JANUARY 1980

The Florida Cattleman
AND LIVESTOCK JOURNAL

Take Charge!
Back the Beefendum
Page 34

Annual American Breeds edition
If you’re letting your brood cows eat up too much of your profit with an expensive protein supplement, call your Nutrena dealer. He can help you solve the problem with patented Nutrena CLS® Controlled Release Liquid Supplement-32. Its nutritional efficiency is unmatched because conventional liquids release ammonia too rapidly to be utilized efficiently. CLS Controlled Release, on the other hand, meters ammonia out gradually — more like natural protein — for improved usability and safety.

So Nutrena is looking for beefmen with high feed costs. Because Nutrena can help solve the problem. And solving your problem is the best way we know to earn your feed business.

We want to earn your feed business.
WE ARE MOST GRATEFUL TO THE ST. LUCIE COUNTY CATTLEMAN'S ASSOCIATION, their fine arrangements committee and the St. Lucie County CowBelles for contributing so much help in making the December Quarterly Board of Directors Meeting at Ft. Pierce a most successful occasion. Attendance at the business meetings and the social functions was greater than normal and we believe all who made the trip had a good time.

ONE OF THE HIGHLIGHTS OF THE MEETING WAS THE SPECIAL WORKSHOP on Estate Tax problems which drew a large audience that came early and stayed late to discuss and ask questions. Our thanks go to former FCA President, Lat Turner, who chaired the panel, and to Mr. A. Edward McGinty, Tampa Tax Attorney, and Mr. Charles Knight, Knight Appraisal Services, Inc., Tampa. The reaction to the workshop was so great, we will consider another workshop on the subject of estate tax in the future.

CURRENT FCA TREASURER BILL STARK, WHO IS ALSO SERVING THIS YEAR as president of the St. Lucie County Cattleman's Association, was presented a plaque by FCA President Harvey Dahl in recognition of his years of service as Beef Council Chairman. We congratulate Bill and thank him for all his efforts on behalf of the association. The current issue of the newsletter and another report in this issue of the magazine cover details of action taken at the meeting.

WE WERE IN TALLAHASSEE FOR THE SPECIAL SESSION ON TAX REFORM which ended without action on the part of the legislature when the House and Senate could not agree on any change even though the session was extended for several days. While the Governor's immediate reaction was somewhat critical of the legislature, his later publicized reflections were very much to the point. We do not believe that the legislature had sufficient time to consider these most important changes in the Florida Constitution or that sufficient information as to the results of the original or compromise proposals was available. We do believe that these matters should have the benefit of legislative committee study and action before being considered on the floor of each legislative body.

IN THE PROCESS OF TRYING TO FIND A METHOD TO RELIEVE THE PRESSURE of Ad Valorem taxes for local government and the school system, several of the compromise proposals would have created problems for agriculture and the business community. The Governor has made it clear since the session that he will meet with individual legislators in preparation for the effort at the regular session starting in April to pass tax reform proposals which will then be presented to the voters on the November ballot. Since any change that reduces tax impact on a particular classification results in additional taxes for the other classifications, we must be alert to any proposals that are presented in the regular session. It is also obvious from discussions at the special session that the Property Appraisers in those counties that are below state averages on their assessments will continue to have strong pressure from the Department of Revenue to adjust their assessments upward.

IT IS WITH SINCERE REGRET THAT I REPORT TO THE MEMBERSHIP OF FCA my resignation as your executive as of the end of December. Rene and I appreciate very much the warm reception we have always received in our travels throughout the state and are grateful for the friendships that have resulted. We wish the association continued success in the future and join with Ron, Theresa, Doris, Arlene, Jim, Don, Holly and Lou Ann in wishing everyone a very Merry Xmas and a Prosperous and Happy New Year.

----Jim Mummey, Executive Vice President----
The Florida Cattlemen
AND LIVESTOCK JOURNAL

Calendar

JANUARY
4 - Live Stock Producers Day . . . . Baton Rouge, LA
4 - Bonanza Bull Sale . . . . Ashburn, GA
5 - SE Brangus Bull Sale . . . . Tifton, GA
7 - SE Brangus Bull Sale . . . . Auburn, AL
9 - FBCA Annual Meeting . . . . Ocala
10 - US Law Reform Comm. Meeting . . . . Tuscaloosa, AL
10 - National Limousin Sale . . . . Denver, CO
10 - 12 - LMA Meeting . . . . Tucson, AZ
12 - WAB Beef A.I. Conference . . . . Cedar Park, TX
12 - P & P Brangus Bull Sale . . . . Sulpher Springs, TX
12 - 13 - Beef A.I. Conf. . . . . Denver, CO
12 - Florida Santa Gertrudis Sale . . . . Ocala
12 - Live Oak Beefmaster Sale . . . . Three Rivers, TX
12 - 13 - Florida Nutrition Conference . . . . Orlando
14 - EBA Brahman Bull Sale . . . . Bartow
15 - Harrell's Stockman Bull Sale . . . . Gonzales, LA
15 - 16 - National Murray Gray Show & Sale . . . . Denver, CO
22 - 24 - NCA Convention . . . . San Diego, CA
22 - Agribusiness Institute Meeting . . . . Orlando
25 - Cattleman Beef Sale . . . . Okeechobee
26 - Feb. . . . . ABS A.I. Tech. School . . . . Ocala

FEBRUARY
1 - Fla. Agricultural Council Meeting . . . . Lake Buena Vista
5 - Southside P.M. PT Angus Sale . . . . Hawkinsville, GA
6 - 17 - Florida State Fair . . . . Tampa
7 - 8 - Fla. Society Farm Mgrs. Meeting . . . . Clewiston
13 - 16 - 4th SE Futuristic Angus Event . . . . Bartow
21 - Bluebonnet Brangus Sale . . . . Houston, TX
22 - 1980 Fla. Feedlot Clinic . . . . Wauseola
23 - World Limousin Fattyrty . . . . Houston, TX
25 - RWI P'Herford Sale . . . . Leslie, GA
29 - Central Fla. Beef Sale . . . . Orlando

MARCH
1 - Hidden Valley Red Angus Bull Sale . . . . Brooksville
1 - Beefmaster Cattlemen's Sale . . . . Three Rivers, TX
5 - 7 - American Pork Congress . . . . St. Louis, MO
8 - Bluebonnet Brangus Bull Sale . . . . Brenham, TX
18 - Graham Angus Open House . . . . Albany, GA

APRIL
9 - BBU Field Day . . . . Marietta, GA
12 - 13 - WAB Beef A.I. Conference . . . . Topeka, KS
12 - Kittiwacke Farm PH Sale . . . . Jasper, AL
15 - 17 - Symposium on Livestock Wastes . . . . Amarillo, TX

MAY
3 - Diamond M Prod. Sale . . . . Simonton, TX
4 - Brazos Valley Prod. Sale . . . . Simonton, TX
6 - Dairy Production Clinic . . . . Gainesville, FL
7 - 9 - Beef Cattle Short Course . . . . Gainesville, FL
10 - Barfield Beefmaster Field Day . . . . Immokalee
14 - UMP Extension Beefmaster Field Day . . . . Bogdon, AZ
15 - 16 - FIAT Trade Show . . . . Tampa
19 - Thompson Bros. Beefmaster Sale . . . . Marianna, FL
21 - 24 - Lake Prod. Sale . . . . Rosharon, TX
21 - BBU Field Day . . . . Gladewater, TX
30 - 31 - Western Heritage Sale . . . . Houston, TX
31 - Rogers Polled Charolais Sale . . . . Collins, MS

JUNE
7 - C & F Limousin Sale . . . . Macon, OK
18 - 20 - LMA Congress '80 . . . . San Luis Obispo, CA
25 - 27 - FCA Convention . . . . Marco Island

JULY
12 - BBU Field Day . . . . Palm Beach, FL
15 - 18 - Fla. Ag. Research Inst. Meeting . . . . Panama City
20 - 22 - Live Stock Cow Sale . . . . Luling, TX
30 - August
30 - BBU Field Day . . . . Muldrow, OK
31 - Beefmaster Production Sale . . . . San Antonio, TX

SEPTEMBER
20 - SE Beefmaster Breeders Sale . . . . Jackson, MS
28 - Confederate Beefmaster Sale . . . . Pine Mountain, GA

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- President's By-Lines
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- Livestock Roundup
- On The Demand Side
- Washington Roundup
- Stories By - Stand
- Diagnostic Lab Notes - Rubin
- Editorial

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- Beefmaster Coverage
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- Cattlemen Get Lottery Spots

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- Rodeo Results Given

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- Burrell Elected FSGA President
- FSGA Annual Sale Slated
- 90B

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- Semina Scores $1121
- Irvington-Lennon Hits $1202
- Angus Futurity Plans
- Hereford Pen Event Has $1740
- Corrigan Strikes $1621
- Santa Fe Bulls Bring $1171
- Singlety Sales Averages $1153
- Stuart Ranch Hosts New Event
- Brahman Bull Sale Scheduled
- Charolais Show at Tallahassee
- Bond Simmentals Bring $1156
- Simmental Show Results Told
- Bar G Bar Has Sale Topper
- Lomisnou Sale Averages $1400
- Red Angus Bull Sale Set

The Cover for January 1980
Our full color photo for this annual American Breeds edition shows some of the Santa Gertrudis cows at Stage Coach Ranch, Dade City, one of the pioneer herds in Florida for the breed.

OFFICIAL PUBLICATION
Florida Cattlemen's Association, Harvey Dahl, President, Deer Park. • Eastern Brahman Association, Andy Tucker, President, Rockledge. • Florida Charolais Association, John Corr, President, Ocala. • Southeastern Brangus Association, R. A. (Petie) Griffin, President, Talledega, Alabama. • Florida Angus Association, J. R. Thompson, President, Marianna. • Florida Santa Gertrudis Association, Fred Dietrich III, President, Orlando. • Florida Shorthorn Breeders Association, Jack Hooker, President, Plant City. • Florida Hereford Association, Tom Childs, President, Lake Placid. • Florida Meat Packers Association, Joe Tejero, President. • Florida Beef Council, Andy Tucker, Cocoa, Chairman. • Florida Cutting Horse Association, R. D. Welles, President, Arcadia. • Florida Association of Livestock Markets, Buddy Williams, President, Marianna. • Florida Simmental Association, R. L. Davenport, President, Ocala. • Association of Florida Rodeos, J. C. Kinsman, President, Okeechobee. • Florida Polled Hereford Association, Robert F. Lee, President, Tallahassee. • Florida Limousin Association, Mrs. Gladys Freeman, President, Okeechobee.

Does Your Liquid Feed Contain Enough Molasses To Maintain Adequate Energy Level?

<table>
<thead>
<tr>
<th></th>
<th>Lick Wheel Liquid Feeds</th>
<th>USSC'S Suga-Lik No. 5</th>
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</thead>
<tbody>
<tr>
<td>Moisture</td>
<td>32%</td>
<td>25%</td>
</tr>
<tr>
<td>Protein</td>
<td>32%</td>
<td>16%</td>
</tr>
<tr>
<td>NPN</td>
<td>28%</td>
<td>9%</td>
</tr>
<tr>
<td>Molasses</td>
<td>71%</td>
<td>90%</td>
</tr>
<tr>
<td>Ash</td>
<td>12%</td>
<td>11%</td>
</tr>
<tr>
<td>Total Sugars</td>
<td>32%</td>
<td>40%</td>
</tr>
</tbody>
</table>

If Not, Then—

FEED USSC'S SUGA-LIK NO. 5 16% PROTEIN high in total solids and sugars

United States Sugar Corporation

Telephones: 813/983-8121, 983-7946  CLEWISTON, FLORIDA 33440
Editor's Desk

Article furnished—compliments given by University staffer

Belle Glade

Enclosed is ... article ... which is for publication in The Florida Cattleman under Animal Science Highlights ... 

I would also like to compliment you and your staff on the tremendous job being done with The Florida Cattleman. We in Florida are fortunate to have this means of communication within our industry. Keep up the good work.

F. M. Pate
Associate Professor
AREC

Dr. Ensminger appreciates recent coverage

Clovis, California

We are grateful to you for the coverage accorded The International Stockmen's School in the November 1979 issue of The Florida Cattleman and Livestock Journal, page 60, and the news release on page 30.

It's folk's like you who cause me to keep on keeping on.

M. E. Ensminger, President
Agriservices Foundation

Estate planning book recently released

The revised, bigger 5th edition of Neil Harl's "Farm Estate & Business Plan-
ning" has recently been released through Century Communications Inc., Skokie, Illinois.

Written in everyday language that is easily understood, the book deals with
the legal and conditional aspects involved in the preparation of trusts and
wills. Harl also offers a plan of attack for the estate planning process. How to
establish objectives, prepare an inventory, decide on alternatives and implement
the plan.

Completely updated for 1979, the new 5th edition includes all the latest
legislation and elaborates on key points.

Latest Statistics

Commercial Slaughter and Average Weight (USDA) ...

<table>
<thead>
<tr>
<th>Cattle</th>
<th>Calves</th>
<th>Swine</th>
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</thead>
<tbody>
<tr>
<td>M Head</td>
<td>Calves</td>
<td>M Head</td>
</tr>
<tr>
<td>Wt.</td>
<td>Wt.</td>
<td>M Head</td>
</tr>
<tr>
<td>Oct. 1979 (Fla.)</td>
<td>34.7 1002</td>
<td>11.3 366</td>
</tr>
<tr>
<td>Oct. 1978 (Fla.)</td>
<td>39.9 966</td>
<td>13.0 366</td>
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<td>Oct. 1979 (U.S.)</td>
<td>3043.1 1067</td>
<td>233.2 236</td>
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<tr>
<td>Oct. 1978 (U.S.)</td>
<td>3408.1 1045</td>
<td>331.2 243</td>
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Slaughter Under State Inspection, Head (AITC) ...

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<tr>
<th>Cattle</th>
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</thead>
<tbody>
<tr>
<td>Tested</td>
<td>Reactors</td>
<td>Vaccinated</td>
</tr>
<tr>
<td>Nov. 1979</td>
<td>4296</td>
<td>19</td>
</tr>
<tr>
<td>Nov. 1978</td>
<td>4434</td>
<td>77</td>
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Brucellosis Testing (AITC) ...

<table>
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</thead>
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<tr>
<td>Nov. 1979</td>
<td>46257</td>
<td>1667</td>
</tr>
<tr>
<td>Nov. 1978</td>
<td>40123</td>
<td>214</td>
</tr>
</tbody>
</table>

Livestock Prices Per Hundred (USDA) ...

<table>
<thead>
<tr>
<th>Cattle</th>
<th>Cows</th>
<th>Cattle</th>
<th>Swine</th>
<th>Chickens</th>
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</thead>
<tbody>
<tr>
<td>Frl., Nov. 15, 1979</td>
<td>$61.40</td>
<td>$46.90</td>
<td>$66.90</td>
<td>$64.30</td>
</tr>
<tr>
<td>Frl., Oct. 15, 1979</td>
<td>64.90</td>
<td>49.00</td>
<td>72.10</td>
<td>90.10</td>
</tr>
<tr>
<td>U.S., Nov. 15, 1978</td>
<td>57.90</td>
<td>39.30</td>
<td>55.00</td>
<td>67.20</td>
</tr>
<tr>
<td>U.S., Nov. 15, 1979</td>
<td>64.20</td>
<td>46.50</td>
<td>68.90</td>
<td>85.10</td>
</tr>
</tbody>
</table>

Field Crop Prices Per Bushel and Ton (USDA) ...

| Corn (Bushel) | Hay, Baled (Ton) |
| U.S., Nov. 15, 1979 | $2.31 | $59.90 |
| U.S., Nov. 15, 1978 | 2.02 | 46.40 |
Brand 'em in the ear.

Today you need more than a scarring brand on the flank for identification. To manage your livestock efficiently, you need readable numbers. That's why we say "Brand 'em in the ear with Allflex eartags." The most advanced livestock identification system you can use.

Only the Allflex System has the exclusive Thin Pin and no-wobble brass crown. The pin extends all the way through the male stem. It surgically pierces the ear, separates the tissue ahead of the tag stem. Bleeding and chance of infection are nearly eliminated.

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But have you ever wondered if you're paying for a Harvestore system and still don't have one? Paying for it with the high cost of protein and storage losses and sweat and strain and poor results when you are forced to feed rain-damaged crops.

Maybe you're paying for a Harvestore system without owning one. Find out. Start by filling out the coupon below and mailing it to us.

<table>
<thead>
<tr>
<th>Acres farmed</th>
<th>Dairy</th>
<th>Hogs</th>
<th>Beef</th>
</tr>
</thead>
<tbody>
<tr>
<td>(Number)</td>
<td>(Number)</td>
<td>(Number)</td>
<td>(Number)</td>
</tr>
</tbody>
</table>

Georgia-Florida Harvestore, Inc.
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- 027. Equity Trust
- 028. Brady MS Spreader
- 029. Funk Forage Brochure

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City .................................................................
State .............................. ZIP .................................

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WE STRIVE FOR REPEAT CUSTOMERS
Thursday—January 3rd

1:00 p.m.—CowBelles Meet at Meats Laboratory, University of Florida
1:00 p.m.—Welcome—Andy Tucker, Chairman, Florida Beef Council
1:10 p.m.—Welcome—Katharine Simms, President, Florida CowBelles
1:20 p.m.—March Short Course Update—Ron Stephens, Executive Director, Florida Beef Council
1:30 p.m.—Today’s Objectives—Dr. A. Z. Palmer
1:40 p.m.—Using A-V—Barbara Hicks
2:30 p.m.—Break
2:50 p.m.—Communication—Dr. Ron Carpenter
5:00 p.m.—Adjourn
7:00 p.m.—Fun and Fellowship at Holiday Inn—At Present Meal will be Dutch Treat—Subject to Change

Friday—January 4th

8:00 a.m. —CowBelles Meet at Meats Laboratory, University of Fla.
8:15 a.m.—11:00 a.m.—Team Training Sessions
11:00 a.m.—12:00 Noon—Wrap-up and Team Captain Reports
12:00 Noon —Adjourn

Holiday Inn—University Center
1250 West University Avenue
P. O. Box 1406
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Room Rate
$29.00 Single
$34.00 Double
$ 6.00 Per Additional Person

The block of rooms will be held only until Friday, December 28, after which rooms will be given on a space available basis.

When registering, please indicate “Florida CowBelles.”

The seminar is being conducted to train CowBelles so that the BEEF message can be presented factually to the consuming public.
The Big Black One!

Black to Last

Three and Four wheel models available

- All non-corrosive, long-lasting materials.
- 16” fill hole for easy access & cleaning.
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- High enough that your cattle won’t be playing “leap frog” with them.

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813/285-8874 (night)

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Mathews Company of Crystal Lake, Illinois, has introduced a leasing program for its full line of quality M-C grain drying equipment that is simple, attractive and will compete with any financing plan available. Farmers and commercial operators can conserve their working capital, keep bank credit lines intact and improve cash flow.

For more information on this new program, check number 026 and return the form on page 8.

AICA appoints Paschal to staff post
Joseph C. Paschal, a native of Corpus

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Feed Super-Mol Protein Blocks for Top Performance

Super-Mol BLOCK POWER...

- Highly fortified with vitamin A and D
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- Highly palatable—cane molasses
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Grain-O-Vator 20 series handles all your free-flowing materials ... and will mix your feed as well. No need to invest in high priced feed mixing equipment when you own a two compartment Grain-O-Vator 20. Recirculating feed from one compartment to the other mixes your feed fast, efficiently, and at less cost.

This Grain-O-Vator 20 model has twin gates, individually controlled. Close the twin gates and load one compartment in layers. Good uniform mix is obtained by simply unloading into opposite compartment. With the gate again closed, load second compartment in layers and with full pay load proceed to your unloading point. After unloading mixed compartment ... mix the second half of your load.

OPERATION—By tractor driver with conveyor controls conveniently located.

DRIVE—From truck two speed axle to assure greater stability and greater weight distribution. 15:50 x 20 Nylon tires on 72” wheel centers.

CAPACITY—5.6 cu. yds. fertilizer approximately 5½ tons; lime approximately 6½ tons.

BODY DIMENSION—Width 78”, inside body length 10 ft.

CONSTRUCTION—Solid welded construction on 12 gauge steel sides and ends mounted on 3/16” steel sills and floor.

HEAVY DUTY TWIN DISTRIBUTOR FANS—20” fans with 3/16” auger flighting on bottom augers. 1/4” Cor-ten® steel bottoms. 1/2” wall auger tubes.

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Harsh Mobile Mix® Feeders are designed for rugged use. They are built with heavy materials—all standard:

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- huge sealed bearings
- 1/4” Cor-ten® steel bottoms
- 1/2” wall auger tubes

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The no waste way to feed round bale hay. Roll out forward or backward with this 3 point hitch equipment by Jennings & Son. Never take front loader bucket off. Handle your big round bales with this patented bucket attachment fork.

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Christi, Texas, is the new director of breed improvement and foreign marketing for the American-International Charolais Association (AICA). Announcement was made by Donald C. Nelson, executive director of AICA.

As director of breed improvement, Paschal will administer and monitor the Charolais Herd Improvement Program (CHIP), Sire Evaluation Program (SEP) and the Dam of Distinction program. He will act as consultant to AICA members in technical areas of breed improvement.

He is also a liaison between AICA and the USDA Foreign Agriculture Service and foreign agencies along with advising AICA membership of the marketing opportunities concerning Charolais, Charbray and Charolais/Charbray crosses.

Paschal comes to AICA from Texas A&M University in College Station, Texas, where he majored in animal science. He succeeds Steven Blumenthal, Houston, as director of these two areas.

027—An aid for the ranchers tax dilemma!

Based on today's present valuations, the average family farm unit is worth a million dollars. To probate such an estate could cost as much as 15 percent to 25 percent or more of that value.

H. Grant Brown, executive trustee, The Pacific Coast Council of Trusts, Hemet, California, asks, "How many
Sugarland’s ‘Superior-Meat-Type’ Traits

are proven continuously by breeding Sugar Braham Bulls to a random selection of Hereford cows. The result is superior performing F1 calves in the breeding herds and in the feedlot.

