (such as personal data assistants). The nearly eight and a half inch wide computer screen makes it



easier for the grower to see what is displayed while at the wheel of the sprayer or tractor and driving over rugged terrain. The device is tougher than PDAs, too, so it is less likely to become damaged while out in the producer’s field. Designed to handle the heat, cold, rain, dust, and mud, growers will reduce stress by securing their data and eliminate time spent reinstalling software programs.

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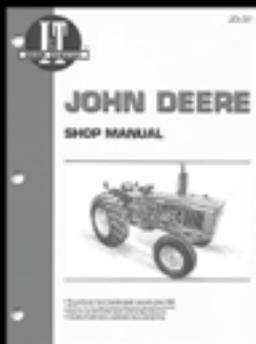
For a limited time, Farm Works Software is including its Site Mate-Basic software (Retail \$250) absolutely free to those who purchase the Rugged Tablet PC. Additional software modules for soil sampling, scouting, guidance, or crop record-keeping can be added for a nominal fee. The introductory cost is only \$2,850.00.

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# Guides And Outfitters / Understanding Commercial General Liability

## Coverage A. Bodily Injury and Property Damage Liability

The insuring agreement obligates the insurer to pay those sums that the insured becomes “legally obligated” to pay as a result of “bodily injury” or “property damage” to which the insurance applies. Today, even small mishaps can result in large lawsuits. Liability insurance protects the assets of a business when it is sued for something it did or didn’t do which caused “bodily injury” or “property damage”. If operating as a sole proprietor, your personal assets and business assets are one in the same and even if operating as a corporation or LLC, this does not totally guarantee that your personal assets are not exposed in a suit. An important benefit stated in the insuring agreement is the insurance company’s duty to defend suite. Although not stated, in regards to allegations or suits that are groundless, false, or fraudulent, the reference to “Any Suits” in the policy form provides the benefit of legal defense against such suits as well as against valid ones. Also related to the insurer’s promise to defend any suit is the right of the insurer to investigate and settle claims. The peril faced is negligence. The hazard exits because of what you do as well as owning or leasing of premises, sale of products, manufacturing products from raw materials., professional activities, and so forth. This is only a short summary and a review of

your policy is recommended. There are also standard exclusions to the coverage as addressed in the policy form.

## Coverage B. Personal and Advertising Injury Liability

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- False arrest, detention, and imprisonment
- Malicious prosecution
- Wrongful entry or eviction
- Libel or slander
- Oral or written publication of material that violates a person’s right of privacy.

Advertising Injury Liability means injury arising out of:

- Oral or written publication that slanders or libels a person or organization or disparages a person’s or organization’s goods, products, or services.
- Oral or written publication of material that violates a person’s right of privacy.
- Misappropriation of advertising ideas or style of doing business.
- Infringement of copyright, title, or slogan.

This is a only a short summary and a review your policy is recommended. There are also standard exclusions to the coverage as addressed in the policy form.

## Coverage C. Medical Payments

Medical payments provides payment for medical expenses for bodily injury caused by an accident on premises owned or rented or because if you operations. Payment is made regardless of fault.

There are additional sections of the policy that are important that you should review including but bit limited to:

- Who is an Insured
- Limits of Insurance
- Conditions
- Supplement Payments
- Fire Damages
- Standard Exclusions

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# beef – dairy

## Under Pressure

With patience, low-stress handling can save you time and trouble.

by: Brooke Byrd

No matter how calm your cattle are, stress is a factor in nearly all livestock operations. Stress is often the biggest cost to producers and feeders, says Roger Ingram, University of California Cooperative Extension farm advisor.

“Stress can affect animals in many different ways,” he says, including a reduction in drinking and eating. Because of this, stress directly affects a producer’s pocketbook. “If you have 100 head and your average daily gain (ADG) is 3.5 pounds, the gain per day per pen would be 350 pounds,” Ingram notes. An animal that doesn’t gain doesn’t make money.

Other problems, Ingram explains, are the health costs. “If the animal isn’t eating or drinking, then the chances of it getting sick are much higher.” Treatment costs are among producers’ biggest expenses.

Stress also costs the people who work livestock, says Bud Williams, Bowie, Texas, who teaches livestock handling workshops around the country. “Most people, when they’re working livestock, get very upset and frustrated,” he notes.

Throughout a lifetime of working with all kinds of livestock, Williams has developed a set of principles and methods to help combat stress in livestock production.

### Low-stress handling

The main cause of stress in the livestock industry, Williams says, is an inability to communicate. Many people work animals into confusion and panic because the animals don’t understand what they’re expected to do.

“My method of working livestock consists of learning to ‘read’ what the animal is telling you and changing your position so she wants to go where you want her to go,” he says.

The first step to a better understanding of livestock is a change in attitude, Williams notes. He says everything an animal does is in reaction to something its handler does. The ways people position themselves cause trouble because humans are predatory animals and cattle are prey animals.

Williams explains that humans naturally want to either chase or force animals to move, which directly causes stress and causes animals to run, go the wrong way or turn to fight.

“I don’t want any animal I work with to perceive me as a predator,” he says.

### Pressure and release

Williams’ way of handling cattle revolves around movement. “Our body language is how the animal reads what we want,”

he says. The central principle involves pressuring the animal to cause a reaction and releasing that pressure, while working around an animal’s flight zone.

He defines “pressure” as anything that causes a reaction in an animal. Williams mostly pressures an animal with movement, but notes that noise or nearby objects could also apply pressure. However, he warns, loud or continuous noise can put too much pressure on animals.

The flight zone is the area around an animal that, if moved into, constitutes pressure.

“As long as you’re outside of it, you’re not exerting any pressure on the animal. When you move inside of it, you are,” Williams says. Some flight zones encompass an entire corral, so the first step may be just getting the animal used to your presence.

Williams begins by pressuring an animal, usually by moving toward it. As it moves away or otherwise responds by moving its head or shifting position, he eases up the pressure. That can mean either taking a step away from the animal, standing still or ceasing to make noise. However, he advises, don’t release the pressure completely by stepping too far away. The point is to step away enough that the animal realizes it won’t be constantly pressured and understands that you are not a predator.

When applying pressure, Williams offers two things to always keep in mind. “The angle at which you pressure and the amount you pressure are extremely important,” he states.

### Angle

“The angle you pressure at determines the amount of pressure that you’re putting on,” Williams says. “If animals aren’t moving and you want them to move, change the angle.” Walking toward an animal’s hip is what he calls a flat angle and doesn’t constitute much pressure. Angling toward the middle pressures more, and angling toward the front is even sharper and causes the most pressure.

Choosing which angle to take can depend on the temperament of the animal, Williams explains. A calm animal won’t respond to the small amount of pressure from movement toward the hip. However, a wilder animal may panic at that much pressure.

Angle also factors into directing animal movement.

“If you pressure an animal, and it’s not doing what you want, then you must assume that you have done something that’s not quite right, and you must move to another spot to pressure,” Williams says. Pressuring from directly behind an

animal makes it nervous and causes it to turn around to see the cause of pressure.

