

# *Western Farm, Ranch & Dairy Magazine*

*The vital resource of the Ag Industry*

*Heartland • winter-spring edition 2006/2007*

Iowa / Kansas / Missouri / Nebraska / North Dakota / South Dakota / Wisconsin

**Northwest Manufacturing's  
2007 Models Sport New Look**

**Individuals Honored  
for Commitment to Angus Breed**

**Stop Diesel Fuel Gelling  
In Cold Weather**



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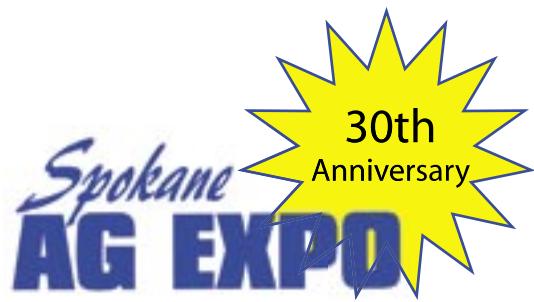
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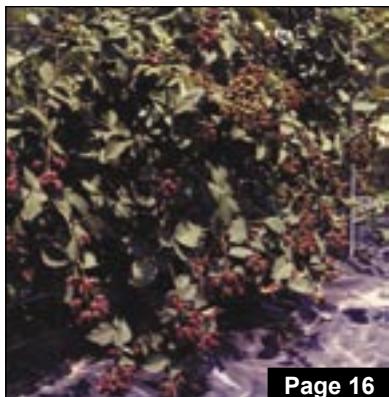
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ON THE COVER

Tractor photo courtesy of Massey Ferguson.

Have an article or photo submission? Give us a call at 1-800-330-3482 or e-mail: [info@ritzfamilypublishing.com](mailto:info@ritzfamilypublishing.com) for image and file requirements. (All submissions subject to approval)

## *Western Farm, Ranch & Dairy Magazine*

*Heartland • winter-spring edition 2006-2007*

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## How to reduce or eliminate your dependence on insecticides & fungicides:

### Give Pests & Viruses The All-Natural ONE! TWO! PUNCH

It is no secret that insects and crop viruses are attracted more to weak crops than healthy ones; crops that either are giving off 'death rattle' vibrations and/or appear to be past their prime.

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**OceanSolution®** is a new product that provides, at less cost per acre than most commonly applied plant growth nutrients, a full spectrum of all the natural elements found in unpolluted ocean water. These elements, more than 90 balanced by the Creator, are what plants need to develop and maintain healthy immune systems.

For the past two years, farmers who have applied **OceanSolution®** to their crops report less or no evidence of insect infestation or fungus; and are pleased they have either reduced or eliminated their former high costs for insecticides and fungicides while helping to safeguard the environment.

Even crops with relatively strong immune systems can be weakened by conditions such as a lack of water or altered gene structure, which can attract hungry insects and fungi.

There are some plants that create their own natural insect repellants (known as 'phytoalexins'), which have been shown to cause insects that start to feed on them to vomit, go into a stupor, become stunted, or die.

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# agriculture

## got pivots?

**T**hen you already know the challenge of keeping your irrigation on schedule for maximum profit. More than ever, high-energy costs make pivot management a critical task. In the early 90's Jerry Abts was selling a sophisticated and expensive remote monitoring and control system for center pivots; but most irrigators declined and simply asked, "what'a'ya got that will just tell me if my pivots are on?" The answer came in 1995 when Abts founded Pivotrac.com and patented a method of using simple text pagers to keep irrigators informed on the status of whole groups of pivots, one to a hundred or more.

Today Pivotrac combines text messaging and Internet connectivity with special radio telemetry that works everywhere to deliver on-the-go status of multiple pivots to anyone, anywhere. Pagers are still used, but most subscribers receive the text messages on their digital cell phones. In addition, the system provides remote start and stop options from any telephone or the Internet.

There are many reasons for on-site visits to fields with growing crops being irrigated by center pivots. The difference with Pivotrac is you and your hands know immediately when a pivot shuts down (and you know when it starts back up). Priorities change

### Mobile Information to Anywhere



with new information. Now pivot status information delivered to everyone needing it can help adjust priorities to avoid costly downtime that can result in crop stress and yield loss. Why wait until the last of the day to find out a pivot is stuck? With Pivotrac the problem is immediately known before all the help goes home and you get "stuck" with the problem.

The service is simple, reliable and at just \$295 per year, very affordable. Subscribers can view their pivots on a secure website from anywhere, and the website includes summary and detailed records of all pivot activity ([www.pivotrac.com](http://www.pivotrac.com)). For a dealer in your area, contact Jerry Abts by phone at 888-872-2360 or e-mail: [jerry@pivotrac.com](mailto:jerry@pivotrac.com).

## got pivots?



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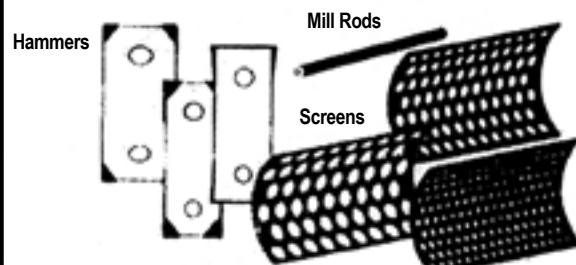
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### **Advantages**

- 1 Our wand is meant to be back filled to keep the concussion in the tunnel/burrow and keep the noise level down.
- 2 If you hear 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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## South Dakota State University

Career Opportunities are Strong for Ag College Graduates

**A**griculture, natural resources, and other related areas remain viable areas of study for university students says Don Marshall, Associate Dean of Academic Programs in the College of Agriculture & Biological Sciences at South Dakota State University. Farming and ranching are becoming more high-tech and dependent on a sound business plan, making a college education increasingly valuable, but most of today's graduates will be seeking employment in supporting areas rather than ag production.

Marshall indicated that while the number of agricultural producers has declined as average farm increased, career opportunities in supporting areas of agriculture have increased. Food processing, biotechnology, livestock and pet feed, pharmaceuticals, bio-fuels, financial services, and high-tech seed development are examples. A recent USDA publication indicated that through the year 2010 there will be about 51,000 job openings in the U.S. annually for graduates majoring in agriculture and life sciences, compared to about 49,000 graduates.

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# Compact/Utility Growth Drives Rim Guard™ Ballast Sales

Over the past eight years, the compact and utility tractor market has experienced rapid growth. These tractors have more horsepower than their weight can effectively use. Adding ballast significantly improves their efficiency and pulling power. Typically the answer has been to add "suitcase" weights on the tractor's nose. Iron weights are expensive (\$1-\$2/lb.) and are usually located where they don't do the most good. If the tractor has a front-end loader, these iron weights make the tractor's balance worse. The weight is needed in the rear to counter the weight of the loader and to maximize traction.

RIM GUARD™ is a new liquid ballast that has been developed as an environmentally friendly alternative to calcium chloride and other liquid ballast solutions. Rim Guard™ was pat-

ented in 2001 as a non-corrosive, non-flammable, non-toxic, biodegradable liquid tire ballast that does not freeze. Tire ballast improves the efficiency of tractors by reducing wheel hop and slippage.

Tire ballast also acts as a counter-weight to loaded buckets on front-end loaders. By placing ballast in the tires the weight is centered where the tire contacts the ground rather than hanging on the tractor's frame or axles. Rim Guard™ costs about \$.28/lb. retail and is loaded in the rear tires where it is most needed. It also can be loaded in the front tires of 4WD tractors to further enhance traction and in 2WD models to reduce nose lift when pulling heavy loads. It also lowers the center of gravity, thereby increasing vehicle stability on hilly or sloping terrain.

Rim Guard™ is made from an agricultural byproduct with other addi-

tives and weighs about 10.7 – 11.3 lbs/gal. It is most widely used in farm tractors. Other uses are backhoes, skid steers, sky lifts, all terrain forklifts, rear wheels on combines, and pay loaders. Even large 8-wheeled tractors will partially fill their tires with Rim Guard™ to reduce wheel slippage.

Because Rim Guard™ is totally non-corrosive there is no need to install tubes, saving both the cost of the tube and the labor to install it. With Rim Guard™, you'll never have to replace a rim due to corrosion and never have to struggle with a tire that is fused by rust to the rim along the bead.

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# Otters, Inc.

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**O**tter's, Inc. is a family owned operation, building angle dozer blades since 1958. The company's founder, Marion Otter previously operated under the 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.