Take advantage of the genetic consistency and propotency of Sugarland’s “Superior-Meat-Type” Brahmans. A quality selection of Bulls available year-round.

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Make Your Family and Employees Happy

A lot of expensive feed for the cattle, a four-day week for the hands, Ferraris for the kids, and a mink for the Mrs. might do it. But so would calling in Ag-Air to clean out the mosquitoes on your place when they start getting out of hand. It has been scientifically proven that mosquito control will increase beef production significantly, and people who are being attacked by hordes of hungry mosquitoes have a tendency to exaggerate their other problems.

Using safe and efficient insecticides and techniques, and twin-engine aircraft, which allow them to stay up high and lay a wide swath at an ultra-low-volume application rate, Ag-Air can rid your place of mosquitoes in a few minutes. Our service is more practical and a lot cheaper than the alternatives, and you'll be surprised at the results.

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David Perry 904/294-1741

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Johnny Smith 904/834-2116

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Rice Pounds 305/656-1352

Yancy Farm Equip. Co.
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Ronald Yancy 813/322-1152

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Gainesville, FL 32605
Gary Smith 904/376-1191
Dr. Johnny Copeland
904/372-5365

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Tramisol Injectable was approved for use in cattle in 1973 at a dose level of 8 milligrams per kilogram (2.2 pounds) of body weight. This dose level was based on previously approved levels found effective for oral administration.

Subsequent tests have been completed in which lower dose levels of Tramisol Injectable were compared directly with the presently approved level for anthelmintic efficacy.

The tests were carried out in Louisiana, Florida, Montana and Texas by University and Cyanamid personnel, using cattle carrying naturally acquired parasites.

These studies prove conclusively that the new 13.65% concentration of Tramisol Injectable is fully as effective as the 18.2% concentration of Tramisol Injectable used at the same dose level.

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Tramisol stops Cooperia with one standard dose.

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Only Tramisol® gets all the worms worth getting.

National Molasses to get name change

National Molasses Company, one of the world's largest manufacturers and distributors of molasses and molasses-based feed supplements, is changing its name to Namolco Inc. effective January 1, 1980.

"The Company formed its acronym by combining the first letters of each word of the original name," Richard W. Wallace, Namolco's president, explained. "We have always been known as Namolco in most of our international operations; therefore, this is a logical extension. Namolco is more indicative of the current businesses of National Molasses Company, and more accurately reflects the scope of its worldwide operations.

Namolco, a subsidiary of C. Brewer and Company, Ltd. of Honolulu, Hawaii, began operations in 1918 as a molasses supplier to the animal feed industry. "As American industry expanded, Namolco also extended its operations," said Wouter Nicolai, executive vice president of Namolco. "Originally we were exclusively a molasses trading company—buying and selling molasses all over the world. The company in the last few years has dramatically expanded into other operational fields. The liquid feed supplement division is already known as Namolco. The terminal division, which started by using our molasses assets and expanded into bulk liquid storage for other companies, is known as Namolco Terminals."

"About two or three years ago," Nicolai continued, "we entered a completely new field of operations that now goes under the name Namolco Minerals. This division manufactures premixes and trace mineral mixes for the animal feed industry. Prior to this move, we had explored various expansion alternatives that would enable us to enhance our agricultural interests while still remaining in the agri-sector. We wanted to put our technical know-how to good advantage, while using our current domestic and international operations. In short, we wanted a new endeavor which could be successful in itself while simultaneously benefiting Namolco as a whole." When queried about Namolco's future plans, Wallace replied that, short-term, no additional divisions are currently anticipated. The liquid feed supplement, minerals and terminals program offered by his firm is not a tax protest, but is simply an effective use of existing tax law.

The trust is a taxable entity and will be subject to capital gains treatment on the same cost basis that applies to the original owner. But, Brown points out, as with ordinary income, capital gain income can be "sprinkled" among beneficiaries to lower the overall tax.

For more information check number 027 and return the form on page 8.

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For more information check number 027 and return the form on page 8.
THAT'S the average of 28 pasture trials with TBZ: 0.12 extra pounds per head per day, compared to unwormed cattle—12 pounds in 100 days!

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*Based on $.60 per lb, conservative at today’s prices. **Trials were conducted in Arkansas, California, Colorado, Florida, Georgia, Iowa, Minnesota, Mississippi, Missouri, Nebraska, Oklahoma, Tennessee and Texas.

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- Reinforced with a steel brace for maneuverability.
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BRAKEY MS 141A spreader discharges to the rear which eliminates "blow back" toward the operator.

areas will be expanded to better serve our customers, as will the distribution of molasses and simple mixes. Wallace summed up: "In terms of our experience and expertise, there is more to be accomplished within our present confines."

Nanolco, whose headquarters are located in Willow Grove, Pennsylvania, has been owned by C. Brewer and Company, Ltd., of Honolulu, Hawaii since 1963.

Since 1978, C. Brewer has been a wholly-owned subsidiary of IU International Corporation. IU International serves six major markets: land transportation, ocean shipping, utility services, industrial products and services, distribution services, and agri-business products and services. The company is headquartered in Wilmington, Delaware, and has executive offices in Philadelphia, Pennsylvania.

028—Spreader has rear discharge feature

A manure spreader that combines the advantages of flail spreading with rear delivery has been introduced by Brady, according to company engineers.

Because the new Brady MS141A spreader discharges to the rear, material is thrown behind and away from the operator. Most other flail-type spreaders discharge to the side. "Blow back" toward the operator is often a problem.

The MS141A has a heaped capacity of 150 cubic feet. Flail chains with specially heat-treated "T" ends pulverize dry or frozen manure for uniform spreading. Apron-type spreaders often leave chunks or piles in the field.

Compared with apron spreaders, maintenance is reduced because there are no aprons or chains to break or beaters to become plugged. The MS141A features freely rotating flail chains driven by a shielded PTO operating at 540 rpm.

The Brady MS141A is covered by a full one-year warranty.

The MS141A is a product of the Koehring Farm Equipment Division, headquartered at Appleton, Wisconsin. The division also manufactures Brady (Editor's desk to page 23)
Better cow performance, tank top to tank bottom.

You've never seen anything like Purina® Sup-R-Lix® brand liquid supplement. It's homogenized. Your cows get a nutritionally complete supplement every time they lick the wheel. And you can get the performance complete nutrition delivers. Cattlemen on test ranches across the country have said their cows “look better,” “stay in better condition,” and “breed back faster,” when fed Sup-R-Lix compared to conventional liquid supplements.

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Staff changes made
Harvey Dahl, Deer Park, president of the Florida Cattlemen's Association, has announced the executive committee has accepted the resignation of Jim Mummey, Kissimmee, executive vice president, effective as of December 28.

Dahl said that Jim Flanagan, Kissimmee, editor of *The Florida Cattlemen*, will serve as acting executive vice president in addition to his editorial duties with the association.

Ron Stephens, Kissimmee, executive director of the Florida Beef Council, will undertake several of the duties previously handled at the executive staff level, said Dahl.

FCA session hosted by St. Lucie
The winter quarterly meeting of FCA's board of directors was hosted by the St. Lucie County Cattlemen's Association at the Ramada Inn Oceanfront, Fort Pierce, December 12-13. Highlights of the program included an estate tax panel moderated by Lat Turner, Sarasota, past FCA president and chairman of NCA's taxation committee; a breakfast session of the state Beefendum committee chaired by W. G. "Kayo" Wells, Arcadia, first vice president, and adoption of a position on restructuring agriculture as presented by FCA President Harvey Dahl (see editorials this issue).

Mrs. JoAnn Smith, Wacahoota, chairman of the Beefendum Advisory Group, announced the dates for registering for the Beefendum at local ASCS offices were January 28—February 6. Voting will be from February 19 through February 22, she said.

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A slide presentation on the Beefendum was given by Smith and it was emphasized that no cash payments would be transacted except at the end of the chain when the packer will collect and remit the combined assessments of 2/10 of 1% (20 cents per hundred) to the Beef Board.

Committee reports were presented and three resolutions were adopted by the directors as presented by David Tice, Bartow, chairman of the resolutions committee.

Aubrey Caruthers, Oxford, chairman of the convention committee, reported the annual convention would be held June 25-27 at Marco Island.

Derrill McAteer, Brooksville, chairman of the feedlot committee, reported the Smith-Kline liver fluke product, (Continued on page 96)
"Calving ease" we take for granted.

"Ifs" cost too much money.
"If" the calf had been born alive . . . "If" the cow had lived . . . "If" she had bred back after a hard calving.

You can forget the "Ifs" with Beefmasters. They're easy calvers. Beefmaster bulls have crossed on all breeds, mixed breeds, and crossbred cows with practically no calving problems.

There's more good news. Beefmaster calves are more aggressive, tougher, and more make it to weaning. And they'll weigh more when they get there.

More calves at birth. More calves that weigh more at weaning. Aren't those enough reasons to SWITCH to Beefmasters now?

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Continuing education course offered free to veterinarians

An accredited continuing education program for veterinarians covering parasitology of dairy cattle is now available from the Animal Health Division of Merck & Co., Inc., Rahway, New Jersey. Merck is the manufacturer of Omnizole®, brand wormer for cattle. The self-study program was prepared under the direction of Dr. Colin Johnstone, assistant professor of parasitology at the University of Pennsylvania's School of Veterinary Medicine. Successful completion of the course provides one hour of credit toward all state requirements for continuing education.

This audio-visual program is divided into three parts that can be studied at different times. The course can be completed in less than four hours. Parts one and two outline the nature and life cycles of major dairy cattle parasites. Part three covers control of the parasites and includes field trials comparing milk production from treated cows with that from untreated control groups.

A workbook with answers and sample tests, along with the official post test, is included in the program kit which is available in 35mm slide carousels with recorded narration or as self-contained AV cassettes for use with a Labelle Courier unit.

All required materials for this free program can be obtained from one of Merck's professional representatives or by writing: Merck Animal Health Division, Department PGS, P. O. Box 2000, Rahway, New Jersey 07065.

Group formed to promote Salers Cattle

A major breeding operation has been formed to produce and promote the Salers breed of cattle in the U.S. Salers Cattle Breeders is a new division of Texas Imports, a Houston, Texas, based livestock firm. L. F. McCollum, senior partner in the firm, said that Salers Cattle Breeders will be devoted to breeding and improving Salers cattle for use by American cattlemen.

Salers, a French breed noted for its fertility and hardiness, have recently received much attention from the cattle industry in this country. "We have been involved in the importation of both Charolais and Simmental cattle in recent years," said McCollum, "but our on-the-ranch tests have shown that the Salers have the capability to make major contributions to the industry in the areas of reproduction, milk production, and more efficient conversion of roughage and low quality feeds. That is why we have set up Salers Cattle Breeders as an exclusive division devoted entirely to Salers."
For fence posts, corner posts, brace posts, barn poles

* U.S. Department of Agriculture reports show that only 8% of the posts treated with PENTACHLOROPHENOL were lost, compared to a 39% loss with the best creosote used. Coleman Evans uses Southern Yellow Pine cut from live, sound timber, machine peeled and straight bodied. It is treated in accordance with specifications of the American Wood Preservers' Assoc.

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42-Foot Flatbed hauls up to 4 tractors or 500 bales of hay.

COLOR brochure on forage and silage sorghums from Funk Seeds International provides several management tips.

McCollum is a former president and chairman of the board of Continental Oil Company and is presently president emeritus of Mercantile Texas Corporation, a bank holding company. Other partners in the firm are James H. Chadwick and Ronald P. Cuenod, owners of C. J. Thibodeaux, a marine chartering brokerage firm. All these men have been active in the cattle business for many years.

Salers Cattle Breeders is located at Scattered Oaks Ranch near Bellville, Texas, and is managed by Doug Hollar.

029—Free brochure describes forage, silage sorghums
A newly published eight-page brochure entitled "Forage and Silage Sorghums" is available from Funk Seeds International.

Illustrated in color, "Forage and Silage Sorghums" provides several management tips for producing forage and silage sorghum, as well as describes Funk's forage and silage sorghum varieties.

For your free copy check number 029 and return the form on page 8.

Changing farm structure detailed in USDA report
Secretary of Agriculture Bob Bergland called the second annual Family Farm Report to Congress—made available October 1 to the public—"one of the most important resource documents on farm structure published by the department this year."

The report, "Status of the Family Farm," deals with structural changes occurring in the farm sector; the distribution of 1978 commodity program payments and benefits among farmers; the implications of forward contracting and direct farm-to-consumer marketing; and the structural changes that have occurred in beef cattle feeding.

The report confirms earlier findings that the decline in farm numbers over the past several decades is largely a result of larger farms absorbing small units. This growth of existing farms through consolidation is the primary means by which the increasing concentration in farming is taking place.
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All ingredients used are of the finest quality and our prices are very competitive.

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What you give her before calving can make the difference between a good profit, a slim one or none.

Research has shown that proper nutrition and management of the pregnant cow can pay off several ways:

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The pregnant cow needs all the following nutrients in proper amounts and proportions to build her unborn calf and her body reserves:

Ca  P  Mn  Mg  Cu  Fe  K  S  Na  Cl  Co  I  Zn  Se
Vitamins A and D  Protein

Energy—supplied in pasture or roughage—but it needs to be supplemented with the above nutrients for your cattle to digest and utilize it efficiently.

With MoorMan's, supply what she needs easily and economically.
The pregnant cow's nutrition during the last 50 days is extremely important. That's when 80% of fetal development takes place.

It's the highly important Stage 2 of the MoorMan Brood Cow program. Stage 1 is the previous 110 days. Stage 3 is 82 days following calving and through breeding. Stage 4 is 123 days, lactation through weaning.

This flexible program, backed by MoorMan Research, has step-by-step feeding and management recommendations to fit different situations and preferences.

The MoorMan representative's manual also covers feeding and management of bulls, replacement heifers, stockers and feeders, creep-feeding calves, 3-step feedlot program, control of internal and external parasites. The MoorMan representative will show you this manual and complete a sheet, including feed estimates, for each step of the Steak from the Start program in which you are interested.

Self-feed the MoorMan fortifier that fits your roughage or pasture

On dry grass pasture, range, non-legume hay or silage, stalks, other crop residues:

Self-feed MoorMan's Mintrate® Blocks that supply a concentrated combination of protein, urea, vitamins and minerals to stimulate utilization of tough, fibrous, hard-to-digest roughage or pasture.

With a choice of palatability levels, you can control consumption.

Blocks are available with high magnesium and with built-in dewormer for 3-day feeding.

For hand-feeding daily or every other day, there are Mintrate Cubes. Also Mintrate pellets for bunk feeding with roughage, plus grain if desired. And we have cubes and pellets with built-in dewormer.

To fortify high-protein roughages:

Feed a MoorMan's Mineral that supplies a complex combination of base and trace minerals.

Your wide choice includes various special-purpose minerals from MoorMan Research—ones that supply high-level vitamin A, high phosphorus or high magnesium.

All come in weather-resistant, processed form. Several also are available in blocks.

If your herd isn't already on MoorMan's, find out more about our high-quality, high-performance products—and our research-backed program—from the MoorMan representative soon.

How you feed your cows the last 50 days before calving can make a big difference in your profits.
Built of heavy gauge steel, all welded seams, ready to use. 3¼ and 8 ton capacity.

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300 gallon capacity. Made especially for molasses, 3'x10'x18".

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At the same time, the report shows the average age of farm operators is steadily increasing, moving from 48.7 years in 1945 to 51.7 years in 1974. Only about half of older farmers leaving the profession between 1964 and 1974 were replaced by younger farmers.

The report says there have been structural changes in the cattle feeding business, once an industry of small farmer-feeders located primarily on grain farms in the Corn Belt. Today, the industry is dominated by large feedlots in the Southern and Central Plains which use industrial-type management, financing and marketing techniques. One-half of the cattle produced in feedlots come from 400 large operations and while there are still more than 130,000 small (less than 1000 head capacity) feedlots, they produce less than one-third of the fed cattle.

In the area of federal farm program benefits, the report indicated that because payments are related to individual farm acreages and volume of production, the benefits were distributed with relatively more going to larger producers.

In 1978, a total of $2 billion in payments were made to farmers, the largest amount since 1973. But almost half of the payments went to the 10 percent of the program participants who operated the largest farms. In contrast, 50 percent of the farms—those with the smaller units—received only 10 percent of the payments.


**M-F markets improved grinder-mixer**

Massey-Ferguson, Des Moines, Iowa, has introduced a new and improved grinder mixer, the MF1050. This new model is designed for greater versatility and operator convenience.

The MF1050 has a 105-bushel tank capacity. The tank features windows on both sides and a spring-loaded tank lid to guard against overfilling.

Discharge from the MF1050 has been changed from “left-hand side” pivoting to “centerline gooseneck” pivoting. This enables the operator to easily unload feed from either side of the machine.

For faster material flow, the MF 1050’s discharge diameter has been enlarged to eight inches, providing a 30 percent larger cross section than the earlier MF model.

Three or six-foot folding discharge extensions are available on the MF1050. Maximum discharge height with the six-foot extension is nearly 22 feet at a 60-degree elevation, and standard discharge height is more than 14 feet at 60 degrees.

Standard discharge pivot height is 75 inches above ground level, and an
optional two-foot vertical extension increases discharge pivot height to 99 inches. High pivot elevation can sharply reduce wind wastage when loading low bunk across fences.

Optional, factory-installed hydraulic discharge control is available for total remote positioning from the tractor seat.

Texas Longhorn group names agency of record

The Texas Longhorn Breeders Association of America has named The Pitluk Group as their advertising and public relations agency.

Chartered as a non-profit organization in 1964, the Texas Longhorn Breeders Association of America's purposes include the recognition of Texas Longhorn cattle as a distinct breed, protection of the unique heritage of the Texas Longhorn and its links with the history of America and the advancement of scientific knowledge of the past ancestry and future breeding of Texas Longhorn cattle.

The Texas Longhorn Breeders Association of America boasts more than 850 members in 45 states and Canada with a total Texas Longhorn registration of 22,391.

Headquartered in San Antonio, Texas, The Pitluk Group will develop an in-depth public information and education program for the association as well as creative and national advertising.

Bradbury named to BBU position

Charlie Bradbury of Kingsville, Texas, has joined the staff of Beefmaster Breeders Universal as field service representative, according to Gene Kuykendall, executive vice-president of the association. Bradbury assumed duties October 1.

Bradbury, a native of Cypress, Texas, served as field director of Santa Gertrudis Breeders International prior to joining BBU. In that position Bradbury traveled extensively, inspecting large numbers of cattle, coordinating
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Monsanto to construct manufacturing unit
Monsanto Company has announced plans to construct a multi-million dollar manufacturing unit for its Roundup herbicide at the company's Fayetteville, North Carolina, plant site. The new unit will boost production capacity for the herbicide by approximately 50 percent.

N. L. Reding, group vice president and managing director of Monsanto Agricultural Products Company, an operating unit of Monsanto, said that the new facility is expected to be on-stream in the fourth quarter of 1981. "This expansion, as well as our earlier performance test data, working with universities and extension personnel, and coordinating junior activities. He also organized shows, exhibits and field days across the country, and did editorial work and photography for breed promotion. He obtained a B.S. degree from Texas A & M University in May, 1977.

In the new capacity with BBU, Bradbury will inspect and classify cattle in accordance with the standards set forth by Beefmaster Breeders Universal. Along with Wm. (Bubba) Bain, director of field services, he will inspect cattle for the upgrading program, inspect cattle to be sold in BBU-approved sales, and classify cattle presented by breeders involved in the Voluntary Classification Program.

Barber named director at Curtiss
Dr. Kent A. Barber of Pennsylvania State University has joined Curtiss Breeding Industries Inc. as beef director. He assumes responsibility for all phases of the Curtiss Beef A.I. Program, with emphasis on sire procurement and progeny testing. Barber developed herds of purebred beef cattle and hogs while an FFA member at Burlington, Colorado, then attended Colorado State University. Shortly after graduation, he was employed as a full-time staff member at Penn State where he worked under Dr. John O. Almquist, world-prominent reproductive physiologist, directing management and semen collection experiments with beef bulls. He later completed an M.S. degree based on research into growth, feed efficiency and puberty in Charolais bulls.

He completed his eight years at Penn State as a graduate assistant, finishing work toward his Ph.D. with an evaluation of feedlot and carcass traits of Angus and Charolais steers.

Barber has authored or co-authored 26 scientific and technical publications pertinent to beef cattle genetics, management and A.I. He and his wife and three children are relocating near Elburn, Illinois, where Curtiss operations are being consolidated with the construction of new office and distribution facilities adjoining the production center which was completed in 1974.
announced plans this year to increase production capacity in Antwerp, Belgium, will place Monsanto in position to meet rapidly growing worldwide demand for Roundup,” Reding said. The herbicide is used extensively for the control of hard-to-destroy weeds in worldwide agricultural and non-crop markets. It is also produced at the company’s Luling, Louisiana, plant.

ASA names Shirley as executive officer
James W. Shirley, 34, now residing in Brookings, South Dakota, has been named to the position of executive secretary-treasurer of the American Shorthorn Association, according to Ron Hofstrand of Leeds, North Dakota, the president of the national beef breed organization. He will succeed C. D. “Pete” Swaffar, who plans retirement after some 25 years of service to the organization. Hofstrand said Shirley will begin partial duties on December 1 and will assume full responsibility of the position in the Omaha, Nebraska, headquarter offices as of January 1.

“Our breed is on the brink of rapid expansion,” Hofstrand said, “and the vitality and enthusiasm of Shirley should prove to be an able catalyst for the Shorthorn boom of the 80’s.”

A native of Iowa, Shirley is an animal science graduate of Oklahoma State University at Stillwater where he was a member of Alpha Zeta honorary, Block and Bridge Club and a collegiate livestock judging team member. He was a veterinarian technician with a biosensor research team during his two year Army military service.