#### Amount

Applying too much pressure causes many livestock-handling problems, Williams notes. "The reason an animal breaks off and runs is because we're exerting too much of the wrong kind of pressure," he says, adding that too much pressure will cause a negative reaction. Handling then becomes associated with a single negative experience.

Too much pressure also causes an animal to panic and break off when faced with a gate. "She's focusing on the excessive pressure and is not even concerned about the gate she's trying to get away," Williams says.

The key to Williams' method is to release the pressure after the animal has responded. "It's helpful if somebody can guide you with a slight push on the shoulders," he says, "but if they keep pushing, it doesn't take long until you've had enough."

#### Practical perspective

Putting his different principles together, if Williams wants to sort out a single animal, he first discovers how much pressure the animal will take by finding its flight zone. After applying and releasing pressure to show he is not acting predatory, he discovers where the animal needs to be pressured to make it go straight and turn by trying different angles. After turning the animal in the direction he wants, he then pressures and releases until the animal willingly walks when he applies pressure.

"It doesn't take as much pressure to keep an animal moving as it does to start one," he notes.

To sort through a pen of cattle, Williams will begin near the gate, pressuring the animals he wants to move out, then step back toward the gate to block an individual from leaving. He can then use the same technique to pressure other unwanted animals in the opposite direction.

When moving a group of cattle, Williams notes that he uses a crossing pattern.

"I move back and forth across. Even though I may be behind the animals all of the time, I'm not behind one animal for any length of time," he says. By applying similar pressure to different animals in succession, no individual animal feels too pressured.

To slow down individual or group movement, Williams says, move parallel to livestock in the same direction animals are going. To speed up movement, move parallel in the opposite direction. "Animals want to continue in the direction they are headed," he says. "When they see you coming, they will try to hurry past you."

While Williams affirms that his method can work in a variety of circumstances and will eventually save time, he offers some cautions. Each animal or group must be approached differently, and they will respond differently, he says. "Every situation that I get in I use some of the same things, but I don't necessarily use them in the same way."

Williams says this method can be translated to other ways of working cattle, such as with horses, dogs, four-wheelers, and even helicopters. However, he cautions, "A four-wheeler is going to put on more pressure than somebody on foot."

He also notes that the method will take time to thoroughly understand. "A beginner can learn something that can help

them," he says, "but this is something I've spent a lifetime studying and I've just scratched the surface on what can be done when working with animals.

"Anything worthwhile is going to take some effort."

#### Starting points

Because this method takes a great deal of practice, Ingram, who also teaches livestock handling classes, suggests producers start working with their herd when they don't need to accomplish anything specific — the time they normally spend checking eyes or calves. He also suggests people first practice on calm animals. "As you begin to understand these techniques better, you can move on to more challenging animals," he says.

The first step when working with any animal, Ingram notes, is to make it comfortable with having you around. Once it's comfortable, it can be trained to take pressure. He also notes the importance of pressuring and releasing pressure to establish trust, especially if you've never handled them before. "If you've got your herd trained, they will stay trained," he says. "But, you may have to do some more initial work with a new pen of animals."

While it may sound complicated and confusing, Ingram says, "As you get more comfortable with those methods, you can actually achieve a lot of this stuff in relatively short periods of time." The key, he says, is patience. "You have to be willing to invest time to learn a new skill."

#### Learning curve

Jack Martin, a veterinarian and owner of Bar M Bar Ranch, Cherryvale, Kan., compares learning this method to using your



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opposite hand.

“So many times you start wanting to use your right hand, because it just seems natural,” he says. But, to be successful, Martin cautions against returning to forceful ways when frustration sets in.

One way to head off frustration, he says, is to realize that each animal and group of animals will respond differently, Martin says, “Be open and ready to evaluate every group of cattle differently. Realize that you’ve got to change your tactics and not try to do the same thing with every group of cattle and expect the same results.”

Even so, he says, the hard work is worth it. “You can get a lot more done in a day and get it done a lot easier. It’ll pay huge dividends, but it also takes huge commitment.”

#### Feedyard experiences

Greg Glunz, assistant manager of Fairleigh Feed Yards, Scott City, Kan., says calming cattle as soon as they arrive at the feedyard is crucial to his operation. “The whole focus is to try to get your cattle to become more relaxed in your presence — accept you being there as not being a threat,” he says.

One of the biggest benefits he has found is easier detection of disease. Cattle that are not feeling well, he says, will more easily express it because they aren’t afraid. “Because animals aren’t perceiving you to be a predator, they’re more relaxed in your presence,” he says.

“Any time that you’re able to utilize another tool that helps you identify cattle at an earlier stage of illness, you’ll reduce your medicine cost per head.” Glunz also notes that it’s not easy to change an established mind-set. “We all know habits

don’t change overnight,” he says, “but we’ve learned how to work with cattle instead of fight with them.”

#### Real results

For Wally Olson, Vinita, Okla., Williams’ method has provided some very real results. Olson has a cow-calf and stocker operation, feeding about 3,000 calves a year. “We used to run 3% or 4% death loss on these calves, but now we’re down to 1% or 2%,” he says. “What’s really impressive is we’ve cut our vet bill from \$20 a head down to about \$6 or \$8 a head.”

He also recognizes a decrease in his labor load. “We moved 600 or 700 cows out of a pasture that, a few years ago, took eight or 10 riders. Two of us went and did it.”

However, Olson notes that his results did not come overnight. “You really have to work at it,” Olson explains. “It’s not a simple thing.”

Even so, he still enjoys it. “I’m probably the happiest person in the world when it comes to working cattle, because I have no problems — only learning experiences,” he says. He also recommends that interested producers attend one of Williams’ stockmanship schools. “Unless they are around it, people almost don’t believe what they can do,” he says.

For more information about stockmanship and Bud Williams, visit [www.stockmanship.com](http://www.stockmanship.com) to see a calendar of upcoming stockmanship schools and find out how to receive a video. To find out about other schools teaching Williams’ methods, visit <http://handnhandlivestocksolutions.com>. Further information about low-stress handling, including a discussion of Williams’ methods, is available in *Stockmanship*, by Steve Cote. 🐾

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## American Angus Association Plans Outreach Seminar in Missouri

In a continued effort to better communicate and interact with its members at the local level, the American Angus Association will conduct a series of Outreach Seminars for the third year. The seminars start in December 2005 and will continue into the winter and spring of 2006.

An Outreach Seminar is set for Saturday, December 10 at the Holiday Inn Select in Columbia, Mo. The seminar is being held in conjunction with the Missouri

Cattlemen's Association Convention, and will be from 9:30 a.m. to noon.

Association staff and directors will be on hand to discuss current Association programs, including the AngusSource<sup>SM</sup> marketing program and genetic selection tools. They will also discuss the future of the beef industry and the role the Association and its members will play in the future of the beef business.