An Otter Angle Dozer gives you maximum use from your tractor year-round for snow removal, packing silage, terrace repair, cleaning feedlots, etc. Otter's will custom design blades to fit your individual tractor.

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.

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## Egbers on Super Edge

“There just isn’t enough we can say about the Super Edge Auger Flighting” Agrees Doug and Laura Egbers, owners of Egbers Flighting & Supply L.L.C. The Super Edge is created in the rolling process. This is a cold rolling process so the steel is not heat treated. “This lets the steel retain its strength.” States Doug. Because of how the flighting is made, the outside edge is thicker than your common market flighting or plain flighting as they call it. Super Edge Auger Flighting has approximately 50 thicker outside edge. It gives longer wear and longer life of the auger.

And Egbers knows their augers. Their repair and fabrication division has years of experience in re-flighting and balancing auger sections. “It just makes good sense to replace the auger flighting instead of buying a new auger section.” Confirms Doug- “New auger sections can be pricey and the Super Edge Auger Flighting is priced to sell,” Along with their

repair’s Egbers offers a wide assortments of replacement parts and tubing. They have you basic inside tubing, pipe, rolled tube for grain cart unloading augers all the way up to 40 ft. lengths for transport augers, “We’ve always thought freight and shipping to our customers was a problem, we can ship pretty much all the replacement parts a customer needs from here.” States Laura “That way all your parts come from one location instead of several.”

New service for Egbers is their ability to balance combine rotors\* “We’re always looking for new products and services for our customers. These rotors can be balanced at a fraction of what a new one costs,” Says Laura.

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# Jacobs Wind Energy Systems

## A Look into the Past and Present of Wind Energy

**H**ave you ever seen a wind turbine in motion? Watching the blades as they whisk through the air. The sound of a quiet whisper as the Jacobs' machine produces alternative energy for your home, or business. The knowledge it must have taken to develop such a fascinating machine.

When did the Jacobs Wind System come about? Well, it all started back in the 1920's, when Joseph and Marcellus Jacobs developed a practical wind energy system to provide electricity to their remote Montana ranch. Recognizing the need for this energy source, the Jacobs Wind Electric Company was founded in the mid-1920's. After moving to Minneapolis in the early 1930's, the company established a modern manufacturing facility to produce wind electric plants which provided power to isolated farms and ranches. During the next 30 years, thousands of these systems were manufactured and sold throughout the world.

In the 1950's as the supply of other types of energy was becoming more plentiful and less expensive, and power lines funded by the U.S. Government were extended into the remote regions of the country, wind energy development and advancement were almost halted. The Jacobs Company halted its large scale manufacturing in Minneapolis and established a research facility in Florida.

With the energy crisis of the 1970's, attention again focused upon alternative energy sources. In 1970 Control Data Inc. entered into a minority stockholder agreement with Jacobs Wind

Electric Co. for the purpose of getting into the wind energy field and a production of a new generation of Jacobs wind energy products began. In 1982 because of manpower requirements and capital required to enter into wind farm applications, controlling interest was acquired by Control Data Inc., Renewable Energy Ventures Inc., was established in 1983 for the acquisition of land, permits and planning of wind farms. With the pending acquisition of Winco, an alternator and portable generator manufacturing company located in Le Center, MN, the corporate name of the company was established as Earth Energy Systems Inc. (EESI) to better reflect the nature of the corporation. Jacobs' products included all wind related components and Winco was the manufacturing facility and supplier of all generators and lighting standards. Both divisions marketed existing products under existing trade names and logo's as divisions of EESI.

From 1980 to 1986 EESI sold approximately 1500 wind energy plants in the United States and 8 in other countries. It also set up five wind farms, three (3) in California and two (2) in Hawaii. Several factors contributed to the large number of sales in the United States. As mentioned previously, electric costs rose dramatically due to the oil crisis of the 1970's and the resulting increase in oil and gas prices. Also, homeowners, farmers and businessmen received Federal Income Tax credits and sometimes state income tax incentives for purchasing wind energy systems. Also the 1978 Federal Law (PURPA) regulation in the National Energy Act mandated that local electric companies were required to purchase excess electricity generated by wind turbines privately owned. In addition, many people realized the long term benefits of installing an energy system which did not have an adverse impact upon the environment and which used as its energy source a renewable resource.

In late 1985 and early 1986 Control Data decided to divest itself of its wind energy division. It is believed this decision was based upon several factors - falling oil prices, repeal of Federal Income Tax credits for wind energy systems and the internal financial position of Control Data.

Wind Turbine Industries Corporation ("WTIC" or "Company") was incorporated on May 28, 1986 as a Minnesota corporation. Beginning in 1986 Wind Turbine Industries Corporation, owned and controlled by Archie Pavek, purchased all exclusive rights, title and interest in trademarks, patentable rights, trade secrets, technology, tooling, engineering and manufacturing drawings and all other documentation on the 10 thru 20kw wind generators which includes the Grid Intertie System and the Hybrid System.

Currently due to the increase in energy costs the sales in wind energy has increased dramatically. Also the awareness of global warming, and the effect our current energy source has on our environment has greatly influenced the public's views on this type of alternative energy.

If you are interested in any other information on the Jacobs Wind System you can check out our website at [www.windturbine.net](http://www.windturbine.net) or contact us at 952-447-6064. ☎



16801 Industrial Circle S.E.  
Prior Lake, MN 55372  
(952) 447-6064  
Fax (952) 447-6050  
E-mail: [wtic@windturbine.net](mailto:wtic@windturbine.net)  
Web: [www.windturbine.net](http://www.windturbine.net)

President: Archie J. Pavek  
Manager: Steven T. Turek

**JACOBS®** wind energy systems

The exclusive manufacturer of the Jacobs® wind energy systems since 1986. The wind plants range in size from 10kW to 20kW, with rotor sizes ranging from 23 ft. (7m) to 29 ft. (8.8m). These Systems can provide power for a broad range of applications, which include Grid Intertie (utility bill reduction) or Hybrid battery charging (remote battery charging). The Jacobs® wind energy systems have over 70 years of history providing clean, quality, reliable and efficient power in the USA and around the world.

# Northwest Manufacturing's 2007 Models Sport New Look

Introducing Natural Energy™ Furnace with Smaller Footprint

**S**teel sided outdoor furnaces, designed to match contemporary homes are all the rage. Northwest Manufacturing is shipping 2007 models now with the new look. "While quality has always been a critical produce component, our customers tell us that style is also key when choosing an outdoor furnace," explained Chuck Gagner, President of Northwest Manufacturing. The furnaces, available in 12 different colors, include wood burning models 3300 and 4400 and natural energy models ASF 1100 and ASF 900.

The ASF 900 natural energy furnace has just begun shipping this Fall. "Our larger furnace was so well received that customers immediately started asking for a smaller unit, so this model is 30 percent smaller and designed to heat less square footage," said Gagner. "The appeal is very broad for this furnace, which can heat an average-sized home and domestic hot water plus a shop, pool or spa, up to 5,000 square feet." It connects easily into a homeowner's existing heating system.

With the world's ever increasing demand for energy from renewable resources, this furnace burns cleanly. Emission tests by an independent agency confirmed The WoodMaster PLUS emitted just .2 pounds of particulate as compared to the Canadian emission standard, which allows up to .3 pounds of particulate per million BTUs for outdoor furnaces. The U.S. has no published standard.

The WoodMaster PLUS natural energy furnaces reduce fuel costs by as much as 75 percent, efficiently burning corn, wood and paper pellets, barley, beet pulp, sunflowers, dried cherry pits, soy beans and a variety of other renewable fuels. "We're helping homeowners reduce dependence on energy sources from politically unstable regions," Gagner explained.

Featuring new proprietary "on-demand heat" technology, the furnace only burns when heat is needed. As the home uses heat from the furnace and the water temperature lowers, the ignitor automatically turns the furnace back on to recover the water temperature. In the Spring or Fall, the furnace may not need to burn all day long to maintain the water temperature.

For more product information, visit [www.woodmaster.com](http://www.woodmaster.com), call 1-800-932-3629 or send an e-mail to [sdlarson@woodmaster.com](mailto:sdlarson@woodmaster.com).