Since 1971, he has been employed by the American Polled Hereford Association as an area coordinator for the states of Montana, South Dakota, North Dakota and Minnesota with additional duties in the Canadian provinces of Manitoba and Saskatchewan. He was primarily responsible for organization of educational workshops, livestock shows, junior events, breed promotion, advertising sales for the breed’s official publication and served as a liaison between the association and its membership.

Borden’s to feature Elsie once again
An item in the November 19 issue of Advertising Age pointed out that Borden Inc., dairy and services division has announced that Elsie the cow will return in 1980 as the central character in the firm’s marketing plans.

Thomas Hagerty, vice president, marketing for the dairy division, said Borden intends to lead the dairy industry out of flat sales by capitalizing on emerging growth markets.

The emphasis will be on the use of Borden dairy products by the U.S. Olympic team.

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WE DELIVER

THE FLORIDA CATTLEMAN / JANUARY 1980 / 31
1944: Convention was held in Arcadia

The annual meeting of the state cattlemen's association was held in Arcadia with the session curtailed to one day to fit wartime travel conditions. Suwannee Hereford Ranch, Live Oak, had the grand champion bull at the Southeastern Polled Hereford Breeders' sale in Moultrie, Georgia.

1949: Sixth Brahman edition was published

The sixth issue of The Cattleman devoted to the Brahman breed was published which included a directory of breeders. B. F. Welles, Jr., was elected president of the DeSoto County Cattlemen's Association. W. H. Peebles of Moore Haven was elected president of the Glades County Cattlemen's Association to succeed Fred Montsdeoca. Hank Partin of Kissimmee took blue ribbon honors with his 4-H Club bull calf in the Osceola County 4-H Club cattle show.

1954: Cattlemen commended Benson

A resolution was adopted by the state cattlemen's association commending Secretary of Agriculture Ezra Taft Benson for his efforts in working to solve the beef surplus problem. Polk County Agent Paul Hayman said the seventh annual Polk County Youth Show was the largest and most successful. Carl Tyner of Tipton, Indiana, was named assistant manager of the Florida State Fair at Tampa.

1959: Third Ocala bull sale was held

The third graded bull sale was held at the Southeastern Livestock Pavilion, Ocala, with the grading handled by J. O. Pearce, Jr., Okeechobee; Ben Hill Griffin, Frostproof; Ralph Cellen, Sr., Alachua, and Jim Pace, Gainesville. Tommy Mack of Lowell, was reelected president of the Marion County Cattlemen's Association. The Florida Shorthorn Association held a field day at Ashbourne Ranch near Delray Beach.

THE OLD PHOTO FOR THIS ISSUE goes back to June 1, 1908, and depicts a breeding experiment using a Hereford bull on native Florida cows. The photo came from the files of the animal science department at the University of Florida, Gainesville, and the information received points out the photo was taken in the area of the present campus of the University. The Cattleman welcomes old pictures for this space and will return the photo undamaged after use.
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Take Charge! Vote for a program of cattlemen, by cattlemen and for cattlemen

EDITOR'S NOTE—The following article was furnished by the Beefferendum Advisory Group, which is chaired by Mrs. JoAnn Smith of Wacoahoota, W. G. "Kayo" Welles, Arcadia, is state chairman.

There are a couple of points about beef demand which you probably have noticed recently:
1) Just about every turn-of-the-year outlook report on cattle prices mentions beef demand problems. There was a time—when beef demand was more dependable—when one could look only at prospective beef supplies and pretty well forecast prices. Now, though, demand is much more uncertain, and one frequently mentioned factor is the effect on demand of the continuing anti-beef propaganda.
2) Experienced livestock and meat industry observers agree that the single most important issue facing cattlemen in the years ahead is the diet-health issue. If cattlemen continue to allow misconceptions about their product to go unchallenged, severe erosion of the market for beef will be inevitable.

All of this makes absolutely imperative the approval by cattlemen of the proposed Beef Research and Information Order, "Beefferendum" leaders pointed out recently. (The Beefferendum is the name given to an industry-wide effort to win cattlemen's approval of a self-help program of beef research, market development, information and promotion. The referendum on the program is expected to be held soon.)

In spite of the demonstrated need for a uniform collection plan, there have been some questions about program details and the role of the government. In an effort to clear up the questions, the Beefferendum Advisory Group brought out the following points:

Industry program.
The entire program was initiated by the industry; the basic order was developed by an industry-wide committee; cattlemen will finance the program; and cattlemen will manage the program.
The Beef Research and Information Act was necessary to create a uniform method of collection, but otherwise the government role is extremely limited.
There would be no referendum and no program were it not for cattlemen themselves. The proposal was not initiated by anyone in government.
Industry leaders named a committee five years ago to study research and promotion needs and possible fund-raising methods. Based on their study of the beef business, other commodity programs, collection experiences of the National Livestock & Meat Board and the programs of 28 state beef councils, the committee members concluded that the most effective and fair way to generate funds for a beef program would be through a national check-off program.
As shown by experience in the 17 states with legislated beef programs, it was clear that the route to go was national enabling legislation. Subsequently, through cattlemen's efforts, such legislation was passed and the order on which the industry will vote was developed.
Management authority.
Will the program be run by the Secretary of Agriculture? The answer is a flat no. The Secretary's role is limited by law to two basic functions. He may: (1) Confirm the appointment of cattlemen members to the Beef Board; and (2) audit expenditures and review programs to assure that they are in accordance with the law. (This latter point helps assure the producer that the funds will not be spent on unauthorized activities; it further assures strong fiscal management by the board, which is made up of cattlemen.)
Authority to initiate programs and establish research and information priorities is vested with cattlemen on the board.
The above statements are confirmed by leaders of other programs set up under enabling legislation. For example, Don Long, chairman of the American Egg Board, says that the egg check-off program is run by egg producers and that it has been of real benefit to the industry. Egg producers feel that the egg program is their program; not the government's program. The same feeling prevails among persons responsible for the state beef council programs which were made possible by state enabling legislation. Cattlemen plan, budget for and direct the operation of the state programs.
Uniform collections.
A uniform collection system, as provided for in the proposed order, can take an unfair burden off packers and market agencies; and it will result in larger, more equitable collections. As it is now, some packers and markets are willing to serve as voluntary collection points; others, for competitive reasons, refuse.
The new program will result in uniform collections nationally by all potential collection points. The voluntary aspect of the program is retained through a simple refund procedure for those cattlemen who choose not to contribute.

Refunds.
It has been claimed that larger producers will ask for refunds and the small producers will wind up paying for the program. Fifty-seven years of Meat Board experience show that this is not the case; large as well as small producers participate in check-off programs. In Iowa, where the industry has a very substantial state program, only 4.7 percent of the producers have asked for refunds. If the larger producers were asking for refunds, the percentage of participation would be smaller.
Source of funds.
The program will be financed entirely from investments by cattlemen. No tax dollars whatsoever will be involved. USDA will be reimbursed from the fund for the cost of its limited responsibilities—for reviewing and auditing the program.
Rules and regulations.
There has been some discussion of small details of the program. Actually such discussion is premature. Industry dialogue now should be centered on whether or not the program can help cattlemen address the industry's demonstrated research and information needs.
Cattlemen will vote only on a basic order. Not until the order is passed will the detailed rules and regulations be worked out—and that job will be done by cattlemen on the Beef Board, with input from interested packers and livestock markets. Details on such things as how auction markets will make collections will be part of the rules.
The Beefferendum Advisory Group points out that the rules and regulations are like the bylaws of an organization. They include the details necessary for operation, and they may be changed by the board if the need arises. Too much detail in the order would make the program to inflexible. (The basic order may be changed only upon a referendum by producers.)
It probably will be 12 months from the time of the referendum until collections can start. During that time, the Beef Board will be formed, and the board will develop the necessary rules and regulations on collections, accounting, program procedures, etc.

Continuity of program.
There is nothing to force continuation of the program if cattlemen become unhappy with it. Upon the request of 10 percent of the number of voters in the initial referendum, the Secretary must conduct another referendum, and he must terminate the program if a majority favors termination.
Show photos!
As mentioned in the livestock show wrap-up story in the December issue of The Cattleman, photos of the winners were not available for inclusion with the individual breed shows reported.
Photos of the winners in those events are featured on pages 36 through 39 of this issue.
Normal format for Cattleman coverage of the state's livestock shows calls for staff-taken photos to be used in conjunction with the complete results. Grand and reserve champion photos are usually shown, space permitting, for each event covered.
As far as Cattleman editors can determine, this is the first time in the history of the publication that extenuating circumstances precluded the photos from being included with the stories.

Most of those who favor the program recognize that some cattlemen honestly oppose commodity programs, and they can't object to honest disagreement with their view. However, they are concerned when opposition is based on "nit-picking" details, most of which are still to be worked out in the rules and regulations.
Supporters of the program maintain that the basic issue now is whether or not the program can help counter misinformation about beef, can help make the positive values of beef more apparent to consumers, can help develop new markets, and can provide cattlemen with valuable economic research and information.
The primary opposition which is officially on record is that from certain activist groups which testified against or submitted comments against the program. These opponents are those who keep claiming that Americans would be healthier if they ate less beef; that the industry should be made to give up its use of modern technology for beef production, and that grain should not be fed to cattle.
To overcome that kind of opposition and to "take charge" of their own destinies, cattlemen should vote "yes" in the coming referendum.

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*Mississippi Agricultural and Forestry Experiment Station 3-year summary of average performance of steers given anthelmintics before winter grazing (188 days). Based on steer price of $39/cwt., less cost of anthelmintic. **Trademark of Merck & Co., Inc.

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"Ole Aggie"
Custom Fitters, Ocala, showed the grand champion Angus bull at Jacksonville and Live Oak. Rick Williams is at the halter. Jeanne Chitty, Micanopy, owned the grand champion Angus bull in Callahan and the reserve grand champion at Jacksonville.

**RESERVE** grand champion bull in Live Oak was owned by C. O. Smith Farms, Moultrie, Georgia.

**BOZZUTO** Angus Ranch, Lake City, showed the grand champion Angus female at Live Oak.

**WALTER TEAGUE**, Auburndale, owned the reserve grand champion Angus bull at Tallahassee.

**H. T. POWELL** owned the reserve grand champion Brahman bull at Callahan and Jacksonville.

**CRESCENT 0** Ranch, Kissimmee, exhibited the grand champion Brahman female at Callahan.

**SANTA BARBARA** Ranch, Clewiston, showed the reserve grand champion Brahman female at Jacksonville.

**RESERVE** grand champion Charolais female honors were won by Barton at the North Florida Fair, Tallahassee.

**BOND** Simmental, Boston, Georgia, showed the grand champion Simmental bull at Tallahassee.

**GRAND** champion Simmental female honors were won by Bond at the North Florida Fair, Tallahassee.
C. O. SMITH, Jr. Farms, Moultrie, Georgia, owned the grand champion Angus female in Jacksonville and the reserve grand champion at Live Oak.

RESERVE grand champion Angus female in Callahan was owned by George and Viola Miller, Zephyrhills.

GRAND Champion Angus bull in Tallahassee was owned by Quall Roost Farms and Baldwin Angus Ranch, both from Ocala.

GRAND champion Brahman bull at Callahan and Jacksonville was owned by Howard and Betty Powell, Winter Park.

BARTON Charolais Ranches, Abbeville, South Carolina, took grand champion Charolais bull honors at Tallahassee.

WASDIN Charolais Ranch, Tallahassee, owned the grand champion Charolais female at Tallahassee.

KABAR Ranch, Jacksonville, showed the grand champion Brahman female at Callahan and the reserve at Jacksonville.

RESERVE grand champion Charolais bull was owned by Barton Charolais Ranch at Tallahassee.

OAK HILL Farms, Leesburg, Georgia, showed the reserve grand champion Simmental female at the North Florida Fair, Tallahassee.

GREAT PLAINS Western, Purvis, Mississippi, owned the grand champion Brangus bull at Tallahassee and the reserve grand champion at Callahan and Live Oak.

TRIPLE A Farms, Greenwood, South Carolina, exhibited the grand champion Angus female at the North Florida Fair, Tallahassee.

RESERVE grand champion Charolais bull was owned by Barton Charolais Ranch at Tallahassee.

MARTIN’S Casa Grande and Maywood Farms owned the grand champion female Brangus at Callahan and Tallahassee and the reserve at Live Oak.
GRAND champion Brangus bull at Callahan was exhibited by Martin's Casa Grande.

Gingerbred Farms, Maxville, exhibited the grand champion Limousin female at Callahan and Jacksonville.

A. E. Whaley, Kissimmee, exhibited the reserve grand champion Limousin female in Callahan and Jacksonville.

Sapelo Farms, Brunswick, Georgia, showed the grand champion Santa Gertrudis female at Callahan.

Martin showed the grand champion Brangus female at Callahan and the reserve grand champion at Tallahassee.

Simmons Limousin, Ocala, showed the reserve grand champion Limousin bull at Jacksonville and Tallahassee.

Clint Howell, Maxville, showed the reserve grand champion Limousin bull in Callahan.

Dry Creek Ranch, Donalsonville, Georgia, owned the grand champion Santa Gertrudis female at Tallahassee.

Great Plains owned the grand champion Brangus bull at the Suwanee County Fair, Live Oak.

A & R Farms, Bradenton, owned the grand champion Limousin female at Tallahassee and the reserve grand champion at Live Oak and Jacksonville.

Ross Brothers Farm and Ranch, Brandon, showed the grand champion Santa Gertrudis bull at Callahan, Jacksonville, Tallahassee and reserve at Live Oak.

Reserve grand champion Santa Gertrudis bull honors were won by Sapelo at Callahan.
RESERVE grand champion Brangus female at Callahan was exhibited by Great Plains.

GRAND Champion Limousin bull at the Northeast Florida Fair, Callahan, was shown by Gingerbred Farms.

ROSS exhibited the grand champion Santa Gertrudis female at Live Oak, and reserve at Callahan, Jacksonville and Tallahassee.

D. L. THOMAS, Lake City, exhibited the grand champion Santa Gertrudis bull at Live Oak.

ROSS Brothers took the reserve grand champion Santa Gertrudis bull award at Tallahassee.

RESERVE grand champion Brangus bull honors were won by Great Plains at Tallahassee.

OSBORNE Cattle Company, Davie, exhibited the grand champion Limousin female at Live Oak.

RESERVE grand champion Limousin bull at the open beef show at Live Oak was owned by Simmons Limousin.

DIETRICH'S Flying D Ranch, Orlando, owned the grand champion Santa Gertrudis female at Jacksonville.

RESERVE champion Santa Gertrudis bull honors at Jacksonville was won by Dietrich and Ringo Ranch, Immokolee.

ROSS Brothers took the reserve grand champion Santa Gertrudis bull award at Tallahassee.

DOUBLE RJ Farm, Summerfield, exhibited the reserve grand champion Santa Gertrudis female at Live Oak.
NEWLY ELECTED OFFICERS of Beefmaster Breeders Universal are from left, Hans R. Whittenburg, Edna, Texas, president; Fred Barfield, Immokalee, vice president; Maurice Harrell, Gonzales, Texas, secretary, and Fred Long, Sandia, Texas, treasurer. They were named at the 19th Annual BBU Convention held last October in Corpus Christi, Texas.

Cattlemen's Beefmaster bull sale averages $2154 at Bartow

Fifty-nine Beefmaster bulls grossed $127,100 to average $2154 at the fifth annual Beefmaster Cowman's Bull Sale, held October 22, 1979, at the Polk County Agriculture Center, Bartow. Top volume buyer at the sale was Willow Brook, Kenansville, spending $25,900 for 10 bulls.

Circle S Bar Ranch, Orlando, was second high volume buyer, purchasing six bulls for $15,100. Other volume buyers included Hunt Brothers, Lake Wales, spending $12,700 for six bulls; B. T. Longino Ranch, Sarasota, buying six bulls for $10,800; and Bright Hour Ranch, Arcadia, buying five bulls for $9900.

Two bulls sold for $3000 each in the sale. Gamble Creek Beefmasters, Parrish, was the consigner of one of the bulls and it was bought by John Carter, Lake Wales. Willow Brook purchased the other high selling bull which was a Harrel Cattle Company, Gonzales, Texas, consignment. The sale was managed by Fred Thompson, San Antonio, Texas, and Gerald Bowie, West Point, Georgia, was the auctioneer. Buyers at the sale, with the number of head purchased shown in parentheses if more than one, and the amount spent, follow:

- Willow Brook, Kenansville (10) $25,900; Circle S Bar Ranch, Orlando (6) $15,100; Hunt Brothers, Lake Wales (6) $12,700; B. T. Longino Ranch, Sarasota (6) $10,800; Bright Hour Ranch, Arcadia (5) $9900; Harrison Ranch, Ft. Loxosse (3) $6100; A. D. Hindman (3) $4900; Shole River Ranch, Crestview (2) $4600; A. Tucker, Bunnell (2) $4000; John Carter, Lake Wales (2) $4900; Babcock Florida Company, Panta Gorda (2) $3300; H. D. Hutchinson, Arcadia $1900; Mike Jones, Ocala (3) $7000; J. L. Vickers, Daytona (2) $4100; Triangle HCR $3900; South Florida Dressing Company, Homestead; Sandra Wells, Arcadia $2400; E. L. Yates, Orlando $1800; W. B. Cowen, Bunnell $1800.

Florida breeders buy at Thompson’s

Three Florida Beefmaster breeders were on hand to buy cattle at the Gene Thompson Double Feature Beefmaster Production Sale, held November 9 at McNeill, Mississippi. Sale officials reported that buyers from 12 states purchased cattle at the event.

From Florida, Fred Barfield, Immokalee, purchased one of the top selling bred cows with a calf at side. Barfield spent $6000 for the three-in-one combination.

Other purchases were made by Gamble Creek Ranch, Parrish, and Shool River Ranch of Florida. The sale featured a morning seed-stock sale and an afternoon commercial bull sale. The event grossed $337,300 on 97 lots to average $3477.

The commercial bulls grossed $100,300 on 47 head to average $2178 per head.
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- Charles Probandt — Sterling City, Tx
- Andy Smith — San Angelo, Tx

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Lunch will be served

THE FLORIDA CATTLEMAN / JANUARY 1980 / 41
Maidencane—the ‘ice cream’ grass of Florida

by LEWIS L. YARLETT
University of Florida

Maidencane (Panicum hemitomon) has often been called the “ice-cream” native grass of Florida. In Louisiana, it is better known as paille fine—pronounced “pie fine” which is French for fine straw. It has also been called Simpson grass. Regardless of what it may be called, cattlemen know it as the most productive, dependable and nutritious native grass in Florida; cattle very likely know it by sight or taste. At any rate, both profit from this highly productive and nutritious grass.

Historically, the first collection and identification of maidencane occurred in South Carolina by botanists in 1753 and later near Savannah, Georgia, in 1816. Maidencane was no doubt the grass referred to by William Bartram when he first viewed Paynes Prairie in 1774.

Maidencane is widespread in the coastal plain extending from New Jersey to Florida and westward into east Texas. It has been observed northward and inland along Interstate 75 as far as Macon, Georgia.

The first established cattle ranches were around St. Augustine, Palatka and in Alachua County. Marsh areas with lush stands of maidencane were the basis for the establishment of these early ranches. Tax records obtained from the archives in Madrid, Spain, indicate land grants with herds of 500 to 2000 head.

Maidencane is a perennial, warm season grass which produces a characteristically bright green growth. Mature growth is generally two feet but may reach as much as five feet. Leaves are eight to 12 inches long and about one-half inch wide. Major growth and spread is from underground stems or rhizomes which are white and often 1/8 to 1/4 inch in diameter. In muck soils, the rhizomes may be found at depths of two feet. Two types of shoots or culms are produced. The sterile shoot has sheaths which are hairy; these do not produce a seed head or inflorescence. The other type shoot is without hairs and these produce the fertile inflorescence which is compact, about six to eight inches long and slightly less than one-quarter inch in diameter.

The first seed heads usually appear in mid-May but will occur anytime prior to August and September. So far, very little is known relative to seed production, germination or viability. Indications are that normal seed production is low.

Growth may start as early as late January or early February in south Florida and usually during March in the northern part of the state. Growth slows down slightly on all marsh areas during August and September. This slowdown is generally observed throughout the state and is attributed to extreme wet conditions and high temperatures. A second growth period occurs during October and November and frequently during early December in southern Florida. Maidencane is susceptible to cold and dies back to the soil surface immediately following freezing temperatures. New growth in January has occurred in north Florida following 10-14 days of 75-80° weather. However, the passage of cold fronts, frequently with frost, stops all growth.

Maidencane is distributed throughout Florida on a variety of both...
MAIDENCANE is the most productive and nutritious native grass in Florida. It is well adapted to the organic and mineral soils of the marshes, sand ponds and broad flood plains of most major rivers and streams. (Photo courtesy Soil Conservation Service.)

Organic and mineral marsh soils, where it is most productive and important. Associated species include cutgrass, giant cutgrass with lesser amounts of smartweed and pickerelweed. On occasion, maidencane may be observed on flatwood soils, which leads some to believe that in years past, it may have been a major native grass. Perhaps heavy grazing and frequent fires in the flatwoods may have contributed to its present scarcity.

Management to produce and maintain maidencane is not difficult. The most heavily grazed marsh areas have a seed source (roots) of maidencane. The underground stems or rhizomes produce a few short broad leaves. These are often mistaken for the common broadleaf Carpet grass or low paspalums which usually dominate overgrazed marshes. Cattle, being selective grazers, seek out the “ice-cream” maidencane. As a result, production is limited to mere survival by a small amount of leaf production for maintaining a root system. By the simple mechanics of closing a gate and resting the marsh for a growing season will initiate the rapid recovery of

MAIDENCANE produces thick vigorous rhizomes. Underground stems as shown here continually produce new growth in old stands of the grass. They are the source of new growth for the re-establishment of maidencane on overgrazed marshes. (Photo courtesy Soil Conservation Service.)
mai
dacane. Normally, maiden
cane, being a taller grass, will shade out the
shorter and less productive grasses. Suc-
cessive periods of rest followed by plan-
ning periods of grazing will assure high
production.

In some instances, a light mechanical
disturbance of a marsh site will speed up
the re-establishment of maiden
cane. A light pasture chopper may be used but
must be followed by a rest from grazing.

