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## **Trade Restrictions Cost Cattlemen \$11 Billion in Lost Sales**

The International Trade Commission (ITC) released a report on October 8, 2008 estimating that trade restrictions resulting from Bovine Spongiform Encephalopathy (BSE) cost the cattle industry \$11 billion from 2004 to 2007.

NCBA has worked tirelessly to remove unwarranted restrictions and regain lost export markets since 2004, and contributed data, briefings, and testimony to the ITC for this report.

"Opening markets and advocating for science-based standards of trade remain top priorities for NCBA," explains Arizona cattle producer and NCBA President Andy Groseta. "This report confirms what cattle producers have known for years. It serves a critical purpose in helping everyone understand the size and scope of the economic losses our industry suffers as a result of unfair trade restrictions."

Farm-gate sales of cattle and calves during the period between 2004 and 2007 were \$195.5 billion, so the \$11 billion in losses estimated by the ITC translates to 5.6 percent of cattle producers' income. The report also estimated that tariffs and tariff-rate quota (TRQ) restrictions cost the industry another \$6.3 billion from 2004 to 2007.

NCBA Chief Economist Gregg Doud praised the thoroughness of the report, saying, "This illustrates the many economic consequences resulting from global tariff

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and non-tariff trade barriers. Trade restrictions continue to hurt our industry, costing cattle producers considerable amounts in lost sales." Doud continued, "I appreciate the foresight shown by Senator Max Baucus in commissioning this study. The analysis helps demonstrate why opening markets is so important."

The report noted that BSE-related trade restrictions on U.S. beef are not based in science, saying, "As of May 2007, the United States has been recognized by the World Organization for Animal Health (OIE) as a controlled risk country with regard to BSE. However, certain countries. . .impose restrictions on U.S. beef that are more stringent than the OIE guidelines for a controlled risk country." The full report is available online at <http://hotdocs.usitc.gov/docs/pubs/332/pub4033.pdf>.

*Released by NCBA 10/9/08.*

**Join our list**

Join Our Mailing List!

**Register Your Premise**

As cattlemen we encourage all producers to take part in premise registration as it is the best method for immediate notification in case of a disease outbreak. MCA takes animal health very seriously in order to protect the state's livestock industry. Registering your premise is a primary step in accomplishing this goal. To register your premise visit the [Missouri Department of Agriculture website](#).

**2009 Nominations for the Environment Stewardship Award**

Since 1991, the Environmental Stewardship Award has annually honored seven regional cattle operations for their excellent stewardship and commitment to conservation on the

ground. While the program highlights stewardship, it also provides fellow cattle producers with examples and ideas which may be useful on their own farm and ranching operations.

The National Cattlemen's Foundation administers the award, along with partners Dow AgroSciences, USDA's Natural Resources Conservation Service (NRCS) and U.S. Fish and Wildlife Service, to recognize cattle producers who are exemplary in their stewardship and conservation practices.

Nominations can be submitted by any organization, group, or individual on behalf of a U.S. cattle producer. In the past, nominations have been submitted by a diverse mix of organizations.

Environmental Stewardship Award winners are selected annually by the Environmental Stewardship Award Selection Committee, a group of representatives from universities, conservation organizations and federal and state agencies. For guidance, the judges consider the management of water, wildlife, vegetation, air, and soil along with leadership abilities and the sustainability of the business as a whole.

Nominees will be competing for one of seven regional awards based on their state of residency. After the application deadline, February 25, 2009, the Environmental Stewardship Award Selection Committee meets to decide upon the regional winners. From the regional winners, one national winner is then selected later in the year.

The Environmental Stewardship Award is recognized and supported by a broad coalition of government agencies, conservation groups, and America's farmers and ranchers. It continues to be one of the best avenues for education the public on producer and agency conservation efforts. The award recognizes producers who are at the forefront in conservation and stewardship and in turn serve as examples for other producers to follow.

For more information or to nominate a producer in your area please contact the MCA office at (573) 499-9162.

### **Council Created to Energize New Generation of Beef Industry Leaders**

Providing an opportunity for young people to be more involved in the future of the beef industry, the National Cattlemen's Beef Association (NCBA) has created the Young Producers' Council (YPC). The YPC encourages NCBA members from ages 18 to 35 to be involved on policy committees, interact with other young producers, enhance their leadership abilities, further their professional development, and take advantage of regular NCBA benefits. Membership in the YPC is free to NCBA members. YPC was authorized through interim policy passed in July by NCBA Policy Division board members at the Cattle Industry Summer Conference.