"These seminars were designed so our staff can visit with the membership in

their own backyard. In addition to informing the membership about current Association programs, we also want to know what ideas are on our members' minds," says Jim Shirley, Association vice president of industry relations and director of commercial programs.

For more information about this or other scheduled Outreach Seminars, go to [www.angus.org](http://www.angus.org) or contact the Association at 816-383-5100. 🐾

Article courtesy: American Angus Association

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## RAU Animal Immobilizer helps you work your animals easily, safely.

The RAU IM2000 Animal Immobilizer improves worker safety, reduces risk and lowers handler and animal stress by holding animals still without expensive squeeze chutes or head gates. Used by cattlemen/women, vets, universities, feedlots and breeders for branding, dehorning, medical treatment, AI work, hoof work and many other tasks, it is light, comes in a handy carry bag



Hot branding without a squeeze chute or head gate

for convenient transportation and recharges from the cigar lighter in a vehicle to give 8 – 10 hours of work when needed. The RAU Animal Immobilizer has a 3 year warranty and comes highly recommended by users.

*"We can't believe how well the RAU Immobilizer works. We*

*have used nosers, ropes, medicines and many other time proven techniques in restraining large animals but nothing has worked like the RAU Animal Immobilizer. It's another tool to incorporate in the time proven techniques to reduce injury to our cowboys and to decrease the stress to our animals !!!" ...Steve Flickinger, Gilbreath Enterprises, Arkansas.*

*"It ain't the 'Cowboy Way' but it's 'Our Way' now! Whether we used it on cattle in a chute or on the ground, every procedure was completed with no injury to the animal or the cowboys - and in record time.*

*The RAU 2000 has way over paid for itself in labor and injury saving in just one season."... Ranch Owner, New Mexico*

The RAU Animal Immobilizer is generating a great deal of interest among cattle folk, as evidenced by the above comments. The reason is quite

simple – **it holds the animal still! This means that workers can do what they have to do - quickly, safely and with more care!** Its portability increases its value as it can be charged in the vehicle and kept ready to use at any time - for planned or emergency activities.

Working with large animals is always a risky business and any way to reduce the danger and chance of injury to both animal and handler whilst reducing stress to both, definitely deserves a closer look. Stress can cause weight loss in an animal and it could take weeks to recover that weight. During that time a stress free animal could be adding weight instead of recovering lost weight. That lost weight may just make the difference between a profit and a loss at sale time!

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The Immobilizer comes with a three year parts and labor warranty (battery 1 year) so this product is a "must have" item which will earn its keep in no time at all. Its additional optional accessories are a smaller Mini-probe for small animals and AI work and an Ejaculator probe for semen collection.

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What they are saying about the RAU Animal Immobilizer

"We can't believe how well the RAU Immobilizer works. We have used nosers, ropes, medicines and many other time proven techniques in restraining large animals but nothing has worked like the RAU Animal Immobilizer. It's another tool to incorporate in the time proven techniques to reduce injury to our cowboys and to decrease the stress to our animals !!!" ...Steve Flickinger, Gilbreath Enterprises, Arkansas.

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# Merrick's A Division of Merrick Animal Nutrition, Inc.

*Bringing together experience, research, performance and commitment.*

**M**errick's mission is to manufacture animal feed products and ingredients for a worldwide market, providing quality and service exceeding the expectations of our customers. Merrick's began selling dairy products to the feed industry in 1959. The experience and knowledge Merrick's brought to the industry helped establish the standards by which milk and fat products are judged today.

### Innovative Product Development

After pioneering in the manufacture of 60% and 80% dry high fat products, we expanded this line to include 100% fat



for both dairy cow and swine rations. Merrick's was the first to develop and introduce many innovative products that optimize the survival and health of baby animals. In 1982 Merrick's expanded to manufacture and market a full line of brand-

ed milk replacers for calves, baby pigs, foals, lambs and kids. Over the years we have developed innovative supplements, additives and electrolytes for all species.

### Milk Replacers . . . and So Much More!

Animal plasma in milk replacers was introduced into the market by Merrick's in 1989. In 1998 we developed a calf milk replacer formulated with spray dried animal blood cells. In the search to develop nutritionally advanced products for use in milk replacers, we test many alternative proteins. This testing resulted in the formulation of egg protein milk replacers for both Merrick's branded milk replacers and private label customers. In 1994 we developed a calf nursing bottle and a patented nipple featuring the first advance in calf nipple design in many years. That year Merrick's also entered the poultry feed industry with products to help producers maintain healthier animals.

### 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.

### Commitment

Merrick's is committed to develop, manufacture and market quality products. We maintain a high level of commitment to

the individual needs and success of our customers and producers. Merrick's technical staff is available to assist with any questions about our products and good animal management practices.

### Merrick's, Inc. Brands:

*Milk Replacers:* Centurion, Millennium, Cell Star, Winter Star, Super Star, Gold Star, Silver Star and Blue Star for Calves; Soweena Litter-Gro and Litter Life for Baby Pigs; Super Lamb and Super Kid; Grow-N-Glow for Foals

*Additives & Supplements:* Plas/Magic, Super Calf-Kit, Super Guard - Type B for Calves

*Electrolytes:* Blue Ribbon Electrolytes with Direct-Fed Microbials – for all species

*Poultry Vaccine Stabilizer:* Vacci-Guard

*Nursing Equipment:* Super-Calf Nipples & Bottles Super-Calf Oral Bottle Feeder

*Dry Fats:* Soweena 7-60/4-80 & Select 100 for Swine Rations; Dairy Ultra 100 for Lactating Cows

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The Performance Leader in Baby Animal Nutrition

# Mt. Ayr Vet Clinic & Vet Products

## Vet's Product Fosters Togetherness In Cattle

"Calf Claim" helps new cattle mothers and their calves get off to a compatible relationship. "Calf Claim", a granular product, encourages even the most apathetic cows to respond appropriately to their newborns. It is smeared or sprinkled on the calf during the tough bovine debut when there's extra stress usually involving a young, first-time mother who can't get the calving job done on her own. In livestock, sometimes you have a problem with the mother claiming the young, and some will even attack them. Heifers are the worst. It's a mess if a heifer doesn't claim her calf. If the calf doesn't nurse, it can't absorb the antibodies it would get from the colostrum.

When the "Calf Claim" is sprinkled on the back of the newborn livestock, it makes even the most reticent mothers receptive to their young. The mother smells the licorice-laced product and dries off the baby as she licks it. This contact stimulates the baby's respiration and heartbeat. The calf stands up and the cow lets it nurse.

"Calf Claim" has been used on foals and lambs, but is most successful with beef and dairy calves born under stress to first time mothers. When used routinely on calves that need pulled, it helps the cow or heifer to start licking. The product works best if the dam and baby are penned in a small area, about 10x15 feet, and sprinkle some "Calf Claim" then rub into its hair. It also helps to dampen the calf's back to make it stick. "Calf Claim"

is bottled in five-ounce plastic containers and distributed for sale by veterinarians and veterinary suppliers across the United States and Canada. It sells for around \$12 a bottle and is good for up to 10-12 calf situations. Demand is heaviest in the spring, although it has found favor with Western-fall calving herds.