It is widely recognized by ranchers
that maiden cane is the most productive
of all the native grasses. Numerous
observations by SCS range con-

tervisors indicate as much as 9000
pounds of air dry forage per acre. This
has been on well managed marsh ranges.
Studies have been conducted by Range
Ecosystem Management in the School
of Forest Resources and Conservation,
University of Florida. These studies
were done on Paynes Prairie and
showed a peak production of 9900
pounds per acre. This was obtained the
first growing season following a rest
from heavy grazing. The studies also
indicated that more production was
obtained on moderately grazed pastures
than from pastures that were grazed
very lightly. A planned grazing system
with a 6-8 week rest following a short
duration of moderate to heavy grazing,
would be applicable on many areas of
maiden cane range. Further studies are
being conducted to determine the fre-
cuency and intensity of grazing, and
seasonal variation in production and
nutritive values.

Limited data is available on the
nutritive values of maiden cane. A few
analyses have been made by the Range
Ecosystem Laboratory of samples col-
lected in February 1979. Crude protein
varied from 9.6 to 13.0 percent; in vitro
digestibility was 30 to 51 percent with a
calcium-phosphorus ratio of 2:1.
Cutgrass, also highly preferred by cattle
and usually associated with maidencane,
was actually of slightly higher
quality. As expected, both species were
of greater value during spring and
summer months.

Present day economic dictates that
grazing plan, coordinated with other
available forage resources. Such a plan
would provide for planned periods of
resting and grazing.

Wetlands, where maiden cane is a
major species, play an important role as
pollution filtration systems. These
wetlands include the sand ponds, inland
marshes and the broad flood plains of
the major rivers and streams. These
natural marsh areas when left relatively
undisturbed, except for good grazing
management, capture and recycles
nutrients from the uplands. Maiden
cane and especially many of the
associated native species of the marshes,
take up nitrogen and phosphorus and
hold them during summer and fall
months. When the nutrients are finally
released they slowly filter through the
marshes, thus preventing entry into
large bodies of water to cause
entrophy during periods of high
temperatures. Unfortunately, through
the years many of these natural marshes
have been altered by various methods
and degrees of drainage.

However, by grazing management
and water control for re-establishment
of the marsh ecosystem, ranchers as well
as others, will obtain increased benefits
from these wetlands.

Meat judging team places

Florida's 4-H meats judging team
placed fifth at the National 4-H Meats
Judging Contest, held during the
American Royal Livestock Show at
Kansas City, Missouri, recently.

Contestants in the contest placed six
classes of carcass, wholesale or retail
meat cuts and presented three sets of
oral reasons. In addition to these clas-

s, each participant identified 24 retail
cuts of beef, pork and

meat judging

sible. High yields of quality forage
from maiden cane is available with the
lowest possible input of energy. In most
instances all that may be required is a
grazing plan, coordinated with other
available forage resources. Such a plan
would provide for planned periods of
resting and grazing.

Agribusiness Institute sets meeting

The annual meeting of the Agribusiness Institute of Florida, Inc., is scheduled to
be held Tuesday, January 22, 1980, at The Harley Hotel, Orlando. The announce-
ment was made recently by Art Darling, Lakeland, executive director.
Theme for the annual session is "Food Energy and the Consumer" and a blue
ribbon panel will address the issues following the luncheon. Subjects expected to
be covered include "Power Generation—the Shortfall and the Long Run"—
"Petroleum Supply, Food Production and Consumer Prices"—and "Does Agri-
culture Hold the Answer?"

Registration will begin at 9:45 a.m., and the annual business meeting will con-
vene at 10:00 a.m.

A reception is slated for 11:15 a.m., to noon when the welcome to "Florida
Flair" luncheon will be made by Russell K. Herring, president.

Other highlights of the program include an audio visual presentation on Flor-
da Agriculture by IFAS, University of Florida, and a question and answer
period following the panel presentation.
THE BRANGUS SPECIALISTS

Home of Premier Brangus Bulls

1977 Premier Bull
RJM Lucky Joe 24/5

1978 Premier Bull
RJM Georgia Boy 44/6

1979 Premier Bull
MCG 18/7 Black Powder

High quality coming two-year-old bulls available for your selection now!

Come See us For Your Brangus Needs!

We specialize in package sales for the newcomer and long time breeder.

R. J. Mitchell Brangus
R. J. Mitchell, owner
912/263-4127 (day)
912/263-8306 (night)
P. O. Box 187
Quitman, Ga. 31643

Martin's Casa Grande
Bruce & Larry Martin, owners
904/755-0803 (Bruce)
904/755-0816 (Larry)
Rt. 2, Box 96 C 3
Lake City, Fla. 32055
Consigning Santa Gertrudis to Two Ocala Sales

Consigning these purebred, S Classified Santa Gertrudis bulls to these Ocala Sales, both to be held at the Southeastern Livestock Pavilion.

January 8, 1980
Ocala Bull Sale—11:00 a.m.

January 12, 1980
Florida Santa Gertrudis Sale—1 p.m.

(Also consigning bred heifers and a penlot of three young heifers to the Florida Santa Gertrudis Sale).

Jointly owned by Troy Burrell and Troy Burrell, Jr.

Come to both sales, and plan to stop by the farm to see our other practical Santa Gertrudis Cattle.

Troy & Molly Burrell’s
DIAMOND B RANCH
Route 1, Box 221, Morriston, FL 32668
Telephone 904/489-4202

Angus bull sale sets new record at $1274

The annual bull sale sponsored by the Florida Angus Association set a new record on December 9 when 75 bulls sold to average $1274. The sale grossed $95,575 and was held at the Agriculture Pavilion at Bartow.

Top selling bull was consigned by Blackbelt Angus Farm, Columbus, Mississippi, which sold to Curtis Hughes, Palmetto, for $2600. Second high selling bull was consigned by Thompson Brothers Angus Farm, Marianna, and was purchased by G. A. Tucker & Sons, Cocoa, for $2150.

The bulls were graded by Cal Burns, Brooksville Beef Research Station; Harold Price, Okeechobee; Grover Long, Okeechobee, and Harold Brough, Okeechobee.

The bulls, consigned from both Florida and out-of-state breeders, all graded “C” or better.

Volume buyer was G. A. Tucker & Sons with purchases of 13 bulls for $20,308. Second high buyer was Wilham Ranch, Sarasota, buying seven bulls for $9950. D. L. Pierce, Okeechobee, was third high buyer spending $9500 for six bulls.

Sale committee chairman was Charles R. Jenkins, Lakeland. Auctioneer was Tom Gammon, Hurricane Mills, Tennessee. The American Angus Association was represented by John Crouch of Mauldin, South Carolina.

Buyers at the sale with number of head purchased, if more than one, shown in parentheses, follow:

G. A. Tucker & Sons, Cocoa (13) $20,308; D. L. Pierce, Okeechobee (6) $9500; Wilham Ranch, Sarasota (7) $9950; Curtis Hughes, Palmetto (9) $9175; Micheloni Properties, Inc., Groveland, (3) $700; McArthur Farms, Okeechobee (5) $4350; E Bar E, Okeechobee (4) $4875; Wolfe Ranch, St. Augustine (3) $1500; X Bar Ranch, Okeechobee (4) $4000; John Colsey, Lake Placid (2) $2000.

Jim Mitchell, Seven Springs (3) $3000; Lloyd Boney, Okeechobee (4) $4125; Wiznud Farms, Parish (2) $1700; John M. Griffin, Bartow (3) $2475; E. G. Bennett, Ft. Meade (2) $1675; Westby Corporation, Lake Placid (3) $2650; Phillips Honey Company, Lake Wales $1300; Edward Sloan, Groveland $1000.
Florida's Greatest Sale of Purebred Bulls

24th Annual

OCALA BULL SALE

'Where Quality Is Plainly Marked'

11 a.m. Tuesday, Jan. 8, 1980

To Be Held in Florida's Finest Sales Arena

Southeastern Livestock Pavilion

Enclosed sales arena with heating and air-conditioning. All-modern facilities available including snack bar on the premises. Plan to attend this outstanding annual bull sale event.

OCALA, FLORIDA

All Bulls Will Be Semen Tested

185 TOP QUALITY

Angus—Brahman—Brangus
Polled Hereford—Horned Hereford—Santa Gertrudis
Simmental bulls

All Bulls Will Be Graded and Sifted the Day Before the Sale and Grades Will Be Stamped on Each of the Bulls Selling

SPONSORED BY MARION COUNTY CATTLEMEN'S ASSOCIATION

For information and consignments contact J.M. Glisson, Box 310, Sunbank of Ocala, Florida, 32670.
Semiema Angus average $1121 at annual sale

Semiema Farms, Swainsboro, Georgia, held their seventh annual production November 5, 1979 at the farm. The sale grossed $183,850 on 164 head of Angus bulls and cows. The overall average for the sale was $1121.

The 116 head of Angus and Ankina bulls brought $119,300 to average $1028. The 47 lots of Angus cows and calves averaged $1355 with a gross of $63,700.

Perdue Groves and Ranches, Wauchula, was the volume buyer of the sale spending $55,375 for 39 bulls and 16 cows and calves.

Second high volume buyer was Harrison Feedlot, Bartow, Georgia, spending $9525 for nine head of bulls. Leon Phillips, Soperton, Georgia, was third high buyer purchasing two bulls and five cows for $7750.

High selling bull in the sale was Black Revolution 583 a son of Black Revolution 1301, sold to Phillips for $2200. Phillips also purchased the second high selling bull, Semiema Emulous 1554, a son of Emulous 494 GDA, for $2100.

The high selling cow and calf in the sale brought $3100. The cow was Sheebreak Pride K289, a daughter of Blacklock McHenry 13 Y, she sold to Circle G Farm, Hampton, Georgia, for $2450. Her March heifer calf by Columbus of Glenn 633, brought $650 and sold to Paul Boyd, Clover, South Carolina.

Florida Buyers at the sale purchased 59 of the 116 bulls offered in the sale. They were Perdue Groves & Ranches, Wauchula, 39 head for $39,450; H & B Cattle Company, Arcadia, nine head for $7750; Rogers Brothers, Lakeland, five head for $6000; and J. C. Bass, Okeechobee, five head for $575.

Gerald Bowie, West Point, Georgia, was the auctioneer for the event.

Irvington-Lemmon sale hits $1202

The First Annual Cowman’s Opportunity Sale was held November 27 in Woodbury, Georgia. The sale featured 99 Angus bull raised with the commercial cowman in mind. Bill Hodge of Irvington Farms, West Point, Georgia, and Harvey Lemmon, Lenmon Cattle Enterprises, Woodbury, Georgia hosted the event. The sale grossed $118,975 to average $1202 on the 99 lots.

The top selling bull was consigned by Lemmon and sold to Stetman Farm, Blountstown, Tennessee, for $4050. The second high selling bull was also offered by Lemmon and sold to Red Hill Farm, Cedarprings, Georgia, for $3200.

Norman Stokes, Okeechobee, was the volume buyer in the sale, purchasing 20 bulls for $25,000. Second high buyer was Dirr Farms, Okeechobee, spending $17,725 for 15 bulls. Perdue Groves and Ranches, Wauchula, was the third high buyer, buying 15 bulls for $17,625. J. C. Bass, Okeechobee, was the other Florida buyer at the sale buying six bulls for $5500. Florida buyers bought 56 of the 99 bulls offered.

Gerald Bowie, West Point, Georgia, was the auctioneer for the event. John Crouch of Mauldin, South Carolina represented the American Angus Association.

Market news service on automatic device

The Federal-State Livestock Market News Service now has automatic telephone answering devices at the following locations with numbers as shown: Winter Park 305/628-0412; Fort Pierce 305/465-6216; Mango 813/621-4241; Tallahassee 904/488-4212; Trenton 904/463-2957.

Jim Gaither of the Thomasville, Georgia, office, reports the recorders at Tallahassee and Trenton are up-dated at approximately 11:00 a.m., and 4:00 p.m., daily, Monday through Friday. Considerable hog market information for the current day as well as varied cattle market news is available.

The recorder in Winter Park will be up-dated at about 9:30 a.m., and 4:00 p.m., daily. Livestock information will be available on recorders at Fort Pierce and Mango from approximately 4:00 p.m., until 8:30 a.m., the following day. Gaither said these three recorders will offer mostly cattle market news and related data plus some hog market information.

Horton elected DeSoto president

Ed Horton, Arcadia, was elected president of the DeSoto County Cattlemen's Association for the 1980 term. Named to the vice presidency was A. H. Browning, Arcadia.

Serving as secretary will be Wayne Terry, Jr., Arcadia, and treasurer is Bob Turner, Arcadia. State director is Lloyd Ryals, Fort Ogdens, and alternate director is W. G. "Kayo" Welles, Arcadia.

Directors at the local level are Phil Turner, Arcadia; Charles Harman, Arcadia; Pat Kelly, Arcadia; Roy Thigpin, Arcadia; Earl Charlton, Nocatee; Buddy Browning, Arcadia, and Walter Bethel, Arcadia. Mrs. Cheryl Scott, Nocatee, was designated DeSoto County Cattlemens Association "Helper."

According to USDA, land prices are the greatest barrier to entry into farming.

The major capital item in farming today is land, and land prices have tripled since 1967, USDA reports.
4th Annual Southeastern Futuristic Angus Show & Sale

Sponsored by the Florida Angus Association

February 13-16, 1980
Agriculture Pavilion, Bartow, Florida

This is one of the greatest Angus events ever to be held in the Southeast. There will be a youth breeding show; showmanship competition; FFA & 4-H judging contest; open breeding show with top quality Angus cattle followed by a sale; tours of area attractions; annual meetings of Florida Angus Association and Junior Association, along with many other activities. Watch for future announcements.

The previous three sales have averaged $1000.

Program Chairman:
Leroy Baldwin, Ocala, FL

Show Judge:
Sid Sumner, U. of Florida

Sale Manager:
Done Stone, Winchester, KY

Auctioneer:
Tom Gammon, Hurricane Mills, TN

For Information, Contact:

FLORIDA ANGUS ASSOCIATION
305/846-2800
P.O. Box 1403
Kissimmee, Florida 32741
TOM GAMMON, Auctioneer
Bar-B-Q Beef Lunch Will Be Served At 11:30 A.M.

32 Performance Tested Bulls
3 Proven Herd Sires • 29 Two-Year Olds

Many of these bulls possess enough quality to enhance a top purebred herd. These are big, rugged, Emulous-bred Angus bulls.

Our continual search for increased performance calls for the rapid rolling of generations.

**SAMPLE OF BULLS SELLING**

<table>
<thead>
<tr>
<th>Brand</th>
<th>Birth Date</th>
<th>Adj. 205 Day Wt.</th>
<th>Adj. 365 Day Wt.</th>
<th>Ratio</th>
<th>140 Day Test</th>
<th>Ratio</th>
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<tbody>
<tr>
<td>72</td>
<td>11/9/77</td>
<td>558</td>
<td>1024</td>
<td>115</td>
<td>2.89</td>
<td>109</td>
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<tr>
<td>73</td>
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<td>507</td>
<td>987</td>
<td>105</td>
<td>3.11</td>
<td>105</td>
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<tr>
<td>75</td>
<td>11/15/77</td>
<td>503</td>
<td>973</td>
<td>104</td>
<td>3.00</td>
<td>103</td>
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<tr>
<td>80</td>
<td>11/19/77</td>
<td>466</td>
<td>1042</td>
<td>98</td>
<td>3.71</td>
<td>110</td>
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<tr>
<td>04</td>
<td>12/26/77</td>
<td>509</td>
<td>981</td>
<td>107</td>
<td>3.39</td>
<td>104</td>
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<tr>
<td>08</td>
<td>2/5/78</td>
<td>548</td>
<td>1076</td>
<td>115</td>
<td>3.59</td>
<td>114</td>
</tr>
</tbody>
</table>

Complete AHIR data on all animals will be included in the catalog. For your complimentary copy, contact:

**SOUTHSIDE FARMS**

**Box 174 / Hawkinsville, Georgia 31036**

BILL POPE, Owner
912/892-9165 (Office)
912/892-2651 (Home)

(Hawkinsville is located 45 miles south of Macon on US 441, 2 miles south of Hawkinsville on US 129.)

JIM POPE, Herdsman
912/892-2338
UAL ANGUS

E PRODUCTION

LE

ruary 5, 1980

at the Farm

formance Records Available For You.

LE, GEORGIA

72 LOTS

Visit Any Time And Inspect The Offering!

40 Cow and Calf Pairs

Of these 40, 37 will have calves at side born prior to January 1, and the other 3 should calve before sale day. Many of the cows will be bred back by sale time. Two ampules of semen and one certificate on Southside bulls will go with each cow.

That is why we can offer both bulls and cows for sale with this much quality.

SAMPLE OF COWS SELLING

<table>
<thead>
<tr>
<th>Brand</th>
<th>Birth Date</th>
<th>Adj. 205 Day Wt.</th>
<th>Ratio</th>
<th>Weaning Progeny No. Calves</th>
<th>Weaning Progeny Ratio</th>
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<td>118</td>
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<td>432</td>
<td>100</td>
<td>4</td>
<td>105</td>
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<tr>
<td>163</td>
<td>3/6/72</td>
<td>472</td>
<td>96</td>
<td>3</td>
<td>100</td>
</tr>
<tr>
<td>192</td>
<td>1/19/72</td>
<td>453</td>
<td>90</td>
<td>2</td>
<td>108</td>
</tr>
<tr>
<td>402</td>
<td>1/26/74</td>
<td>489</td>
<td>108</td>
<td>5</td>
<td>103</td>
</tr>
<tr>
<td>458</td>
<td>11/26/74</td>
<td>492</td>
<td>101</td>
<td>4</td>
<td>105</td>
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<td>2212</td>
<td>11/9/71</td>
<td>495</td>
<td>102</td>
<td>5</td>
<td>104</td>
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</table>

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912/892-2338

(Hawkinsville is located 45 miles south of Macon on US 441, 2 miles south of Hawkinsville on US 129.)
Angus show, sale event set for Bartow

The fourth annual Southeastern Futuristic Angus Show and Sale under the sponsorship of the Florida Angus Association will be held February 13-16, 1980, at the Polk County Agriculture Pavilion, Bartow.

Following a meeting of the committee in Bartow on December 8, Leroy Baldwin, Ocala, program chairman for the event and one of the organizers of the combined show and sale, reported the committee named Don Stone, Winchester, Kentucky, as sale manager. Stone said he expects to have 60 head in the open show and sale.

Baldwin points out the event is one of the top Angus events in the southeast. Along with the open show and sale, the program includes a youth breeding show; youth showmanship competition; and livestock judging contests for 4-H and FFA members from all around the state.

The annual event has been generating much enthusiasm among Angus breeders since its inception when the initial event was held on the grounds of the Sheraton International Jetport Inn at Orlando in 1977.

Baldwin also announced the show judge would be Sid Sumner of the University of Florida. Coordinating the event is John Crouch Maulden, South Carolina, regional manager for the American Angus Association. Auctioneer will be Tom Gammon of Hurricane Mills, Tennessee.

Citrus cowmen elect Hollins

Dixie Hollins, Crystal River, was elected president of the Citrus County Cattlemen's Association for the coming year.

Elected vice president was L. E. "Book" Cunningham, Homosassa, and Art Alston, Inverness, was elected secretary. Treasurer is Herschel A. Rooks, Sr., LeCanto, and Mike Van Ness, Inverness, will serve as state director.
10th Annual
GRAHAM ANGUS FARM
SPRING OPEN HOUSE
TUESDAY, MARCH 18, 1980

There will be 40 cows and 80 performance tested bulls for sale.

The following are some of the cattle to be offered for sale:

### COWS

<table>
<thead>
<tr>
<th>COWS SIRE</th>
<th>COWS #</th>
<th>BIRTHDATE</th>
<th>205 DAY</th>
<th>365 DAY</th>
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<tr>
<td>Dunnedin of Graham 11</td>
<td>541</td>
<td>1/19/73</td>
<td>5 Calves 109 Ratio</td>
<td>4 Calves 102 Ratio</td>
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<tr>
<td>Dunnedin of Graham 11</td>
<td>553</td>
<td>12/30/73</td>
<td>3 Calves 106 Ratio</td>
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<tr>
<td>Emulous 886</td>
<td>672</td>
<td>1/22/73</td>
<td>5 Calves 104 Ratio</td>
<td>4 Calves 106 Ratio</td>
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<tr>
<td>Royal Corbinaire</td>
<td>677</td>
<td>9/12/73</td>
<td>3 Calves 107 Ratio</td>
<td>2 Calves 110 Ratio</td>
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<td>Menteith of Graham 50</td>
<td>1188</td>
<td>2/19/73</td>
<td>5 Calves 103 Ratio</td>
<td>4 Calves 104 Ratio</td>
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<tr>
<td>Menteith of Graham 14</td>
<td>1192</td>
<td>10/30/73</td>
<td>4 Calves 103 Ratio</td>
<td>3 Calves 104 Ratio</td>
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<tr>
<td>Big Elban of Graham 19</td>
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<td>9/10/73</td>
<td>4 Calves 111 Ratio</td>
<td>3 Calves 104 Ratio</td>
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<td>1341</td>
<td>1/02/74</td>
<td>4 Calves 103 Ratio</td>
<td>3 Calves 105 Ratio</td>
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### BULLS AFTER 56 DAYS ON TEST

<table>
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<tr>
<th>SIRE</th>
<th>DAM #</th>
<th>DAY WGT.</th>
<th>56 DAY GAIN</th>
<th>56 DAY WDA</th>
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<tbody>
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<td>600</td>
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<td>Big Elbain of Graham 208</td>
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<td>562</td>
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<td>1388</td>
<td>554</td>
<td>4.55</td>
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<tr>
<td>Emulous of Georday 1</td>
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<td>609</td>
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<tr>
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<td>590</td>
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<tr>
<td>Big Elban of Graham 5305</td>
<td>1543</td>
<td>576</td>
<td>4.55</td>
<td>3.03</td>
</tr>
</tbody>
</table>
All the “Belles” at S
Like their new Beau—Beau James

Beau James
205 day weight 596 lbs.
365 day weight 1030 lbs.
Mature weight in pasture condition 1970 lbs.
We now have calves on the ground by Beau, so come by for a visit.

