

# *NEW YORK* **Beef Producer**



May/June/July 2021

Volume 37 - No. 3-4

Official Publication of New York Beef Producers' Association  
and New York Junior Beef Producer's Association



PRESORT STD  
U.S. POSTAGE  
**PAID**  
EAST AURORA, NY  
PERMIT NO. 27

N.Y.B.P.A.  
10040 Hooker Hill Road  
Perrysburg, NY 14129



## Quality Registered Angus Cattle

- TVF maintains a closed herd, utilizing embryo transfer and artificial insemination to maintain diversity within the herd
- All cattle are born and raised on the farm
- Focused on high performance females producing outstanding carcass quality for our beef business
- Award Winning Environmental Stewardship
- Pasture proven, show ring recognized
- Semen, embryos and seedstock available at all times

*Call now for best selection on your new herd sire!*



62 Old Brodhead Road, Grahamsville, NY 12740  
914-799-1091

[tvangus@thunderviewfarms.com](mailto:tvangus@thunderviewfarms.com) • [www.thunderviewfarms.com](http://www.thunderviewfarms.com)



Over  
60 YRS

One  
Family

One  
Farm

One  
Breed

Raising  
quality cattle

Protecting  
clean water



# INSIDE THIS ISSUE

Special Announcements.....pgs. 3&5

Understanding Coccidiosis.....pg. 6

NYS Meat Processor Report.....pg. 9

NCBA Policies & Policy Making.....pgs. 10,11&13

Dr. Mike Baker Comments.....pg. 14

NY Beef Council.....pg. 16

NYBC 2020 Annual Report.....pgs. 18,19,22&23

Junior Happenings.....pg. 27

2022 Calendar Information.....pgs. 28 -29

NYS BQA Update.....pg. 31

View from Tractor Seat.....pg. 32

Classified Ads.....pg. 40

# UPCOMING EVENTS

## June

2021-22 NYBPA Directory will be arriving in households

## July

July 1 - Deadline for "Special August Only Newsletter" edition. DATE FIRM

Summer Fair Season Starts

Watch website for any Regional or Event updates

## August

August 1- Deadline for ads, articles and classifieds for Sept/Oct Newsletter.

August 3-5 - Empire Farm Days  
Pompey, NY

August 4- NYBPA Council Meeting  
4:00 PM Pompey, NY (EFD site)

August 31- Beef Day NY State Fair

## September

Sept. 24-26- Beef Field Days  
Lott's, Seneca Falls, NY



Check out our web site -  
[www.nybpa.org](http://www.nybpa.org) Facebook -  
[www.facebook.com/nybeefproducers](http://www.facebook.com/nybeefproducers)

## The NEW YORK BEEF PRODUCER

is Published, bimonthly by the

New York Beef Producers' Association.

January/February March/April May/June

July/August Sept/October Nov/December

### Advertising Rates

Full Page Color \$225.00

Full Page (b/w) \$125.00

1/2 Page (b/w) \$85.00

1/4 Page (b/w) \$55.00

Business Card (b/w) \$25.00

Classified Ads free to paid NYBPA Members

5% discount for payment with copy

10% discount for 6 consecutive ads

5% discount NYBPA Member discount

8 1/2" x 11" Magazine format


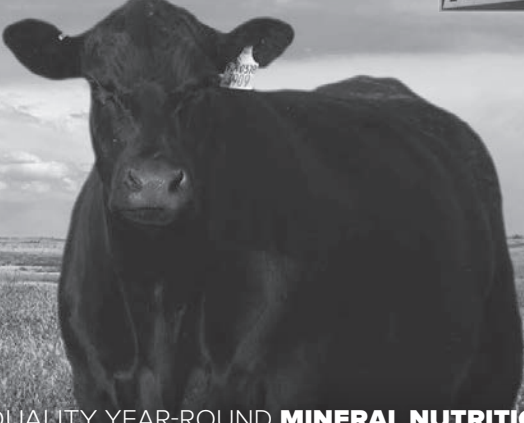
### Deadline for next issue is August 1st.

This will be firm so newsletter gets out on time.

For more information contact:

[nybeefproducers@aol.com](mailto:nybeefproducers@aol.com)

\*\*\*Visit our web site [www.nybpa.org](http://www.nybpa.org) \*\*\*

QUALITY YEAR-ROUND MINERAL NUTRITION

**FRAMEWORK 365 MINERAL**

- Framework 365 Mineral<sup>®</sup> Performance ADE Availa<sup>®</sup> 4
- Framework 365 Mineral<sup>®</sup> Performance MG
- Framework 365 Mineral<sup>®</sup> ADE Sure-Footed
- Framework 365 Mineral<sup>®</sup> Full Flush Availa<sup>®</sup> 4
- Framework 365 Mineral<sup>®</sup> ET Elite ProPath<sup>®</sup> 4
- Framework 365 Mineral<sup>®</sup> Grass-Fed Beef

**Built on Trust**  
EST. 1927

Bryan Beaver  
609.760.9303  
[bryan.beaver@kentww.com](mailto:bryan.beaver@kentww.com)

Mackenzie Chauncey  
518.369.0969  
[mackenzie.chauncey@kentww.com](mailto:mackenzie.chauncey@kentww.com)

[kentfeeds.com](http://kentfeeds.com)

## EXECUTIVE COUNCIL

### President:

Ted Card, Jamestown, 716-664-0356

### Vice President:

Skip Lear, Albion, 585-730-9383

### Secretary: Vacant

Taking inquiries by email nybeefproducers@aol.com

### Treasurer:

Kathi Wagner, Catskill, 518-469-3777

### Past President:

Phil Trowbridge, Ghent, 518-369-6584

### Advisor:

Dr. Mike Baker, Ithaca, 607-255-5923

### Executive Secretary:

Amanda Dackowsky, Perrysburg, 716-432-9871

## REGIONAL DIRECTORS

**Region 1- Skip Lear, Tyler Strub**

**Region 2- Ted Card, Amanda Dackowsky**

**Region 3- Allison Thomas, Amanda Schwartz,  
Karen Clark**

**Region 4- Barb Benjamin, Janeen Bennett**

**Region 5- Tim Pallokat, Clint Sampson**

**Region 6- Ben Brooks, Brandon Riehlman-  
Glenn Forshee**

**Region 7- Dean Wheeler, Andrew Juby**

**Region 8/9- Craig Southworth, Joe Eisele**

**Region 10- Sarah Hardy, Amanda Larrabee**

**Region 11- Dirk Schubert, Nanette LaTourette**

**Region 12- Kevin Jablonski, Shawn Murphy**

**Region 13- Doug Giles, Ed Moran**

**Region 14-**

## NY BEEF COUNCIL

### Executive Director:

Jean O'Toole, Westmoreland, 315-796-7907

### NYBPA Representatives

Jennifer Hammond, Bath, 607-346-5492

Peter Lehning, Honeoye Falls, 253-961-3743

## NY JUNIOR BEEF ASSOCIATION

President/NYBPA Rep- Evie Groom

Vice President- Adeline Tommell

Secretary- Kaitlyn Broughton

Treasurer- Nathan Reynolds

Reporter- Samantha Basinait

## NYBPA OFFICE

10040 Hooker Hill Road, Perrysburg, NY 14129

Phone: 716-432-9871

Email: nybeefproducers@aol.com

Web site: www.nybpa.org

## Allied Sponsors

### Platinum Level

Bush Hog Inc.

Merck Animal Health

Thunder View Farms

Zoetis

### Gold Level

Farm Credit East

NY Simmental Association

Westway Feeds

### Silver Level

Finger Lakes Cattle Company

NY Beef Council

Twin Clover Equipment

VitaFerm/BioZyme

### Bronze Level

Empire Livestock Marketing

NYSAMP

Select Sires

Feedworks USA

### Photo Contest Sponsor

Kent Nutrition Group

### Additional Sponsors

### Supreme Beef Female Show

Purina Animal Health

### County Supreme Chairs

Hubner Seeds

NY Simmental Association

William Kent Inc.

**THANK YOU TO ALL OUR SPONSORS**

# Special Announcements and Events

**THANK YOU! THANK YOU! THANKYOU!**

Our Meat Raffle Fundraiser was a HUGE success.

Hopefully we can make this an Annual Fundraiser.

Before all expenses we took in \$29,600.00. A complete total and breakdown of expenses will be announced at the NYBPA Council Meeting August 4th at Empire Farm Days.

## *Congratulations To Our Winners*

*First* -Peter Broughton, Silver Springs NY

“Freezer” filled with 1/2 Side of Beef.

*Second*- Nick Tommell, Berne, NY - 1/4 Side of Beef

*Third*- Sue Stears, West Charlton, NY - 1/4 Side of Beef

**SAVE THESE DATES!!!**

September 24, 25, 26, 2021

**NYBPA BEEF FIELD DAYS**

Ralph Lott's, 2973 St Rte. 414, Seneca Falls, NY- old Empire Farm Days site

This is a tentative schedule, at this time, as we continuing to make plans:

*Friday Evening- Meet & Greet - light meal*

*Saturday- All day- Rotational Educational Adult and Youth Clinics- some will be hands-on.*

*BQA Chuteside Certification will be happening.*

*Sunday- Continuation of Educational clinics.*

*Looking for additional Agricultural vendors, if interested please send an email to [nybeefproducers@aol.com](mailto:nybeefproducers@aol.com)*

We are looking for Volunteers to help with our Field Days,

Please contact Ted Card 716-664-0356 to see where you can help!

Get involved in this New Program!

Also looking for clinics of interest- Something you are looking for?

Please email ideas to-[nybeefproducers@aol.com](mailto:nybeefproducers@aol.com)

# NYBPA President Message



If you are anything like my area of New York, you have enjoyed a great Early Spring. Hopefully the bed packs are spread for the hope of greener pastures ahead of us.

As the spring calving season begins to wrap up and breeding season begins, I encourage you to use your NYBPA Directory to find some of the best seed stock producers in the nation within our membership for your next bull purchase.

With new staff and leadership representing both NYBPA and NY Beef Council, we recently had NCBA present the very first Beef Leadership Summit. This was open to all NY Beef Leadership positions. It was a great two evening presentation by NCBA, explaining both the policy side and the check-off side of NCBA which was highlighted with an awesome 30 minute presentation from Colin Woodall CEO of NCBA.

In this newsletter and future publications, there will be articles to help our members understand the policies, procedures, and priorities of NCBA as they work for us as an affiliate.

I encourage you to consider membership to NCBA and to get out of the stands and into the arena and volunteer to an affiliate committee.

While we all long to return to normal events, let's remember COVID safety precautions at up-coming events and hope for a great growing season and fair season.