This spring, there's even more of an incentive than usual to do everything possible to save newborns. Each fresh, young bovine face emerging on the scene represents a pretty valuable addition. The market for young calves is hot, and perhaps has never been hotter. It's a good time to take precaution and care. So having something that prevents calf abandonment is essential. "Calf Claim" is an answer to an old problem. Order "Calf Claim" today from your veterinary distributor. You may phone (641) 464-2202 or Fax: (641) 464-2254 for more information.

### History.

Through the years, we at the Mt. Ayr Veterinary Clinic have manufactured and distributed a flavored powdered product "Calf Claim"™. "Calf Claim" is a bonding agent that is sprinkled on and rubbed into the hair of a newborn calf. The aromatic scent from the product attracts and entices the cow to lick and clean the calf stimulating bonding. It is highly successful in cattle and horses and somewhat successful in sheep and swine.

We are very proud of the article written about "Calf Claim" and the many letters received from people telling of their use of the product. However, nobody has ever asked about its history. "Calf Claim" is a formulation of a product worked up by Joe Graham, D.V.M. of Milo, Iowa. Dr. Graham has been practicing veterinary medicine since the 1940's and compounded his product one dose at a time, as there was a need for it.

After a tour of duty with the U.S. Army, I joined my classmate, Dr. Max Mekus in a general veterinary practice in Mt. Ayr, Iowa. Shortly after starting practice, Dr. Mekus introduced me to the mixture that his Uncle Dr. Graham had compounded and I was impressed with all the success that local cattlemen were having using the product. Many were repeat customers stopping by the clinic asking for one or more doses of our calf claimer, as they called it.

Out of necessity, we formulated a new process of compounding to batch produce the calf claimer to meet the demand. At this time, it became a permanent part of our O.B. grips. After a successful delivery of a newborn the question of "What are you doing Doc?" soon changed to "Did you put Calf Claimer on Doc?"

In 1978, we trademarked the name "Calf Claim" and started to market our product thru some of the smaller veterinary product distributors that called upon us. The rest is history, and we now have distribution in the United States and Canada. About the only advertising of the product has been its success. "Calf Claim" has actually sold itself. In, 2003, our formulation was changed a little. We have removed the animal by products as the carrier and changed to a vegetable carrier. This change was prompted because of the fear of mad cow disease. John L. Peters, D.V.M. 🐾

## Calf Claim

### An Aid In Pairing New Born Calves With Cows



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# Stampede Steel

**S**tampede Steel Manufacturers Ltd. is located in Linden, Alberta, Canada, a small industrious community approximately one hour north of Calgary, Alberta.

Stampede Steel was established in 1991 and has rapidly grown into a major supplier to the cattle handling and feedlot equipment industry.

To support this growth, Stampede Steel has partnered with Wilco Machine & Fab. Inc. in Marlow, Oklahoma, USA. Wilco will expand our manufacturing capabilities and furnish a manufacturing base in the southern United States.

To allow both plants to focus on manufacturing quality products, a new sales organization, Stampede Sales LLC has been created. Stampede Sales LLC will market all the great Stampede Steel cattle handling equipment in Canada and the United States.

Stampede Steel strives to improve existing products and make our equipment more efficient and safer for the user and the livestock. We are known for our innovative changes to methods that have been used for years. Customer satisfaction is what both Stampede Steel and Stampede Sales continuously keep in the forefront. Quality, customer satisfaction and the never-ending process of product improvements is what Stampede Steel will continue to reach for today and in the years to come.

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- We specialize in custom built systems and cattle feeding



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- We have a comprehensive warranty program.
- We can provide service to you through our extensive dealer network which extends from British Columbia to the Atlantic Ocean in Canada as well as in the United States from the Mississippi River to the West Coast.
- We are presently expanding our network into the eastern states as well.
- We are making product improvements to make cattle handling easier and safer for both the handler and the animal. ➤

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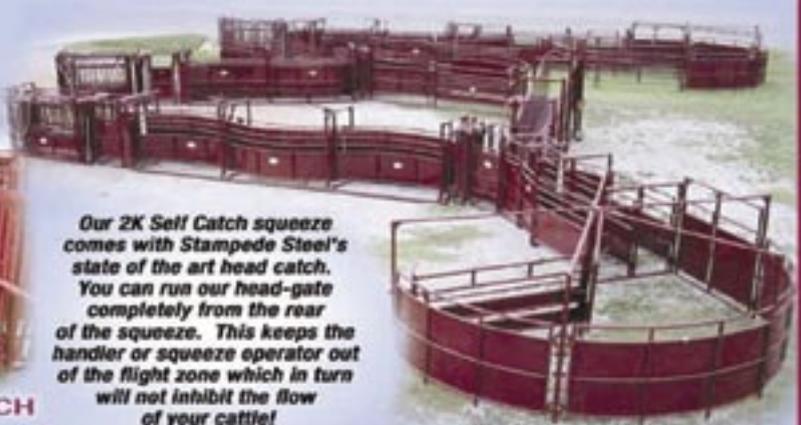
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# Western Feed Yard

“Ooh! What is that smell?” neighbors might ask when they drive by Western Feed Yard, Inc. “That’s the smell of money,” replies Roger Canny, owner of Western Feed Yard. To many, the smell of a feed yard is repulsing, but not to Roger and his family. “It is actually comforting and reassuring to us, because we know as long as we smell cattle, we’re doing our job keeping the feed yard full.”

Roger Canny grew up where he still lives today in Johnson, Kansas. He was raised on the family farm and still operates it with his son Matt. The farm is celebrating its 120th birthday this year. Roger has been around cattle his whole life and continues to run cattle on the family farm yearly.

In 1987 Roger and a partner bought Western Feed Yard. It could only house 15,000 head. Today the capacity is at 42,000 and has room to expand. How did it grow so fast you may ask? The same qualities Roger has possessed to keep the family farm running up to five generations are the same ones he has applied to grow a successful feed yard. “Western would not be successful without our dedicated employees. Employee retention is one of our strongest aspects,” replies Roger. “There are at least seven managers that have been with us for over ten years. We are a tight knit family that works hard day and night to fulfill our mission statement: To Exceed Customer Expecta-

tions.” Have we perfected this goal? No. We make mistakes like every normal human being, but we are willing to admit it, fix it, and make the customer’s feeding experience with us a complete joy.

Western Feed Yard is located in the heart of the cattle feeding industry in southwest Kansas. There are many feed yards around the area. So what makes Western Feed Yard stand out amongst the others? First of all, we specialize in feeding cattle that most feed yards would turn down. Built within our feed yard is a 5,000 head starter yard headed up by Clem Nelson, operations manager. Long-haul, stressed cattle are always welcome here. Second, our processing team is ranked number one by our consulting veterinarian. Heidi Harmon, our head processing manager has been with us for over 10 years. She makes sure needles are changed at least every ten head and shots are given in the proper injection sites. Third, Western stays on top of the latest cutting-edge technologies with feed trucks, steam-flakers, and health care. We also thrive on building strong relationships with our customers. They are the most important aspect of our business.