100 head of yearling bulls and a few long two year olds for sale.

Thanks to the Buyers of our Cattle this year.

Clara Boyles—1 Bull
Island Grove, FL
W. J. Simmons, Dairy—2 Bulls
Jacksonville, FL
JHW Farms, Inc.—50 Cows/Calves
Pahokee, FL—1 Bull
Jerry Arthur—2 Bulls
Ocala, FL
Jack Cullison—20 Cows/Calves
Ocala, FL
M. R. Boone—100 Cows/Calves
Tillatoba, MS—1 Bull
O. R. Roper—10 Cows
Winter Garden, FL—3 Bulls
Robert Silkworth—6 Cows
Maitland, FL
Acree & Acree—1 Bull
Jacksonville, FL

Mid-Iowa Cattle Co.—70 Cows
Huxley, Iowa
Fuerteventura Ranch—10 Bulls
Elkton, FL
J. V. Davis—1 Bull
Hilliard, FL
R. C. McDonald—1 Bull
Land O’Lakes, FL
Diamond T Ranch—3 Bulls
West Palm Beach, FL
Hal Bevis—10 Bulls
Arcadia, FL
Thomas D. Long—4 Steers
Brooksville, FL
Clinton Collins—1 Steer
Inverness, FL

BERT MICKEL, Mgr.
P. O. Box 308, Citra, FL
32627
904/595-4761, 4771, 4491
WHEN DO YOU THINK WORMS ARE MOST LIKELY TO INFECT YOUR CATTLE?

FALL    WINTER    SPRING    SUMMER
If you said summer

Extensive research indicates that several of the most common kinds of stomach worms are transmitted with greatest abundance between November and March. This is because the hot summer months do not provide enough moisture for the parasite larvae to migrate. With fall rains and cool nights, parasite larvae become much more active, crawl up on the blades of grass, and are eaten by the cattle. Moisture is a key ingredient for worm larval survival. In spring and fall, when pastures are most likely to be wet, the number of worm eggs in cattle manure increase rapidly. These are called the "spring rise" and "fall rise"... nature's way of keeping parasitic cycles alive and intact.

PHENOTHIAZINE IN MINERALS OR SUPPLEMENT, FED TO YOUR CATTLE DAILY, KILLS WORM LARVAE. BY BREAKING THE LIFE CYCLE, PHENOTHIAZINE PREVENTS CATTLE FROM SEEDING THEIR PASTURE WITH LARVAE AND, THUS, REINFECTING THEMSELVES.

Medium stomach worm larvae (Ostertagia) exposed to chilly fall/winter weather become inhibited in their development. Their maturity to adult worms in the host animal is delayed - sometimes by as much as 16 to 18 weeks. Infective Ostertagia larvae have been recovered for as long as eight months (October through May). These inhibited larvae are not affected by available therapeutic wormers. And, since they tend to mature all at once, they produce severe gastroenteritis problems in the host animals during winter and spring.

DAILY DOSE PHENOTHIAZINE KILLS WORM LARVAE IN THE MANURE OUTSIDE THE HOST ANIMAL. THUS IT CAN AID IN PREVENTING THE DEVELOPMENT OF INHIBITED LARVAE. BY DOING SO, IT CAN REDUCE OR ELIMINATE GASTROENTERITIS PROBLEMS CAUSED BY PARASITISM.

Dry ranges and cold winters do not protect animals from infection by internal parasites. If they are housed in barns or loafing sheds, infection can continue right through the winter months. Researchers at the University of Wisconsin, for example, have found over 4,400 worm larvae in a pound of bedding in a calf barn in Wisconsin in the middle of winter. Under such conditions, worm transmission occurs year-round.

PROTEIN/ENERGY SUPPLEMENTS CONTAINING PHENOTHIAZINE WILL ATTACK WORM INFECTIONS ALL WINTER AND WILL HELP PREVENT "SPRING RISE."

BIBLIOGRAPHY
BREAK THE CYCLE
Phenothiazine will effectively break the cycle of worm transmission in your herd. Phenothiazine should be used on a daily year-round basis because exposure to parasitism is continuous. Administration of daily doses of phenothiazine in the feed (via medicated block, loose mineral, liquid, etc.) has a marked effect on worm egg output and larval development. This reduction in pasture contamination aids in preventing adult animals from reinfecting themselves with worms, and helps protect susceptible young calves.

HOW YOUR HERD BENEFITS FROM DAILY DOSE PHENOThIAZINE IN FEED OR MINERALS
- Faster weight gains
- Better feed utilization
- Improved bloom
- Heavier weaning calves
- Better reproductive efficiency
- Increased milk production
- No animal handling

HOW YOU BENEFIT
- Fits into all husbandry practices throughout the year since it can be delivered in a variety of ways.
- Costs just pennies a day.
- Healthy cattle mean greater profits for you!

EVEN CATTLE THAT DON'T APPEAR WORMY RESPOND TO DAILY DOSE PHENOThIAZINE.
IS YOUR WORM CONTROL PROGRAM COMPLETE?

WHAT IS A PARASITISM?
Parasitism is more than just worms in the gut of an animal. It consists of all stages in the worm's life cycle, both inside and outside the animal. The inside stages include adult worms, immature adults, and fourth stage larvae.
Worm eggs are passed outside the animal in the manure. They hatch into free-living larvae that gradually develop into infective larvae. These larvae contaminate pastures, open ranges, paddocks, etc. When infective larvae are eaten by the grazing animal, they gradually develop into adult worms in the gut, thereby completing the life cycle.

WHAT DO THERAPEUTIC WORMERS ACCOMPLISH?
The efficacy of single dose therapeutic wormers leads many livestock owners to conclude that annual or semi-annual therapeutic worming takes care of parasite problems. Therapeutic worming attacks only those stages of a parasitism inside the animal. They do nothing to prevent reinfection because they do not attack the worm eggs or larvae outside the animal. Following therapeutic worming, animals can be reinfected with adult worms and again be passing worm eggs in as little as three weeks. Also, therapeutic wormers currently available are ineffective against inhibited *Ostertagia* larvae. These larvae can cause severe gastroenteritis problems in the animals during winter and spring.

WHAT IS THE IDEAL APPROACH TO WORM CONTROL?
Most cattle are infected with worm parasites which contaminate their surroundings with worm eggs and larvae. Therefore, exposure to parasitism is continuous and worm control must be a continuing project. The standard approach of deworming once or twice a year has not solved the problem. It does not prevent reinfection of the animals or reduce contamination of pastures.
Phenothiazine, administered on a daily basis, does attack worm parasites both inside and outside the animal. Most important, it kills the infective larvae outside the animal. This means that the animals cannot reinfect themselves with worms. No other drug available can do this! Daily dose phenothiazine should be part of every parasite control program.
Make your therapeutic wormer go farther. Use it with daily dose phenothiazine, fed on a continuous basis, for the ideal approach to year-round worm control.
Semiema Farms

Thanks Our Florida Buyers

* J. C. Bass
  Okeechobee

* Rogers Brothers
  Highland City

* Repeat Buyers

Perdue Groves & Ranches
Wachula

H & B Cattle Company
Arcadia

For purchasing 59 of the 116 bulls
we offered in our sale last year.

And a special thanks to Mr. & Mrs. J. W. Perdue
for being the volume buyer at our sale.

Donald & Gerald Hooks, Owners
Ph: 912/562-3538

Bill Albritton, Manager
Ph: 912/562-3200

Swainsboro, Georgia
Cattlemen win lottery spaces at Import Center

A lottery has selected 38 cattlemen as the first importers allowed to bring foreign livestock into the U.S. through the new Harry S. Truman Animal Import Center at Fleming Key.

USDA veterinarians said successful applicants to import the cattle are from Arkansas, California, Indiana, Mississippi, Nebraska, Ohio, Texas, Wisconsin and Wyoming.

Public comments previously solicited indicated a lottery was the most equitable way to allocate the spaces for 400 head of cattle.

The animals, to be imported from South America and Europe, will be used to improve breeding stock in the U.S., according to USDA's Animal and Plant Health Inspection Service. Cattle breeds included in the shipment will be Brahman, Zebu, Simmental, Pinzgauer, Charolais, Saler and Tarentaise.

The high security, offshore facility—located on a portion of Fleming Key, near Key West, is designed to safely import livestock from countries where serious foreign livestock diseases (such as foot-and-mouth disease) are known to exist.

Before being imported, the animals will be isolated and screened in the nations of origin, then quarantined and retested at pre-embarkation quarantine stations before shipment to the Truman center. Here the cattle will be quarantined for five months for retesting. During this time they will also be placed in contact with test animals of U.S. origins as added protection against the introduction of a foreign animal disease to this country.

Operating costs for the new import center will be reimbursed to the Department through quarantine fees paid by the importers.

Next lottery selection is set for January 11. Cattlemen wishing to get more information should write Dr. D. E. Herrick, USDA, APHIS, Veterinary Services, Federal Building, Room 815, Hyattsville, Maryland 20782.

Farm manager, rural appraisers meeting slated

Ben Abbitt, assistant general manager of the Florida Sugar Cane League, Inc., Clewiston, has announced the annual meeting of the Florida Society of Farm Managers and Rural Appraisers is set for February 7-8 at Clewiston.

Abbitt said the theme for this year’s session will be “Sugarcane and Rice in the Everglades.”

Milk cow numbers on Florida dairy farms in October totaled 187,000, down two percent from October 1978.
OKEECHOBEE

BULL

SALE

1 p.m. Friday, January 25
OKEECHOBEE LIVESTOCK MARKET
Okeechobee, Florida

100 HEAD
3 Year Old Bulls

60 HORNED HEREFORDS
20 BRANGUS
20 BRAFORDS

All bulls are three and four years old and have been in Florida for 2 years—completely acclimated.
Bulls will be semen tested, Bang's and TB free, guaranteed to be breeders and sound in every way.

For Information:

OKEECHOBEE
Livestock Market

Pete Clemons, Pres.-Manager  Jeff Clemons, Ass't. Mgr.
Phone 813/763-3127 (market) 763-3307 (home)
OKEECHOBEE, FLORIDA 33472
CowBelles to be busy during coming months

PRESIDENT'S BY-LINES

Dear CowBelles,

"Behold, I bring you good tidings of great joy, which shall be to all people." (Luke 2:10) If I could send each of you a Christmas card, this message would be on it. I wish you and your families a holiday season filled with joy and a New Year blessed with peace.

The spirit of the season is evident in CowBelles’ Christmas parties. Collier County had a dessert and coffee get-together at Mildred Sherrod’s home with Mrs. Delli Roberts, as special guest. Featured at this party was the small Christmas money tree decorated by the CowBelles with one dollar bills. The money was then delivered to a deserving person.

Hillsborough County CowBelles brought food items for a needy family when they met at Jayne Massaro’s home for a homemade soup lunch. A special sharing time was the devotional for the meeting as we talked about the many blessings we enjoy.

Husbands and friends joined Osceola County CowBelles for their annual holiday dinner party held at Spinelli’s Restaurant, St. Cloud. Items were brought to this party for a bountiful Christmas basket given to a needy family.

Beef Cook-Off Chairman, Celine Mack, reports that the Florida Beef Cook-Off planning is underway. March 31 is the deadline for County contest winners to be sent to Celine. Her address is Mrs. Tommy Mack, Rt. 9, Box 70T, Ocala, FL 32670.

The state cook-off will be held in late April in Marion County. One rule has been changed on the national level and will be changed also in our state rules— all CowBelles will be ineligible to enter a cook-off. The purpose of this, I understand, is to truly focus our promotions on the Cook-Off area. We do not need to tell each other that beef is a good buy. We do need to encourage others to use more beef in their meals. So you may want to consider this rule change when conducting your county cook-offs.

Collier County is using a unique idea in promoting their Cook-Off. Let me quote the first sentence of a news release—"Hello, my name is Susan Williams, Florida Cattlemen’s Sweetheart, announcing a round-up of all Collier County residents 18 years of age and older who like to cook beef.” Isn’t that catchy? You could use your outstanding CowBelle, your county sweetheart or any well-known CowBelle in your group in this same way.

Let me give you a good reason to conduct county cook-offs and also promote the state contest. Two weeks after the 1979 Beef Cook-Off in Nebraska, McCall’s Magazine contacted the ANCB office, stating that Julia Childs (one of the judges at the event) had submitted a story, covering the Cook-Off, publicizing the 1980 Cook-Off and our “National Beef Cook-Off Recipe” book. If all goes well this story will be in the January issue. The Cook-Off has a circulation of over 15,000,000, and we have a good opportunity to publicize our Beef Cook-Off and our “National Beef Cook-Off Recipe” book. Our Beef Cook-Offs are becoming famous!

St. Johns County CowBelles were a very important part of the twentieth annual Cracker Day sponsored by the St. Johns County Cattlemen. They served food, prepared the cole slaw for over 1500 people and had a beef display and promotion table with plenty of literature for the public. President Cheryl Menusi said the beef information and recipes were well received. Cheryl reports that the cattlemen’s association officers and directors will be special guests at their annual Christmas party.

Word has come from Highlands County of another effective CowBelle beef promotion. Letters were mailed to numerous civic clubs in the area informing program planners that CowBelles had a “Basics about Beef” presentation available. The response has been very good. So far, Sarah Childs has given a 20-minute beef program to the Lake Placid Kiwanis, Desoto Tourist Club and the Avon Park Kiwanis.

Pasco County CowBelles organization has received excellent newspaper coverage for their current projects. Beef Promotion Chairman Patsy Nathe was featured in the Tribune’s “Pasco Cooks” column with a nice picture, recipes and reference to Patsy’s involvement with the CowBelles. On October 17 the Pasco “Belles held a fashion show at Peek’s Restaurant in Dade City to which they sold tickets. Also aiding their treasury was their fifth annual Halloween Dance. Area merchants donated door prizes. The Pasco News coverage complimented the CowBelles on their many donations to local civic groups and their fine beef education and promotion projects.

To observe Farm City Week, Pasco County CowBelles’ guest was Skip Hoke, vice president of the Bank of Pasco, who spoke to the group about urban growing and planning. Farm-City Week Chairman Patsy Nate reports that thirty second radio spots for two stations were taped by the CowBelles, fact sheets furnished for further spots and a very informative article placed in the local newspapers.

We’ll have a complete Farm-City report later when each county has completed their reports. Our president participated in National Farm-City this year by issuing a proclamation. A part of it stated “All too often we take for granted the close working relationship between our farms and cities. On this

Florida CowBelles Association

Affiliated with American National CowBelles

President
Mrs. Ray Simms, Lithia
813/689-3990

President Elect
Mrs. Tom Childs, Lake Placid

Vice President
Mrs. Ed Yarborough, Geneva

Recording Secretary
Mrs. Hayward Simmons, Wimauma

Corresponding Secretary
Miss Jeannie Carpenter, Fort Pierce

Treasurer
Mrs. Mildred Sherrod, Immokalee

25th anniversary of National Farm-City Week, we can again reflect with the pride on this unique interdependence. It is a crucial interdependence that requires our constant attention. It determines whether our food and fiber supply will meet the needs of our citizens, our trading partners and our international humanitarian commitments. In short, it determines our future."

Holiday Inn Downtown will be headquarters for CowBelles attending the January 3 and 4 Short Course in Gainesville. Barbara Hicks from the National Livestock and Meat Board will speak to us. Dr. Ronald H. Carpenter (English Department, University of Florida) will present “Communicating is a way to be remembered.” The program will be very interesting and the topic development sessions for the March “Know Your Beef Short Course” most worthwhile. Don’t miss it!

Thought you might enjoy the following story found in an agriculture magazine—“In response to a flood of questions about prices, food preparation, best things to barbecue, etc., the manager of the meat department in the supermarket where I shop hung this sign on the window: Come on in and chew the fat with the meathead. He has a great deal at steak and a lot to loin.”

Do you think that butcher needed some CowBelle help?

Katherine Simms
President, Florida CowBelle Association

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YOU made it happen.

A sincere thanks to the following buyers who made our third Southeastern Hereford Pen Bull Sale a big success. We plan to continue to upgrade the quality of the sale and to build a better educational program for cattlemen and 4-H and FFA youth.

A special thanks to our judges—Harvey Dahl of Deseret Ranches, Melbourne; Dr. Don Hargrove of the University of Florida; and Bob Crane, Jr., of Demopolis, Alabama. Thanks also to Dr. Bob Sand of the University of Florida; Tom Cochrane of the Polk County Vocational Agriculture Department; and the Polk County Extension Service for heading up the individual activities.

118 Bulls Averaged $1740

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<td>Allapattah Properties</td>
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<td>Hunt Brothers, Inc.</td>
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<td>Les Dunson</td>
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<td>Calvin Addison</td>
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<td>Shady Oaks Ranch</td>
<td>Bartow, Florida</td>
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<td>Perkins Farms, Inc.</td>
<td>Belle Glade, Florida</td>
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<td>Lovette Jackson</td>
<td>Gainesville, Florida</td>
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<td>John Cunningham</td>
<td>Zephyrhills, Florida</td>
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<td>Sturgiss Cattle Co.</td>
<td>Dade City, Florida</td>
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<td>Dale Akins</td>
<td>Bartow, Florida</td>
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Florida Hereford Association

Tom Childs, President
Dan B. Childs, Chairman
Kissimmee, Fla. 32741

American Hereford Association

715 Hereford Drive
Kansas City, Mo. 64105

HEREFORD...The Answer Breed.
Pen Bull Hereford sale hits $1740 average; youth day sets attendance record

Two records were set for the Florida Hereford Association at the third annual Southeastern Hereford Pen Bull Show and Sale, held November 28-29 at Bartow.

The highest bull sale average in the history of the association was set when the sale grossed $205,350 on 118 bulls to average a strong $1740. And, this year for the first time, the Florida Junior Hereford Association held its annual event in conjunction with the event and set a record attendance of over 400 FFA and 4-H youths.

Official judges for the pen bull show were FCA President Harvey Dahl, Deer Park; Bob Crane, Jr., Demopolis, Alabama; and Don Hargrove of the University of Florida, Gainesville.

Sale manager and director of the activities was Dan B. Childs, Lake Placid. Dewey Rounds, director of information for American Hereford Association, Kansas City, Missouri, coordinated the event. Other AHA personnel included Gary Bishop, director of youth activities, Chip Carrier, southeastern field director for AHA, and Rick Hickenbottom, a former southeastern field director. Tom Childs, Lake Placid, is president of the Florida group.

All bulls were sold in pens of three head with the high bidder having the option of selecting one, two, or three.

The top volume buyer for the sale was McArthur Farms, Inc., Okeechobee, with purchases totaling $23,400 for 12 head.

H. O. Partin & Sons, Inc., Kissimmee, was second top volume buyer, purchasing 13 head for $21,500.

The grand champion penlot of bulls was shown by Jo-Su-Li Farms, Colquit, Georgia, for the second straight year. Long-time Florida Hereford breeder Lovette Jackson, Gainesville, was top bidder on the penlot, and selected two bulls from the champion group for $6400. The $3200 per head price was the second highest paid for single entries at the event. Both bulls were sons of The Progressor.

Over 400 FFA and 4-H youths turned out for the Florida Junior Hereford Association Field Day, held in conjunction with the Southeastern Hereford Pen Bull Show and Sale at Bartow, to set an association record.

The top selling individual in the sale was an entry from L. A. Teel of Asheboro, North Carolina, a two-year-old son of MH Beau Mark 405. Perkins Farms was the buyer at $3300.

Morris Fannon, Pennington Gap, Virginia, was auctioneer for the event.

At the youth judging contest, Lake Wales FFA Chapter took first place honors in the FFA division. Team members are Luther Powers, Fred Merritt, and Tim Ward. Milton Bryan is the advisor.

High FFA individual was Gerald Tice of Bartow, with Wendy Driskell, Plant City, and Andy Jombanis, Bartow, placing second and third.

First place in the 4-H team judging was the Desoto County 4-H Club. Team members are Terry Hollingsworth, David Dupuis, and Denise Millins. Jim Selph is the advisor. Terry Whitton, of Hernando, was high point 4-H individual.

The Florida Junior Hereford Association met at the event and elected Tobin Antpusat, Orlando, president. ShareenLynn Childs, Lake Placid, was elected vice president, and Jerry Simmons, Orlando, was named secretary-treasurer. Karoline Powers, Lake Placid, was named a director at the meeting, Sarah Childs, Lake Placid, is adult advisor for the group.

Buyers at the pen bull sale, with number of head purchased shown in parentheses if more than one, and amount spent at show, follow:

<table>
<thead>
<tr>
<th>Buyer</th>
<th>Cattle</th>
<th>Location</th>
<th>Amount Spent</th>
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<tr>
<td>McArthur Farms, Inc.</td>
<td>12</td>
<td>Okeechobee</td>
<td>$23,400</td>
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<tr>
<td>H. O. Partin &amp; Sons, Inc.</td>
<td>13</td>
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<td>$21,500</td>
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<td>Perkins Farms</td>
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<td>Morris Fannon</td>
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<td>Pennington Gap</td>
<td>$3300</td>
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<td>FFA Chapter</td>
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<td>Lake Wales</td>
<td>$3300</td>
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<tr>
<td>4-H Club</td>
<td>1</td>
<td>Desoto County</td>
<td>$3300</td>
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PSP, Tampa (1) $1700; Gardiner’s Big River, Inc., Tampa (1) $14,525; Alapattah Properties, Indiantown (3) $7250; Doug Partin, Kenansville $1000; H. O. Partin & Sons, Inc., Kissimmee (13) $21,500; Jerry Flint, Arcadia (5) $7400; McArthur Farms, Inc., Okeechobee (13) $23,400; Rocking S Ranch, Wauchula $700; G. A. Combee, Lake- land (2) $600; Raymond Land, Bradford (3) $4000; Jimmie Mouton Farm, Donalsonville, Georgia (2) $3900; Kilbrell Agriculture, Lakeland (6) $1915; Box Ranch, Wauchula (2) $3550; John E. Mouton, Donalsonville, Georgia $1650; Bevill & Shelton, Center Hill $1300; Triple Farm, Donalsonville, Georgia (2) $3500; Hunt Brothers, Lake Wales (8) $15,550; Les Dunson, Winter Haven (8) $15,050; Calvin Addison, Haines City (2) $2100; Wolfe Ranch, St. Augustine (2) $3100; Wheeler Ranch, Winter Haven (4) $5175; McKeithan Cattle Corporation, Brooksville (8) $3550; Shady Oaks Ranch, Barrow (2) $2700; Peckins Farms, Inc., Belle Glade (6) $13,230; Lovette Jackson, Gainesville (2) $4600; John Cunningham, Zephyrhills $1500; Sturgiss Cattle Company (2) $2950; Dale Akins (6) $7600.
“Hereford bulls are sure costing more this year.”