Thanks,

Ted

## **Welcome 2021 NYBPA new members**

- 2- Ryan Hanft, Hanft's Hickory Hill Farm, 9919 Utley Road, East Otto, NY 14729 716-796-8559
- 3- Madelyn Bell, 270 Rochester Street, Apt 2, Avon, NY 14414 801-920-8461
- 1- Clinton & Rita Greis, CRG Family Farm, 912 Clinton Street Road, Attica, NY 14011 716-432-9299
- 5- Jeff, John & Robin Myers, Harmony Pond Farm, 4283 Doolittle Rd, Locke, NY 13092 315-497-1143
- 12- Thomas Gannon, Gannon Cattle, 102 Gronczeniak Road, Stillwater, NY 12170 518-857-6855

*Referring New Members is Rewarded in our Incentive Program see the web site for info.*

**Cover Photo - Picture From  
Annual Photo Contest  
Congratulations!- Jala Murphy  
"Single Hereford Cow"**

# More Special Announcements and Events

**Supreme Female Program-** We are moving forward with this program in 2021 as most County Fairs and Beef Shows will be having or have had Beef Shows. The rules have not changed as previous, the Fair or Beef Show must contact the NYBPA by email at nybeefproducers@aol.com to request a Supreme Chair for your Beef Show Supreme winner, then the winner will automatically be entered to exhibit at the NYS Supreme Beef Female Show to be held on Beef Day August 31, 2021 at NY State Fair. If for some reason the NY State Fair does not have exhibitions we will have the Supreme Beef Show at Ralph Lott's, 2973 St Rte. 414, Seneca Falls, NY during the NYBPA Field Days Sunday, September 26th.

Please get your requests in as soon as possible if you will be having Beef Shows. More details to follow. The Supreme Chair Sponsors for 2021 are: New York Simmental Association and Hubner Seeds. The NY State Supreme Beef Female and Cow Calf winners are sponsored by Purina Animal Health.

**Beef Promotional Brochures** can be sent out to County Fairs, Events, Farm Tours, Farm Marketers, etc. when requested. Send requests to nybeefproducers@aol.com in enough time to get them to your events on time.

**Empire Farm Days-** Palladino Farms, 3149 Sweet Road, Jamesville, NY August 3-5, 2021 Daily 9-4 We are looking for Volunteers to man the booth located in the Dairy Tent Space # D35. We will only have an informational Booth this year at this show, no Beef Sandwiches. If you can volunteer any time please send an email to nybeefproducers@aol.com stating your name and date and time you would be available to work.

**NYBPA Council Meeting-** The next NYBPA Council meeting will be "in person". Plans to hold at the new Empire Farm Days site at Palladino Farms, 3149 Sweet Road, Jamesville, NY on August 4th at 4:00 PM.

**Region 3 Elected New Officers-** Congratulations to the new Region 3, 2021 officers. Thanks to everyone who took the time to vote and respond to the survey questions. Here are your new officers.

Director: Allison Thomas, Co-director: Amanda Schwartz, Secretary/Treasurer: Karen Clark

We would like to thank everyone who volunteered to run for office. It was great to see the interest. In addition, Dave and I would like to thank everyone for the support you gave us the past several years, it was a pleasure working with all of you.

Sincerely,

Dr. Dave Wilson and Sue Olson

**Herd Builder Sale Results-** The Sale was held May 1st at FFLE, Canandaigua. 19 Lots sold with an average of \$1446.00. The semen & embryos sold well too. Highest Lot 113 sold to Michael Schrader, Ghent, NY \$3600.00. Thank you to all consignors and the many return and new buyers.

**\*\*\*Other Programs** we are considering and would like input on, ideas and helpers to make these things happen. If you are at all interested please contact Ted Card at 716-664-0356, or email information to nybeefproducers@aol.com.

**Beef Farm Of Distinction-** Looking for ideas on how to put this together to spotlight Beef Farmers in New York.

**A NYBPA Historian-** The NYBPA is coming up on 75 years old. Let's Celebrate. Would you be interested in going through old newsletters and information or ideas to help us celebrate this milestone.

# Understanding Coccidiosis

By: Dr. Melanie Hemenway DVM

Coccidiosis is a protozoan disease that most cattle develop some immunity to, while continuing to shed a few oocysts in their feces. Young cattle (1-2 months to 1 year of age) are the most vulnerable because they have the least immunity, particularly if they ingest a high number of immature protozoa in a dirty environment that overwhelm their immune system. Stress such as weaning, confinement and cold, wet or hot weather, can play a role in reducing their immune system.



Adult cattle rarely develop the disease, however if cattle are thin, malnourished or severely stressed they can become compromised and become susceptible. Adult cattle typically contribute to environmental contamination especially cows prior to calving. Environmental factors can also play a role in the level of oocysts available to cause infections such as poor hygiene, crowding, weather, transport, frequent regrouping of calves and bringing in new animals.



The main clinical sign of infection is watery diarrhea. The morbidity (proportion of the group showing disease) may be as high as 75%, but is

dependent on overall herd health, nutritional and immune status and external factors such as crowding, weather, exposure to other diseases and other stressors. Even with light infections where cattle appear healthy, but oocysts are present in their manure, feed efficiency is reduced. Severely affected cattle develop thin, bloody diarrhea that may continue for more than a week. Calves that survive severe illness can lose significant weight that is not quickly regained or can remain permanently stunted.

In an outbreak, clinically affected animals should be isolated and given supportive fluid therapy as necessary. The population density of the affected pens should be reduced. All feed and water should be high enough off the ground to avoid fecal contamination. Work with your herd veterinarian to determine proper mass medication of feed and water supplies to prevent new cases such as using an amprolium or decoquinate.

Coccidiosis has been difficult to control reliably. The key to preventing outbreaks is minimizing heavy fecal contamination of the environment. Corrals, pens, small pastures used year after year with cattle confined for calving, breeding, weaning, etc., are high-risk environments for cattle disease. It helps to keep cattle spread out. Many producers confine cattle for calving to allow monitoring. Even if they move pairs out of the maternity pen into a larger pasture when calves are a few days old, the young calves have already picked up oocysts. If a calf nurses a dirty udder or lies in manure and licks himself, he ingests oocysts.

Overcrowding of animals should be avoided while they develop an immunity to the coccidial species in the environment. Calving grounds should be well drained and kept as dry as possible. All measures that minimize fecal contamination of hair coats should be practiced regularly. Feed and water troughs should be high enough to avoid heavy fecal contamination. Control of coccidiosis in feeder calves brought into a crowded feedlot depends on management of population density, presence of appropriate feed bunks, or use of chemotherapeutics, to control the numbers of oocysts ingested by the animals while effective immunity develops.

There is no vaccine against coccidiosis. Discuss with your herd veterinarian prevention and treatment options and which coccidiostat would be most appropriate for your operation such as Monensin, lasalocid and decoquinate.





# NEW YORK ANGUS ASSOCIATION

WWW.NY-ANGUS.COM



*Stay Connected!*

Stay up to date with all things New York  
Angus by visiting our website and facebook.

# Northeast Elite HEREFORD SALE

SALE SPONSORED BY:  
NEW ENGLAND HEREFORD ASSOCIATION  
PENNSYLVANIA HEREFORD ASSOCIATION  
NEW JERSEY HEREFORD ASSOCIATION  
NEW YORK HEREFORD BREEDERS

SALE HOSTED BY:



**TROWBRIDGE  
FARMS**

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

**Saturday, September 11, 2021**  
Sale at 12 Noon • Ghent, NY



**DKJ**  
PHOTOGRAPHY

**SELLING 90 REGISTERED HEREFORDS INCLUDING 30 COW CALF PAIRS  
BRED AND OPEN HEIFERS, AND SHOW STEERS  
WITH THE BREEDERS TOP GENETICS BEING OFFERED**

**CONTACT:  
518-945-2638  
NEELITESALE@GMAIL.COM**

**WATCH FOR THE SALE CATALOG THIS SUMMER!**

# *Cornell Cooperative Extension Livestock Program Work Team*

## **New Report Summarizes NYS Meat Processor Needs and Perspectives**

Building a resilient local food system requires sufficient meat processing capacity. The COVID pandemic revealed that NYS did not have the ability to absorb shocks, including increased consumer meat demand, leaving farmers and consumers frustrated and meat processors overwhelmed.

In Fall 2020, a team of Cornell Cooperative Extension educators, Cornell Animal Science Dept faculty, and Cornell Small Farms program staff embarked on an effort to interview all 300 meat processing facilities that



provide services to farmers in NYS. The team sought to gain an understanding of these businesses' interest in expanding or upgrading to a higher level of inspection, barriers to sustainability and growth, and what types of support they needed.

The results and conclusions of these interviews are now available to read and download at <https://tinyurl.com/jy6ew6ez>. A longer version with complete literature review and more in-depth statistical analysis will be available at the same link by May 31.

The team concluded that there is no single, easy solution to the meat processing bottleneck, but there are several areas where investment is needed and would ease the situation for farmers and processors. Availability of grant funding for capacity expansion of all 3 types of meat processing facilities would help. While some new facilities are needed, investing first in expansion of existing facilities will accomplish more with fewer resources. Additionally, funding for full-time staff positions to provide technical support and succession planning to meat processors, as well as meat cutting training and food safety assistance, would provide some relief. There is enormous need for leadership and expertise in this area but currently almost no staff is funded to provide this support.

If you would like a printed copy of the paper please call Nancy Glazier at 585-315-7746.

Building a collaborative network of experts and resources to foster the success of livestock farms across NYS.

Cornell Cooperative Extension is an employer and educator recognized for valuing AA/EEO, Protected Veterans, and all Individuals with Disabilities and provides equal program and employment opportunities.



National Cattlemen's  
Beef Association

# JOIN NCBA TODAY & EARN REWARDS



**Norbrook**

When you join NCBA, you'll receive a FREE 2.5 liter bottle of Eprizero® pour-on wormer, compliments of our partners at Norbrook. *That's a value of more than \$200!*

## ADDITIONAL MEMBER BENEFITS

In addition to protecting the livelihoods of cattlemen and women nationwide, becoming a member will also provide valuable discounts from many of NCBA's industry partners.

**BFGoodrich**  
Tires

**CATERPILLAR**



**STETSON**  
APPAREL & BOOTS  
**TIN HAUL**

**NEW HOLLAND**  
AGRICULTURE



**JOHN DEERE**



**Cabela's**

**BUSINESS SALES**



**RAM**

# NCBA Policy Committees

## Agriculture and Food Policy

Develops policy on such issues as Federal Farm Programs, Haying and Grazing, Disaster Relief, Labor Issues, Government Funded Production Research, Beef Nutrition and Safety. The Committee, at the discretion of the chair and vice chair, can establish subcommittees on an as needed basis.

## Cattle Health and Well Being

Develops policy on such issues as animal care, drugs and biologics, domestic and foreign animal diseases, and animal health research. The committee also works closely with the United States Department of Agriculture and Food and Drug Administration regarding producer education and formulation and implementation of regulatory policy.

## Federal Lands

Develops policy on issues related to grazing on public lands administered by agencies such as the Bureau of Land Management and U.S. Forest Service.

## International Trade

Develops policy on issues related to international trade including market access, trade laws and trade agreements. This committee sets policy used to engage with the international community, USTR, USDA, Congress, international entities such as the International Beef Alliance, and other trade or regulatory bodies which determine our ability to trade in live cattle, genetics, and beef around the world.