To find out more about us and to view pictures of Western Feed Yard go to [www.westernfeedyard.com](http://www.westernfeedyard.com). Anytime you are in southwest Kansas please stop by and say hi. We’d love to show you around and take you out for a steak dinner. Western Feed Yard: “Managing Your Investment in the World’s Appetite for Beef.” 🍴



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## Guns on the Trail

One of the most common questions I hear from people while traveling around the country is, "How they can I protect myself when I'm out trail riding?" In almost every instance, given my background in law enforcement, the conversation eventually turns to the issue of firearms.

Men, more often than women, typically tell me that they would use a firearm and will emphatically state that they would shoot anyone who became a danger to them. However, many women also feel this way. Ironically, many of those women haven't spent much time practicing with a firearm – and the same is often true for the men. In many instances, they only fired the weapon a few times when they initially purchased it, and most people seldom continue to practice on a regular basis.

What does practice entail? If you're new to firearms and you didn't practice at least twice a week for the first ten weeks of ownership, shooting a minimum of 50 rounds per practice, then you haven't really practiced. If you're a seasoned veteran of firearm ownership and shooting and you don't practice at least every other month, firing between 50 and 100 rounds, then you haven't practiced enough to be effective in an emergency situation.

If you don't practice regularly, then chances are in an emergency situation you will fumble slightly or be slow at the draw, fail to point the weapon correctly, have poor trigger control, fail to line up your sights, and fail to count your shots so that

you don't empty the gun unnecessarily. This is only the beginning of what it means to carry a firearm as a defensive weapon.

This article isn't designed to teach you how to practice with a firearm, only to make you aware of some of the truths to owning, practicing, carrying, and using a firearm. Practicing is the least of your worries at this point. First, you need to read further and decide if you even want to rely on using a firearm for self defense while you're riding.

Without even discussing the various "concealed carry laws" in each state (which, by the way, vary wildly), we need to discuss some of the "what ifs" of using a firearm on the trail.

The first major "what if": when someone approaches you on the trail and simply asks to pet your horse, are you going to unholster your firearm "just in case" they do something? Probably not. Yet walking up to you and asking to pet your horse is the simplest way for a human predator to get close to you.

Do you really think that the person about to attack you is going to tell you what they're planning so that you can be ready? Of course they're not going to do that. What they'll do instead is try to get close to you by being friendly or charming. Ted Bundy's victims didn't think of him as being dangerous, or odd, or aggressive, and certainly not a killer.

At this point all you have is someone asking to pet your horse and you don't know if they're dangerous. In this situation, if

you draw and point your firearm at the person, you would be in violation of the law in most states.

Perhaps you would wait a moment longer, but would inch your hand towards your firearm, which is in its holster under your jacket. Suddenly the attacker grabs your reins and jerks on your horse. The horse shies from the sudden attack, and you try to get your gun out.

Will you be able to draw your firearm while they're grabbing at you, and while your horse is anxiously moving about? Will you clear the holster without snagging your jacket? Can you control your horse with one hand on the reins and the other on your weapon? As the attacker tries to get hold of you and you lean away from his reach, will you be shoved off your horse?

If you were able to draw the firearm, can you get it on target while your horse is moving? Even if you can get it on target, can you legally shoot the attacker at this point? Do you know for certain that you can? Do you really know for certain, or would you just think that you could? It might depend on the specifics of the situation and the state in which you're riding.

For this scenario, let's assume that you can legally shoot this attacker (this is not to say that in your state you actually could nor is this legal advice in any manner to suggest that you could). But if you could, I have a few more questions for you. During all of the commotion, do you think that he's just going to stand in one spot while



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all this happens? Of course not. In fact the attacker, you, and your horse will probably be all over the trail.

What if the attacker gets slightly behind your left leg trying to pull you from your horse? If you're right handed, in order to shoot him you'll have to reach across your horse and your own body to shoot him. This will be a difficult shot even though he's close. Remember you, your horse, and the attacker are still moving, and you're trying to control your horse and stay balanced in the saddle all at the same time. You think you're in position to shoot and you do. But the attacker doesn't fall. Now what? Shoot again?

How well did you train your horse to accept gun fire from his back before this encounter? Did you know that of those who say, "I pack a gun and would shoot," less than 1% have actually shot a firearm while mounted on their horse more than once or twice. Of those who have, when asked if they practice regularly, they tell me, "No". And no one has told me that they do it while their horse is spinning or rearing or going sideways. At best they shot off their horse while standing quietly.

Let's hope that the horse doesn't begin to buck or rear at the first shot. If he does, how well can you ride your horse while you're holding onto your gun with one hand and your reins with the other?

What about the attacker? Let's say you actually DID hit him with your first shot, but did you know that there's a good chance he won't fall down like they do in the movies? Your gun won't "blow him off his feet" and send him flying into the bushes. Was your first shot even lethal? Maybe -- maybe not.

In the meantime, with your horse rearing or bucking, did you lose your grip on the firearm? Does the attacker now have it? When you shot the attacker the first time, did the bullet go through him and into your horse? Did it go through the attacker and ricochet off the ground kicking stones and dirt under your horse's belly or into his legs?

Wow, lots to think about, huh?

To make it easier on you, let's say that you hit the attacker, he went down, your horse only spun a little bit, you hung on, and everything looks great. You're still in the saddle, and the bad guy's on the ground. Now what? What are your responsibilities? Can you just leave him

there and ride away? Do you need to summon help? He's obviously only wounded, now what? Do you let him get away, try to restrain him, shoot him as he flees?

At this point in the conversation, someone will inevitably say something along the lines of, "Make sure you kill him." Do you know that if you shoot and wound the attacker and he stops his attack and you then shoot him again, you could be tried for murder? Why? Because the law allows you to defend yourself, and when the attack is over and you can get away or the attacker is incapacitated, you're no longer in eminent danger. To shoot him again could be a serious mistake. What does your state law say about it? Do you know?

In most states, you can still shoot a fleeing felon, but if he isn't fleeing then you don't get to shoot him again for good measure. I can hear someone say, "No one's going to know. I'd shoot him anyway." That's all well and good -- but YOU will know. Can you live with the fact that you killed someone after you didn't need to? More importantly, how do you know that no one saw it? Could there be someone else further up the trail who saw it from a distance? What if they come into view just as you're taking your second unnecessary shot?

Again for the sake of argument, we'll say that everything went as well as it could, and for all practical purposes it appears that you had the right to shoot, and that the attacker was a repeat offender and that the prosecutor in your district or city isn't going to file charges. Are you prepared for the possible civil lawsuit that will come from the attacker's family?

When someone suggested you pack a gun, did you think about all of these issues? Did you discuss it with them? Did you ask questions? What's their experience? Why should you rely on their advice?