“You usually get what you pay for.”

“But calves are selling higher, too. So it appears it isn’t just what that Hereford bull costs, but what he does for your pocketbook.”

“You know, you can’t sell something you never had. You’ve got to get the cow bred and a calf on the ground before you have anything to sell. Those Hereford bulls are the hardest working bulls you ever saw.”

You can get what you want and need, too. Hereford bulls are backed by the world’s largest performance testing program, and there are more bulls produced by registered Hereford breeders and selling at auction than the next two breeds combined. Demand by the commercial industry dictates this.

All things considered . . .

HEREFORD

American Hereford Association • 715 Hereford Drive • Kansas City, Missouri 64101 • Phone (816) 842-3757
Biggest Hereford Bull Sale of the Year

250 Horned Hereford Bulls

January 22, 1980—12 noon

Durant Stockyards (Phone: 405/924-1850)
Durant, Oklahoma

Come to the sale where you get

• Plenty of Selection
• Plenty of Age
• Many Bulls Bred Alike
• From the Top Breeders in Oklahoma

Sale Headquarters: Holiday Inn, Durant, Oklahoma
Telephone 405/924-5432

For information, contact the Oklahoma Hereford Association
Secretary/Fieldman, or the AHA area Fieldman.

Tommy Barnes, AHA Fieldman 405/355-1679

Corrigan bulls hit strong $1621 average

An average of $1621 was hit on 93 Hereford and Simmental bulls at the sixth annual Corrigan Ranch Bull Sale, held December 11, 1979, at the Vero Beach ranch. The sale grossed $150,775.

A breakdown by breeds showed 51 Hereford bulls grossed $77,350 to average $1517, while 42 Simmental bulls grossed $73,485 to average $1748.

The high volume buyer of bulls at the sale was Hi Hat Ranch, Sarasota, purchasing a total of 16 bulls for $20,375.

Gene Fulford, Lake Wales, was second top volume buyer, spending $12,975 for nine head. Following closely was Westby Corporation, Lake Placid, purchasing seven bulls for $12,075.

Other volume buyers included Florida Babcock Company, Punta Gorda; Savage Cattle Company, Arcadia; D. L. Pearce, Okeechobee; Lone Pine Ranch, Okeechobee; and Rollins Ranch, Okeechobee.

Buyer of the top selling Hereford bull was Ben Hill Griffin, Inc., Frostproof. The firm selected CR L1 Domino 3972, a December, 1977, son of a Line One bull bred by the Beef Cattle Research Center at Brooksville. Selling price was $2900.

D. T. Davis, Zolfo Springs, purchased the top selling Simmental, Valley Ridge HY, a three-year-old full blood by Valley Ridge Fox. Davis paid $3000 to top the sale.

The event was managed by ranch owner J. Pat Corrigan. Morris Fannon, Pennington Gap, Virginia, was auctioneer.

Prior to the sale a barbecue lunch was prepared by Florida Lime & Dolomite Company.

Buyers at the sale, with number of bulls purchased shown in parentheses if more than one, and amount spent shown, follow:

Hi Hat Ranch, Sarasota (16) $20,375; Gene Fulford, Lake Wales (9) $12,975; Westby Corporation, Lake Wales (7) $12,075; D. L. Pearce, Okeechobee (5) $9150; D. T. Davis, Zolfo Springs $8000; Colonial, Okeechobee (5) $7350; Box Ranch, Wauchula (4) $7300; Savage Cattle Company, Arcadia (7) $11,025; Lewis Flynn, Thomasville, Georgia (4) $6550; Blue Cypress Lake Ranch, Vero Beach (21) $3500; C. E. Newcomer, Okeechobee (3) $800; Rod Lewis, West Palm Beach $1400; Ben Hill Griffin, Inc., Frostproof (3) $6600; Muscle & Son, Lake Port $1500; Rio Bravo Ranch, Strawn, Texas (2) $4000; Roy Lundy, Moore Haven (5) $77,350; J. Bradly, Vero Beach $1500; J. K. Prince, Vero Beach $1600; Oak Creek Ranch, Streeter $2900; Lone Pine Ranch, Okeechobee (5) $8750; Rollins Ranch, Okeechobee (3) $1475; Florida Babcock Company, Punta Gorda (8) $11,750.

Domestic wheat production reached 57.8 million metric tons in 1979, up 18 percent over the previous year and some 2.4 million tons more than two years ago.

USDA reports commercial production of red meat in the U.S. for October was 3,556 million pounds, six percent above the previous year.

Oklahoma HEREFORD ASSOCIATION, Inc.
Guy Shull, Secretary-Fieldman • Box 160, Elgin, Okla. 73538 • Phone: 405/492-4706
Thanks to the buyers and bidders at our 6th annual Bull Sale for making it our 6th consecutive Record Breaking Sale

A special thanks to the following buyers who made it all possible with their acceptance of Genetically Adapted, Corrigan bred Herefords and Simmentals. 93 bulls averaged $1621.

C. E. Newcomer
Newcomer Ranch
Okeechobee, Fla.

Lat Turner
Hi Hat Ranch
Sarasota, Fla.

David M. Durando
Box Ranch
Wauchula, Fla.

Aubrey Savage
Savage Cattle Corp.
Arcadia, Fla.

Glen Oak Farms
Lewis Flynn
Camilla, Ga.

H. R. Holman
Blue Cypress Lake Ranch
Vero Beach, Fla.

Gene B. Fulford
Lake Wales, Fla.

Rod Lewis
J & R Ranch
Lake Park, Fla.

Ben Hill Griffin
Frostproof, Fla.

Bussell & Son
La Belle, Fla.

Glen Ball
Rio Bravo Cattle Co.
Strawn, Tx.

John W. Bradley
Vero Beach, Fla.

Roy Lundy
Moore Haven, Fla.

D. T. Davis Ranch
Zolfo Springs, Fla.

D. L. Pearce
Okeechobee, Fla.

Babcock Florida Company
Punta Gorda, Fla.

Westby Corporation
Venice, Fla.

Rollins Ranch
Okeechobee, Fla.

Lone Pine Ranch, Inc.
J. O. Pearce, Jr.
Okeechobee, Fla.

Oak Creek Ranch
Eugene Musso
Sebring, Fla.

J. K. Prince
Vero Beach, Fla.

Colonial
Okeechobee, Fla.

Thanks also to Fred Montsdeoca and Florida Lime & Dolomite Company, Inc., for preparing the noon meal at the sale.

PAT CORRIGAN RANCH

J. Pat Corrigan, Owner
(305) 567-7141 (Office)
(305) 569-2342 (Home)

Ed Ames, Manager
(305) 567-1582

P. O. Box 3130, Vero Beach, Fla. 32960
Research in practice

In the May 1978 issue of *The Florida Cattleman* the Animal Science Highlight's article discussed a series of small research trials conducted at AREC Belle Glade on limited-creep-feeding of calves. In summary, these trials showed that calves fed a small quantity of creep-feed (0.5 to 1.0 pounds per calf daily) for two weeks immediately before weaning gained an average of 10 pounds more weight during a four-week post-weaning feeding period than calves not offered creep-feed. Limited-creep-feeding appeared to teach calves to eat concentrate feed from a trough, thus they began eating immediately after weaning and made more efficient use of the feed consumed.

To evaluate the limited-creep-feeding practice further, and on a scale and under conditions encountered on commercial ranches, U.S. Sugar Corporation, Ranch Division, Clewiston, agreed to assist AREC Belle Glade with a cooperative trial supervised by Enrique Tomeu, ranch superintendent. For this trial two herds of cows were used, each containing slightly over 100 bull and heifer calves. Calves were seven to nine months old and out of Braford type cows bred to Charolais bulls. Each herd was on a 80-acre pasture. In one herd, calves were creep-fed for 21 days before weaning. Average feed intake was slightly over one pound per calf daily and from observations most calves were eating creep-feed. In the second herd calves were not creep-fed. All calves were weaned on June 7, 1979, and placed on a feeding program after weaning. Each group of calves was fed for three days in a small pen, then for 32 days on 40-acre pastures. Calves were fed concentrate supplement free-choice until the average intake was approximately 10 pounds per calf daily. After 35 days supplement feeding was discontinued and calves were grazed on pasture for another 40 days.

Postweaning weight changes of calves in the two treatment groups are presented in Table 1. At 35 days after weaning bull and heifer calves previously receiving creep-feed gained 23 and 17 pounds more liveweight, respectively, than those calves that did not receive creep-feed. After 75 days postweaning creep-fed bull and heifer calves gained 28 and 18 pounds more liveweight, respectively, than the non-creep-fed counterparts.

One effect of creep feeding was how readily calves adapted to eating after weaning. During the first seven days postweaning creep-fed calves averaged eating 3.3 pounds of concentrate feed per calf daily, while non-creep-fed calves averaged eating only 0.9 pounds per calf daily. In addition, the feed manager stated that creep-fed calves exhibited a much better appearance and disposition during the first few days after weaning. These advantages of creep feeding have been recognized for some time and many cattle feeders (feedlot and backgrounding) feel this benefit often outweighs the disadvantages associated with long-term creep feeding (heavy, fleshy calves).

The results of this trial demonstrate that limited-creep-feeding of calves immediately prior to weaning has a very positive effect on their performance upon going into a feeding program after weaning. The major costs encountered are for creep feeding facilities and labor, with actual feed cost being very minimal. With current calf prices, a 20 to 30 pound weight gain advantage, similar to that obtained in this trial, during a feeding period after weaning would by far offset the expense of limited-creep-feeding.

USDA economists say while inflation may have been up around 10 percent in 1979, farm land values were expected to rise faster, at a rate of 14 percent.

Japan is the leading single-country buyer of U.S. farm commodities, accounting for 15 percent of the export market.

<table>
<thead>
<tr>
<th>Number of calves</th>
<th>Limited-creep-fed</th>
<th>Non-creep-fed</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>Bulls</td>
<td>Heifers</td>
</tr>
<tr>
<td>50</td>
<td>52</td>
<td>60</td>
</tr>
<tr>
<td>Weaning weight</td>
<td>437</td>
<td>409</td>
</tr>
<tr>
<td>0-35 day gain, lbs.</td>
<td>70</td>
<td>51</td>
</tr>
<tr>
<td>35-75 day gain, lbs.</td>
<td>84</td>
<td>62</td>
</tr>
<tr>
<td>Total gain, lbs.</td>
<td>154</td>
<td>113</td>
</tr>
<tr>
<td>0-35 day ADG, lbs.</td>
<td>2.00</td>
<td>1.46</td>
</tr>
<tr>
<td>35-75 day ADG, lbs.</td>
<td>1.20</td>
<td>1.55</td>
</tr>
<tr>
<td>Total ADG, lbs.</td>
<td>2.05</td>
<td>1.51</td>
</tr>
</tbody>
</table>
P'Hereford sale averages $1444 on 156½ lots

The 12th annual Georgia Polled Hereford Association Graded Bull Sale was held November 6, 1979 at the Coastal Plains Experiment Station in Tifton, Georgia. 156½ lots sold in the sale to gross $226,010 and average $1444.

The high selling bull in the sale was consigned by Jones Polled Hereford, Blairsville, Georgia, the bull sold to Hollywood Farms, Jeffersonville, Georgia, for $8050. The second high selling bull went to Allan and Paul Williams, Wainsboro, Georgia, for $2900 and was consigned by M. B. Lane, Jr., Carrolton, Georgia.

The high volume buyer of the sale was Morgan Cattle Company, Tampa, spending $38,777 for 39 head. Second high buyer was West Davis, Sebring, buying 15 head for $26,175.

Other Florida buyers at the sale were: Barnett Cattle Company, Ft. Meade, buying six bulls for $11,900; Haynes Williams, Okeechobee, spending $16,300 for 10 head; W. H. Stuart Ranch, Bartow, bought two head for $3200; Coody Polled Hereford, Madison bought one bull for $2600; Santa Dees, Jennings, spent $3725 on three bulls; Coody Polled Hereford, Madison bought one bull for $2600; and Dees Brothers spent $1475 on one bull.

Western Heritage sale slated

The Western Heritage Sale sponsors, John Connally, Joe Marchman, and Louis Pearce, Jr., announces that arrangements for the 1980 Western Heritage Sale have been finalized and that invitations to the participating consignors in the three sale categories—Santa Gertrudis, Quarter Horses, and Contemporary Western Art—will be issued shortly. The sale will be held May 30-31, at the Shamrock Hilton Hotel in Houston.

This unique sale is conducted as a guest-invitational event which features an informal wall hung art sale on Friday night, highlighted by a black-tie auction/dinner on Saturday night where the art, horses and cattle are sold in the hotel's Grand Ballroom. The commingling of these three phases of the sale supply the special atmosphere in which WHS has 'out-stripped' all other contemporary sales in a very short time, officials say.

Last year, the event made sale history with a total of $1,470,780. Twenty Santa Gertrudis cattle sold for $219,400, for an average of $10,970 per lot, and 25 Quarter Horses totaled $499,700 for an average of $19,988. The art portion of the sale brought a total of $751,680, setting a new record in Western art sales.
Santa Fe River sale averages $1171

The 10th annual herd bull sale at Santa Fe River Ranch, Alachua, grossed $115,945 on 99 lots to average out at $1171 per head.

High selling bull was the Lot 74 entry, SFR Vindicator, purchased by V. E. Whitehurst & Sons, Williston. Whitehurst also purchased the second high seller for $1750.

Volume buyer at the sale was Whitehurst with 18 bulls bought for an outcry of $22,900. Second high buyer was Central Packing Company, Center Hill, with purchases of 13 bulls for $13,625.

Third high buyer was Blackwater Plantation, Quitman, Georgia, with nine animals bought for $8910.

Auctioneer for the sale was Bryan Swiley of Memphis, Tennessee. The American Polled Hereford Association was represented by Lucian Welly of Griffin, Georgia.

Buyers at the sale with number of head purchased, if more than one, shown in parentheses and amount spent, follow:

<table>
<thead>
<tr>
<th>Buyer Name</th>
<th>Number of Bulls</th>
<th>Amount Spent</th>
</tr>
</thead>
<tbody>
<tr>
<td>Malbers Farms, Alachua</td>
<td>1450</td>
<td>$8925</td>
</tr>
<tr>
<td>Edwards Cattle Co.</td>
<td>1000</td>
<td>$5825</td>
</tr>
<tr>
<td>Irma $1500</td>
<td></td>
<td></td>
</tr>
<tr>
<td>John Gray</td>
<td>1000</td>
<td>$5825</td>
</tr>
<tr>
<td>Paul Northey</td>
<td>500</td>
<td>$2910</td>
</tr>
<tr>
<td>Charles Knowles, Leesburg</td>
<td>2500</td>
<td>$1450</td>
</tr>
<tr>
<td>Central Packing Co.</td>
<td>13125</td>
<td>$7835</td>
</tr>
<tr>
<td>Ray Norman</td>
<td>2500</td>
<td>$1450</td>
</tr>
<tr>
<td>Starke</td>
<td>2500</td>
<td>$1450</td>
</tr>
<tr>
<td>Blackwater Plantation</td>
<td>2500</td>
<td>$1450</td>
</tr>
<tr>
<td>Quitman, Georgia</td>
<td>2500</td>
<td>$1450</td>
</tr>
<tr>
<td>Georgia</td>
<td>2500</td>
<td>$1450</td>
</tr>
<tr>
<td>Florida</td>
<td>2500</td>
<td>$1450</td>
</tr>
</tbody>
</table>

Sellers have first claim

A federal bankruptcy court has ruled that seven livestock sellers have first claims to $259,842 worth of proceeds owned by Gotham Provision Co., Inc., a meat packer at Miami Springs.

Judge Sidney M. Weaver, bankruptcy judge in the U.S. District Court for the Southern District of Florida, said that claims of the First State Bank of Miami were inferior to those of the seven livestock sellers who had sold livestock to Gotham Provision Company on a cash basis.

The livestock sellers who were upheld and the amount owing to each from the proceeds are D. R. Kilpatrick, Clewiston, $121,431; Lykes Bros., Inc., Tampa, $29,002; Ronnie Perkins, Clewiston, $10,000; W. D. Roberts, Immokalee, $15,279; Rogers Farm, Inc., Clewiston, $47,689; U. S. Sugar Corporation, Clewiston, $34,880; and Robbie Addison, $1560.

Judge Weaver ruled that the trust provisions of the Packers and Stockyards Act gave the livestock sellers first claim to the proceeds received by the packing firm.

Gotham Provision Company is a meet packer that purchases livestock for slaughter purposes throughout southern Florida. On March 9, the firm filed for protection under Chapter XI of the Federal Bankruptcy Act.

Fussell heads Polk cowmen

Harris W. Fussell, Polk City was reelected president of the Polk County Cattlemen’s Association at the organization’s annual meeting November 12. Featured speaker at the meeting was Joe Alberman, Madison, author of the book “The Florida Cowman.”

Others named were Leo Charnes, Lakeland, vice president, and Mack Padgett, Lake Wales, secretary-treasurer.

Directors elected were Royce A. Andrews, Polk City; Al Bellotto, Lakeland; Milton Bryan, Bartow; Charnes; C. Lee Eggert, Winter Haven; Fussell; Thomas B. Kibler, Lakeland; Padgett; Curtis B. Pkipik, Lakeland; David H. Tice, Bartow; Dalton L. Sherouse, Lakeland, and Kenneth L. Wetherington, Bartow.

Bellotto will serve as state director.

The directors and CowBelles meetings are held the first Monday of each month at 7:00 p.m., until daylight savings time resumes, when the time observed will be 7:20 p.m.

Schroeder named AHA president

Gene Schroeder, Palisade, Nebraska, was elected president of the American Hereford Association at the annual meeting of the group, held recently at the association’s national headquarters in Kansas City, Missouri.

Schroeder succeeds Wayne Haygood, New Harmony, Indiana.

David Largent, Willsal, Montana, was elected senior vice president.

H. H. Dickinson is executive vice president of the national breed organization.

Teague buys at APHA National

Teague Polled Herefords, Alachua, paid $10,000 for three-quarters interest in JJJ 228 North, at the National Polled Hereford Sale, held November 17, at Louisville, Kentucky.

The bull was consigned to the sale by Triplet Farms, Richmond, Virginia.

The sale climaxcd a full week of Polled Hereford events at the Warren Gammon 57th National Polled Hereford Convention/Show/Sale.

The sale averaged a strong $27,395 on 22 head.
**Advertising Aids Your Personal Salesmanship**

Contact any of our fieldmen for full details.

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**RWJ Victor Dominos**

Foundation Source
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**RWJ FARMS**

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**THIRD ANNUAL**

Kissimmee Bull Sale

Friday, January 11, 1980
1:00 p.m.

Selling 110 Bulls
at Kissimmee Livestock Market

**KISSIMMEE, FLORIDA**

Selling: 70 Polled Hereford Bulls
30 Angus Bulls
7 Limousin Bulls
3 Simmental Bulls

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The Florida Polled Hereford Association invites you to attend

The Polled Hereford Show
February 8, 1980
at the Florida State Fair, Tampa

And, these other Florida Polled Hereford coming events in 1980:

May 7
FPHA Membership Meeting
5 p.m., U of F Beef Short Course, Gainesville

May 15-16
FIATC Trade Show
Florida State Fairgrounds
Tampa, Florida

May 31
FPHA Field Day
Pat Wilson’s Crooked Lake Ranch, Frostproof

October 25
FPHA 7th Annual Bull Sale, Arcadia

For information on these events or on Polled Herefords, write or call:
Florida Polled Hereford Association
P. O. Box 1261 • Fort Pierce, FL 33450
Phone: (305) 464-6833

SINGLETARY SALE AVERAGES $1153 ON 73 HEAD

An average of $1153 per head was struck on 73 head of Polled Hereford and Angus bulls at the Singletary Farms Kissimme Bull Sale, held October 19, 1979, at the Kissimme Livestock Market, Kissimme. In addition to the Singletary bulls, Echodell Farm, Jakin, Georgia, consigned several Polled Hereford bulls and Fra-Mar Farm, Thomas- ton, Georgia, consigned a group of Angus bulls.

The sale grossed $101,500 with 71 head of Polled Hereford grossing $79,975 and the 17 head of Angus bulls bringing $21,525. The sale sold exclusively to Florida commercial cattlemens.

The top volume buyer was Perkins Farms, Okeechobee, buying 15 bulls for $17,250.

Second high volume buyer was Perdue Groves and Ranches, Alturus, spending $16,800 for 15 head.

Clay Whaley, St. Cloud, bought the top selling bull in the sale, spending $1700 for E2 Trojan B 1041. The Echodell consignment was a son of S Trojan Mixer 15.

The two high selling Angus bulls went to O. S. Bar Ranch, Orlando, for $1600 each. Fra Mars Pride IF776 a son of B Olympus of Wy and Fra Mars Choice H622 a son of Fra Mars Choice C269 were two Fra-Mar consignments.

The sale was managed by South-eastern Cattle Sales, Reynolds, Georgia, and B. L. (Bo) Swilley, Memphis, Tennessee was auctioneer.