## Live Cattle Marketing

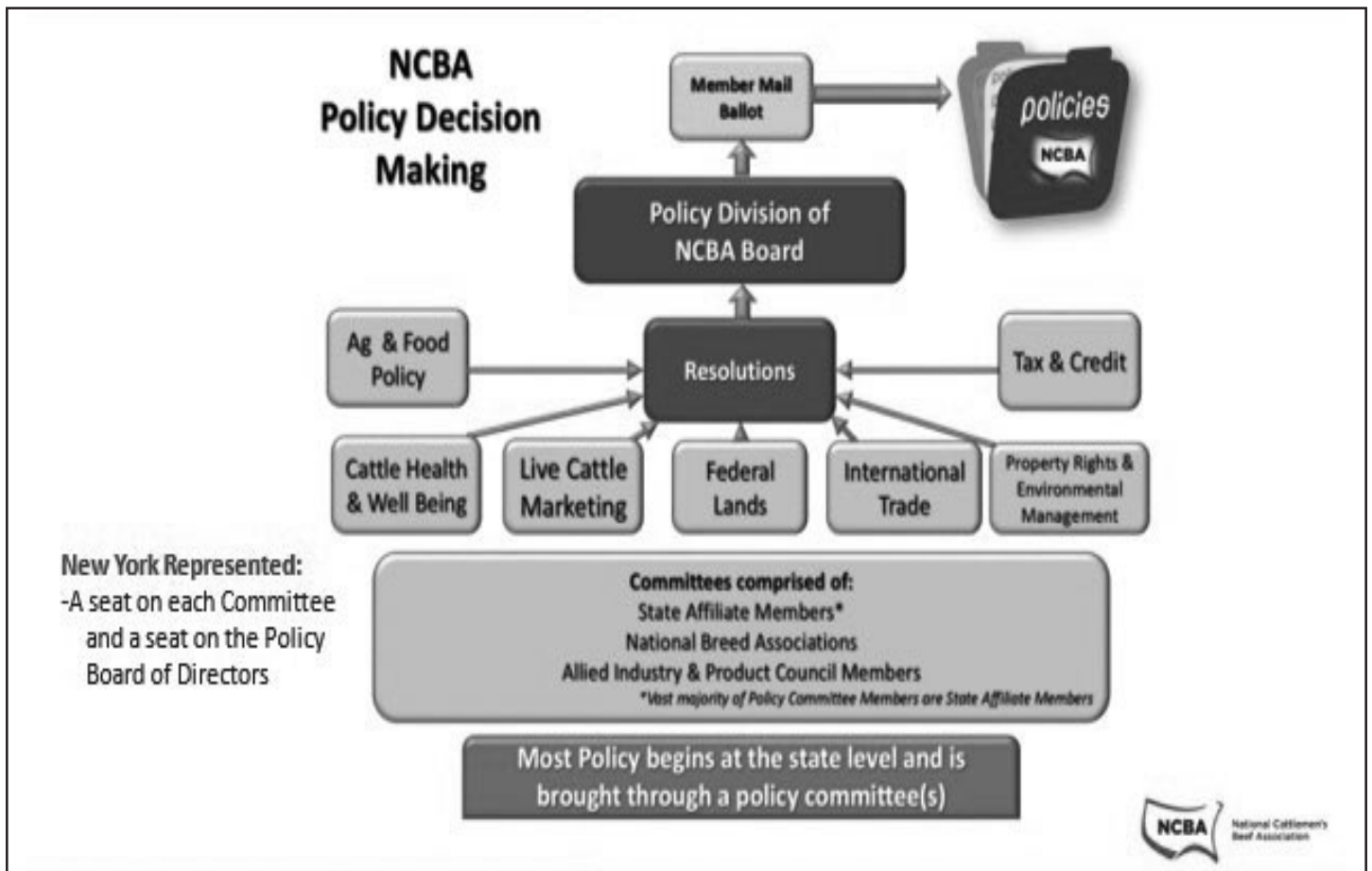
Develops policy on issues related to industry structure, price discovery, futures markets, cattle/beef market price reporting, grading and transportation. This committee will also set policy used to engage with the CME Group, CFTC, GIPSA, and other entities which impact cattle and beef markets.

## Property Rights and Environmental Management

Develops policy on issues related to natural resources, property rights and endangered species. The committee works closely with Congress and the regulatory agencies such as the Environmental Protection Agency regarding laws and regulations that impact private landowners.

## Tax and Credit

Develops policy on issues related to estate taxes, capital gains and alternative minimum taxes, income taxes and social security, business taxes and banking and credit.



## **NYBPA and NCBA – have your back when you can't be at the table**

Every day beef producers work hard to keep their animals healthy, care for the land and hopefully realize returns on their investments. Good people doing the right things. If it were only so simple. In today's world there are many outside influences, including the government, that interfere with doing the right thing. This is why membership in an association is so important.

If you are reading this publication, you have made the commitment to belong to the New York Beef Producers Association (NYBPA) -- an association focused on looking out for the beef industry's best interests in New York. Influences impacting the beef industry, however, are not all in New York and this is where the partnership with the National Cattlemen's Beef Association (NCBA) is important. As an affiliated association, NYBPA has a seat at the table and access to a dynamic lobbying team in Washington, D.C.

The Government Affairs Team in Washington, D.C. takes its cues directly from producers through the NCBA policy making process. This is where NYBPA has a voice. Through NYBPA's investment, the association joins similar organizations around the country with a seat on all seven policy committees:

**Ag & Food Policy, Cattle Health & Well Being, Federal Lands, International Trade, Live Cattle Marketing, Property Rights & Environmental Management, Tax & Credit. Explained on page 8.**

Policy development starts with discussion of resolutions in the respective committee. Most resolutions are submitted by state organizations just like NYBPA. Once a resolution passes the committee it continues to the Resolutions Committee that is tasked with checking for duplication of policy, conflict with current policy, and consistent grammar. The next step is the NCBA Policy Division Board of Directors (NYBPA has a seat here, too). The final approval of NCBA policy is by the full membership via the Member Mail Ballot sent out in the National Cattlemen publication each September. At this point, every NCBA member can vote on policy passed by the board. Policy becomes official when the ballot process is completed.

*Continued on page 13*

# More live calves, AND MORE POUNDS OF PAYWEIGHT

THESE ELITE SIRES HELP YOU SPREAD IT OUT!



*Tahoe*

14AN502 TEHAMA TAHOE B767 // AAA 17817177 // Upward Y238 x Final Answer  
TAHOE has earned his place as one of the best in the breed.  
Simply put, he does just about everything and our customers know it!

CED	BW	WW	YW	Milk	CW	Marb	RE	\$M	\$W	\$B	\$C
10	0.0	76	131	33	52	.95	.94	89	103	160	297



*Growth Fund*

7AN528 DEER VALLEY GROWTH FUND // AAA 18827828 // Payweight 1682 x WEIGH UP  
A great example of solid Calving Ease with dominating growth. Check the Angus bull sale reports and you'll see GROWTH FUND's name showing up everywhere!

CED	BW	WW	YW	Milk	CW	Marb	RE	\$M	\$W	\$B	\$C
9	1.4	81	159	27	74	.51	.6	59	76	172	282



*Regiment*

7AN594 WILKS REGIMENT 9035 // AAA 19401188 // Cavalry B063 x Empire 3037  
A crowd favorite at Denver in 2020, REGIMENT combines big-time stats for extra pounds and muscle, and does it with a stout pedigree and incredible eye-appeal!

CED	BW	WW	YW	Milk	CW	Marb	RE	\$M	\$W	\$B	\$C
11	0.1	91	169	33	86	.63	1.17	72	102	195	325



*Cowboy Logic*

14AN553 FREYS COWBOY LOGIC // AAA 19256275 // Cowboy Up x Bobcat  
Serious spread here! COWBOY LOGIC offspring are born easily and grow like crazy! He adds bonuses of base width, major rib shape and high quality foot structure.

CED	BW	WW	YW	Milk	CW	Marb	RE	\$M	\$W	\$B	\$C
18	-0.8	68	126	20	39	.16	.39	49	63	111	193



*Movin On*

7AN595 BALDRIDGE MOVIN ON 6780 // AAA 19573709 // Alternative x PROPHET  
Made right and backed by two super cows, MOVIN ON writes a number package few can match. This six-frame sire is structurally sound, wide-topped and attractive.

CED	BW	WW	YW	Milk	CW	Marb	RE	\$M	\$W	\$B	\$C
16	-0.3	74	129	22	57	1.11	.76	84	77	168	302



*Trailblazer*

7AN523 FERGUSON TRAILBLAZER 239E // AAA 18996007 // DISCOVERY x Emblazon  
Wow, this sire continues to impress! His spread stats are amazing, but he goes way beyond with a high HP, CEM and Marbling, and stamps his calves with a super look!

CED	BW	WW	YW	Milk	CW	Marb	RE	\$M	\$W	\$B	\$C
9	0.7	84	154	26	59	1.35	.51	76	84	179	308

CONTACT YOUR LOCAL REPRESENTATIVE TO ORDER TODAY!



**YOUR SUCCESS**  
*Our Passion*  
(800) 227-6417 • [www.premierselectsires.com](http://www.premierselectsires.com)



Jerry Emerich, Beef Specialist  
(518) 593-0212

1 Stony Mountain Road  
Tunkhannock, PA 18657  
[www.selectsiresbeef.com](http://www.selectsiresbeef.com)

\*Your Success Our Passion. is a registered trademark of Select Sires Inc. EPDs as of 3/12/21.

# NYBPA and NCBA - have your back when you can't be at the table

Continued from page 11

NCBA's 2021 Policy Book can be found on NCBA.org under the Policy tab. There are 142 pages of policies, none of them older than five years.

NYBPA is looking for interested members to participate on the NCBA committees. As an individual you must be an NCBA member to participate on a committee. If you are interested, please complete this information and return it to Ashley Simmons, NYBPA Executive Secretary either by mail, 4651 Quarry Rd., Warsaw, NY 14569 or email to: nybeefproducers@aol.com.

Name- \_\_\_\_\_

Address- \_\_\_\_\_

Phone- \_\_\_\_\_ Email- \_\_\_\_\_

Committee(s) Interested In- \_\_\_\_\_

The beef industry needs active participants now more than ever. You can participate in the NCBA policy making process a couple of times a year and know that you are covered year around when you return to keeping your animals healthy and caring for the land.

\*\*\*\*\*

### Message from President Ted Card regarding the NCBA - National Cattlemen Beef Association


The NYBPA Council completed a Virtual Leadership Training this past spring with NCBA. In this session we got to see how these organizations work together as shown on the graphic on page 9.

The NYBPA is an affiliate to the NCBA this means we pay a fee to have a vote on issues put forth. In the past we have had members on these committees as of present New York has no representations on any committees. We need to see your interest and involvement in this matter if we are to continue our affiliation with NCBA.