Fuel Comparison Chart

Estimated Costs to Annually Heat 2,000 Square-foot Home Using 100,000,000 BTUs	
Corn	\$744
Seasoned Red Oak	\$1,642
Pellet Fuel	\$1,356
Natural Gas	\$1,379
Heating Oil	\$1,885
Propane	\$2,125
Electricity	\$2,649

Source: Northwest Manufacturing, Inc. Efficiency is the difference heat transfer from the furnace into the home.  
[www.woodmaster.com](http://www.woodmaster.com)



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## DOYLE'S THORNLESS BLACKBERRIES BACK HOME AGAIN IN INDIANA

**W**hen Kern and Mary Severtson decided to retire from their farm and quit selling Doyle's Thornless Blackberry® plants, it didn't take long for the berries to find a new home. The six children of Thomas E. Doyle, Sr., who developed the berry, were delighted to have the opportunity to return the operation to the original home in Washington, Indiana.

Thomas E. Doyle, Sr. was born June 26, 1900, in Daviess County, Indiana, and was an avid gardener until his death in 2001. He and his wife, Rose, were the parents of six children.

"Dad was in the garden every free moment", says daughter, Mariam. "He raised everything he could think of. He even tried raising tobacco once but found it killed his tomatoes, so he stopped that. Mom spent all summer canning or freezing one thing or another. We kids weren't too much help. But we did manage to

show up when the food was ready to eat".

### TOM DOYLE, SR. SHOWS HIS PROFICIENT BLACKBERRIES

Tom became well known nationally as the "plastic man" and "blackberry man" after 1959 when he developed a method of using black plastic to cover a garden and planted through small holes. Because the plastic was used for up to 30 years, he called it "Gardening without Cultivation" and marketed his special formulated plastic sheets under that name. He also wrote a gardening book that has been printed in 13 editions.

### IMAGINE THESE FRESH BERRIES IN YOUR FAVORITE PIE OR COBBLER

In the early 1970's he discovered a thornless blackberry that can produce up to 20 gallons of extra large and extra sweet blackberries and in 1975 was granted a patent on the plant as "Doyle's Thornless



Blackberry®." This was the first thornless blackberry patented since 1940. His blackberry is a featured attraction at the Agricultural Hall of Fame west of Kansas City, Kansas, and for 30 years visitors have adjusted their travel plans after seeing the plants and came to Washington, IN, to meet the originator.

Nearly all popular varieties yield far less than the Doyle. The average is about 1 to 2 quarts per plant. Some may produce a gallon, which is not even close to the Doyle's production. This amazing plant yields 10 to 20 gallons per plant, that's 1 to 2 bushels! Many dwarf fruit trees don't produce this much volume.

Curious about how many berries he was getting from each plant, Tom planted one blackberry plant in a corner of his property, away from all the other berries. No



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41-0-0-4  
Patented**

WHEAT	96 BPA	335 ACRES 100 LBS THEN 200 LBS	ONCE
	75 BPA	750 ACRES 100 LBS /100 LBS / 100 LBS	TWICE
SOYBEANS	88 BPA	69 ACRES 75 LBS LATE BLOOM	ONCE
RICE	230 BPA	36 ACRES 4-125 LB SHOTS	ONCE
		38¢ PER BU MILLING PREMIUM ON 137,076 BU - A \$72 PER ACRE VALUE	ONCE
SORGHUM	140 BPA	600 ACRES	ONCE

Please give honest three year try.

## URAM

URAM supplies available nitrogen and sulfur as needed. The most common form is 41-0-0-4, 83% urea and 17% ammonium sulfate. Other forms such as 33-0-0-12 are useful on low organic soils, especially behind landforming on sand. Most soil/crop relationships are S deficient. Applying N without S worsens this. NEVER APPLY N WITHOUT S! Crops use more nutrients in stressful times. Yields here in NW Mississippi:

## Western □

one was allowed to pick berries from this plant except Tom. That way he thought he could get an exact measurement. So every day during growing season he would take his measuring bucket, pick the ripe berries, and write the amount in a book. But he made one mistake. He had planted the berries close to a road that was heavily traveled by walkers. One day he noticed kids walking by eating some of the



blackberries. "Well, at least they're sweet enough that I don't have to give them sugar to go with them", he said. "And I have no idea how many were eaten before I could count them!" At the end of the season he had logged over 20 gallons of berries from the one plant.

### TOM DOYLE WITH FIRST PLANT VERIFIED TO YIELD OVER 20 GALLONS OF BLACKBERRIES

There are many different types of blackberries. All of them have a two-year cane or vining process. The first year the vine-like stem of the berry plant just grows and develops, and the next year it will bloom and produce blackberries. After a cane finishes bearing it dies, so we recommend to all of our Doyle customers that the cane be cut 90 days after bearing or in spring, so that nitrogen will be recovered and stored in the roots for the next spring.

There are two categories of blackberries. Varieties with thorns are called "erect" because they have a stiffer cane that grows upright but still needs support for best results. The thornless types are called "trailing" and have a more vine-like habit that needs support on a post, fence or trellis. Most blackberry plants yield more when the canes are tipped or trimmed but NOT the Doyle's Thornless Blackberry. Ordinary berry plants will produce an optimum of about 50 to 75 linear feet of

laterals or branches during a good season. These canes then produce small groups of one to five berries all along the vine.

### TYPICAL BUNCHES OF DOYLE'S THORNLESS BLACKBERRIES®

The Doyle, by contrast, will produce 250 to 300 linear feet of laterals, with large bunches of berries every two to eight inches for the entire length. Looking very much like grapes, several bunches should have nearly 100 berries. This large amount of fruit is not the product of one long vine, but many shorter laterals or canes. Typically there are four to seven main canes on each mature Doyle plant, which can grow up to 40 feet long.

About ten years ago Dad signed an agreement with Severtson Farms allowing them to grow and sell the Doyle Thornless Blackberry®. After much success, however, Severtsons have decided it's time for them to retire from the farm. And the timing couldn't have been more perfect.

"It seems we've lived with these blackberries all our lives" said one of Tom's sons. "So I guess it's time for us to keep Dad's plants going. Dad loved his blackberries and would talk for hours about them to anyone who would listen. It was



his dream that every state would be growing his blackberries and he accomplished that a few years ago. He also has plants growing in Canada and Bermuda.

"It's come full circle", said the Doyle's. "We are now the only legal company selling the Doyle Thornless Blackberry®. We began shipping in the late spring of 2003 and are now in full production. We are also working on a new cookbook with recipes for everything blackberry. It's outrageously tasty to just go out in the morning and pick fresh blackberries for your favorite recipes, or just to put on your cereal.

For more information about Thomas E. Doyle, Sr. and his amazing blackberries, log on to [www.fruitsandberries.com](http://www.fruitsandberries.com), write to: Doyle's Thornless Blackberries, Inc, 1600 Bedford Road, Washington, IN 47501 or call 812-254-2654. ↗

## World Famous Doyle's Thornless Blackberry Look what you can get from one plant

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The ruggedly built "Bainter" Boom Trencher is hydraulically driven and is the ONLY skid steer mounted trencher designed to trench going forward. It is specifically designed to trench around corners and curves. As you will see in the photos, the dirt augers are a completely NEW innovation. The dirt auger assembly is



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adjustable up and down; and is positioned on the digger boom to be right above ground level as per the depth of ditch you want to trench. Our basic trencher model digs 3'6" deep, and is expandable to 4'6" and 5'6" deep. The maximum width is 12" wide.

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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 exists 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

“Personal Injury” means injury, other than “bodily injury”, arising out of:

- 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

## Important Information :

If a guide is a employee, he/she is by definition an insured in the commercial general liability coverage form. If any guide is subcontracted for employment and not an employee then he/she is not an insured by definitions in the coverage form. Exactly how is the named insured affected if there is a bodily injury claim due to the negligence of the guide (employee) verses the guide (subcontractor)? The named insured always has coverage regardless of whether the guide is an employee or a subcontractor. Also the guide (employee) is covered under the named insured’s CGL policy, but the guide (subcontractor) is never extended coverage. The only means for the guide (subcontractor) to have liability coverage is to purchase his own CGL policy. Often there is a misconception that a guide (subcontractor) is extended coverage, but that is not true due to the definition of “who is an insured”! The CGL for simply does not extend coverage to the guide (subcontractor). ↪

## INSURANCE

- Hunting Clubs  
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- Archery/Bowhunting Clubs
- Guides & Outfitters
- Hunting Preserves
- Pro Shops
- 3-D Ranges
- National & State Organizations

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# equipment

## Harms Manufacturing Incorporated

**H**arms Manufacturing Incorporated, home of the famous "Harms Wagons", has been around since 1929. The business was originally founded as a blacksmith shop located in the town of Bertha, Minnesota. Wally and Art Harms, brothers and current owners of the manufacturing plant, purchased the shop from their father in 1964. Fixing anything but broken hearts and the break of day, Wally and Art have established a reputation for building equipment that stands second to none. Their wagons, perhaps their best known product, have a smoothness of design and welding that are envied by craftsmen everywhere.