Surveys conducted earlier in the year showed strong enthusiasm for such a council and suggested that young people wanted more involvement in the workings of the organization, including a strong voice in policy decisions.

"We need to create opportunities to develop leadership skills in our young people," says

Andy Groseta, a beef producer from Cottonwood, AZ, and NCBA president. "They are the future of the cattle industry, and they are definitely the future of the National Cattlemen's Beef Association."

Groseta says it's critical that young people understand and have input in beef industry decisions so they can direct the future of the industry. This new council will help engage these individuals and create an investment in their NCBA futures.

Specific structure and leadership of the YPC will be driven by those who join the council, with officers, activities and actions voted on by its members. The council will be allowed to select an individual to represent them on each NCBA policy committee.

Every YPC member will also be an NCBA member and enjoy all the benefits of membership. More than 200 young people were surveyed online about possible involvement in this kind of program.

About 90 percent of them said they had an opinion about current NCBA policy, but of those, about a third didn't feel they had an outlet for that opinion. YPC will be allowed to bring policy resolutions and other ideas to the appropriate committees or subcommittees.

YPC members will be seated, voting members of Policy Division committees. Members will meet during or in conjunction with the Annual Cattle Industry Convention and the Summer Conference. Activities of the YPC will be funded through corporate sponsorships or by fee-for-service.

According to NCBA member Trent Fredenburg, a beef producer from Greenfield, IN, YPC presents a true value for young producers, NCBA and the beef industry.

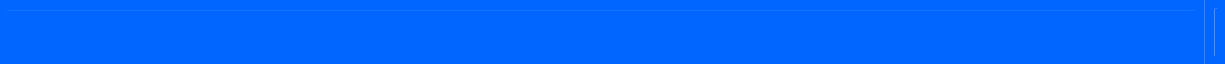
"The council is giving young producers more of a sense of belonging and a greater voice within the industry," Fredenburg says. "That's a benefit not only to that producer and to our generation of producers, but to the industry."

Fredenburg, who is a member of YPC, points out young producers sometimes use communications techniques that are different than those used by generations in the past, including the Internet and other electronic technology. In fact, a group has been created on the social networking site Facebook for young beef producers and more than 675 producers have already become members of that group.

Groseta believes creating YPC is the right step for NCBA. "These young people are passionate about this industry, but don't always have an outlet for that passion," says Groseta. "The YPC gives them this outlet. It also helps provide a platform for their point of view, and prepares them to lead our organization and our industry."

For more information about involvement in the Young Producers' Council, visit [www.BeefUSA.org/ypc](http://www.BeefUSA.org/ypc).

*Released by Western Livestock Journal.*



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Your MCA Membership will get you a 5% discount on all online purchases at [Dungarees.net](http://Dungarees.net).

To take advantage of this membership benefit visit [www.dungarees.net](http://www.dungarees.net). Add your order to the cart and when proceeding through the check out process there is a "Comments" box under the "Bill to" information. In the "Comments" box be sure to note:  
*5% discount per Missouri Cattlemen's Association membership along with your membership number.*  
(You must provide your membership number to receive the discount.)



### MCA President comes in 3rd in National Top Hand Contest

Third place winner is David "Blue" Geier of California, Mo., with 49 new recruits. Blue is president of the Missouri Cattlemen Association and serves on the Policy Division Board of Directors, the Membership Committee and the Producer Education Committee.

Tracy Brunner of Ramona, Kan., won the 2008 Top Hand Contest recruiting 57 new NBCA members. Tracy, a member himself since 1996, is very active in NCBA and currently serves on the Board of Directors of the Policy Division, as well as the Product Enhancement Committee. He is president of the Kansas Livestock Association and is a fourth-generation Kansas rancher and a partner in Cow Camp Beef, a family-owned business that includes ranching, feeding and farming interests on the western edge of the Flint Hills.

Tracy wins Top Hand prizes that include a dream vacation package or custom saddle, two airline tickets to the Annual Convention or Summer Conference, three nights lodging at the Annual Convention or Summer Conference, a registration at the Annual Convention or Summer Conference and a personalized Schaefer Vest.