If interested please fill out the information above.

If you have any questions on this issue, feel free to call me at anytime 716-664-0356.

Thank you,  
Ted Card  
NYBPA President




Producing Stylish Predictable Simmental Cattle that perform in and out of the show ring



EASTERN STATES EXPOSITION 2018

**SV Eye Candy - 2-24-17 - Mack AF x Trade Mark**

**Jeanne White, Owner**      **Visitors Always Welcome**  
 Philip Paradis, Herdsman      Bull calves and Replacement heifers available!  
 Groton, NY 13073-9430            [www.SimmeValley.com](http://www.SimmeValley.com)  
 607-423-4888 cell      [Jeanne@SimmeValley.com](mailto:Jeanne@SimmeValley.com)

**Dear NYBPA members,**



At the January Annual meeting, you honored me and my wife with a beautiful fire pit to celebrate my retirement. We have truly enjoyed this addition to our patio as you can see in the pictures. This is something that will remind me for a long time of our working relationship over the past 32 years.



When I first came to NY in 1989 I was the Agriculture Program Leader for Cortland County Cooperative Extension. The NYBPA Council meetings

were held in Morrison Hall on the Cornell Campus. I attended those meetings because I was part of an Extension team that covered Tompkins County. I also attended because as a livestock educator, I wanted to learn more about the NYS beef industry. In 1992, I joined the NWNYS Dairy, Livestock and Field Crops team, as the Livestock Specialist covering nine counties. I continued to work with the NYBPA facilitating educational programs in my region. Finally, in 1997 I was hired as the Beef Extension Specialist by the Department of Animal Science. It was in this role as Advisor I became fully involved in the association. Over the years, we have worked together on the Winter Management Program, the NYS Farm Show, Empire Farm Days, BQA and other statewide programs.

I have always said that one of the achievements that I am most proud of was when a group of us met at Hobart and Williams College to evaluate the future direction of the association. Up until that point, the Executive Secretary had been mostly a volunteer position. These secretaries had gone beyond what a volunteer should be expected to do. It was time to evaluate this leadership model. After two days of discussion led by a trained facilitator, it was decided that hiring a part time paid Executive Secretary would put the association on the right path to success. The result was the hiring of Carol Gillis. She eventually became Executive Director of the NY Beef Council, but her years with NYBPA laid the groundwork for what the association is today.

I have thoroughly enjoyed working with NYBPA. As the beef industry has changed and grown, it has been rewarding to watch your association take on more leadership, especially on the educational front. Granted, I had some growing pains giving up some control, but the results have spoken for themselves.

In retirement, I plan to continue farming, though I will be moving more towards stocker cattle and downsizing my cowherd. We would like more time in the winter to travel to visit our grandchildren.

Thank you for supporting me and my extension program, and the very special parting gift. If you are around, stop by. We will fire it up and have some s'mores!

**Mike**

\*\*\*\*\*



I am pleased to announce that Ashley McFarland will be your advisor representing Cornell University upon my retirement June 30. She will serve in this role for 1 year or upon refilling the Beef Extension position. I've had the pleasure of working with Ashley for nearly 5 years. She knows the beef industry very well and knows many involved in the NYBPA. I know that you will give her the full support that I have enjoyed as your advisor.

Mike Baker  
Cornell Beef Extension Specialist



# FEMALE CASH SHOWDOWN

at the Ontario County Fair, Canandaigua, NY

**Saturday July 31st**

Best Day Of County Fair Livestock Showing In The State of New York!

## 2nd Annual NYS County Fair Ewe Classic

Top 3 places paid in CASH!

Champion \$300, Reserve \$200, 3rd \$100

\*Plus we pay 4 places in each class!

Eben Kennedy 585-353-8252

*Contact*

## Registered Jackpot Heifer Show

Top 3 places paid in CASH!

Champion \$500, Reserve \$300, 3rd \$200

\*Plus we pay 3 places in each class!

## Registered Cow & Calf Jackpot Show

Top 2 places paid in CASH!

Champion \$200 & Reserve \$100

\*Plus we pay 2 places in each class!

**PLUS!**

**Friday, July 30th**

## Ontario County Fair Beef Cattle Breed Show

Win a chair for the NYBPA Supreme Show @ NYS Fair

\*Plus Open Youth Showmanship Classes

Karen Rugenstein 585-615-8776

Randy Rugenstein 585-746-5039

*Contact*



Visit: [Ontariocountyfair.org](http://Ontariocountyfair.org) for registration info

Entries Due July 1st!

## New York Beef Council: Checkout what your Checkoff Dollars are doing in NYS!



Funded by Beef Farmers and Ranchers



**Best NY Burger!** We have a WINNER! New Yorker's nominated the Top 10 burgers in April, and then voted once again to determine the Final Four! In May, the Final 4 restaurants had the opportunity to put their burger creations in front of judges! The Final Four restaurants were: Angry Garlic, Illusive, Ben's Fresh and Ale n Angus Pub And the winner: Ale n Angus Pub of Syracuse, NY with their "Hot 'n Smokey Candied Bacon Burger"!

The burger is, 8oz Certified Angus Beef patty, topped with candied bacon, smoky chipotle mayo, pepper jack cheese, a drizzle of honey and seasoned onion straws on a Kaiser roll!



### #WienerWednesdays

Do you like Hot Dogs??? You'll love our fun crazy summer partnership with NAMI/Sahlen's Hot Dogs and Watkins Glen International Raceway! Check out our weekly #wienerwednesday giveaways (hot dog grilling packages) with SWAG from Sahlen's and NASCAR drivers Hall of Famer Ron Hornaday Jr. and newcomer Max McLaughlin of New York!

Watch for a Watkins Glen Race Day Sweepstakes, Hot Dog Grilling Challenges, and a fun Hot Dog Throwdown throughout the summer! Check in with the @newyorkbeefcouncil Facebook page and Instagram for information and help us spread #wienerwednesday wackiness!



**Veal is on TikTok!** In April the Beef Checkoff Funded Veal, Discover Delicious, managed by New York Beef Council, began a campaign with two Tik Tok personalities, Matt, and Marco. @groarkboysbbq and @woodfireandwiskey's Both influencers became Tik Tok famous for their food content featuring meat, but neither had any veal recipes before the campaign. Part of the initiatives set by the national veal program this year is to put veal where veal is not. Veal is an unknown protein,

especially among millennials one of the biggest users of Tik Tok. The goal of this campaign has been to introduce veal with new and different recipe concepts. The recipe videos developed by Marco and Matt have included a grilled veal burger with goat cheese and grilled green peppers that leaves your mouth watering, crispy veal tacos that had just the right amount of crunch, and breaded veal cutlets with a creamy garlic sauce that looks so good no one could resist.

### *Watch for Summer Fun and Giveaways!*



@newyorkbeefcouncil



@newyorkbeefcouncil

# PROGRESSIVE CATTLEMEN

CHOOSE VITAFERM® CONCEPT•AID®

VitaFerm  
**Concept•Aid®**



VitaFerm Concept•Aid is a line of vitamin and mineral supplements for beef cattle formulated to promote effective, easy breeding when fed 60 days pre-calving through 60 days post-breeding. High concentrations of vitamin E and organic trace minerals, coupled with the Amaferm® advantage, supports quick repair of the reproductive tract and more energy for reproductive success.

For more information, contact Jack Oattes BioZyme® Area Sales Manager at (613) 633-7969 or visit [www.vitaferm.com](http://www.vitaferm.com) to find a dealer near you.

**VITAFERM** PERFORMANCE THAT PAYS

**BIOZYME**  
AMAFERM  
REPRODUCTION



# New York Beef Council 2020 Annual Report

## Connecting Students with Beef



New York Beef Council took a three-pronged approach to providing interactive beef education for K-12 classrooms throughout the state. NYBC partnered with the

New York Agriculture in the Classroom (NYAITC) program to optimize outreach and impact including the co-hosted, Top Cuts Beef Contest. Top Cuts is a cross curriculum challenge requiring students to work in groups to develop a new beef centric recipe which they then develop a full marketing plan around. In 2020 NYBC received 69 entries. NYBC offered four virtual farm field trips throughout the 2019-2020 school year. The year started with two trips streamed directly to classrooms which were attended by 829 students in 48 classrooms across NYS. Participating classrooms received virtual tour exploratory learning boxes allowing students to touch, smell, and feel different components of the farm as they were mentioned throughout the trips. Two trips were hosted in the spring and streamed directly to students and parents learning at home. The trips were viewed over 9,400 times with over 1,000 engagements on social media. For additional hands-on learning NYBC offers a Beef for the Classroom Grant open to all teachers looking to incorporate beef culinary experiences into their teaching. Over 63 classrooms applied for the grant; however, with many schools transitioning to virtual learning not every planned lesson was delivered. In total, 11 schools utilized their grants and completed beef lessons with 802 students, and \$1198.39 of beef purchases were reported. Creating a direct connection with beef farmers is an essential function of NYBC. Increasing consumer confidence in beef is achieved by answering their questions, addressing concerns, and putting a face to the beef industry.

## Highlighting Beef on the Menu



Presented by: Sip and Savour Rochester



Margherita Smith, The Saucy Chef



Cruz Neves, Rola

In 2020 changes to everyday life brought new opportunities and NYBC focused efforts across social media platforms to deliver beef messaging and engage

in relevant conversations. While indoor dining was suspended and restaurants across NY struggled to keep their doors open, NYBC was hard at work promoting beef and supporting our food service partners who play a key role in the beef supply chain. NYBC enlisted social media followers to recommend and support their favorite local restaurant in the Best NY Burger contest. For the first time the competition was hosted entirely virtual. After rounds of nominations and voting 10 Facebook Lives were hosted featuring the Top 10 NY Burgers. NYBC achieved over 37,000 video views on the Facebook Lives with participating restaurants. To wrap up the summer, NYBC partnered with Stephanie Hanna of @sipandsavourroc to host a Virtual Chef Throwdown. The "Throwdown" featured beef dishes from five Rochester restaurants. Followers and fans were encouraged to vote for their favorite restaurant and dish over the course of a week. The top two restaurants then participated in a ticket-only virtual cooking demo. All proceeds from ticket sales were used to purchase beef for a Rochester based non-profit food kitchen, Open Door Mission. Over \$1,000 of beef was purchased to be distributed to those most in need.

## Inspiring Beef Preparation at Home

Quarantines and lockdowns increased consumers' at-home activities and shifted their eating habits. Consumers are cooking more at home than ever before and are looking for meal preparation ideas and recipes. Throughout 2020 NYBC optimized partnerships with social influencers to

provide beef education and cooking inspiration to their millions of followers all while influencers learned from the comfort of their own homes! A #BEefTogether Virtual Steak Night was created to teach attendees how to prepare the perfect steak. Chef instructors led the food bloggers in a live cooking class as they prepared a NY strip steak both in the kitchen and on the grill. Attendees prepared a compound butter and steak rub to complement their steaks. Attendees then shared their lessons learned and new steak recipes with their social followers. In total the event reached 238,400 with over 12,439 engagements with the beef content. Social influencers are a direct link to our consumers; seen as an influential and credible source to all food and food industry insights. By providing them with a strong understanding of beef production and cookery, NYBC can increase the positive beef messaging being shared online.