In the past few years, Harms Manufacturing Inc. has branched out to include several new product lines. Among these are the Harms Dump Trailers, Harms Land Rollers, Harms Stock Trailers, and their newest product, the Harms Big Bale Racks. In addition to these products, they also manufacture swing sets, small utility wagons, and parade/transport wagons.

Harms Manufacturing Inc. is also renowned for their ability to repair the unfixable. Many people have said, "if the Harms brothers can't fix it, throw it away." As part of the manufacturing facility, Harms Manufacturing Inc. stocks a complete line of sheet steel and steel tubing, bearing, sprockets, u-joints, and



tires and implement wheels.

The next time you're looking for a quality piece of farm equipment or need to get your machinery repaired, trust a name that has proven itself with over 60 years of service in production -- Harms Manufacturing Incorporated. ☂

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- 12'-36' Models
- Custom Requests

#### Dump Wagons



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- 2" Bearings
- 8 Bolt Hubs
- Transport Models
- 12'-48' Models
- Custom Requests

#### Trailer Customs



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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.

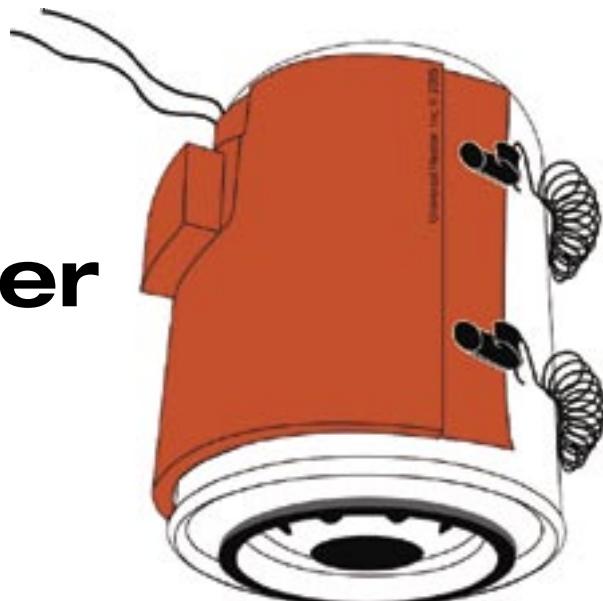
When it is time to change the filter element, the Universal Filter Preheater™ is easily released for transfer to the new filter housing. Diesel fuel gelling and related problems are avoided.

Drawing 85 watts 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™. Measuring 4" X 7" it is designed to fit a diameter of 2.5" to 4" (circumference of 8" to 12"). A Thermostat is standard to control the temperature.

Lube oil filter housings can be pre-heated before start up with the Universal Filter Preheater™ to help avoid filter bypass in the warm up stage that may contribute to rod knock on start up. It also contributes to a faster equipment warm up and quicker full flow filtering. The Universal Filter Preheater™ carries a three year materials and workmanship warranty. A standard 12vdc Universal Filter Preheater™ 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.

E TIP represents and markets safety, security and maintenance products to a variety of customers throughout the US and the world. We have carefully assembled a family of related products available nowhere else.

Visit our website at [www.etipinc.com](http://www.etipinc.com) to review our other products for Safety, Security and Maintenance or contact us at 800-530-5064 or FAX 630-801-9569. E mail to [sales@etipinc.com](mailto:sales@etipinc.com)

## "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, 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.



**Universal  
PREHEATERS**

**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.

**E TIP™**  
**, Inc.**

Dept. WFRD

PO Box 83, North Aurora, IL 60542-0083

800-530-5064 Local: 630-966-6992 Fax: 630-801-9569

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# NELSON IRRIGATION CORPORATION

## Information on new 3000 SERIES PIVOT PRODUCTS

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Nelson's "Single Strut" Technology is now available in the Universal Flo Pressure Regulator. This new, patented design minimizes "hair-pinning" of debris around the inlet seat of the pressure regulator, providing more plug resistance. This is now standard in all Nelson Universal Flo Pressure Regulators.

### 2. WEB DEVELOPMENT — NEW! UP-TO-DATE PERFORMANCE INFORMATION

Type in [www.nelsonproducts.info](http://www.nelsonproducts.info) into your web browser and you'll be immediately directed to an interactive website with all the technical details you need on Nelson 3000 Series Pivot Sprinkler Products, Pressure Regulators and End Guns. Even evaluate performance of

one sprinkler against another — compare throw distance, uniformity, average application rates and stream heights. Easily synchronize data to your desktop, laptop or Pocket PC for off-line viewing.

### 3. R3000 ROTATOR — NEW! UP-TOP MOUNTING SOLUTION

The new White U6-8° plate for the R3000 Rotator features new patented plate geometry providing wider throw distance and built-in uniformity. This new sprinkler offers an excellent up-top water application solution from 15-30 PSI (1.0-2.0 BAR) operating pressure.

### 4. S3000 SPINNER — NEW! SMALL NOZLE PLATE

We are happy to provide a plate that may help you reduce over-watering near the pivot point. The BEIGE plate can

be used on the S3000 with nozzles #10 through #15. Pressure regulators of 10 or 15 psi (.7 or 1.0 bar) can be utilized. The pressure envelope should allow the regulators to be mounted either at the sprinkler or the top of the drop. Cautions: The beige plate should be used on flexible drops, or those with at least 1ft. (.3 m) of hose.

### 5. D3000 SPRAYHEAD — NEW! SPRAY PLATES

New multi-trajectory stream technology incorporated into the spray pattern results in increased wetted area and reduced instantaneous application rate. Multiple trajectories also reduce stream collision from adjacent sprayheads.

Improved Sprayhead Performance:

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- Better Overlap than Conventional Sprays 

## TUBE-LINE TECHNO-BALE WAGON HANDLING AND TRANSPORTING ROUND BALES

**E**xcellent for many different purposes, round bales can also be difficult to handle and transport due to their large and awkward shape. Simplifying the problem and creating a safer and more effective way of bale handling Tube-line Manufacturing recommends the Techno-Bale Wagon. Adding extra features and timesaving capabilities the Techno-Bale is the best way to safely and efficiently handle round bales.

Removing bales from the field in a timely manner is crucial for maintaining high-quality hay, ever changing weather conditions can often create a last minute rush to get the bales off the field in time. Hurried bale removal is not only stressful but also leaves room for mistakes and a lack of safety

precautions. Tube-line's Techno-Bale is designed to specifically handle these types of situations. "We understand the farming needs in a wagon," says Tom Hall, Tube-line's Marketing director. "Tube-line's Techno-Bale is every farmers answer to speed and safety".

The Techno-Bale allows you to pick up bales in a straight line which limits the amount of soil compaction in your field and wear on your next crop. A single row Techno-Bale 900 can hold up to 5 bales and allows for self loading in less than 2 minutes. This model is unbeatable within a one mile radius from the field. A double row Techno-Bale 960 can carry 8 or 9 bales of hay, dry or wet. These quick designs are a one man, one tractor operation and

can get the hay off the field faster.

The Tube-line Techno-Bale is the only bale wagon design that lets the driver see the load behind him due to its low design. This increased visibility is great for seeing the field and your surroundings but its first purpose is for safety. Allowing the driver increased visibility decreases your chances of an accident in rushed situations.

For farmers concerned with safety and hay removal time the Tube-line Techno-Bale is the best way to get your bales off the field. Tube-line offers buyers more information at [www.tubeline.ca](http://www.tubeline.ca).

To contact Tube-line directly, you can call their toll free number, 1-866-567-4162 

# You grew the beans, don't lose them!

**B**ean growers, increase your bottom-line profits substantially when bean harvesting by reducing bean losses, increasing bean quality, reducing labor, using lower horsepower tractors, increasing puller speeds, harvesting more hours and acres per day with less shelling, fluffier and reduced stones and dirt in windrows; thus aiding in combine performance.

All of the above bottom-line financially beneficial profits are made by simply replacing the standard bean puller knives with the superior advanced designed Ubly bean puller/cutter knives.

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In 1946, John started hammering dull bean knives and rebuilding worn-out blades. The quality and durability was such that growers came from over 300 miles away and from Canada to have their bean knives serviced; thus eliminating the blacksmiths' obsolete methods of sharpening knives.