David Fitzpatrick of Winchester, Ky., is Top Hand Runner-Up, signing up 56 new members. David, who won the contest last year, participates in the Property Rights/Environmental Management Committee.

A total of 147 people make up the 2008 Top Hand Club and have recruited 1,378 new NCBA members. An additional 227 people recruited 259 members, but did not earn Top Hand status. Together, they recruited 1,637 new members. Fifty-one Top Hand members recruited 10 or more new members to win a personalized Schaefer Vest. Sixteen Top Hands earned additional prizes such as free airline tickets, registrations and lodging at the Annual Cattle Industry Convention in Phoenix.

To become a Top Hand Club member individuals recruit three new NCBA members. To remain in the club, members recruit two new members each subsequent year. The Top Hand Club recruitment year runs Oct. 1 through Sept. 30. Members of the Club receive prizes for their recruitment efforts. Top Hand members are an elite group that shapes NCBA and makes it stronger!

Overall Missouri Cattlemen's Association members recruited 244 new NCBA members.  
*Released by NCBA.*

### **Cattle Ranchers Feel Pinch of Credit Crunch**

Tight credit and high wheat prices are preventing ranchers and farmers from placing their cattle at feedlots and from grazing them on wheat pastures, which could continue to weaken prices for the animals.

The credit crisis has made it tough for ranchers and farmers to place their "feeder" cattle at feedlots to be fattened on corn and other feed before slaughter, with deposit requirements doubling in some cases to 40 percent of the cost.

Feeder cattle weighing at least 800 pounds are usually sent to feedlots to be bulked up, while those weighing less normally graze on wheat pastures to gain weight on a lower-cost budget.

As a result, producers of cows and calves are finding less demand for feeder cattle, which is weighing on prices as supplies build. There has also been reduced interest from feedlots, which also need bank loans to run their operations.

"Bankers are showing reluctance to finance cattle that in the end have shown losses. With credit tightening, they have backed off," said Lane Broadbent, livestock analyst at KIS/OKC Trading in Oklahoma City, Oklahoma, a center for livestock auctions.

At the Oklahoma City feeder auction on Monday, feeder steers and heifers under 800 lbs sold \$2 to \$3 per cwt lower than the previous week and those over 800 lbs were \$4 to \$5 lower. Steer and heifer calves sold \$4 lower, with instances of \$8 lower.

Chicago Mercantile Exchange feeder cattle futures for delivery from October through January fell to contract lows in electronic trading on Monday before bouncing back on Tuesday. Futures prices fell again on Wednesday.

"We have been concerned and cautious here for a few months just because of the input costs that all of our customers have seen increase dramatically," said Robert York, president of National Livestock Credit Corporation. "The cattle feeders have been losing money for several months now.

National Livestock Credit Corp, located in Oklahoma City, finances the cattle industry, all the way from cow-calf operations to feedlots.

#### **LENDERS CAUTIOUS**

"But with the current situation in the financial markets, everybody is definitely taking a stance that they (lenders) are going to be a lot more cautious," York added.

York noted that although longer-term financing is being interrupted, short-term financing has been continuing.

"We're a small institution and I think that in some of the bigger institutions there may be more emotion in some of these credit decisions because of other things the banks have to contend with other than their agricultural clients," he said.

Broadbent said feeder cattle prices had fallen \$15 per cwt in the last four to five months. He noted that feeders weighing 800-850 lbs and graded Medium and Large 1 traded at \$100.80 at the closely watched Oklahoma City feeder auction, down from \$115.25 per cwt last year at this time.

Light-weight feeders, weighing 500-550 lbs, were trading at \$110.15, down from \$121.20 per cwt last year, he said.

"It's (financing) been a lot of trouble," said Jim Sauter, CME feeder cattle futures trader.

"I know one individual who feeds (cattle at feedlots) regularly told me he used to be able to put 20 percent down for feeders and now they want him to put down 40 percent -- and he's a good customer.

"It's dragging prices down and left a lot of players out of the market on the sidelines. So it's also taking some volume and liquidity away from the pit," said Sauter.

Apart from the credit crunch, ranchers and farmers are finding it difficult to graze their cattle on wheat pastures.

Chicago Board of Trade wheat futures hit a record high of \$13.34-1/2 per bushel on February 27, and even though they were trading below \$7 on Wednesday, prices are more than double those at the end of 2005 of \$3.39-1/4.