### Facebook Highlights

- Impressions – **47,294,424**
- Reach – **27,288,318**
- Engagements – **996,541**
- Audience Growth of **59%**

### Instagram Highlights

- Impressions – **469,046**
- Reach – **212,446**
- Engagements – **29,175**
- Audience Growth of **39%**

## Amplifying Beef Farmers' Voices



COVID-19 forced an abrupt transition in our food system away from food service to retail. For the first time many consumers experienced shortages at their grocery store and felt the uncertainty of not knowing when more food would be available. During this time, it was more important than ever to highlight the hard work

and dedication of our beef farmers on farms across the United States who were continuing to work diligently to ensure safe, nutritious beef was available. NYBC partnered with our beef farmers who shared updates from the farm, offered virtual farm tours, and even invited consumers into their homes and kitchens. This outreach via social media was essential in highlighting beef farmers' dedication to their animals and creating authentic and engaging content for worried and curious consumers. Through the power of technology, NYBC hosted a series of Facebook Lives highlighting farms in New York, South Dakota, and Iowa to provide followers with information about beef production not only in our state, but also the Midwest.

## 2020 Board of Directors

Ken Krutz, Chairman, Federation Director, At Large/  
Livestock Markets  
Peter Lehning, Vice Chairman, New York Beef Producers  
Jennifer Hammond, Treasurer, New York Beef Producers  
Steven Walker, NCBA District I Vice President, Northeast  
Dairy Producers Association  
Rich Brown, Cattleman's Beef Board Director  
Richard (Dick) Kimball, New York Farm Bureau/Dairy  
Courtney Valvo, New York Veal Growers  
Eric Smith, At Large, Beef Processor  
Erin Hull, At Large, Direct Markets  
David Dial, At Large, Consumer Outreach  
Dr. Mike Baker, Ex-Officio, Cornell University Beef Cattle  
Specialist  
Brenda Bippert, Ex-Officio, New York Beef Producers  
Association Executive Secretary  
Kathryn Barrett, Ex-Officio, Cornell ProDairy

## Staff

Jean O'Toole, Executive Director  
Katherine Staiger, Director of Producer Communications &  
Influencer Outreach  
Ryan Gros, Digital Community Coordinator  
Melissa VanAllen, Administrative Assistant

## Follow us on Social Media

New York Beef Council  
NY Beef Checkoff @NYBeefCouncil  
 New York Beef Council New York Beef  
Council  
 New York Beef Council New York Beef  
Quality Assurance



6351 NY-26, Rome, NY 13440  
315-339-6922

## New York Beef Industry Council, Inc. Statements of Activities

For the Years Ended September 30, 2020 and 2019

	2020	2019
<b>Revenues</b>		
Check-off Assessments	\$ 715,175	\$ 731,692
Less: Remittances to States of Origin	41,182	78,374
Remittances to Beef Board	<u>336,824</u>	<u>326,659</u>
Net Assessments	337,169	326,659
Interest	39	346
Other	<u>243,377</u>	<u>222,892</u>
Total Revenues	<u>580,585</u>	<u>549,897</u>
<b>Expenses</b>		
Promotion	332,233	238,664
Consumer Information	74,881	161,858
Industry Information	16,712	21,851
Producer Communications	49,519	43,445
Collection and Compliance	<u>15,454</u>	<u>23,565</u>
Total Program Services	488,799	489,383
Administrative Expenses	<u>52,520</u>	<u>82,882</u>
Total Expenses	<u>559,344</u>	<u>592,533</u>

48th Annual  
**COWPOWER**  
2 PM  
August 21st 2021

2434 Linwood Rd • Linwood NY 14513

Hosted By Waltons Way Angus Farm



Guest Co-signers

- Walbridge Farms
- River Bend Farms
- Hoffman Cattle Company
- Finger Lakes Cattle Co
- Kings Roaming Angus Farm
- Tullyfergus Angus

Travis Walton 585-703-1476

Doug Giles 845-235-3789

Zach Moffitt 336-736-6340





**NEW**

# Nasalgen<sup>®</sup>3-PMH

The **first and only** intranasal vaccine with both viral and bacterial pneumonia protection.

**The color of unmatched protection against IBR, BRSV, PI<sub>3</sub>, *Pasteurella multocida* and *Mannheimia haemolytica*.**

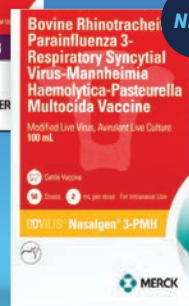
Nasalgen<sup>®</sup> 3-PMH is a one-of-a-kind respiratory vaccine that is safe to use in young calves for a strong, healthy foundation. And a unique BluShadow<sup>®</sup> diluent means there's no second-guessing which animals have been vaccinated. This cattle friendly vaccine is one more way Merck Animal Health Works for you.

Learn more at [Nasalgen.com](http://Nasalgen.com).



**Nasalgen<sup>®</sup> 3**  
IBR, BRSV, PI<sub>3</sub>

**CHOOSE YOUR LEVEL OF BRD PROTECTION**



**Nasalgen 3-PMH**

IBR, BRSV, PI<sub>3</sub>

- + *Pasteurella multocida*
- + *Mannheimia haemolytica*

MAHCattle.com • 800-521-5767  
© 2020 Intervet Inc., doing business as Merck Animal Health, a subsidiary of Merck & Co., Inc. All rights reserved. US-NAL-20060001



**MERCK**  
Animal Health



## Dear Fellow Producers,

When state beef councils in 1963 pushed for a national beef promotion effort through what was then the Beef Industry Council, they created the Federation of State Beef Councils. Since then, the Federation and states have enjoyed a synergistic state/national partnership that combines the strengths of national expertise, unity and coordination with state agility, on-the-ground energy and grassroots producer support.

It follows a common theme. When a mandatory national beef checkoff started being discussed in the 1970s and 80s, survey after survey delivered the same producer request: We want a national program that works, but we want state beef councils to retain their independence. After all, some councils had been in operation since the 1950s. I believe our system achieves that aim and continues to build on a strong foundation laid by those forward-thinking volunteers and staff who served before us.

Today more than 700 producers sit on state beef councils around the country and make decisions for work by their states. States send more than 100 representatives to serve as Federation directors at the national level. This unified effort is one of the reasons yearly producer attitude surveys show continued strong support for the Beef Checkoff. Some of the national and international programs those producers help direct are described in this report.

The United We Steak grilling promotion campaign is another example of state and national cooperation. The campaign allowed states to benefit from national expertise and organization while showcasing an effort that was decidedly state-friendly. This cooperative effort, funded through the Beef Promotion Operating Committee, further demonstrates the value of a strong partnership between state beef councils and the national Beef Checkoff.

Our approach shows that together, there's little we can't accomplish to increase demand for beef.  
Yours truly,

*Buck Wehrbein*  
Buck Wehrbein  
Mead, Nebraska  
Chairman, Federation of State Beef Councils



## United We Steak

Summer wouldn't be summer without steaks on the grill. The *Beef. It's What's For Dinner.* brand took advantage of that in 2020 with an aggressive United We Steak grilling campaign.

Funded by the Beef Checkoff and managed by NCBA, a contractor to the Beef Checkoff, the effort encouraged families to unite in their love of beef. Consumers were reminded that the grilling season was brought to them by beef farmers and ranchers, who work day-and-night to ensure that Americans have access to great beef. A video was released on social media as well as through Connected TV and YouTube to showcase that beef farmers and ranchers keep beef on grills.

The campaign drove users to *BeefItsWhatsForDinner.com* or *UnitedWeSteak.com*, where they found a profile page for each state with state-themed beef recipes, a "meet your state beef producer" section and fun and informative state facts. The successful campaign generated more than 338 million impressions, including almost 90 million video views.

## No Substitute for Beef



While plant-based meat substitutes remain a media darling in some circles, in 2020 the Beef Checkoff made sure beef maintains its position as the consumer protein of choice.

Last year the *Beef. It's What's For Dinner.* brand conducted an online search campaign that served up a *Beef. It's What's For Dinner.* ad to consumers who Googled new plant-based burger options and linked them to *BeefItsWhatsForDinner.com* to give them mouthwatering real beef recipes.

It also conducted a webinar for supply chain professionals from the retail, foodservice, manufacturing, distributing and packing industries featuring updates on the regulatory and labeling landscape for meat substitutes, insights on consumer research and facts about beef's nutrition and environmental sustainability.

A fact sheet and infographic were distributed to key audiences showing how ground beef and meat substitutes stack up when it comes to nutrition profile and ingredients. The *Beef. It's What's For Dinner.* brand continues to be active in protecting beef's number one protein position in both traditional and social media.



## Dietary Guidelines



The Beef Checkoff-funded human nutrition team has been engaged throughout the Dietary Guidelines process. In 2019 and 2020 NCBA, as a Beef Checkoff contractor, submitted 21 sets of public comments and more than 100 research studies in support of beef's role in a healthy diet to the Dietary Guidelines Advisory Committee.

DGAs are important because they provide Americans with a roadmap for healthy eating and are the foundation for federal nutrition programs along with school, military, hospital and nursing home menus. They are also the basis for many expert nutrition recommendations.

The 2020 DGAC report included meat in a healthy dietary pattern, highlighting beef's nutrients in the first years of life, but they continued to exclude other high-quality evidence demonstrating beef's role in a healthy diet. The Beef Checkoff's role in providing relevant and science-based research to the process continues to be important.

## BQA Continues Success



The Beef Quality Assurance program continues to grow, with more than 100,000 cattle producers now certified through its online learning system. Since the program was initiated in the early

1990s hundreds of thousands have become BQA-certified through in-person and online training, with an estimated 85 percent of the U.S. fed beef supply now touched by BQA-certified operations.

The BQA program is also now recognized as an industry-leading animal welfare program. The USDA has reviewed and certified that the BQA program complies with the International Organization for Standardization (ISO) Animal Welfare Management/General Requirements and Guidance for Organizations in the Food Supply Chain. This recognition will mean the BQA program is listed on USDA's Quality Assessment Division website as being compliant with the ISO specification.

## A World View

There is sustained demand for U.S. beef in other countries, thanks in part to efforts of the U.S. Meat Export Federation, a Beef Checkoff subcontractor. From January through May of 2020, most Asian economies experienced significant economic slowdowns. But in countries like South Korea, consumers are still buying red meat, with a 10 percent sales growth at discount retail stores in that country during that period. U.S. beef sales in South Korea recorded an 18 percent sales increase, on average.

## Responding in a Crisis



These COVID-19 times have caused significant hardships for beef farmers and ranchers. These include challenges to the industry's Beef Checkoff-funded promotion, research and education programs. To address

the quickly emerging issues and help maintain energy and continuity, checkoff programs used consumer and market research to adjust to meet changing consumer, influencer, supply chain and media needs.