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with less shelling and less tractor power needed. Combining is more efficient enabling slower cylinder speeds, wider concave spacing, more uniform elevating, less bean seed splits, dents, cracks, discoloration and fewer bean losses.

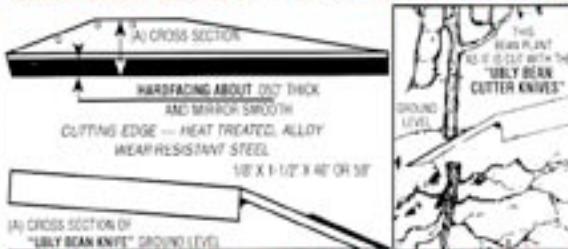
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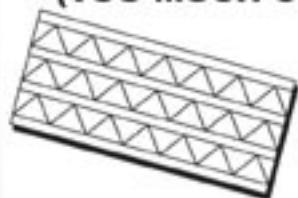
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# Individuals Honored for Commitment to Angus Breed

**F**ive long-time Angus producers have been honored for their commitment to the Angus breed and programs of the American Angus Association<sup>SM</sup>. Jesse Bontecou, Millbrook, N.Y.; Eddie Sydenstricker, Mexico, Mo.; Dale Runnion, Longmont, Colo.; and Robert Weaver, Peoria, Ill., were inducted to the Angus Heritage Foundation, during Angus activities at the North American International Livestock Exposition, Nov. 11-14. Collin Kennedy, formerly of Webster City, Iowa, were inducted posthumously.

Each year the American Angus Association honors individuals who have made significant contributions through their time and dedication, financially, via research efforts to enhance the breed or through their breeding of superior Angus cattle. A committee nominates and selects the individuals for induction to the heritage foundation, which was started in 1983.

Inductees and their families receive a framed certificate for their achievement; their name is engraved on a permanent plaque hung in the Association headquarters; and their brief biography and photograph are included in a book, which will next be published in 2010.

Following is a biography of each of the inductees highlighting their contributions to the Angus breed. Photos are available upon request or you can request photos of the individuals with their awards following the Angus awards banquet, Nov. 13.

#### **Jesse Bontecou**

Jesse Bontecou, Millbrook, N.Y., has been breeding and promoting purebred Angus Cattle for more than 60 years in the heart of Dutchess County. Rally Farms was established by his father Senator Fredric H. Bontecou in 1929, and is today one of New York's largest and oldest Angus farms con-

sisting of 2,800 acres and has about 135 mother cows. Rally cattle have been shown across the country, and they showed the grand champion bull in Denver in 1982. Exported cattle and semen have gone abroad to Europe and South America. Jesse is a past president of the New York Angus Association and served for two terms as a director of the American Angus Association.

#### **Dale Runnion**

Dale Runnion joined the Aberdeen-Angus Journal as a fieldman in 1952, after a short stint with the Drovers Journal and serving in World War II. During his 16-year career, which included time as advertising manager and general manager of the Angus Journal, he revitalized the field staff, and they contributed to the breed's rapid growth in the 1950s and 60s. He was brought back to serve as general manager of the Journal in 1981 when the Journal was purchased by the American Angus Association, and today, many of his policies and key staff promoted by him are still serving the Angus breed. Dale is a native of Ohio and attended Ohio State University. He currently resides in Longmont, Colo., with his wife June, who also served as a service representative to Journal advertisers.

#### **Eddie Sydenstricker**

Eddie Sydenstricker served as the first president of the first junior Angus association ever formed in 1956, helping set the direction for modern-day junior Angus programs. About 25 years later, daughters Kim and Lee Ann both served as officers in that same Missouri Junior Angus Association. Eddie has maintained a leadership role both in farm machinery and Angus cattle in Missouri, receiving the University of Missouri Livestock Person of the Year award in 1995, the Certified Angus Beef Seedstock Award in 1997, and the BIF Seedstock

Producer of the Year in 2001. Eddie served on the boards of the American Angus Association and the Missouri Angus Association. He is a founding partner in ORIgen, Inc. and serves on the Advisory Board to the Angus Foundation.

#### **Robert Weaver**

Robert Weaver, co-founder of Weaver Angus Farm in 1935, is a well-known breeder and exhibitor of Angus cattle. The operation based in Peoria, Ill., hosted the first Illinois Junior Angus field day in 1965, and Robert has been a positive influence for the breed in Illinois and across the nation through the years since. Weavers have exhibited a grand champion at the National Western Stock Show every decade since the 1960's. Since exhibiting at the inaugural NAILE in 1974, he has missed exhibiting at only one. In addition to being a successful Angus breeder, Robert and his wife Virginia share a passion for their carriage collection and teams of Hackneys and Gelderlanders. He is a member of the New York and British Coaching Clubs, and is involved with the Salvation Army and the Youth Home, a home for troubled young men.

#### **Colin Kennedy**

Colin Kennedy was a well-known and highly regarded livestock journalist and photographer based in Webster City, Iowa. He started his career in journalism in 1929 with the Drovers Journal, and later worked for the Aberdeen-Angus Journal, where he served as managing editor. Colin is likely most remembered for his regular column in the Journal, "Along Angus Trails," where he displayed his deep love for the Angus cattle, along with his thoughtful insights and keen wit as he documented the story of the Angus breed throughout the second half of the 20th Century. ↗

Article courtesy: American Angus Association

# Hereford Leads the Efficiency Charge

Hereford breeders throughout time have bred efficiency into their herds. Expected to do more with less — or be sent down the road — Herefords have naturally excelled in converting grass and grain into dollars of profit. So, as the tools become available to scientifically select for efficiency, it is only fitting that the Hereford breed is leading the charge.

The American Hereford Association (AHA) is pursuing genetic progress through a feed efficiency trial com-



posed solely of Hereford cattle. Monty Kerley, University of Missouri-Columbia animal scientist and professor, is utilizing Hereford cows in a study designed to explore the possibilities of selecting for feed efficiency, as well as to understand the physiology that determines residual feed intake (RFI) — the amount of feed an animal eats, more or less than what's expected for its weight and gain.

Kerley has begun to select for efficiency in the cow herd. Eventually he will look at the effects of selection pressure on other performance traits, calf efficiency and pasture carrying capacity.

Kerley explains how RFI dramatically affects production economics.



Researchers at the University of Missouri Beef Research and Teaching Farm fed a group of calves that originated from a single herd and were produced as artificial insemination (AI) progeny from one sire. Measuring intake and efficiency during lean growth (up to 950 lb.), the three most inefficient calves had an average intake of 3.7 lb. of feed to 1 lb. of gain, compared to the three most efficient calves with an average feed to gain ratio of 2.1. The inefficient calves consumed 814 lb. of feed compared to the efficient calves, consuming only 462 lb. Estimating \$145 per ton of diet, the efficient calves consumed \$25 less feed up to 950 lb.

In another experiment at the Missouri farm, the most efficient calf in the feedlot consumed \$92 less feed than the most inefficient calf at the \$145 per ton of diet estimate. "The potential for improvement in feed efficiency can be greater than the potential profit margin of feeding the calf," Kerley says.

He adds, "Researchers have shown that the range in RFI among animals is

large, and that it is a moderately heritable trait similar to growth and

carcass traits. Thus, with selection pressure substantial improvements (in efficiency) can be made."

The AHA is excited to be involved in this cutting-edge research that has the potential to be of significant benefit to commercial users of Hereford genetics. For more information, contact AHA staff at (816) 842-3757. ☎

Article courtesy of American Hereford Association  
All Photos by Angie Stump Denton, American Hereford Association



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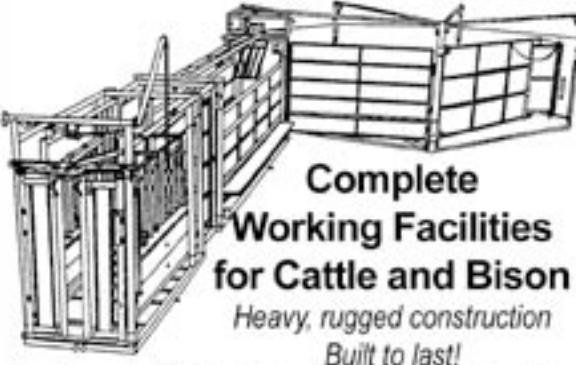
it and come from the chute valves with the power beyond to control the alley. Chutes and alleys can be powered by the hydraulics off most tractors or can be ordered with an eight horse Honda engine or single phase 220 V motor.