Buyers at the sale, with the number of head purchased shown in parentheses and the amount spent, follow:
Perkins Farms, Okeechobee (31) $17,250; Perdue Groves & Ranches, Alturus (15) $16,300; W. H. Stuart Ranch, Bartow (4) $1570; A. D. Andrews, Chiefland (8) $7900; Clay Whaley (5) $1700; Clay Whaley, St. Cloud (4) $5725; Cecil White, St. Cloud, S & C Ranch, Melbourne (3) $2875; Bronson, Inc., Kissimme (5) $5725; L. P. Ranch, Lake Wales (4) $4675; Kenny Dick (3) $3900; O. S. Bar Ranch, Orlando (4) $4600; Willow Brook, Kenansville, (2) $2875; John Clark, Kenansville (3) $4250; Addison Ranch, Haines City (2) $1925; Lewis Friend, Pahokee (2) $2200; Randell Sward, Oviedo (2) $1725; Carroll Hall, Branford (1) $1475; Cecil A. Tucker, Christmas (1) $575; L. R. Thomas, Bell (2) $2600; Edward Oliver, Frost- land Park (1) $2125; Roosevelt Dicks, Lake City, (1) $1550; James F. Lawson, Kissimme (1) $1550; J. T. Mee, Winter Garden (1) $1000; Theodore Vickers, Christmas (1) $1000.

Cullison named Marion president

Jack Cullison, Ocala, was elected president at the annual meeting of the Marion County Cattlemen’s Association held on November 19.

Serving with him will be John Edwards, Williston, vice president; T. L. (Tommy) Mack, Ocala, secretary; James Glisson, Ocala, treasurer, and Cecil Perry, Belleview, state director.

Local directors named were Larry Mack, Belleview; Emery Mills, Ocala; Glisson; Bill Baxley, Weirsdale; Andy Cooper, Orange Lake; Leroy Baldwin, Ocala; George Leitner, Micanopy; Mixie Mihaffey, Ocala; Paul Kimbrough, Ocala, and Al Perry, Belleview.
Cattle marketing conditions have improved a great deal! As a producer, you must realize that there is competitive bidding at your local livestock auction market. And you just might get a little more for your stock than if you sold direct. That little extra will surely help you come through in better shape, too. See your market operator—he'll work with you in any way—whether you bring a single or a load.

All of the members of this Association would like to take this opportunity to extend to all, best wishes for a Most Happy and Prosperous New Year for 1980.

The Auction Market Way is the Best Way!

CONTACT ANY OF THESE MARKETS, ALL MEMBERS OF THE STATE ASSOCIATION

Arcadia State Livestock Market*
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Pat Kelly, Mgr.
Ph. 813/494-3737, 1808, 3250
ARCADIA, 33821

Chipley Livestock Company*
Auctions Every Tuesday
E. D. (Buddy) Neel, Mgr.
Ph. 904/638-0267, 638-4498
CHIPLEY, 32428

Gainesville Livestock Market, Inc.*
Cattle Auctions Every Mon.-Wed.
Hog Auctions Every Wednesday
Mgrs.: L. H. (Tommy) Thompson, Jr. and J. W. "Buddy" Clark
Ph. 904/372-3442
GAINESVILLE, 32601

Tindel Livestock Market*
Auctions Every Monday
Clyde Crutchfield, Mgr.
Ph. 904/263-3224
GAINESVILLE, 32601

Jay Livestock Auction
Auctions Every Tuesday
Horace McCurdy, Mgr.
Ph. 904/675-4795
JAY, 32566

Kissimmee Livestock Market*
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Johnny Bronson, Mgr.
305/847-3521
KISSIMMEE, 32741

West Florida Livestock Market*
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MARIANNA, 32446

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Cattle Auction Every Wednesday
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QUINCY, 32351

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Hog Auctions Every Monday
Cattle Auctions Every Thursday
H. Tom Willis, Mgr. Ph. 904/755-2300
LAKE CITY, 32053

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Cattle Auction Every Thursday
Emery Mills, Mgr. Ph. 904/732-4454
OCALA, 32670

Hardee Livestock Market, Inc.
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Mgrs.: Doyle Carlton, Ill, Robert Ray Smith
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Cattlemen's Livestock Markets*
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Tampa 813/826-5154 • Lakeland 813/682-0117
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MONTICELLO, 32344

Interstate Livestock Market*
Auctions Every Tuesday
Jay Mueller, Mgr.
813/689-2424, 689-5995
SEFFNER, 33584

Suwannee Valley Livestock Market*
Auctions Every Wednesday
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LIVE OAK, 32060

Sumter County Farmers Market
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Gene Babbitt • Ph. 904/793-2021
WEBSTER, 33597

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MADISON, 32340

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OKEECHOBEE, 32472

Jacksonville Livestock Auction Market*
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For Further Information about Florida Livestock Auction Markets, Contact

Florida ASSOCIATION OF LIVESTOCK MARKETS
P.O. Box 1403, Kissimmee, FL 32741

THE FLORIDA CATTLEMAN / JANUARY 1980 / 73
Floridians buy Brahman bulls at Tifton sale

Four Florida buyers made purchases at the Georgia Brahman Association "Invest for the Future Sale," held November 12, at Tifton, Georgia.

Westby Corporation, Lake Placid; Cajun's Cattle Service, Lake City; McKeithen Cattle Company, Brooksville; and Hales Farms, Okeechobee, each made purchases at the event.

The sale saw 42 bulls gross $42,175 to average $1004, while four purebred Brahman cows grossed $2800 to average $700.

In addition to the purebred sale, five penlots of four Brahman cross heifers were sold. The heifers, consigned by James Swindle & Son, Ray City, Georgia, and Joseph Fletcher, Chula, Georgia, sold for an average of $471 each.

Florida consignors to the event were James Chapman, St. Cloud; Hales Farms; H. Q. Kennedy & Sons, Jacksonville; Register Farms, Graceville; G. T. Stack & Sons, Tampa; Andy Ward, Jr., Brooksville; and W. H. Stuart Ranch, Bartow.

Auctioneer for the event was R. D. Cooper, Sarasota. Jim Brasington of Pavo, Georgia, is president of the Georgia Brahman Association.

We're Still Producing Girls and Brahman Cattle

ALL ARE GOOD QUALITY
MOST ARE GENTLE
SOME WILL BE AVAILABLE

WOODY & FRANCES TILTON

Rt. 2, Box 8, East Palatka, Fla. 32031
Telephone 904/325-7684
Stuart Ranch has first open house and field day

W. H. Stuart Ranch, Inc., held its first annual Open House Brahman Sale and Field Day on November 30, at Bartow.

The event was designed to offer newly classified purebred Brahman bulls, both commercial and herd sire prospects, and a select group of females, for public auction in a unique sale.

Each animal was listed with a sale price prior to the sale. A prospective buyer could "claim" an animal for that price, and if only one buyer selected a particular animal, it was sold to the buyer at the list price.

When two or more buyers claimed the same animal, the animal was auctioned only between those buyers who claimed it.

Sixteen bulls sold at the event and averaged $1987 each. In addition, one heifer sold for $800, and one cow brought $2250.

Ranch manager C. Lee Eggert said the concept was adopted in order to provide the Stuart Ranch customers an opportunity to select their needs in a casual atmosphere. "It is our desire to keep sale procedures as simple as possible because we want everyone to feel completely comfortable and secure when purchasing a bull," Eggert said.

All animals that were not claimed prior to the auction were available for sale at private treaty at the list price until noon the next day, Eggert pointed out.

W. H. (Bill) Stuart, Jr., served as emcee and auctioneer for the event. W. H. Stuart, Sr., was also on hand to welcome guests to the event.

Wendell Schronk, executive vice president of American Brahman Breeders Association, Houston, Texas, explained the new F1 certification program underway at ABBA.

M. E. (Max) Hammond, president of W. H. Stuart Ranch, discussed the performance data on the sale cattle and gave the background on procedures for gathering performance information on the Stuart Ranch herd for over 32 years.

Hammond commended Dr. Marvin Koger of the University of Florida for helping establish the performance program at the ranch.

Council sets annual meeting

William R. Boardman, Orlando, secretary-treasurer of the Florida Agricultural Council, has announced the annual meeting of the organization will be held February 1, 1980, at the Royal Plaza Hotel, Lake Buena Vista.

Boardman said that Governor Bob Graham would be the speaker at the luncheon.
JOIN US FOR A PRE-SALE PARTY JAN. 17

You are cordially invited to attend a pre-sale party sponsored by the Eastern Brahman Association at the Davis Brothers Motor Lodge at Bartow. The social hour will be held from 6:30 to 7:30 p.m. on Thursday, January 17. For room reservations contact the Davis Brothers direct. Phone 813/533-0711.

Bulls have been on test at Kaplan Industries, Bartow, since October 7, where they may be seen anytime. After the test ends, all performance information will be cataloged and made available at the sale to help you select bulls that will improve the beef production of your herd. All bulls will be semen analyzed and a fertility certificate issued. Health certificates will be provided for shipment.
BULL SALE

Friday—1:00 p.m.

January 18

At the Polk County Livestock Pavilion
U.S. Highway 17, South

BARTOW, FLORIDA

59 GAIN TESTED BRAHMAN BULLS

CONSIGNORS

Al-Bar Ranch, Dade City
Shawn Allen, Bartow
Barthle Bros., San Antonio
John Bomann, Bonifay
Jimmy Chapman, St. Cloud
D. T. Davis, Zolfo Springs
A. Duda & Sons, Cocoa
Exposition Company, Lake Hamilton
Harold Griffin, Bunnell
John C. Harrison, Bradenton
J. P. James, Bartow
King-Manatee Ranch, Bradenton

Live Oak Plantation, Ocala
H. O. Partin & Sons, Kissimmee
Mrs. O. L. Partin, Kissimmee
H. T. Powell, Winter Park
W. H. Stuart Ranch, Bartow
G. A. Tucker & Sons, Cocoa
Raymon Tucker, Bunnell
Walker Farms, Brooksville
Fred Waters, Bartow
Ned Waters, Bartow
S. L. Waters, Bartow
Larry Whaley, St. Cloud

Auctioneer:
Col. Robert D. Cooper
Sarasota, Fla.

Sale Consultant:
Sid Sumner
Bartow, Fla.

Chutes & Equipment:
Polk Cattlemen's Ass'n.
Bartow, Fla.

For Additional Information, Contact

H. T. Powell, Sale Chairman
1245 Orange Avenue
Winter Park, Florida 32789
Phone 305/644-8136

The Eastern Brahman Association
P. O. Box 1403
Kissimmee, Fla. 32741
305/846-2800
Brahman bull sale set for January 18

The Eastern Brahman Association will hold its annual Performance Tested Brahman Bull Sale on January 18, at the Polk County Livestock Pavilion, Bartow, starting at 1:00 p.m.

Howard T. Powell, Winter Park, sale chairman, said 59 bulls are currently on test for the event at Kaplan Feed Yards, Bartow. The bulls will be weighed off test on January 4, and all performance data will appear in the sale catalog.

All bulls will be semen analyzed by a veterinarian prior to the sale and a fertility certificate issued to each buyer. Health certificates will be provided for shipment.

Powell said the bulls represent a top selection from 24 purebred breeder members of the Eastern Brahman Association. The sale is designed to offer commercial cattlemen performance tested, purebred Brahman bulls to produce maximum hybrid vigor and weight-gains in crossbreeding programs.

The new American Brahman Breeders Association F1 Certification Program makes the purebred Brahman bull even more valuable to breeders with straight bred Herefords, Angus, or other European breeds, Powell points out.

The bulls will be on display after 10:00 a.m., Friday, January 18, prior to the sale at the Polk County Livestock Pavilion, two miles south of Bartow, on U. S. Highway 17, or at Kaplan Industries anytime prior to sale day. Lunch will be available at the Pavilion.

Bob Cooper of Sarasota will be auctioneer.

Dewrell buys at Three Rivers sale

George Dewrell, Fort Walton Beach, was listed as the top volume buyer at the Three Rivers Brahman Breeders Sale, held recently at Dothan, Alabama. Listed as purchasing 12 head for a total of $12,375, Dewrell also purchased the top selling bull, Angelina Red 072, consigned to the sale by Maurice King Red Brahman of Crestview.

A breakdown of averages showed 23 bulls grossed $22,800 to average $991, while 32 female lots grossed $28,800 to average $900. A total of 55 lots grossed $51,600 to average $938.

The Three Rivers Brahman Breeders Association sponsored the event. Gerald Mason, Campbellton, serves as president of the newly formed group, and Jerry Shiver, Campbellton, is secretary-treasurer.

Florida dairymen produced 152 million pounds of milk during October, the same as October 1978, according to Florida Crop and Livestock Reporting Service.
NEW FOR 1980

BEEF SIRE DIRECTORY

The 1980 Select Sires Beef Sire Directory is hot off the press with information on over 100 bulls and contains the latest performance and progeny data available. Every knowledgeable cattleman should have a copy. If you have not yet received your copy please fill out and mail the request form below to us immediately.

ESTRUS SYNCHRONIZATION

Upjohn’s prostaglandin heat synchronization product “lutalyse” has been approved for use in beef cows and heifers and non-lactating dairy cows. Many breeders have been waiting a long time for this moment and now it is here! Lutalyse is an excellent product that can be used along with top management to synchronize estrus in cattle but should be used under the supervision of a veterinarian or person experienced in its use. We, at Select Sires, have been working with the research on Lutalyse and have that experience along with information on the use of Lutalyse. This information is available by simply filling out and mailing the request form to us. Before you begin a synchronization program give us a call and let us help. We know what it takes to get the job done!

INFORMATION PLEASE

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☐ Beef Price List
☐ Synchronization Information
☐ Please Call

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PHONE ____________________________ BREED ______

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EUGENE DeWITT
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Okeechobee FL 33472
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FCA, industry activities!

FCA and other industry activities are covered in the accompanying photographs:

Top, The annual Wild Turkey Hunt at Deseret Ranches of Florida, Inc., managed by FCA President Harvey Dahl, Deer Park, drew a large crowd and the boiled corn was one of the “hot items” in the food line as shown in the picture.

Second from top, 1980 directors of the Polk County Cattlemen’s Association are, top row, from left: Thomas B. Kibler, Lakeland; Curtis B. Pipkin, Lakeland; Leo Charnes, Lakeland; Milton W. Bryan, Bartow, and David H. Tice, Bartow. Bottom row, from left: Al Bellotto, Lakeland; Harris W. Fussell, Polk City; Kenneth L. Wetherington, Bartow; Royce A. Andrews, Polk City; Dalton L. Sherrouse, Lakeland, and C. Lee Eggert, Winter Haven. Not present was Mack Padgett, Lake Wales.

Third row, left, On hand for a recent Sarasota County Livestock Association barbecue were T. Mabry Carlton, Jr.; Andrew Sandegren, and Arlin Hawkins.

Third row, center, Jim Pace, longtime extension animal husbandman at the University of Florida, gave some farewell comments at a testimonial dinner given him in Gainesville on the eve of his retirement.

Third row, right, Hillsborough and Pasco County cattlemen teamed up recently to cook steaks for participants in the joint feeder/stocker calf sale held by the two associations at the Interstate Livestock Market, Seffner.

Bottom, left, Youngest Florida CowBelle is Shareen Lynn Childs, 11, daughter of Mr. and Mrs. Tom Childs of Lake Placid. The young lady is a county, state and national CowBelle member. She is shown here with her grand champion steer “Cracker” at the 1979 Highlands County Fair.

Bottom, right, Featured speaker at the annual Lake County Farm-City Week luncheon held last November, Congressman Phil Crane praised American farmers for their personal initiative in producing more food than any other country in the world. Program chairman was Stan Bainter, state director.
LIVESTOCK OUTLOOK

Considerable confusion is to be expected about the current livestock market. On one hand the last cattle on feed report indicated numbers were down 14 percent from last year and, furthermore, fewer cattle have been marketed in the past few months. But, despite the sharply reduced supply, consumer demand has also been down, primarily because of uncertainty over inflation, record high pork consumption and stiff competition from poultry. The net result is that both fed and feeder cattle prices have remained about constant over the past several months.

Projecting into the future, it appears that the net result of supply and demand interplay will lead to somewhat higher cattle prices next year. But, the likelihood is low of fed cattle sustaining $75 in the first half of 1980. Consequently, prices for 400-500 lb. Medium #1 feeders probably will not reach much above $110 even though 600-700 lb. weight steers should demonstrate some strength through the spring with a $79-94 average in April and May. There will be fine hedging and contracting opportunities developing, and this is one year when they may prove very useful.

Fed cattle prices are expected to be $69-74 in December, with a $74-77 average in April-June.

Feeder cattle prices in November remained about the same as in October. Medium number 1’s, 400-500 lb. in Florida are expected to average about $90-110 the first quarter and $92-112 the second quarter. Look for price fluctuations.

PRICE RANGES-ACTUAL AND PROJECTED

<table>
<thead>
<tr>
<th>Year and Month</th>
<th>Omaha 900-1100 pound</th>
<th>Florida 400-500 lb. Feeder Steers</th>
<th>Florida 600-700 lb. Feeder Steers</th>
<th>Utility Slaughter Cows</th>
<th>Dollars per cwt.</th>
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<tr>
<td>1979</td>
<td></td>
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<tr>
<td>July</td>
<td>66-69</td>
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<td>47-56</td>
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<tr>
<td>Aug.</td>
<td>61-63</td>
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<td>46-56</td>
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<td>Sept. 1</td>
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<td>83-98</td>
<td>76-88</td>
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<td>Oct.</td>
<td>65-66</td>
<td>77-93</td>
<td>70-85</td>
<td>65-75</td>
<td>46-55</td>
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<td>71-87</td>
<td>64-74</td>
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<td>Projected Dec.</td>
<td>69-74</td>
<td>83-100</td>
<td>76-90</td>
<td>72-82</td>
<td>67-77</td>
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<td>72-76</td>
<td>90-110</td>
<td>83-102</td>
<td>76-91</td>
<td>71-86</td>
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<td>74-77</td>
<td>92-112</td>
<td>85-104</td>
<td>79-94</td>
<td>74-89</td>
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1/Feeder grades changed as of September, 1979. SOURCE: Florida Cooperative Extension Service.

Average Prices Received, Effective Parity and Percent of Parity for Livestock, U.S., November 1978 and 1979

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<thead>
<tr>
<th>Item</th>
<th>Prices Received</th>
<th>Parity Prices</th>
<th>Av. Prices as % of Parity</th>
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<td>Beef Cattle</td>
<td>Dols. per Cwt.</td>
<td>Dols. per Cwt.</td>
<td>Percent</td>
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<td>Calves</td>
<td>51.90</td>
<td>64.20</td>
<td>63.90</td>
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<tr>
<td>Hogs</td>
<td>67.20</td>
<td>85.10</td>
<td>73.90</td>
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Average Prices Received per Cwt. for Cows through 14 Florida Auctions November 1978 and 1979

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<th>Grade</th>
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<th>Grade 1/</th>
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<th>1979</th>
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<tr>
<td>Choice</td>
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<td>74.62</td>
<td>Medium #1</td>
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<td>86.22</td>
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<tr>
<td>Good</td>
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<td>67.61</td>
<td>Large #1</td>
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<td>81.95</td>
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<tr>
<td>Standard</td>
<td>46.53</td>
<td>58.21</td>
<td>Medium #2</td>
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<td>79.85</td>
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<td>All Grades</td>
<td>60.35</td>
<td>71.31</td>
<td>Small #1</td>
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<td>73.93</td>
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<td></td>
<td></td>
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<td>Small #2</td>
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<td>70.42</td>
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<td>All Grades</td>
<td>65.52</td>
<td>81.29</td>
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PRICE RANGES-PROJECTED

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SOURCE: USDA-AMS

THE FLORIDA CATTLEMAN / JANUARY 1980 / 81
With retail beef prices likely to increase once again in 1980, cattlemen may find themselves facing a considerably angrier consumer than before, according to 

Supermarket Trends, a yearly report from the Food Marketing Institute.

The consumer's mood "has taken a sharp turn for the worse in the past year," the study concluded. For example, the percentage of consumers who thought things were going badly in the country was 63 percent in February 1979 compared to 44 percent in March 1978. Likewise, 35 percent said their standard of living compared to a year ago was worse.

What are consumers most concerned about? The cost of food topped the list back in February, with 58 percent indicating they were "worried a lot" about it. The cost of utilities was a close second (57 percent), followed by saving for the future (39 percent). Nearly all consumers (94 percent) felt that food prices would climb in the near future and 38 percent felt food prices would increase sharply.

For those who haven't guessed it already, consumer outrage over higher food costs focused on meat—particularly hamburger. Outrage over meat prices in general soared from 18 percent to 44 percent between March 1978 and February 1979. Hamburger led the list in February, with 47 percent of consumers indicating they thought it outrageous priced.

There were some encouraging signs among all this bleak data. A significant number of consumers (39 percent) didn't really feel anyone can be blamed for higher food prices. Those that did blame someone or something most often blamed (correctly, we feel) government (39 percent). Middlemen were blamed by 18 percent and almost no one blamed supermarkets (three percent) or farmers (two percent).

Nevertheless, the image of farmers has slipped considerably over the past four years. While consumers still view farmers more favorably than other businesses (banks, groceries, supermarkets, oil companies, etc.), almost one out of two (47 percent) in February 1979 felt farmers were striking a bad balance between profits and public responsibility. Only 33 percent felt this way in 1975.

Supermarket Trends in some ways bear out findings of a survey conducted by the Beef Industry Council of the Meat Board and the National Cattlemen's Association in early 1979. Consumers then were greatly concerned about rising food prices in general and rising beef prices in particular. But a substantial majority (72 percent) indicated that, if given a choice, they would prefer to have government let supply and demand operate freely, so that as beef prices went up, cattlemen would produce more beef.

1) From these surveys, cattlemen can project several conclusions about the beef price issue, including:

2) Rising beef prices will continue to be a major consumer concern. In fact, given the nation's over-all economic condition since February 1979 (when the Supermarket Trends survey was taken) consumers' attitude may well have worsened. Also, election-year pressure to "do something" about food prices may make market interference an attractive position for some politicians.