The efforts have been well-directed. As the supply chain started to recover, a checkoff-funded research tracker, managed by NCBA as a Beef Checkoff contractor, showed consumers remained largely positive toward beef. When asked if the current U.S. and global environment has changed their overall perception of beef, nearly 90 percent of consumers said their attitudes have not changed or have gotten even more positive. In fact, the percentage who said they are more positive steadily increased from a low of 12 percent in early April to 26 percent in early May.

NCBA continued to monitor the issue and adjust programming to meet the needs of consumers, stakeholders and state beef council partners throughout the COVID-19 pandemic.



Funded by Beef Farmers and Ranchers

## Cattlemen's Beef Board Fiscal Year 2020 Expenditures

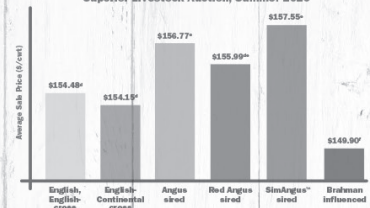
Promotion . . . . .	\$10,206,858
Research . . . . .	\$8,349,734
Consumer Information. . . . .	\$7,260,148
Industry Information. . . . .	\$3,392,835
Foreign Marketing . . . . .	\$6,933,262
Producer Communications. . . . .	\$1,553,796
Program Evaluation . . . . .	\$202,046
Program Development . . . . .	\$388,847
USDA Oversight* . . . . .	\$761,214
Administration. . . . .	\$1,505,256
<b>TOTAL EXPENSES . . . . .</b>	<b>\$40,553,996</b>

\*Included in the USDA Oversight amount is approximately \$600,000 paid by the Cattlemen's Beef Board to USDA for oversight fees during the year. The remaining \$161,000 is related to cost incurred by Cattlemen's Beef Board for litigation, meetings with USDA, freedom of information act requests, settlement requests, and authorization requests.



# MORE PER HEAD PERIOD

EFFECT OF SIRE BREED ON SALE PRICE OF BEEF STEER CALVES  
Superior Livestock Auction, Summer 2020\*



SimAngus<sup>™</sup>-sired steer calves sold through Superior Livestock Auction in summer 2020 earned **more at sale time** than all other calves.<sup>b</sup>

It's no wonder the percentage of SimAngus<sup>™</sup> calves marketed through the industry's largest video auction has grown **eightfold** since 2010.

Want low-risk, high-potential calves with earning potential?

## STAND STRONG SIMMENTAL

406-587-4531 • [simmental.org](http://simmental.org)

<sup>a</sup> For lots of 50 head or more. <sup>b</sup> Kansas State University, December 2020, Superior Livestock Auction data analysis of 3,280 lots, 394,900 head of beef calves marketed during summer 2020. (P<.0001)  
<sup>c</sup> Lots that qualified for breed-related programs were excluded from the model due to potential confounding effects with sire breed analysis and, for many, few lots in the data.  
<sup>d,e</sup> Means without a common superscript differ (P<0.05). Lots of calves in breed-identified groups were sired by bulls from the respective breeds and out of dams with no Brahman influence.

# New York Simmental Association

[NYSA@NewYorkSimmental.com](mailto:NYSA@NewYorkSimmental.com) [www.NewYorkSimmental.com](http://www.NewYorkSimmental.com)

### OFFICERS:

President: Darryl Bunal, Rome – 315-338-9033

Vice-Pres: Jeremy Bear, Greenville - 518-929-0677

Secretary: Jeanne White, Groton – 607-423-4888

Treasurer: Shawn Murphy, Eagle Bridge – 518-686-4180

### Upcoming Calendar of Events:

July? TBA - Summer Picnic Meeting at Catskill Cattle Co., Lonnie & Nicole Schaefer

August 3-5 - Empire Farm Days, Palladino Farms, 3149 Sweet Rd, Pompey

New York Simmental will have a cattle display





**JOIN US!** *The Family Affair*  
**FEMALE PRODUCTION  
SALE**

***BLACK & RED ANGUS SELL***  
**SEPTEMBER 18, 2021 • 11 AM**  
**Trowbridge Farms • Ghent, NY**



**INVEST WITH THE PRIDE OF  
TROWBRIDGE FARMS** — a family who has  
concentrated on helping cattle producers for over  
60 years. We truly stand by our livestock before  
and after the sale because we know your  
success is our success.

*We hope to see you at our sale!*

— List of consigners to be announced —



**TROWBRIDGE  
FARMS**

518.369.6584 / PHIL & ANNIE TROWBRIDGE / phil@trowbridgefarms.com

518.755.7467 / PJ & MIRANDA TROWBRIDGE / pj@trowbridgefarms.com

**WWW.TROWBRIDGEFARMS.COM**

Daryl Hoover  
315-545-2027



# TWIN CLOVER EQUIPMENT



315-545-2027

Newark, NY

Skip Lear  
315-226-2198  
Seth McLaughlin  
315-879-4027

## NEW YORK'S SOURCE FOR BEEF CATTLE HANDLING EQUIPMENT



Calving  
Pens



Basic  
Chutes,  
Squeeze  
Chutes,  
Headgates

**STOCKMAN'S CHOICE**



Bale  
Feeders



Check Out Our Gates & Corral Panels  
At Finger Lakes Livestock Exchange

Anderson Bale Wrappers In-Stock



We are an Authorized Dealer for these Equipment Manufacturer's



**ANDERSON**  
SOLUTIONS FOR SMARTER FARMS



President- Evie Groom  
 Vice Pres.- Adeline Tommell  
 Secretary- Kaitlyn Broughton  
 Treasurer- Nathan Reynolds  
 Reporter- Samantha Basinait

On a great weekend in Batavia the New York Junior Beef Producers' Association members attended the Spring Preview show at the Genesee County Fairgrounds. 90 Juniors exhibited 131 head of cattle evaluated by Kyle & Nicole Lemmon from Maryland. The kids participated in Showmanship, Livestock Judging, Team Fitting, Skillathon, Steer Show and Breed Show.



On Saturday Master Showman honors were awarded to Gianna Marino, Clarence Center, NY and Reserve Showman awarded to Ava Marino of Clarence Center, NY.

Sunday Supreme Champion Female was awarded to Gianna Marino, Clarence Center, NY with her Champion Hereford, DJF Moana 15H ET. Reserve Champion Female went to Dylan Bozeman, Hall, NY with his Champion AOB Miss CCFJestress G106.

Champion Bred and Owned Female was awarded to Kelsey Broughton, Attica, NY and Reserve Champion Bred and Owned Female was awarded to Kaitlyn Broughton, Silver Springs, NY. Contest Results were posted on the NYBPA Facebook page.

We would like to thank all of our generous sponsors and volunteers for their support this weekend and throughout the year.

Meagan Stephens from Meaganish Photography & Design was the photographer. Check her web site or call her 875-444-0011 if you would like to order any photos.



PO Box 58  
 Stafford, NY 14143  
**585-343-5449**  
 www.williamkentinc.com

### Semen Auction Report

Thank You Again to Josh Kent and William Kent Inc. Auctioning Service.

The Jr. Income from the Semen Sale- was \$5325.00.

Josh and the William Kent Auctioning Service waived all fees for the Online Sale and donated their time to put the Online Sale on for the New York Juniors Beef Producers.

### 2022 NYBPA Jr. Calendar Fundraiser

It's that time of year again

The 2022 Jr. Calendar deadline is approaching- By July 30th all information needs to be submitted to nybeefproducers@aol.com. Please see the following pages, 28-29 for information and order form. If you are a sponsor this is included in certain sponsorships. A Junior member will be contacting you soon for ads and calendar dates. This 2022 Calendar will be mailed out in December 2021

### Fall Festival Jr. Beef Show

Date: October 15-17, 2021

Schoharie County Fairgrounds, Cobleskill, NY  
 More Details Coming



Champion Steer from Preview Show was awarded to Lily Dias, Norton, MA. Reserve Champion Steer was Nathan Blair of Elma, NY.



# NYJBPA CALENDAR FUNDRAISER

## Additional Information for the 2022 Calendar

---

- Calendars will be mailed to all calendar sponsors and NY Beef Producers Association members
- All proceeds from the calendar will benefit educational opportunities for the NY Junior Beef Producers Association
- Ad space is available on a first-come, first-served basis
- Full page, half page, and business card ads will be in full color
- For \$5.00, you can promote *any special day* on the calendar to highlight a cattle show, customer appreciation day, sale/auction, or even a birthday!

*We appreciate your continued support of the NYJBPA!*

**Ad and Payment Deadline:  
JULY 31<sup>st</sup>**

\*\*If you are submitting a new or revised ad, please email a PDF version to [nybeefproducers@aol.com](mailto:nybeefproducers@aol.com)

Mail payment and  
Completed order form to:

NYBPA  
Amanda Dackowsky  
10040 Hooker Hill Road  
Perrysburg, NY 14129

# NYJBPA CALENDAR FUNDRAISER

## Order Form for the 2022 Color Calendar

### FULL PAGE AD

or

### 1/2 Page | 1/2 Page

For each month-(pick your month, if available)

Business Card Ad		Business Card Ad			Business Card Ad	
1	2 **Event**	3	4	5	6	7
8	9	10	11	12	13	14 **Event**
15	16	17	18	19	20	21
22	23	24	25	26	27	28
29	30	31				

- FULL PAGE      11" x 6.5" -- \$200.00      QTY \_\_\_\_ x \$200.00 = \$\_\_\_\_\_
- HALF PAGE      5.5" x 6.5" -- \$125.00      QTY \_\_\_\_ x \$125.00 = \$\_\_\_\_\_
- BUSINESS CARD      3.5" x 2" -- \$50.00      QTY \_\_\_\_ x \$ 50.00 = \$\_\_\_\_\_
- ONE-DAY LISTING      (Show/Sale/Save the Date) QTY \_\_\_\_ x \$ 5.00 = \$\_\_\_\_\_

Date: \_\_\_\_\_      \*\*Event\*\* : \_\_\_\_\_  
MONTH                                  DAY

CHECK THE APPROPRIATE BOXES BELOW:

TOTAL = \$\_\_\_\_\_

You would like to use the SAME ad as last year

Including payment

You are submitting a new/revised ad

Please bill me

Name: \_\_\_\_\_ Phone: (\_\_\_\_\_) \_\_\_\_\_ - \_\_\_\_\_

Business Name: \_\_\_\_\_

Address: \_\_\_\_\_

Email: \_\_\_\_\_

# Get More...

## out of your forages & genetics!

Westway Feed Products' liquid feed and tub supplements offer increased forage digestibility, support improved breeding percentages and overall better herd performance.

Give us a call to learn more about:

- Liquid feed supplements
- Tub supplements
- A Westway dealer near you

**1-800-800-7517**



**Westway**  
**FEED PRODUCTS**

*Where solutions flow.®*

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



# *NYS BQA Update*

Nancy Glazier, Cornell Cooperative Extension, NWNY Team

The NY Beef Quality Assurance committee is looking forward to working with Tiffany Ramos.