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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

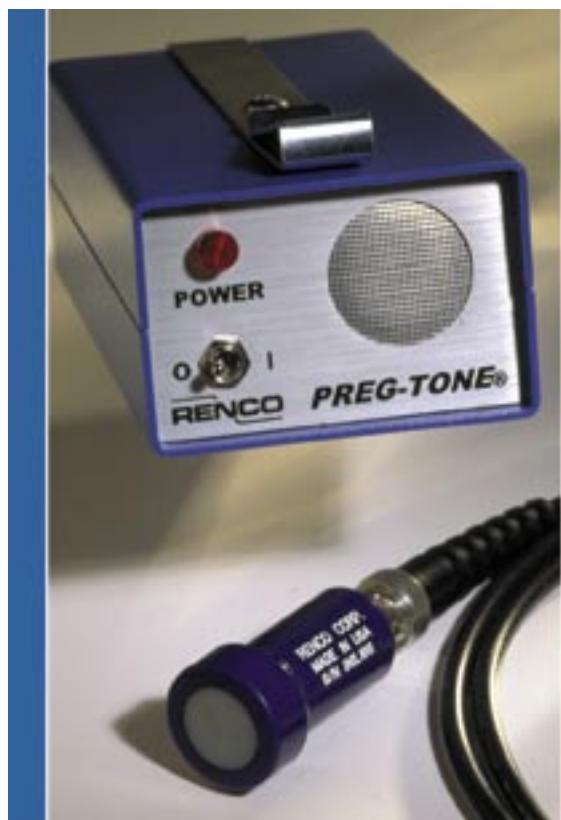
pregnancy. Since the PREG-TONE uses only loud easy to hear tones to indicate both pregnancy and non pregnancy, it can be clipped on the belt or kept in a pocket. The PREG-TONE does not need to be seen or held during testing.

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# Strategic supplementation can lure cattle to areas they otherwise would not graze.

By Clint Peck



**L**ike people, cows have their comfort zones. In western range-lands, getting cows to leave the comforts of green, cool riparian areas to gaze the drier, steeper mountainsides and ridges has always been a challenge. But, several years of drought have prompted some mountain ranchers to dig deeper in their bag of grazing management tricks in an effort to increase cattle comfort.

"We're now using low-moisture protein blocks to draw the cattle to grass in places that they wouldn't otherwise find," says David Voldseth, of Lennep, MT. "It's the best way that we've found to keep a good scatter on the cows."

The Voldseth family, along with two other permittees, grazes cattle on the rugged Comb Butte Allotment in the Lewis and Clark National Forest of central Montana. On Comb Butte, there's plenty of forage, even in dry years, to sustain the roughly 600-cowcalf pairs intended for the allotment.

Voldseth and the other permittees have spent thousands of dollars developing water systems to improve cattle distribution. They also used the old practice of locating salt on the higher ground.

Still that wasn't enough, so Voldseth and the other permittees had to reduce

livestock numbers and duration of grazers were allowed another week of grazing because of better cattle distribution on the allotment.

"A week longer on the allotment means a lot this time of year," Voldseth says.

On Comb Butte, the block of choice is Crystalyx® low-moisture blocks. There are other similar blocks made and distributed throughout the country by several feed and animal supplement manufacturers.

#### Skeptics turn believers

Forest Service range conservationist Wayne Butts, Harlowton, MT, approves of what he sees at Comb Butte and in other allotments. At first he was skeptical. After seeing the system in action, he thinks the idea can be used effectively in an overall management plan. He stresses that the system is just a tool, "not a silver bullet."

A lot of the tension he sees from between the ranchers and recreational users in the forest centers on the use and condition of the creek bottoms. Both parties, he says, use the riparian areas of the Lewis and Clark Forest very heavily.

"With the use of this supplement, the permittees bought themselves 10-20 days extra grazing on the permit (in 2003) when used in conjunction with

riding," Butts says. When used in combination with herding, they really do a good job in getting cattle off the creek bottoms."

Low-moisture blocks (125- to 250-lb. Barrels) are the supplement form preferred by the Comb Butte permittees because of the steep terrain and distances cattle and cattle managers have to cover in the allotment.

Derek Bailey, Havre, MT, a scientist, has spent a decade examining cattle distribution and behavior. He believes in using self-feeding, low-moisture blocks as a lure for cattle to graze rugged upland terrain.

"Once cattle find them, the blocks have a unique ability to hold them in the rugged areas," Bailey says. "There's no question such blocks improve both pasture and animal production efficiency."

For example, in a study conducted in the Bear's Paw Mountains near Havre, Bailey and his colleagues observed 32% of the herd grazing the rugged upland areas near supplement blocks and salt. But, just 3% of the cows were observed working similar areas that contained only salt.

#### Pretty cheap grazing

Bailey has been tracking animal movement and grazing behavior using collars fitted with global positioning system (GPS) technology. He's found low-moisture blocks are a stronger attractant than water to cattle during fall and winter grazing. Cows spent more time within 200-600 yds of low-moisture blocks than within similar distances to water.

"This contradicts the notion that water is the most powerful attraction to move cattle in the fall and winter," Bailey says. But, summer or winter, the influence of the low-moisture blocks rapidly declines beyond about 600 yds. Supplement should not be expected to lure cattle to areas beyond 600 – 700 yds from the site of placement.

What's the cost of this strategy? About \$4/animal unit month (AUM), estimates Voldseth, which nearly triples the \$1.43/

AUM permittees pay government to graze public domain.

"That includes about \$2 for the product and about \$2 in labor necessary to get the cattle use to it," he says. "It's still pretty cheap grazing when you consider everything that's involved and everything that we have to gain over the long haul in doing a better job of grazing the allotment."

Voldseth emphasizes that as the price of grazing increases, say on private lands where rates could be valued as high as \$30/AUM, the payoff of better forage utilization using this kind of practice becomes a real no-brainer. In fact, he used the low-moisture blocks as a fall grazing management tool on 3,000 acres of private grazing land for six years before getting the go-ahead to use it on the forest permit.

"It takes the cattle a couple of weeks to develop a taste for the blocks," he explains. "But, once the animals find the blocks and become accustomed to them, getting cattle to go back to them is not a problem."

Bailey's research also shows consumption patterns are fairly consistent among cattle using the low-moisture blocks. He suggests ranchers first introduce cattle to the supplement near a water source. Then, as the cattle utilize the forage around the supplement, the rancher can continue to move the blocks away from the water to the rougher terrain.

Voldseth says that in the past years ("pre-block"), his cowboys would try to drift cattle to the grassy ridges in an effort to keep them away from the creek bottoms.

"Most of the time the cows would beat the riders back to the bottom," he says. "All things considered, this system works about as well as anything we've tried to get better use of the upland ranges."

#### **Summer herding is key**

Dennis Froeming, Bozeman, MT, has seen a lot of gimmicks in his career as a range conservationist. The range consultant admits he's surprised by what he's seen in using low-moisture blocks to manage range resources.

His analysis shows that in one case the practice yielded forage utilization rates of 25% near the block site, and 21% at 1/3 to ½ mile away from the site. This is compared to nearly zero utilization without the combination of blocks and



herding.

"The blocks give cattle an incentive to stay away from water," he says. "But, I don't think you can separate riding from the use of the product during the summer when it is hot."

In a recently completed study at the

Bair Ranch, Matinsdale, MT, Bailey also found the forage stubble heights near streams in pastures where strategic supplementation was integrated with riding were 2 in. higher than in control pastures where cow-calf pairs were allowed to roam freely.

On public lands where stubble heights are often used as grazing standards, such a reduction in riparian zone grazing could mean the difference between staying on the allotment and taking the cattle home early and purchasing alternative forage.

In a separate study conducted by Bailey at the Ross Ranch and Thackeray Ranch in the Bear's Paw Mountains of north-central Montana, placement of low-moisture blocks on rugged uplands reduced the time cow-calf pairs spent within 50 yds of streams during the summer without herding.

"Strategic supplement placement without riding is most effective during the fall and winter," Bailey says. "But low-moisture blocks are another tool for improving cattle grazing patterns during the summer as well." ■

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## Beller Feedlot Strives to Improve End Product

By Erin McMath

**W**hen gazing across the pens at Beller Feedlot in Lindsay, Neb., a sea of black meets the eye. Beller Feedlot has been family operated since 1958, and about eight years ago the feedlot began focusing on feeding Angus cattle.