CBOT corn futures rose to a record high of \$7.65 on June 27, but have fallen to below \$5, which is still more than double the \$2.15-3/4 at the end of 2005.

"A lot of these farmers are not wanting to graze their wheat as hard because they see these wheat prices high. When you put cattle on wheat it will damage the wheat three to five bushels or even seven bushels an acre, and at \$8 wheat they don't want to put cattle on wheat," Broadbent said.

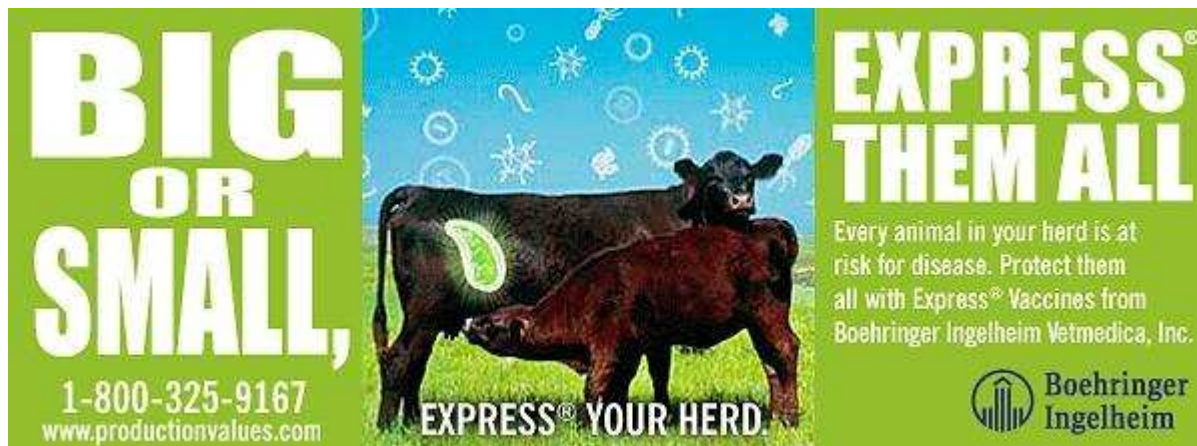
But with the drop in prices for light-weight feeder cattle, traders were expecting a pickup in demand.

"We're finally getting these (light-weight) feeders down to where they are getting to be property to own. These light calves, 300 to 500 lb steers and heifers, have been the best value they have had in the last three to four years," Broadbent said.

It may be some time before the economy and financing improve enough to increase demand for all types of feeders.

Demand for relatively high-priced beef tends to wane in tough economic times as consumers cut back on spending.


*Reporting by Jerry Bieszk, editing by Matthew Lewis, released by Reuters 10/1/08.*



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### **American Angus Association Announces the Ten Missouri Breeders who Registered the Most Angus**

The 10 producers who registered the most Angus beef cattle in the state of Missouri recorded a total of 3703 Angus with the American Angus Association® during fiscal year 2008, which ended September 30, according to Bryce Schumann, chief executive officer of the American Angus Association.

The 10 top recorders in Missouri are: Sydenstricker Genetics Inc, Mexico, 733-head; Circle A Ranch, Iberia, 483; KCS Angus Ranch LLC, Novinger, 433; Alan W Mead, Barnett, 428; Birk Angus Ranch, Jackson, 411-head; Terry Little & Son, Monticello, 260; Fox Run Farms LLC, Mexico, 251; Douglas Stevenson, Paris, 250; James Ruble Farms LLC, Patterson, 238-head; Sweiger Bros, Weatherby, 216.

Angus breeders across the nation in 2008 registered 333,766 head of Angus cattle. "Our year-end statistics continue to demonstrate strong demand and extensive market penetration that Angus genetics enjoy," Schumann said. "These results underscore our members' commitment to providing genetic solutions to the beef cattle industry."

The American Angus Association, headquartered in Saint Joseph, Missouri, is the largest beef registry association in the world in terms of both annual registrations and active members. For more information about the Angus breed go to [www.angus.org](http://www.angus.org).

*Released by the American Angus Association.*



Missouri Beef Industry Council presents:  
*Checking in on the Checkoff*

Offering grants to  
local FACS teachers  
for beef nutrition &  
cooking lessons.