Tiffany will be the New York Beef Council's contact for BQA, while working side by side with Nancy Glazier to ensure NY Beef Producer BQA certifications are met and maintained. She is summer senior intern student and future Director of Producer Communications and Influencer Engagement from SUNY Morrisville and comes from a dairy background and will graduate from Morrisville this summer with a degree in Ag Business Development.

## *New York has two levels of Beef Quality Assurance Certification:*

**Level 1** Certification can be completed online at BQA.org or attending an in-person training.

**Level 2** certified, complete Level 1 certification, attend a chute-side training and complete the Veterinarian Client Patient Relationship form.

If you would like to attend a training, let me know at [nig3@cornell.edu](mailto:nig3@cornell.edu) or 585-315-7746.

More information regarding the program, certification and recertification can be found at NY Beef Council's website under Farmer's Fencepost at <https://www.nybeef.org/farmers-fencepost/beef-quality-assurance-certification> and the NYBPA website [www.nybpa.org](http://www.nybpa.org) under Beef Quality Assurance

## **If Beef is Your BU\$INE\$\$ ...**

A low-cost, often free, service allows producers to resolve problems without turning to courts or debt collection.

*AGRICULTURAL PRODUCER:* "Mediation has allowed us to save time and aggravation. We are getting the money that is owed to us and building stronger communication with our customers."

*BUSINESS MANAGER:* "I would recommend mediation to any ag producer or supplier!"

*AGRICULTURAL SUPPLIER:* "Mediation helped us realize that we weren't being clear with our customers about what we expect and need from them."



**NYS AGRICULTURAL  
MEDIATION PROGRAM**

STRAIGHT TALK • FAIR SOLUTIONS

**[www.nysamp.com](http://www.nysamp.com)**

**(866) 669-7267**

## Is your farm business paying more for its electric delivery service than it needs to?

The Residential Agricultural Discount Program is an electricity rate discount available to farm businesses which have a residence connected to the same electric meter as the farm business.

New applications, and yearly renewals if you need to be submitted by JULY 1st,

If you have a residence on the same electric meter as your farm business and you file with the (IRS) as a farm business with either an:

- IRS - Schedule F (Form 1040) or,
  - IRS Form 1120, 1120S, or 1065,
- you can apply for this Discount, even if you generate your own electricity.

Applications are available on your utility company website, along with eligibility criteria and other information. Or you can contact your utility company directly.

National Grid website:

<https://www.nationalgridus.com/Agricultural-Discout>

NYSEG website:

[https://www.nyseg.com/wps/portal/ny-seg/saveenergy/rebatesandprograms/residentialagriculturaldiscount!/ut/p/z0/fY5NC8lwEER\\_i4ceJfEDtUcRUyq1KAg-1F1nbNY22m3aTiv5725MHweM8hjcjIEi-FIngaDd5YgrLLZzW7TEbxjtdyX2yS-8bylKNNGJ6Ok3U0F5FQ\\_wudYczxKtZC1e-CLoaGbFSnjFTw6oLxmqqkq1zNnciRvoATN-JmtL3zKUuXGZbcn3JnNvGrUUKrPk8dUhejvUXfvyfR3IAiFHDqSrgD0Ssn4H8nexZ\\_8X64c6L9xy8AGO5naT/](https://www.nyseg.com/wps/portal/ny-seg/saveenergy/rebatesandprograms/residentialagriculturaldiscount!/ut/p/z0/fY5NC8lwEER_i4ceJfEDtUcRUyq1KAg-1F1nbNY22m3aTiv5725MHweM8hjcjIEi-FIngaDd5YgrLLZzW7TEbxjtdyX2yS-8bylKNNGJ6Ok3U0F5FQ_wudYczxKtZC1e-CLoaGbFSnjFTw6oLxmqqkq1zNnciRvoATN-JmtL3zKUuXGZbcn3JnNvGrUUKrPk8dUhejvUXfvyfR3IAiFHDqSrgD0Ssn4H8nexZ_8X64c6L9xy8AGO5naT/)

The Residential Agricultural Discount Program is funded through the New York Power Authority - ReCharge New York program. Contact your service provider if you have questions.



## A VIEW FROM THE TRACTOR SEAT

By Paul Trowbridge

The view this month is sunny and clear I can see farther and clearer than I have been able to in way over a year. Spring brings out the optimism in every person but more so in farmers, this year hopefully will be the best for everyone but for us farmers this is the year that there will be that extra bean in every pod of soybeans we will get an inch of rain a week for our corn crop and when we cut hay it will be 80 degrees and a gentle breeze out of the west.

I noticed this spring every flower was a bit brighter than usual the daffodils had a great yellow hue to them the lilacs were a deeper purple and a brighter white. The apple trees are just full of blossoms and the bees are making honey earlier than years in the past.

This will be the year for us to really stop and smell the roses. For sure enjoy our family and friends because like we always hear but seldom pay attention to tomorrow is not promised to anyone.

The one thing that the pandemic has taught us is to appreciate, what we have not what we want. Please say thank you every day at least once to someone that helps make your life easier. We also learned everyone can be a critic but not everyone is willing to help. Please enjoy your family and friends this summer and say THANK YOU to someone every day.

Thanx for readen  
Paul

P.S. Every day is a good day.  
Some days are better than others



# FARM CREDIT EAST

## HOW DOES YOUR **BUSINESS GROW?**



**Loans and Leases**

**Tax Services**

**Payroll Services**

**Business Consulting**

**Record-keeping**

**Country Home Loans**

**FarmStart for New Businesses**

**Real Estate and  
Equipment Appraisals**

**Crop Insurance**

The answer is simple: available credit. Farm Credit East is committed to supporting the agriculture, commercial fishing and forest products businesses that New York's economy depends on. Our lending services will give you the capital you need to grow your business — and that's good for everyone. Contact our lending experts today at the branch closest to you. **Loans for real estate, machinery and equipment, livestock and operating expenses.**

FARMCREDITEAST.COM  
800.562.2235



## New York Hereford Breeders Membership Application

Name \_\_\_\_\_ Farm Name \_\_\_\_\_

Address \_\_\_\_\_ City \_\_\_\_\_ State \_\_\_\_\_ Zip \_\_\_\_\_

County \_\_\_\_\_ Phone \_\_\_\_\_ E-Mail \_\_\_\_\_

**Membership: \$50.00 (2 Years)- Make checks payable to NYHBA and mail to:  
Brenda Dermody, 2405 Limerick Road, Linwood, New York 14486**

Glade Haven Herefords  
Tim Dennis  
3550 Old County Road  
Penn Yan, NY 14527  
315-536-2769  
tdennis@trilata.com

Mayer Cattle Farm  
John Mayer  
8004 Meacham Hill Road  
Salamanca, NY 14779  
716-984-9593  
jmayer@mayerbrothers.com

Rambling M Farm  
Bill & Chris Metch  
3208 State Hwy. 206  
Bainbridge, NY 13733  
607-967-3020  
wmetch@stny.rr.com

SK Herefords, LLC  
Schubel, Keppler, Welker  
11021 Ryan Road  
Medina, NY 14103  
585-798-4088  
skherefordscattle@gmail.com

JKW Polled Herefords  
John & Kathi Wagner  
83 Howard Hall Road  
Catskill, NY 12414  
518-945-2638 or 518-469-3777  
jkwpolledherefords@gmail.com

Updyke's Flagmarsh Ranch  
Grady & Darlene Updyke  
51 Updyke Road  
Waverly, NY 14892  
607-565-7357  
flagmarshranch@stny.rr.com

Spring Pond Farm  
John & Anita Kriese  
4385 Italy Hill Road  
Branchport, NY 14418  
315-856-0234  
hereford@frontiernet.net

Your Hereford Farm  
Could be Here  
Contact:  
Brenda Dermody  
585-233-0634  
NYHB Treasurer





# EMPIRE Livestock Marketing

Empire Livestock Marketing is proud to provide you with a variety of services to help maximize your income on livestock and equipment through our six regional markets throughout New York state. Our services include weekly commission sales, feeder cattle sales, heifer sales, direct marketing, cattle sourcing, order buying services, complete farm dispersals and machinery consignment sales


## UPCOMING FEEDER SALES

- Bath | May 8 | 11 a.m.
- Vernon | May 20 | 2 p.m.
- Pavilion | May 22 | 11 a.m.
- Central Bridge | May 25 | 3 p.m.
- Bath | June 12 | 11 a.m.
- Vernon | June 17 | 2 p.m.
- Cherry Creek | June 23 | 11 a.m.
- Central Bridge | June 29 | 3 p.m.

## EMPIRE MARKET LOCATIONS

- Bath
- Central Bridge
- Cherry Creek
- Dryden
- Half Acre
- Vernon
- Pavilion

Visit us online at [empirelivestock.com](http://empirelivestock.com)

1-800-462-8802 | 

## COCHECTON MILLS

INC.

*"Supreme Quality Feeds"*

Custom Feeds • Fertilizers • Farm Supplies

Bulk and Bagged Feed Deliveries

30 Depot Rd., Cochection, NY 12726

(845)932-8282

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

## J.F. ZUILL Agricultural Enterprises

Livestock Transport- BQA Certified- Local & Long Distance

Clean Safe Equipment- Experienced- Fully Insured

Hay Straw- Mulch- Equipment Sales- Flatbed Service

Cell- 607-316-0258

Phone-607-895-6478

Bainbridge, New York



## Unadilla Livestock Company, LLC

76 Maple Ave; Unadilla, NY 13849

### Weekly Wednesday Livestock Auction

11:30 Misc. & Small Animals; 1:00 Goats & Sheep; 1:30 Calves; 2:30 Dairy followed by Feeders, Bulls, & Beef

### Spring & Fall Feeder Sales

### Monthly Horse Sales

Planning an auction or have cattle to sell? Give us a call!  
Competitive cow market guaranteed,  
WE WORK FOR OUR FARMERS!