Terry Beller, owner of Beller Feedlot, said the feedlot made the transition when the packer starting paying more for black-hided cattle.

"There was merit out there for the blacks. They worked well for us and worked for the packer," Beller said. "Now, with all of the Certified Angus Beef (CAB) and Angus programs out there for premium cattle, it has driven us to go that way."

Beller Feedlot has a 5,000-head capacity and feeds about 12,000 head of cattle per year. Beller owns about half of these cattle and custom feeds the rest. The feedlot concentrates on feeding

high-quality Angus calves and works closely with its customers.

"Our goal is to feed genetically-superior cattle," Beller said. "We strive for good genetics, and we hope to help every producer improve on their genetics."

One way Beller Feedlot helps producers improve their genetics is by providing feedback to its customers. All of the producers that send cattle to Beller Feedlot receive full carcass data after their animals are harvested. This allows the producers to use the data to make management decisions. Beller uses the data, too, as about 75 percent of the feedlot's customers are repeat customers.

"I can go back through last year's data and say, 'I sorted and sold some of these calves on this date, and they did well. I need to get in there and do that again.' Or I can look back and say, 'We had too many Yield Grade 4s. I need to get in

there sooner.'"

Beller said the feedlot has been sending carcass data to its customers for about eight years.

"We supply the data so producers can improve their herd," he said. "It's important to my customers. They get the data back, and they'll hold it and study it like it's the Bible."

Beller said some people have questioned his methods and think that producers might use the information against him to try to get higher prices for their cattle. However, Beller said this is rarely a problem. Instead, he and the producers work together to achieve the same goal.

"We all have a focus to get to the very best genetics," Beller said. "The ranchers aren't out there just to get every dollar from the buyer. They appreciate what I've done, and instead of just business people we become friends." ☰

Article courtesy: American Angus Association

## Western □

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The Midwest Organic and Sustainable Education Service (MOSES) announces the 18th annual Upper Midwest Organic Farming Conference to be held at the La Crosse Center in La Crosse, Wisconsin, February 22-24, 2007. An extraordinary, farmer-centered event, this conference is an annual gathering of over 2,200 participants from the upper Midwest and beyond. The Conference is celebrated as the foremost educational and networking event for farmers, ranchers and others in the organic farming community.

The theme for this year's conference is "Cultivating Integrity." According to MOSES' Executive Director, Faye Jones, "The organic farming community is continually striving to meet our own and our consumers' highest expectations. Every year, or-

preconference Organic University. These all-day courses include topics such as: Organic Dairy Production, Organic Pork Production, Operating Organic Grazing Systems, Introduction to Organic Food and Farming, Transition to Organic Row Crop Production, Holistic Management, Biodynamics, Extended Season Production, Organic Berry Production, Farm Diversification. The cost is \$140 per course including lunch and a comprehensive resource notebook.

The Conference and the Organic University are projects of the Midwest Organic & Sustainable Education Service (MOSES). To request a conference flyer, contact the MOSES office. Email: [info@mosesorganic.org](mailto:info@mosesorganic.org), call 715-772-3153 or write to MOSES, P.O. Box 339, Spring Valley, WI 54767. For updates on the conference visit [www.mosesorganic.org](http://www.mosesorganic.org).



ganic agriculture grows in size as well as expertise. The conference is a great place to learn, cultivate, and share ideas."

Over 60 workshops will feature topics including: Season Extension for Forages, Other Small Grains, Business Planning for Beginning Farmers, Making the Most of Your Organic Dairy Grazing Operation, Organic Pork Production, Making and Using Compost, Using Cover Crops and Weed Biology. The exhibit hall provides great networking opportunities and features over 130 exhibitors, including buyers, suppliers and many other resources. The conference provides delicious food and refreshments that are organic and locally produced whenever possible. Pre-registration costs \$165 and includes Thursday evening, and all day Friday and Saturday as well as organic breakfasts, lunches and snacks.

On Thursday, February 22, 2007, MOSES will host the annual

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The Upper Midwest Organic Farming Conference & the Organic University are projects of the Midwest Organic & Sustainable Education Service.

# goat – sheep

## Funds Available to Help Sheep & Goat Industries

**C**olorado 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 agree-

ment 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 42 loans to 32 entities in 19 states and has received 70 applications. More than \$15 million has been loaned to the sheep and goat businesses, leaving funds still available for new applications at a current interest rate of 5.25%.

"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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# SCHAFFER FARMS



**I**t is not always easy to raise goats in West Texas. The pastures are often sparse, with an annual rainfall of 13 inches. Schafer Farms runs an average herd of 400 goats on their 160 acre farm, and about 900 acres of native pasture. This is accomplished through a rotational grazing system using drip irrigation, and conservative use of pasture. The drip irrigation conserves water because it is installed 15-18 inches beneath the ground and feeds the root system of the plants. Schafer Farms plants a mixture of beardless wheat and oats in the fall of the year which provides excellent grazing for recip does and their new offspring. This small grain crop lasts until the Texas weather heats up usually in May. At that time, the does go back to native pasture. The farm also has a permanent grass on some of the sections of drip irrigation, which can be grazed year-round, but goes somewhat dormant in the winter. However, goats like dry grass, and seem to do quite well on it. The rest of the rotational sections are utilized with hybrid sorghum, which is usually baled in the summer, and then grazed after the last cutting until well into the first frost of the winter. It provides dry matter for the goats, but has to be supplemented with molasses tubs in the winter. However, it is not uncommon to harvest 90 round bales of hay from 12 acres of drip irrigation, with fertilizer being put right through the irrigation system. These bales are put back for feed for the winter months. With any help from Mother Nature in the form of rainfall, there can be up to 3 cuttings for hay.

Schafer Farms, Hugh and Ann Schafer, are pioneers in the development of the boer goat. They were members of a syndicate that imported some of the first boer goats to the United States. They are dedicated to promoting the breed for showing, breeding, and commercial use. Each year is a challenge to produce better livestock than the previous year. Their goal is to produce the best stock for their use and for their customers, and to stand behind what they sell. They have sold to 25 states and 6 foreign countries.

Schafer Farms will be bringing their top-line genetics to buy-

ers from West Texas to California to the Midwest this year. In order to provide these animals, they use embryo transfer, and artificial insemination, as well as natural breeding.

Schafer Farms has produced a National Reserve Champion Buck in 1998, and a National Reserve Champion Doe in 2003. They have also sold many champions. In the last few years, the wether competition for 4-H and FFA has become phenomenal, and Schafer Farms is dedicated to producing some of the best wethers in Texas. This year, they produced the Grand Champion Wether at The Arizona National Livestock Show in Phoenix, Az. Schafer Farms' schedule for 2006 includes the following:

California Gold Rush Sale-April 22, 2006, Oakdale, California  
Schafer Farms' Club Sale-at the farm, June 5, 2006

Wethers sold @ this sale will be eligible for the \$5000.00 Lone Star Elite Jackpot on Nov. 18, 2006, at Snyder, Tx.

Midwest Boer Goat Show and Sale-June 23, 2006, Sedalia, Missouri

Platinum Alliance Sale-August 26, 2006, Sydney, Ohio  
Southwest Breeders' Blue Ribbon Sale- September 2, 2006, Eldorado, Texas

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# Green Country Dairy Goat Association

**G**reen Country Dairy Goat Association was founded to promote goodwill, harmony and fellowship and education among exhibitors, breeders and other goat owners in August of 1990. Methods of doing this are through sponsoring shows, helping other goat clubs with their shows by sponsoring youth classes in shows (such as the Tulsa State Fair or other club or association shows) and sponsoring seminars and workshops. We feel the future of goats is insured by our youth so make a special effort for them.

We also promote goat and goat milk products. These include goat meat (chevon), goat milk, goat cheeses and goat milk soap. One of our cheesework shops consisted of making chevre (a soft cream cheese-like cheese), Mozzarella, feta, and an aged hard cheese. One soap making workshop covered goat milk soap and goat milk lotion with recipes and demonstrations.

We try to have educational seminars/

workshops on other goat related topics as well. Some of the topics that have been covered are: parasites (life cycles, anthelmintics, setting up and reading fecals, FAMANCHA (controlling parasites by management); Cheese and soap making workshops where various cheeses or soaps and the methods and theories of production are covered; we have had veterinarians talk on management/diseases/care of our goats and nutritional seminars on mineral and general requirements of the caprine friends. There have been fitting demonstrations to teach clipping for shows, hoof trimming etc..