As a former law enforcement officer with over 20 years of experience, including riding the streets in uniform, I can tell you that this is just the beginning of this discussion. It's just the start of the questions you need to ask yourself. While carrying a firearm is a right in our country, it carries with it an incredible responsibility. I don't believe it is my place to tell you what to do, but I do think it's my responsibility to help you understand the issues.

Because a firearm isn't always the best choice for everyone, I created an instructional video called "Self Defense For Trail

Riders," a non-lethal answer to surviving an attack on the trail. You can see a snippet of it at my website [www.HorseThink.com](http://www.HorseThink.com) and you can read a review in the June 2004 issue of *Western Horseman*.

Safe Rides.

Scot is a retired mounted police officer who trained officers and horses, purchased remounts, and worked the streets. During this time, he had the opportunity to ride horses in and around obstacles that the average person never encounters. He has ridden horses through difficult spots like railroad yards, tunnels, freeways, bars, crowd control, stadiums, fireworks, and under hovering helicopters. Besides his street work, Scot has ridden horses from the beaches and ocean shores of California, to the mountains in Montana.

He has learned his trade through numerous schools and clinics and most of all by "living it." He attended the San Jose Mounted Police School and the RCMP Riding School in Ottawa, Ontario. He has participated in numerous clinics and training with many of today's top Natural Horsemanship clinicians. In addition to those skills, he has also had training from classical dressage instructors. He has participated in brandings, team penning, trail riding, and packing. This broad background gives Scot a vast working knowledge of what it takes to have a horse perform in a variety of disciplines and environments.

In 2002, Scot created a clinic and later produced an award winning video "Self Defense for Trail Riders." Based on questions from his clients about safety on the trails, he developed the clinic and video for trail riders who wanted to know how they could use their horse to defend against a human predator on the trail. Numerous articles about his work have been published in regional and national newspapers and magazines, and he has made guest appearances on radio shows. He now performs his "Self Defense for Trail Riders" demonstrations at Horse Expos throughout the nation.

Scot has had many training and general horsemanship articles published widely both in print and on-line. His wide range of experience, instruction, and practical use of horses allows Scot to effectively teach a wide array of horsemanship skills. Scot is available for demos and clinics worldwide. Read more about Scot's products and clinics at [www.HorseThink.com](http://www.HorseThink.com) 🐾

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keys, mules and draft size. We offer both standard sizes as well as custom fit. Our harness comes in a variety of styles such as breastcollar or hames and collar style. So, whether you drive single, team or four-in-hand and no matter what size your equine is, Central Harness Shop has a synthetic driving harness for you. 🐾

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# goat – sheep

## Funds Available to Help Sheep & Goat Industries

Colorado Springs, CO - In 1999 an agreement was signed between the National Sheep Industry Improvement Center (Sheep Center) and the National Livestock Producers Association (NLPA) that enables Sheep Center funds to be used in the sheep and goat industries. The agreement allowed NLPA to establish a revolving fund that is used exclusively for loans with the following goals:

- To make capital available for enhancing business methods and services.
- To improve marketing efficiency and product quality.
- To promote coordination and cooperation within the industry.
- To create opportunities for adding value to sheep and goat products.

According to the terms of the agreement the Sheep and Goat Fund Committee, which consists of members of NLPA and representatives of the sheep and goat industries, is responsible for the oversight of Fund. The Committee regularly reviews applications and is only allowed to consider loans up to \$1 million that are submitted by eligible entities (sole proprietors are not eligible as written into the legislation that established the

Sheep Center).

To date, the NLPA Sheep & Goat Fund has extended 39 loans to 29 entities in 17 states and has received 63 applications. More than \$12.4 million has been loaned to the sheep and goat businesses, leaving about \$7 million still available for new applications at a current interest rate of 4.25%.

“We hope to get all of the money loaned soon so it can help to stabilize and build the industry,” Richard Drake, chairman of the NLPA Sheep & Goat Fund Committee, said. “The Fund has already helped the industry by establishing loans that have reasonable risk but may otherwise not be considered by most banks. Currently, loans have been made in many areas, including genetic development, sheep and goat dairies, lamb and goat meat processing, and fiber processing. The Sheep & Goat Fund Committee will consider any worthwhile project that will benefit our industry.”

For more information or an application please contact the National Livestock Producers Association at (800) 237-7193. More information and the application are also available at [www.nlpa.org](http://www.nlpa.org). ✪

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- Savings resulting from increase in overall operating efficiency, permitting more efficient use of expensive farrowing installations.

The patented PREG-TONE uses high frequency sound waves called ultrasound to detect amniotic fluid present during pregnancy. When this fluid is detected, the instrument produces a loud continuous tone. When used on an animal which is not pregnant, the instrument produces an intermittent tone. The intermittent tone also indicates that good skin contact is being made.

**No guessing and no question. Clinically proven 100% accurate on normal sows, 97% accurate on ewes.**

The RENCO PREG-TONE has been tested against other ultrasound instruments by leading universities throughout the world. Their studies show the PREG-TONE as the superior instrument in both accuracy and ease of use (studies available upon request).

Testing may begin as early as 18 days with swine (large litters, 11-12 piglets). Open sows can be diagnosed as early as 30 days. Normal testing time in sows and gilts is 30-73 days.

Pregnancy testing in ewes can begin as early as 30 days, with positive diagnosis made by 45 days. Normal testing time in ewes is 30-120 days. Testing on large New Zealand White rabbits can begin at 10 days.

**Loud, easy to hear tones.**

During testing, no lights are used, no buttons are pushed, thus attention is not diverted from the animal. A short intermittent tone indicates good contact, while a loud continuous tone indicates pregnancy. Since the PREG-TONE uses only loud easy to hear tones to indicate both pregnancy and non pregnancy, it can be clipped on the belt or kept in a pocket. The PREG-TONE does not need to be seen or held during testing.

**Rechargeable NiMH batteries (NEW). Low battery indication.**

Specially chosen by Renco Corporation to assure long life, the battery pack will last for years and give many hours of testing on one overnight charge. Renco's own unique circuitry causes the PREG-TONE to turn itself off when the battery needs recharging, assuring the user against erroneous readings due to insufficient power. Battery charger is included.

**Rugged all-metal construction... Small enough to slip in your pocket.**

All-metal construction guarantees against interference by radio waves in the atmosphere, a major accuracy problem with some ultrasound instruments. Constructed of heavy gauge aluminum for ruggedness and ease of cleaning, the RENCO PREG-TONE is still lightweight and small enough to slip in your pocket. Contact us today! 📞



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# Kikos perfect choice for retired life

By Donna VanTreese Shelby

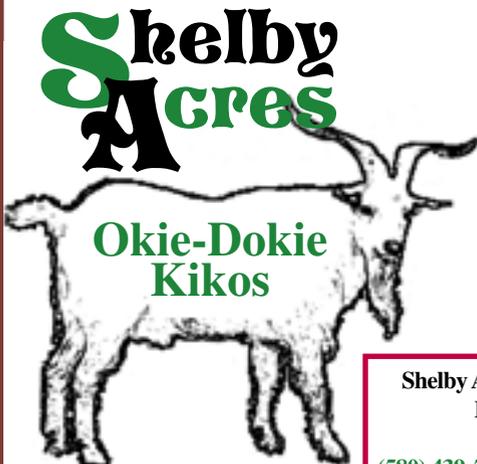
Several years ago my husband and I noticed how a daughter's hardy little pygmy goats had cleared out the poison ivy infesting their rugged property in northern Oklahoma. The wheels in our heads began turning as we saw a way to eradicate that same native ground cover around our own country home in the southwestern part of the state.