Livestock Sale Manager- Nelson Weaver 315-719-3459

Horse Sale Manager- Kaitie Rubin 845-798-2509

Ed Moran 845-701-2435

Day of Sale- Office- 607-369-8231

76 Maple Ave; Unadilla, NY 13849

Check us out on Facebook or at our website [www.unadillalivestockcompany.com](http://www.unadillalivestockcompany.com)

## ANGUS CATTLE



# MILLER FARMS



Registered  
Angus  
Seed Stock / Freezer Beef

Tom Miller  
716-870-8338

7326 Tonawanda Creek Rd.  
Lockport, NY 14094

## HEREFORD CATTLE

### JKW Polled Herefords



John and Kathi Wagner (518) 469-3777 - cell  
83 Howard Hall Rd (518) 945-2638 - home  
Catskill, NY 12414 jkwpolledherefords@gmail.com

www.jkwpolledherefords.com

## AT EASE ACRES REGISTERED ANGUS



BREEDING & SHOW STOCK

WHOLESALE OF ALL NATURAL, PASTURE RAISED BEEF

Derrick & Nicole DeBoer  
253 Line Rd, Berne NY 12023  
607.280.8111/518.526.6623

www.AtEaseAcres.com  
AtEaseAcres@gmail.com

## BEEFMASTER CATTLE

### Letendre Beefmasters

David and Mary Ellen Letendre

Phone 315-717-1037



391 Allen Road  
Richfield Spring, NY 13439  
E-mail: Letendrefarmny@yahoo.com

## ROOFING/SIDING

### Metal Roofing & Siding

cut to your length within 24 hours  
painted, galvalume, galvanized, aluminum  
18 colors in stock, #1 & #2

- ✓ trim & accessories
- ✓ windows & doors
- ✓ sliding door track
- ✓ poly/glass board

### E.B. Martin Roofing Supply

2845 Rte 364  
Penn Yan NY 14527  
315-536-0944

## Charlesworth Family Farm

Registered & Commercial  
Black Angus Cattle



John R. Charlesworth  
8984 New Albion Rd.  
Little Valley, NY 14755  
716-938-6676

*Murphy Farm*  
*Registered Black Angus*



Peter Murphy  
1132 Rt. 80  
Tully, NY. 13159

Home: 315-696-6092

Cell: 315-706-1693

## RED ANGUS CATTLE

# ERWINDALE FARMS

## Red Angus

Heifers For Sale by Private Treaty  
Ellen TenEyck

Jason TenEyck, Kendra Lotz & Karla  
Randy, Jennifer, Ty & Troy Gardner  
1908 County House Road  
Waterloo, NY 13165  
315-539-8031/315-246-1359  
[erwindalefarms@yahoo.com](mailto:erwindalefarms@yahoo.com)

Visitors Welcome **Only 6 miles South of I-90 exit 41**

## MONTROSS BEEF CATTLE

Reg. Red Angus & Herefords

Feeders/Freezer Trade



**Dennis and Linda Montross & Family**

9971 Dietzel Rd.  
Weedsport, NY 13166

Chris: 315-406-2042  
Dennis: 315-730-5034  
[lamontross2002@yahoo.com](mailto:lamontross2002@yahoo.com)



5887 ST. RT. 23, CINCINNATUS, NY 13040

**REGISTERED RED ANGUS  
BULLS - COWS - HEIFERS - EMBRYOS**

JAKE CHRISTY 607-345-0880  
JOSH CHRISTY 607-345-1178  
DAVE CHRISTY 607-423-2366

[sales@uniformpro.com](mailto:sales@uniformpro.com)  
[www.brackelridgecattleco.com](http://www.brackelridgecattleco.com)

# Wayward Wind Ranch



**Richard & Michelle Phillips**

Registered Red Angus  
Bulls, Cows & Heifers  
for sale

3974 Franklin St. Rd.  
Auburn, NY 13021  
315-255-1808  
[www.waywardwindranch.com](http://www.waywardwindranch.com)  
[waywardwindranch@hotmail.com](mailto:waywardwindranch@hotmail.com)

## SIMMENTAL CATTLE

# Elm Side Farm

**Registered Simmental Cattle  
Also Registered SimAngus Genetics**



Show Calves and Breeding Stock for Sale  
Cattle for the small Breeder, calm dispositions.  
Visitors are always welcome  
Call for directions

**THE REYNOLDS FAMILY  
Art, Barb, Roger and Darby**

836 Little Dryden Rd, Walton, N.Y. 13856  
Barn: 607-865-6888 Cell: 607-434-3058  
[elmsidefarm@frontiernet.net](mailto:elmsidefarm@frontiernet.net)

## SHOW SUPPLIES

# HIGHLAND

## LIVESTOCK SUPPLY, LTD

**The Best In Livestock Supplies & Equipment  
From Brands You Know & Trust**



Allflex Identification

Andis Clippers



Apache Creep Feeders

Easy Way Fly Stations

Ritchie Fountains

Smidley Steer Stuffers

Speedrite Fence Energizers



Stronghold Equipment

Sullivan Supplies

Titan West Equipment

Tru-Test Scales



**330-457-2033**

PO Box 190 - New Waterford, OH 44445

**WWW.HIGHLANDLIVESTOCKSUPPLY.COM**



**SIMMENTAL CATTLE**



**Randy & Karen Rugenstein  
Becky & Tom Snyder  
Amy & Mike Pyra**

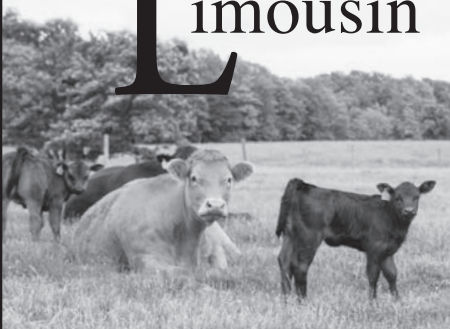
585-398-2273  
585-746-5039  
RFFarm@hotmail.com

1848 Risser Rd  
Canandaigua, NY

**Raising Simmental Cattle With Proven Genetics**

**LIMOUSIN CATTLE**

**THREE GENERATIONS**



**L**ocust  
**L**ane  
**L**imousin

Over 30 years of experience breeding and registering quality Limousin genetics.

*We are striving for more efficient performance and improved carcass traits through artificial insemination, use of EPDs and ultrasound evaluations.*

**Fullblood and Purebred seedstock available in the fall.**

*Call or visit is always welcome.*

Mike Kelly (585) 237-3935 • Drew (585) 831-6699  
7083 Davis Rd. • Perry, NY 14530 • mgky@frontier.com


*"The Legacy Continues"*



**RAY & BARB MOYER**  
**REGISTERED FULLBLOOD LIMOUSIN**

**Phone: 267-718-0574**  
lenapelimousin@gmail.com  
41 Fretz Rd., Telford, PA 18969  
www.lenapelimousin.com

**Registered Simm-Angus x Wagyu**



*bred for:*  
**durability & feed efficiency**

*Choose Wagyu for Improved*

- marbling
- beef quality
- fat profile


**802-376-6729 ~ Mary Beth**

- Vaccinated
- High Tenderness
- SCD-AA Verified

**F1-Fullblood Wagyu Available**

\*SCD-AA fat profile has been found to indicate low melting point (healthier) fats

**James D. Frueh ~ (518) 436 1050** **Registered Angus**  
**1-3 year old Bulls**  
**Bred & Open Heifers**  
**Bred Cows**  
**Cow Calf pairs**  
**Feeder Calves**  
**High Tenderness**  
**SCD-AA Verified**  
**Vaccinated**




SGF BC Lookout 7024 313R  
SCD-AA 9

*Stoffels Glenview Farm*

**THORPE**

USDA ALL-NATURAL  
BEEF  
PORK  
Retail / Wholesale



NYS  
AWARD-WINNING  
QUALITY HAY  
Retail / Wholesale

**Farms**  
SIM-ANGUS CATTLE  
2021 ROUTE 11  
LAFAYETTE, NY 13084

**Shelley Thorpe 315-677-3342 Tim Thorpe**  
www.ThorpeFarms.com

Support "Your" Association  
Your Farm or Business  
could be listed here.  
It's only \$120.00 A YEAR!!!  
Send Business card to  
nybeefproducers@aol.com



# Classifieds



For Sale - Bred Hereford heifers \$1200 each. 3 yearling Hereford bulls \$700 each. Call 607-316-2762

For Sale - 4 Black Registered Beefmaster Bulls 13-14 months old Excellent yearling growth and calving ease, very easy going been handled daily \$1200-\$1500 call or Text Dave 315-717-1037

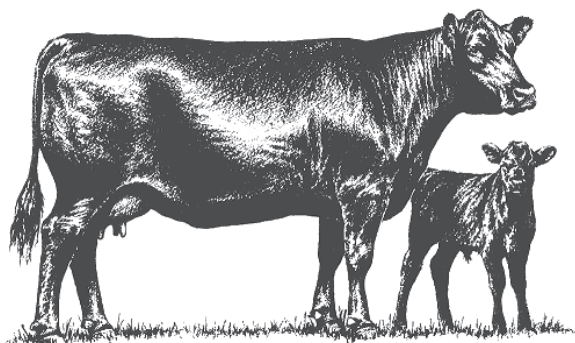
Classified Ads are **FREE** to any NYBPA Members.  
Send information to [nybeefproducers@aol.com](mailto:nybeefproducers@aol.com).  
Classified Ads also appear on the web site [www.nybpa.org](http://www.nybpa.org).

# FeedworksUSA

*performance through science*

## ***HAUMAN ANGUS***

### **Registered Black Angus Cattle**



- Breeders of Black Angus Cattle for over 40 Years
- Closed Herd
- BQA Level 2
- NYSCHAP Certified Herd
- BVD Free
- Johne's Free Test Zero, Level 6 + Highest Level
- Leukosis Free

***Proud Recipient of the 2019 Master Breeder Award  
Presented by the New York Angus Association***

***Breeder of 2015  
Midland Bull Test Award Winner***

**"HAF CHISUM A394"**

**#1 ADG - Group 1**

**#1 Top Indexing Angus Bull**

**#4 High Indexing Efficiency Ratio**

**Dewey & Mary Hauman**

594 Lovejoy Road, Penn Yan, NY 14527

315-536-8154

[dhauman@aol.com](mailto:dhauman@aol.com)



# IF IT DOESN'T SAY **BUSH HOG**® IT JUST WON'T CUT IT™

**Transform Your Property into a Land of Opportunity**

**ROTARY CUTTERS FROM 4'-20'**

**HAY TOOLS**

**LANDSCAPE, TILLAGE, LAND MAINTENANCE  
& MATERIAL HANDLING EQUIPMENT**

**AND SO MUCH MORE!**

**ASK ABOUT ADDITIONAL  
DISCOUNTS AVAILABLE  
TO MEMBERS OF NEW YORK  
BEEF PRODUCERS  
ASSOCIATION.**



**Multi-Spindle Rotary Cutters from the company that has been  
mowing your ranch and farm land for almost 70 years.**

**CONTACT US FOR MORE INFORMATION :**

📍 2501 GRIFFIN AVE. SELMA, ALABAMA 36703 ☎ 800.363.9069



**BUSHHOG.COM**

# FOR ANIMALS FOR HEALTH FOR YOU

A photograph of two men in cowboy hats standing in a cow pen. The man on the left is wearing a light blue shirt and a tan vest, while the man on the right is wearing a dark vest and a white shirt. They are surrounded by several cows, including a prominent white cow and a brown cow in the foreground. The background shows a large outdoor facility with many pens and utility poles under a clear sky.

We're Zoetis, a company with a singular focus on animal health committed to supporting you and your operation. We are dedicated to providing veterinarians, dealers and producers with the medicines, vaccines, and services you need. We look forward to working with you in ever better ways. Learn more at [ZoetisUS.com](https://www.ZoetisUS.com)