Also, we have had knowledgeable goat people give talks and demonstrations on selecting good animals and what constitutes a good doe/buck.

Our objective is to have several of these workshops/shows/seminars each year. Some of our time is spent in planning fund raisers to finance these endeavors. The regular meetings start with a pot-

luck lunch which is always wonderful with lots of visiting and camaraderie.

We meet at various farms and have access to a building for our workshops which we open to the public.

We publish a monthly newsletter to keep our membership informed of upcoming events, information on our members, new or important information on goat keeping and show results of our members.

For further information contact Hughlene Dunn e-mail at [hughlene.dunn@sbcglobal.net](mailto:hughlene.dunn@sbcglobal.net) Hughlene is our newsletter editor and membership chairman.

Georg Ann Mundis, President of Green Country Dairy Goat Association in NE Oklahoma. ☺



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# American Boer Goat Association

## A brief explanation of an expanding industry

The American Meat Goat Industry has experienced substantial growth in the last decade, and much of its growth is producer-driven. Improved genetics, agricultural policy, growing ethnic populations, marketing potential and movement to smaller acreage farms have also placed a significant impact on the industry. Additional production from the producer segment is a valued priority to satisfy the demand of goat meat and opportunities within the industry.

The journey of the Boer goat to the United States in 1993 positively impacted the meat goat industry providing improved production and carcass traits to the already existing goat genetics. This year also marked the formation of the American Boer Goat Association. At nearly the same time, due to the three-year phase out of the Wool and Mohair Incentive Payment Act, many Angora goat producers sent some, if not all, of their herd to market. This change in agricultural policy created a void in the goat meat trade. This void was fulfilled by the

introduction of Boer goats to the United States and direct meat imports from Australia and New Zealand.

Boer goats are a horned breed showing a variety of color patterns, and have a high resistance to disease adapting well to various climates and temperatures. Boer goats are also a valuable commodity presenting a stout build, lean meat, remarkable size and rate of growth, and gentle nature and fertility reached at an early age.

The main consumers of goat meat are members of a variety of ethnic groups. Hispanics, Muslims and Peoples of the Caribbean are the largest goat consuming ethnic populations in the United States. As ethnic groups become a growing segment of population, the demand for goat meat exceeds the current production capacities. Forecasts estimate that production in the United States may take ten years to meet the current goat meat demand.

The American Meat Goat Industry does not fit the business models employed in the beef and pork industries. The industry contains a

network of smaller producers, defined end-consumers and non-traditional marketing channels. This business model allows producers the opportunity to directly market the end consumer, therefore demanding a higher price for quality products.

Utilizing small acreage farms for goats is more and more becoming to the American public seeking an agricultural avenue. Unlike some agricultural ventures, regardless the size, producers can impact the meat goat industry in their backyard.

To exceed the path to expansion, meeting the needs of the various segments within the industry is valuable and the journey begins with the producer.

With over 6,000 members nationwide, ABGA provides registry services to the Boer goat industry. ABGA also features a junior association providing opportunities in leadership, education and scholarship. ABGA is headquartered in San Angelo, Texas. Check out [www.abga.org](http://www.abga.org), or call 325.486.2242 to speak with an ABGA representative. ☺

## Animal DNA Genotyping and Diagnostics

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# American Meat Goat Association

Article by Marvin F. Shurley – November 2, 2006

**W**ith the weather having been cold and windy lately I've had some time to look at our A.M.G.A. membership archives. During the search through our old, along with our current membership list, some interesting facts have come to light. As of November 14, 1993, when the goat industry to a large extent was centered in Texas, approximately 13% of our members lived outside of this state. Since that time there has been a growing expansion of the meat goat industry across the United States. In 1993 approximately 85% of the goat population was in Texas. Within the past thirteen years that number has shrunk so that only 60% or so of the total U.S. goat population is currently residing in Texas. What is so unique about these percentages is the fact that the A.M.G.A.'s non-Texas membership numbers have risen also to where they now comprise approximate-

ly 47% of our A.M.G.A. membership as of November 3, 2006.

When you look at these numbers you quickly see that the membership composition closely mirrors that of the goat population here in the United States. As the demographics of the goat population distribution have changed so have the membership distribution numbers. While we were aware of these changes here in the office, never had we run an actual comparison of today's membership composition to that of thirteen years ago.

Our awareness of the changes in membership demographics though is evidenced by our growing outreach program and "outside Texas" efforts to reach producers. A prime example is that we held our 2004 annual membership meeting and conference in Cookeville, Tennessee and the 2005 conference in Stillwater, Oklahoma. Along with

this we are also working towards holding an A.M.G.A. judges training course in one of the far Western states this year. For a long time there has been a perception by many goat producers that the A.M.G.A. is a Texas only organization. Nothing could be further from the truth as our efforts benefit all goat producers across the U.S., although I will admit that in the past the largest percentage of our efforts in terms of meetings were held in Texas; however, one must consider that early on 87% of our membership resided in that state.

That plus the fact that around 85% of our U.S. goat population was also centered in Texas dictated that our efforts be focused there, to the largest extent. It is with great pride and expectation that I look forward to holding our future membership meetings outside of Texas. In recent years Tennessee, Nebraska, Kansas and Kentucky have experienced

*around the corral*

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a phenomenal growth of the goat industry within their respective states, which will act as the main driving force in our decisions as to the location choice for our future annual conferences.

During the research through our membership archives another discovery was that there are numerous members who have been in the A.M.G.A. since that November, 1993 date and active in the association for over a decade. Out of these very few of them were focused on Boer goats at that time, most producers were focused heavily on Spanish goat production, with several falling into a mixed production category. There were also at that time a large number of Boer breeders/speculators who were members of the A.M.G.A. but are no longer involved in goat production in any form. As the industry has grown and expanded so has the A.M.G.A. and we look forward to continuing this positive trend and also towards providing representation to you the United States meat goat producers. The A.M.G.A. is the only nationally recognized, non-breed specific

goat association of its type here in the U.S. that represents the interest of every single goat producer whether they raise Dairy, Fiber, or Meat goats. While "meat goat" is in our organizations name the end product of every goat breed is meat as they all enter the food chain at sometime in their life, if they don't die on your farm or ranch.

We are a recognized, respected, and well received, organization by the legislative and regulatory entities that set national policies affecting the U.S. goat industry and would like to invite you to join us in our efforts. As a fledgling industry the meat goat industry needs a centralized voice to represent our interest in governmental affairs and the A.M.G.A. is certainly poised to do so. If supporting "your goat" association appeals to you, you may contact our office at 325-387-6100 or by email at amga@sonorax.net. We also have a website set up for your convenience at [www.meatgoats.com](http://www.meatgoats.com) which contains additional information about the American Meat Goat Association. ☀

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My first and best way to purchase an alpaca would be by private treaty. Contact AOBA about animals for sale in your area or region. Then place a few telephone calls about arranging a farm visit. After looking at their alpacas, visit with them about their barn, fencing, breeding program, breeding fees, vet care, ect. When visiting with alpaca farmers, look into their boarding fees and live



birth guarantees. (Most people have between 2-7 days of live birth guarantees.) Also, visit with the owner about getting a health check from their veterinarian. It will put your mind at ease and you will need it to purchase insurance on your alpacas. Check on delivery of animals to your farm. Will the owner deliver your purchase? One last item to

inquire about is if the seller has a finance program available for your alpaca purchase. These financing programs will vary from farm to farm. Discuss with the seller how much support they will give you if you have questions about the alpaca once you have them on your farm. It usually amounts to nothing. Do not be afraid to put miles on your car to see other people's animals, how they use existing building and what they use for fencing. **IT IS MONEY WELL SPENT!**

My second choice would be to spend some time at the regional shows watch-



ing the judges and visiting with other alpaca owners. But remember the judge is strictly one person's option. Usually there are animals for sale at the show.

My third way to purchase an alpaca would be to buy at an alpaca auction. Look the animals over. Visit with the owners. Set a price you will pay and stick with it. Don't get caught up in the hype.

My last way to purchase an alpaca would be via the internet. But before spending your money, I would strongly recommend to purchase your first alpaca by private treaty. This allows you to see and feel the alpaca. ☺



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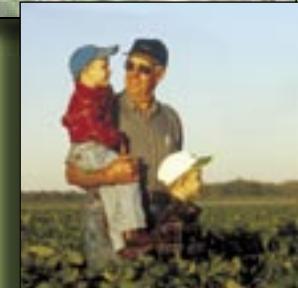
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