We soon were planning fencing to con-

tain a couple of wethers. We would buy the goats in early spring, let them fatten up on poison ivy and weeds over the summer and fall and butcher them for the freezer come winter. What could be simpler?

But, never one to jump into a new venture without first trying to learn all I can about the subject, I began researching goat breeds. I printed out articles from the





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Goat ... the red meat treat!

Internet, ordered books on raising goats and subscribed to goat publications. All this just for a couple of weed-eaters that would be perhaps a one-time deal.

Then we visited some goat shows. We talked to people who raise goats. We visited people who raise goats (they are SO nice and willing to share their knowledge). Thus we became hooked and knew we wanted to be some of those people.

No longer just a means of weed control, the whole idea of raising goats became a joint retirement project ... something we both were excited about doing together. We finally decided that the Kiko was the breed for us. Why? Probably because we just plain wanted to have fun.

We wanted to spend our time watching the goats be goats! While certainly not opposed to work, we didn't want to become so bogged down with working and hovering over the animals that we would lose sight of their entertainment value.

We liked what we read and heard about the Kikos, a breed that thrives on environmentally challenged land. The idea of entertainment grew to include a goal of raising quality breeding stock for commercial producers, with efforts to utilize and enhance the great traits for which the Kiko was developed in the first place: fast growth, parasite tolerance, resistance to hoof problems, and excellent maternal abilities. ♣



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# Boer Bokke Goats

I was born and raised in Southwest Africa and grew up with a large variety of livestock including Boer Goats. Great emphasis has always been put on breed character, bone, a good rump, structure, mass and quality. Rams have to look like rams, muscular and masculine. Ewes have to look like ewes, muscular yet feminine. When it comes to the Colored Boer Goat nothing changes, their breed character has to be even better to continue to improve the colored gene pool. Just because



you want a colored Boer Goat does not mean you have to let the above mentioned qualities walk out the back door. There is also a huge difference between muscle and fat. We do not believe in breeding fat or over conditioned goats, it is not good for neither the rams nor the ewes and only results in health problems. In Africa they will not survive out in our harsh climate and environment. Hardiness and parasite resistance is of great importance. This is what we breed for. Boer Bokke Goats was established during 2001 after I relocated to the US. Together with my husband Mac we continue to strive for the best to make a difference in the Colored Boer Goat industry. Our main herd sire, ROOIMAN, a solid red Boer Goat ram, has played a very important role in our breeding pro-



gram, regardless of color. He consistently produces and passes on his great qualities. Rooiman and his offspring are winning and placing at shows and continue to produce quality offspring such as "Klein Riddick" pictured here. Rooiman semen is available, as well as stud services. Please visit our website at [www.boerbokkegoats.com](http://www.boerbokkegoats.com) or e-mail us at [macandedi@gvec.net](mailto:macandedi@gvec.net)

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# Kiko, the extraordinary meat goat

By the AKGA public relations committee

**K**iko... the word itself means meat. The name for the Kiko meat goat breed comes from “kikokiko,” a generic word for meat used by a tribe of people indigenous to New Zealand, where the Kiko breed was developed. According to the history files from the American Kiko Goat Association (AKGA), the meaning of that word was always in the forefront of the breed development plan: not a dairy animal, not a fiber animal, not a

show queen, but an animal destined to put meat on the table of millions of people.

With goat meat, a.k.a. chevon or cabrito, already the red meat of choice with more than 70 percent of the world’s population (with many of those people moving to The United States), it’s no wonder that goat ranches are springing up everywhere. And as they do, goat ranchers are discovering what the Kiko can do for production.

Developed in a temperate climate with

ruthless culling, the Kiko goat breed evolved with meat production in mind. To be successful and profitable, goats must be ready for slaughter (i.e., at the target weight) in minimal time and with minimal input of either time or money from the producer. This means using from the start a breed developed for just that purpose.

Although known as a great forager with the ability to utilize browse from “nutritionally challenged” land, the small-boned Kiko has even more to offer the commercial herd. Fiercely protective mothers kid uneventfully and raise robust youngsters on only their milk and whatever browse they teach their offspring to eat.

Indeed, studies have been under way for several years at Tennessee State University under the direction of Richard Browning, Jr., Ph.D., to compare performance of several breeds under conditions found in the southeastern United States.

In one such study, Boer and Kiko yearling does and doelings were exposed to Spanish bucks in mixed breed, single-sire breeding groups in the fall of 2002 to evaluate doe and kid performance. Kiko does tended to wean a higher kid crop percent and more litter weight per doe exposed compared to Boer does in the study. (Presented in Tulsa, OK -Small Ruminant Production I – Genetics and Breed Evaluation Small Ruminant Information Exchange Group) Parasite tolerance and resistance to hoof problems mean less work and expense for the owner and are traits especially valued in areas of the country with high rainfall. And the Kiko build often belies a carcass dress-out rate that rivals even that of the Boer.

All of these characteristics suggest that the Kiko breed can provide a significant boost for the bottom line of many commercial goat producers. Depending on the location and climate of the goat ranch, using the Kiko for crossbreeding may mean hitting on the “perfect” market goat for specific areas because of the hybrid vigor gained in such programs.

Check out the AKGA web site at [www.kikogoats.com](http://www.kikogoats.com) for more information about this remarkable breed and where to find it. 🐐

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# VALLEY KIDS ANGORA GOAT RANCH

In 2002 as a freshmen in high school, FFA member, Stevie Crull, began her interest in Angora goats by starting her own goat herd in Bland, MO. Her agriculture advisors Hillary Stanley and Jennifer Bacon helped her learn all she could about the Angora goats. By the next spring the Valley Kids Angora Goat Ranch was growing by leaps and bounds. The herd had tripled by 2005 and this summer has shown to be very successful for this small town goat ranch. At the Belle fair, Stevie attended the goat show with six of her best angoras. She left that fair with Grand Champion buck and doe and with the showmanship award. At the Gasconade County

fair the same six goats proved to be just as good by bringing home Supreme Champion Buck, which is over all breeds of goats. Also, the yearling doe, Nieve, was named Grand Champion doe.

The goats have been an exciting learning experience for the Crull Family and the Belle-Bland Community. Many people stop by the ranch to visit with Stevie and to see her adorable goats. The goats were seen by all the elementary students at Belle Elementary during the 2004-2005 FFA petting zoo and their personalities were a major hit with the children.