For more information about the "Beef for the Classroom" program or the other materials provided to Missouri's school teachers at no cost to them, visit our website! ([www.mobeeff.org](http://www.mobeeff.org))

**Southwest Missouri Beef Conference**

**Southwest Missouri Beef Conference**  
"Coping with High Input Costs"

Thursday, October 16th  
5:00 to 8:30 PM

McClelland Dining Hall  
SBU Campus-Bolivar, MO

Topics Include:

"Economic Outlook for Beef Production"  
Dr. Ron Plain, Livestock Marketing Specialist

"How to Economically Feed the Beef Herd"  
Dr. Justin Sexten, Beef Cattle Nutrition Specialist

"Impact of Cow Biological Type"  
Dr. Bob Weaver, Animal Breeding & Genetics Specialist

Cost: \$5/person (includes Prime Rib Dinner for the first 150 who RSVP)

**To RSVP call 417-326-4916.**

**Sponsors & Trade Show Participants:**

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**2009 Missouri Beef Ambassador Contest**

The 2009 Missouri Beef Ambassador Contest will be held on December 13th at the Missouri Cattle Industry Convention & Trade Show in Springfield, Missouri. The Missouri Beef Ambassador program is open to all youth, including 4-H, FFA, FHA and other youth organizations. Participants must be at least 16 years of age and no older than 19 on January 1, 2009. The contest is made up of a speech, question session and an interview panel. Winner of the Ambassador Contest will receive a \$250 cash award and a expense paid trip to the National Contest in the fall of 2009 to compete for over \$5,500 total cash awards.

**The deadline for entry is November 1st.**

For more information and the entry form please visit:

[http://www.mocattle.org/MCW/2008\\_beef\\_ambassador.htm](http://www.mocattle.org/MCW/2008_beef_ambassador.htm)

**Convention 2008 - "Succeeding During Challenging Times"**

**2008 Missouri Cattle Industry Convention & Trade Show**

December 12 & 13

University Plaza Hotel/Springfield Expo Center - Springfield, MO

***"Succeeding During Challenging Times"***

For more information and a schedule of events please visit [www.mocattle.org](http://www.mocattle.org).

***ATTENTION AFFILIATES: Be sure to complete the new and improved  
Awards for Excellence Application. The application is due December 1st.***

If your county has not received the application please contact the MCA Office.

We are ***currently accepting nominations*** for 2nd Vice President and Regional Vice Presidents as well as for the Cattleman of the Year and Pioneer Awards.

**Be sure to save your Ralgro Wheels & Magnum Strips**

The Schering-Plough "Wheels for Bucks" program, Missouri Cattlemen's Association and Missouri's Cattlemen Foundation join together to raise money for the Missouri's Cattlemen Foundation Scholarship Fund and the Missouri Cattlemen's Association Leadership, Education and Youth Programs.

For every 10 used Ralgro wheels, and every 5 used Magnum Strips, Schering-Plough will donate 1 full Ralgro wheel to be auctioned off during the Foundation Auction on the

evening of December 12th at the Missouri Cattle Industry Convention. Please encourage your veterinarian, neighbors, and friends to save Ralgro wheels and Magnum strips and bring them to the MCA Office or to the Convention prior to noon on Friday, December 12.

If you would like to be an exhibitor in our Trade Show or know someone who would please contact Lesley at the MCA Office (573) 499-9162.

## Upcoming Cattlemen's Events & Meetings

**Audrain County** - October 12, 5:30 PM

Jim & Mila Lowry's, Mexico

**Dallas County** - October 13, 6:30 PM

Engles Center, Buffalo

**Macon County** - October 13, 6:30 PM

Lolli's Livestock Market, Macon

**Bates County** - October 14, 7:00 PM

MO-Kan Livestock Market, Butler

**St. Clair County** - October 14, 7:00 PM

Smith's Restaurant, Collins

**Henry County** - October 16, 6:30 PM

Urich Lion's Club, Urich

**Polk County** - October 16, 5:00 PM

Southwest Missouri Beef Conference

SBU Campus, Bolivar

*(see more details above)*

**Johnson County** - October 16, 6:30 PM

Johnson County Fairgrounds

**Jasper County** - October 16, 7:00 PM

First Assembly of God, Carthage

**Newton County** - October 16, 6:30 PM

Crowder College, Neosho

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Do you have questions, comments or suggestions?

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If so, please contact Maureen Hamill at (573) 499-9162 or [maureen@mocattle.com](mailto:maureen@mocattle.com).

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