The people who have purchased breeding stock from Valley Kids Angora Goat

Ranch have been very pleased with the beautiful fleece and color of the goats. The goats have made great pets for both children and adults alike and for the spinner it makes a great way to provide mohair for spinning. Stevie also sells just the mohair. There are many colors and textures to choose from at Valley Kids Angora Goat Ranch.

If you are interested in learning more about the ranch or this FFA member's champion goats, please contact Stevie by e-mail- taproot\_66@yahoo.com, telephone-1- 573-646-3265, or by mail at Valley Kids Angora Goat Ranch P.O. BOX 415 Bland, MO 65014. The Crulls would love to hear from you and answer any questions that you may have. 🐐

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*What is the normal pulse of a goat?* 70-80 beats per minute.

*How often does a female come into heat and how long does it last?* Between September and March a doe will come into heat every 21 days. The heat will last 12-36 hours.

*What is the gestation period for a goat?* 148 - 153 days.

*How many kids will a goat have with each pregnancy?* Between 1 and 4 kids . . . sometimes 5.

*What are some common terms used among goat owners?* Kid - baby goat, Doeling - growing female kid, Buckling - growing male kid, Dam - mother goat; Doe - adult female, Buck - adult male, Sire - father goat, Kidding - the birthing process

Lactation - period of time when doe produces milk, Drying Off - end of lactation, Measurement of milk by weight: 1 lb. = 1 pint, 8 lbs. = 1 gallon, Wattles - small hair-covered appendages in the neck area, Stripping - removing the last milk from the udder, Colostrum - First "milk" after kidding, lasts 3-5 days

*How can I tell if my doe is coming into heat?* An early sign for a milking doe is a sudden increase in milk output. Tail wagging, bleating, frequent urination and swelling of the vulva are also signs. When introduced to a buck, the doe in heat will show great interest. Ovulation usually occurs in the last few hours of heat. Best conception rates are during the period.

*Is there a danger that my goats could get too much copper?* small amount of copper is necessary for normal body function, but an excessive amount of copper will cause toxicity. The amount of copper in goat minerals should be about 1/4 of a pound of copper sulfate per 100 pounds of mineral mix. It would take 10 times that much for a goat to develop copper toxicity. Goats must never be fed swine feed, as it contains damaging levels of copper. 🐐

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# advertisers index

ADVERTISER	PAGE	ADVERTISER	PAGE	ADVERTISER	PAGE
Aeroswint .....	2	I & G Distributors USA .....	30	Spokane Ag Expo .....	3
Agricultural Engineering Assoc .....	8	Jim Wilhite-Bale Wagon .....	45	Sky Tractor Supply Co LLC .....	17
AgriDyne .....	28	Los Cuernos Ranch .....	41	S&S Wood Products .....	45
A L Doering Spark Plug Corp .....	9	Lowry's Hand Crafted Footwear .....	17	Schultz's Kiko Goat Farm .....	42
All Size Perforating Ltd .....	10	Malibu Water Resources .....	46	Stampede Steel/Sales .....	33
Art's Way Mfg Co Inc .....	19	Martinez Farms .....	19	Strat-O-Span Buildings Inc .....	44
B & D Game Farm .....	46	Merrick's Inc. ....	31	SunSource .....	5
Bazooka Farmstar Inc .....	2	Morris Grain Co. ....	45	The Home Processor .....	46
Boer Bokke Goats .....	41	Mt. Ayr Vet Clinic .....	32	Tire Town Inc .....	44
Brooklyn Alpacas .....	5	Musgrave's Apple Ridge Farms .....	35	Trask Family Seeds .....	17
Butterfly Supply .....	45	National Livestock		Triple H Inc .....	12
C & R Supply .....	25	Producers Association .....	38	Tube-Line Manufacturing Inc .....	5
Central Harness Shop LLC .....	37	New Direction Equipment Co. ....	34	United Country Real Estate .....	45
Colfax Tractor Parts Inc .....	44	Newman Assoc. ....	45	URAM Fertilizer Synergy .....	22
Custom Ag & Equine Products .....	37	North American Deer		USBGA .....	40
Dakota Alpacas .....	6	Farmers Association .....	23	Valley Kids	
Deep Rock Mfg .....	20	NWAS .....	48	Angora Goat Ranch .....	42
Doran Mfg. ....	18	Otter's, Inc. ....	14	Varmitgetter .....	13
Double B Mfg .....	12	Outdoorsinsurance.com Inc .....	24	Wedge - Loc tm .....	44
En-Save, Inc .....	20	Quantum Electronics .....	11	Wellerts AC Parts .....	44
Englert Enterprise .....	46	RMS Roller-Grinders Inc. ....	45	Welter Seed & Honey .....	23
Etip, Inc. ....	7	Reman Bale Stacker Mfg .....	5	Wenz Service Inc. ....	44
Frank Walters Enterprises .....	46	Renco Corporation .....	39	Western Feed Yard, Inc .....	34
FRT Company .....	46	Repair Manual.com .....	22	Whispering Hills Ranch .....	46
Golden Lyk .....	27	Replacement Flighting Supply .....	45	Wind Turbine Industries	
Grain Handler USA .....	21	Richard Cox Mfg. Co. ....	28	Corporation.....	10
Great Plains BioZyme .....	9	Rim-Guard .....	18	Wisconsin School of	
H M R Ranch .....	38	Rocking W Goats Ranch .....	46	Chainsaw Carving .....	45
Hardy Manufacturing .....	8	Sandhill Equipment Inc. ....	45	Wolf Ridge Ranch .....	46
Head Sight .....	15	Scott Aerator Co .....	6	World Wide Tractor Parts .....	44
Herrs Machine .....	16	Shelby Acres Okie-Dokie Kikos .....	40	Yoder & Frey Inc .....	11
Hoegger Supply Company .....	43	Sikkema's Equipment .....	29	USA Tire Management Inc .....	29
Hoskins Manufacturing Co. Inc. ....	44	Speedling Inc. ....	21	Zena Incorporated .....	14

## American Angus Association Plans Outreach Seminar for North Dakota

In a continued effort to communicate with its members at a more localized level, the American Angus Association will conduct a series of Outreach Seminars for the third year. The seminars start in December 2005 and will continue into the winter and spring of 2006.

An Outreach Seminar is set for Monday, December 12 at the Best Western Seven Seas in Mandan, N.D. The semi-

nar begins at 2 p.m.

Association staff and directors will be on hand to discuss current Association programs, including the AngusSourceSM marketing program and genetic selection tools. They will also discuss the future of the beef industry and the role the Association and its members will play in the future of the beef business.

"These seminars were designed so our staff can visit with the membership in

their own backyard. In addition to informing the membership about current Association programs, we also want to know what thoughts are on our members' minds," says Jim Shirley, Association vice president of industry relations and director of commercial programs.

For more information about this or other scheduled Outreach Seminars, go to [www.angus.org](http://www.angus.org) or contact the Association at 816-383-5100. 🍷

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