3) The beef industry appears to be on-target with its efforts to explain rising prices to consumers while at the same time providing them with information on how to cope with higher costs.

4) Efforts to inform consumers that the real villain is inflation and the policies that create it should be continued, especially since a significant number always recognize government's responsibility for higher prices.

5) Cattlemen should step-up efforts to inform consumers that profits are necessary if farmers and ranchers are to continue supplying the public with a steady supply of high-quality beef. This can help change consumers' opinion about profits and public responsibility.

Farm women survey announced

A nationwide survey and a study of farm women and their role in agriculture were announced recently by Secretary of Agriculture Bob Bergland. The survey and the study are parts of the U.S. Department of Agriculture's Farm Women's Project, established recently to look into the status of farm women in relation to USDA programs, the program management procedures and job structure.

"The intent of the survey is to provide a record of farm women's experience with USDA services and farm programs and their perceptions of the department," the secretary said. "It will also provide us with a knowledge of women's roles in making farm management decisions. This knowledge will help the department better serve the needs of farm women who can and do use USDA programs, and it will help identify opportunities where women can participate in USDA farm programs at management and advisory levels."

Join your local county Cattlemen's Association.
Wasdin, Barton win Charolais honors at Tallahassee

Complete results of the open Charolais show held at the North Florida Fair, Tallahassee, listed by class to the first three places, with the number of entries in each class shown in parentheses, follow:

Junior heifer calves (3)—WCR Miss Poll Paul A110 (grand champion), junior champion), Wasdin; Charolais Ranch, Tallahassee; Miss BCR Polled Challenger, Barton; Charolais Ranch, Abbeville, South Carolina; Miss BCR Polled Challenger, Barton.

Winter heifer calves (1)—Diamond CE Lady Gloria, Wasdin & Diamond CE Farm, Mooreville, North Carolina.

Senior heifer calves (1)—Miss DCE Leslie Polled (reserve junior champion), Wasdin & Diamond CE.

Summer yearling heifers (1)—Riverwood Belle 15, reserve senior champion, Kenwood Farms, Seagrove, North Carolina.

Senior yearling heifer (1)—RCC Royal Rackette 2506 (reserve grand champion, senior champion), Kenwood.

Two females (3)—Wasdin & Diamond CE, Kenwood; Barton.

Junior bull calves (2)—BCR Polled Challenger 45 P (reserve calf champion), Barton; WCR Mr. Poll Paul A311, Wasdin.

Winter calves (1)—BCR Modern Aristocrat 32 (reserve grand champion, calf champion), Barton;

Late summer yearling bulls (1)—WCR Poll Paul A281 (reserve junior champion), Wasdin;

Summer yearling bulls (1)—RCC Transformer (junior champion), Duncan Charolais Ranch, Ocala, & Barton;

Spring yearling bulls (1)—JL Polled Commander 723, Jimmy Lee; Charolais, North Carolina;

Junior yearling bulls (1)—JL Polled Commander 712, Lee;

Two year old bulls (1)—BCR FCT B47-19 (grand champion, senior champion), Barton;

Two bulls (3)—Barton; Wasdin; Lee.

Pair of calves (3)—Barton; Wasdin; Barton;

Junior get-of-sire (2)—Barton; Wasdin;

Get-of-sire (1)—Barton;

Group of five head (2)—Wasdin & Diamond CE; Barton;

Exports hit high in FY 1979

U.S. agricultural exports reached a record high of $32.0 billion during fiscal year 1979, Secretary of Agriculture Bob Bergland has announced.

He said that the export total for the fiscal year which ended September 30 was up $4,7 billion, or 17 percent, from fiscal year 1978 and record high for the tenth straight year. At the same time, he noted substantial gains in export volume for such key items as feed grains and soybeans and products.

Bergland also noted that the value of agricultural imports for the year rose by about $2.3 billion to $16.2 billion, which means that U.S. agricultural exports were $15.8 billion greater than imports.

"That represents a $15.8 billion positive contribution to this nation's total balance of trade, which is vital to the strength of the dollar," he said. "It's a record high, but this contribution by agricultural trade has exceeded $10 billion for the past six fiscal years."

Cattle and calves on feed November 1, 1979, for slaughter market in the seven states preparing monthly estimates totaled 8,02 million head, down 14 percent from a year ago and two percent less than November 1, 1977, according to USDA.
Bond scores $1156 on Simmental sale

Bond Simmental Ranch hosted their first annual Registered Bull and Female sale on December 1, 1979 at the ranch in Bronson, Georgia. The sale grossed $119,130 to strike an average of $1156 on 103 lots.

The sale averages broke down as follows: 12 head of fullblood bulls grossed $31,950 to average $2662; five purebred bulls brought $10,100 to average $2020; 32 seven-eights and three-quarter percentage bulls averaged $1089 with a gross of $34,875; 46 one-half blood cows brought $36,750 to average $799; and eight commercial cows bred to fullblood bulls brought $5450 to average $681.

The high selling bull was Extra 2A, a fullblood son of Extra IA, he sold to D. Jennings, Indian Valley, Virginia, for $6100. Second highest selling bull was Rio Vista 502J, a smooth polled purebred sold to Sam Witmore, Penny Farms, for $3400.

The high selling one-half blood cow went for $1450 to Don Cole of Top'O Texas Ranch, Denton, Texas.

The volume buyer of the day was John Hawkins, Monticello, who purchased 21 lots for $14,615. Second highest buyer was Jennings purchasing three lots for $10,750.

Buyers at the sale with number of head purchased, if more than one, shown in parentheses and the amount spent, follow:

- John Hawkins, Monticello (21) $14,615; D. Jennings, Indian Valley, Virginia (3) $10,750; Sam Whitmore, Penny Farms (3) $6950; Top'O Texas, Denton, Texas (5) $5800;
- Icachaway Plantation, Newton, Georgia $2500; Bob Boley, Kentucky $1300; Ty, Alabama (4) $350; Ingram Livestock, Illinois (2) $3425; Riverview, Columbia, Louisiana (4) $5025; G. T. Ranch, Lyons, Georgia (5) $4850;
- Bailey Brinnon, Monticello (3) $2775; B. Marvin, Bainbridge (2) $2775; H. H. Hall, Dewton, Georgia (5) $4900; Althingon Industries, Atlanta, Georgia (2) $2125; Lewis Flynn, Camilla, Georgia (3) $3075; Rose Farm, Dwellings, Pennsylvania (2) $1975; Walter Boney, Ryan, Georgia (3) $2625; Ed Haygen, Dixie, Georgia (4) $2820; W. W. Childs, Bonesville, Georgia (4) $3475;
- Banister Farms, Charlottesville, Virginia (5) $4310; Rio Vista, San Antonio, Texas (4) $3285; Engleside Farm, Cairo, Georgia (2) $1500; Triple C Ranch, Lapassas, Texas $2500; Sawville, Boston, Georgia $2000; Gene Davis, Senasna, Alabama $1900; Albert Bruce, Dixie, Georgia $1350;
- Charles Jones, Sylvester, Georgia (2) $1775; J. E. D. Farm, Newall, Georgia $775; Okeyl Farm, Geneve, Alabama $1200; Wayne Boyette, Adell, Georgia $1200; William Prescott, Russell, Alabama $975.

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The Florida CATTLEMAN

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KISSIMME, FLA. 32741

Energy survey to be taken

Report forms for a farm energy survey to provide current data on agricultural energy consumption and needs will be mailed to farmers and ranchers early in January by the Bureau of the Census, U.S. Department of Commerce.

The survey is a follow-on part of the 1978 Census of Agriculture conducted earlier this year. A sample of 30,000 farm operators were drawn from the nationwide census mail list for the survey.

Data on gasoline, diesel oil, electricity and other energy consumption by farmers will be collected. The survey is being conducted at the request of the U.S. Departments of Agriculture and Energy. Census Bureau officials say the information requested by the Departments of Energy and Agriculture will provide the basis for timely and adequate distribution of fuel to farmers. Data for 1979 derived from the survey will be published for use by farmer and business organizations, the Congress, and Federal and state agencies.

Survey questions also will be asked on energy conservation practices and expenditures; fuel sources; crop drying and curing facilities; farm building heating, air conditioning and water heating; acreage owned or leased; crops produced and sold; and sales of livestock, poultry and their products. The data will be published in early 1981, as part of Volume 5, Special Reports of the 1978 Census of Agriculture.

Response to the survey form is mandatory; however, officials stress that the same law requires that individual reports be kept confidential and that only statistical totals be released for publication.

Simmentals hold first Florida show

The first Simmental show was held at the North Florida Fair, Tallahassee, on October 31. Complete results of the event listed by class to the first three places, with the number of entries in each class shown in parentheses, follow:

- Spring heifer calves (1)—Bond’s Miss Tracy K. Bond Simmental Ranch, Boston, Georgia;
- Junior heifer calves (2)—Bond’s Miss Richgould (grand champion, junior champion), Bond; Oak Hills L27, Oak Hill Farms, Leesburg, Georgia;
- Winter heifer calves (1)—Oak Hills K345 (reserve grand champion, reserve junior champion), Oak Hill;
- Late summer yearling heifers (1)—Miss Rio Vista 216K (reserve senior champion), Bond;
- Senior heifers (2)—Miss Chateau Law (senior champion), Bond;
- Spring bull calves (1)—Bond’s Halligan Challenger (grand champion, calf champion), Bond.

Bert Tucker heads Brevard group

Bert Tucker, Kenansville, was elected president of the Brevard County Cattlemen’s Association for the new year.

Named as vice president was Harold Platt of Palm Bay; Secretary is Clark Nall, Melbourne, and Louis Smith, Cocoa, was elected treasurer.

State director is Andy Tucker of Rockledge.

Local directors are Harvey Dahl, Melbourne; Carlyle Platt, Melbourne; Billy Kempfer, Melbourne; Reed Kemper, Melbourne; Gilbert A. Tucker, Cocoa; David Willis, Cocoa, and Andy Tucker.

Commercial red meat output in Florida for October 1979 was 22.9 million pounds, down seven percent from October 1978, says USDA.
Born Alive!

Simmental Calving Ease Progress Report:

We know your concern about calving ease — it's a problem shared by every breed. Simmental is doing something about it.

The annual National Simmental Sire Summary identifies a number of Simmental bulls that excel in calving ease. These "easy-calvers" are available to producers who use A.I. For those wanting natural service, ASA performance certificates help you select light-birthweight bulls — to improve calving ease.

The Sire Summary, reporting calving results from thousands of commercial operators, proves that mature cows of all breeds deliver Simmental-sired calves with normal ease. Increasing your weaning weights from the use of Simmental sires requires planning — use them on mature cows.

The payoff makes your effort worthwhile: Research shows that cows bred to Simmental bulls return more net dollars than the same cows bred to any other breed of bulls.

Many Simmental breeders select for light birth weights to improve calving ease.

AMERICAN SIMMENTAL ASSOCIATION
1 Simmental Way
Bozeman, MT 59715
406-587-4531
Hedging strategies—used and abused

by PETER J. STUBBEN & JAMES R. SIMPSON

EDITOR’S NOTE—Peter J. Stubben is a member of the Agricultural Marketing Department of the Chicago Mercantile Exchange and James R. Simpson is associate professor and extension livestock marketing economist, University of Florida, Gainesville.

CHICAGO Mercantile Exchange (CME) feeder cattle futures traded between $90 per hundredweight and $75 per hundredweight during 1979 while the slaughter steer contract fluctuated between $80 and $65 per hundredweight. These price ranges, reflecting the volatile livestock markets, offered good opportunities for those willing to follow and use futures to hedge. But, they could also have generated losses for the hedger who had not done his or her homework. Before hedging, certain steps should be taken.

First, good records must be kept to provide accurate information on cost of production.

Second, remember the basis. You must tailor the standardized futures contract traded on a regulated commodity exchange to your operation. We discussed basis in a June article in The Florida Cattleman.

Third, take outlook information into careful consideration before using futures.

Fourth, develop a strategy for hedging. Just as you plan a row-crop or forage rotation, plan your marketing program. Write it down and periodically check it. Prepare a program that takes into consideration steady, strong and weak markets. Stick to your plan. If it made sense to begin with, and nothing has substantially changed, carry on with it. Don’t let daily emotions subvert a sound marketing program.

Many hedging strategies or plans have been developed. In this article we discuss six of the most popular approaches.

True 100 percent hedge—This strategy calls for hedging all of the livestock production all the time. The cow-calf operator hedges the calves as soon as they are marketed. The feedlot operators hedge all newly purchased feeders on fat cattle contracts. The difficulty is that while this type of program substantially reduces market risk, most studies show that the “naive” or true hedge makes less money for the operator than not hedging. In essence, the operator pays heavily for price insurance, just as insurance premiums are paid for protection on barns, house and equipment.

Selective hedge—Those using futures as a tool are probably most interested in this type hedge. A selective hedge calls for hedging only when futures offer a reasonable sale or purchase price. If a hedge is placed, it is held until the cattle are sold (short hedge).

The selective hedge strategy calls for constant surveillance of futures and the willingness to wait until a satisfactory futures price is reached. When the futures offer that targeted price, the hedge is placed. Once placed, it is held regardless of market direction. The hedger recognizes the need to meet any margin calls that arise. Selective hedging presents the commercial user of futures tremendous flexibility as it allows the opportunity to price calves, yearlings or slaughter cattle (depending on the type of operation) any time during the growing or feeding period. In effect, the operator has set a price months in advance rather than waiting for sale day. By having one less variable to worry about (price on sale day) the cow man is freer to concentrate on the growing or feeding program.

Selective hedging does not imply that a person’s livestock will always be hedged. Some years, livestock may not be hedged. Again, only when the futures offer a satisfactory price, are they used in the business or operation.

Most hedgers do not commit all their product at one price. In a rising market, they “scale up,” that is, they begin by hedging part of their cattle at one price, and continue to hedge more cattle if the prices rise or there is expectation of a downturn in price. However, the hedges are all lifted simultaneously when the cattle are sold. Fundamental and technical analysis can be combined with your cost picture, basis and outlook in determining when to begin and how much to hedge.

Set then lift hedge—This strategy calls for placing a hedge sometime during the growing or feeding cycle, but lifting it if the futures move against the hedge position. In our first two strategies, once the hedge is placed, it is not lifted until sale day.

A backgrounder might sell the futures at a certain price (in other words take the initial position on the futures market) but then instruct the broker to automatically pull and lift the hedge (a stop) if the market goes, for instance, five dollars per hundredweight higher. The broker following the futures will start offsetting hedge positions (buying back the contracts) when the markets reach that designated lifting price.

Remember, once a hedge is lifted, you no longer have price protection. You are out of the futures (probably with a loss on your futures positions) and you are speculating on what you will finally get for your product. This strategy is not highly recommended.

Floating hedge—Let’s take the above strategy one step further. This strategy calls for placing and replacing hedges when necessary. It is sometimes called a moving or multiple hedge.

A hedge is placed and then lifted after certain market action. You are now carrying, as they say in the trade a “naked” position and your livestock are unprotected from the vagaries of the cash market. You then instruct the broker to continue following futures to reset the hedge if the market reverses direction. Let’s take an example, one that is presented in the graph.

Suppose you feel that an $85 per hundredweight feeder futures price is a satisfactory price, but only wish to be hedged in what you expect to become a downtrending market. If, and when feeder cattle futures hit $85 per hundredweight (a graph), you instruct the broker to sell the appropriate number of contracts (each contract calls for about 70 head of mostly choice 600 pound feeders). After execution of the hedge, you instruct the broker to automatically lift the hedges (called buy stops) if feeder cattle futures hit say, $90 (2 on the chart) representing a $5.00 per hundredweight move higher.
A PROFITABLE MOTHER'S DAY STARTS NOW!

Four stresses can weaken your mother cows this winter. No-setback worming with TBZ now, can help eliminate two, help fight the others. Read how.

1. Worms. 2. Wormers that can set cattle back. 3. Cold. 4. Run-out pasture. The stress of all four can show up on Mother's Day, the day a cow drops her calf.

You can't turn off the cold or make grass grow.

But you can help eliminate the stress and drag of worms now... with TBZ. And you can eliminate the stress of other wormers that can set cattle back... by worming with TBZ. TBZ worms without stress, without tremors, without muzzle foam, without setbacks.

And when you get rid of the stress of worms, and wormers that are hard on cows, your herd can stay in better shape to fight cold and do better on poor pasture.

For a better Mother's Day, use TBZ, the no-stress, no-setback wormer. Available in bolus, paste, palatable pellets, ready-to-use suspension, and range cubes.

Are you overwintering heifers, young stock? Worm now to help keep stock in better shape to fight winter weight loss.

Available in easy-to-use paste with MEDIGUN® applicator, in bolus and suspension forms, and in pellets and range cubes.

TBZ: no stress, no setbacks.
Let's further suppose the feeder cattle futures do indeed move higher, and the hedges are lifted at $90. In the floating hedge strategy you would also begin selling feeder cattle futures again (called MIT Orders—Market if Touched) to protect yourself against the market reversing direction and falling. You might give an MIT order of $2.00 which means that the broker would begin selling more contracts (i.e. putting you in a hedged position) at $88 ($3 on the graph). In our example, the market now moves down and the cattlemens are protected. (See graph).

The theory behind the “floating hedge” strategy is that the short (sell) position, who is willing to take a certain price (e.g. $85 per hundredweight), prefers to be out of a rising (bull) market but in a falling (bear) market. However, a major drawback for many hedgers is that futures markets, over the length of a growing or feeding cycle, may reverse direction many times, thus involving the hedger in an excessive number of transactions. Each time the market is reentered another brokerage commission fee is charged.

Brokerage fees, negotiable between the consumer and broker, are assessed on a round-turn basis; that is, there is only one charge to get in and out of (both sell and buy) a futures contract. The relative cost to a hedger is negligible, only about 10 cents to 15 cents per hundredweight, but commissions can add up fast in a floating hedge strategy if the market reverses directions many times. This strategy is not highly recommended for first-time and novice hedgers.

Spread hedge—As just discussed, this technique is used after a hedge is placed and the market moves against the hedge. Rather than riding it out or lifting the hedge, a new, but opposite position is placed in a similar, but different, contract. For example, a backgrounder, expecting to sell feeders in the spring and carrying a short hedge in the March feeder cattle futures, would instruct his broker to long (buy) April feeder cattle futures if the market were to move against his short hedge in the March futures.

The theory behind the spread hedge is that the hedge (short—March position) is left intact while the loss incurred on the hedge is offset by the profit made on the other leg of the spread (long—April position). Keep in mind that the spread position (April futures) does not necessarily provide a profit to offset the loss in the hedge month. Also, this strategy generates another commission charge. Although spreading may be a good tool for the speculator, it may not necessarily be worthwhile for the hedger.

Lifting hedges early—A very good rule of thumb is to not lift hedges early. Once a hedge is lifted early, the original reason for hedging, price protection, is negated. It is best to carry the hedge until you sell the livestock, then lift the futures positions. The key is preparation of a hedging program with your lender and having their commitment to finance the hedge. Just as you are protected through this hedge, your lender is protected as well.

A lender who understands hedging, will be more than willing to finance a sound hedge and meet any resulting margin calls.

There is an exception to the rule just given that bears some explanation. When profits have resulted from hedged positions in the futures, you might consider taking the profits out of the futures, even though the livestock are not ready for sale. Two reasons may be seen for lifting hedges early: (1) you may be reviewing before taking profits by lifting your hedges early; one—how much longer till the livestock are to be sold two—how much have you profited and how much further could the market go. Let's explore this further.

The less time till sale day, the more willing you should be to take profits out of the futures. However, more importantly, you must objectively analyze market risk from that day until sale day. A feeder cattle hedger, for instance, who hedged in $89.50 per hundredweight four months ago—with futures trading today at $82.00 per hundredweight and not selling feeders for another 30 days—has an important decision to make. Should the hedges be lifted now thus yielding a $7.50 per hundredweight profit out of the futures, or should the futures be stuck with it until the livestock are sold? An early exit should only be executed if one feels the market could drop no more than another $7.50 per hundredweight (to $74.50 per hundredweight) but that there is a stronger chance that the market will rise. If our feeder cattle hedger felt, at this point in time, the next month's market (when he anticipates selling yearlings) could range from $70 to $90, he should not lift his hedges. However, had he anticipated next month's market to range $80 to $90, he might consider lifting the hedges now.

Always remember that when your hedges are lifted, you no longer have price protection. If you do take a profit out of the futures, using the above example's $7.50 per hundredweight, a good mental accounting procedure is to consider the gain as a reduction in cost of production. Had our cowman had costs of production at $70, in this case he would have used futures to reduce his costs to $62.50 per hundredweight. We have only attempted to give a cursory review of hedging strategies. Hedging is not for everyone—but it may be for you. Consider hedging a potential tool to help you aggressively market your production.

Corn harvest in Florida at an estimated 20.4 million bushels was nearly six percent above last year and about doubled the drought-damaged crop of 1977. USDA says U.S. farm exports seen totaling a record $38 billion during fiscal 1980.
Bar G Bar sells
Romano Red bull
for $21,000

Greene's Bar G Limousin Influence Bull Sale was held December 7, 1979 at the ranch in Madison, Florida. The sale, which featured Limousin, Romano Red and Brahmostin bulls, grossed $70,400 on 46 lots to average $1,530.

Jim Pace, retired Agriculture Extension Specialist, Gainesville, gave a brief talk on his experiences with Romano Red Cattle in the Dominican Republic. He pointed out that the major advantage of this Zebu-type breed was their high fertility and that they would work well in a crossbreeding program.

The first Romano Red bull sold at a public auction was offered by the Greene's in this sale and sold to CMC Corporation, Monroe, Georgia, for $21,000. The second highest selling bull went to Wayne Boyd, Waynesville, North Carolina, for $4100 and was half Romano Red, half Limousin.

Volume buyer in the sale was CMC with the purchase of the bull for $21,000; Second highest buyer was Talloway Farms, Tallahassee, who spent $7000 for five heads.

The sale was managed and auctioneered by Scott Wilson, Macon, Georgia.

Buyers at the sale with the number of head purchased, if more than one, shown in parentheses, and the monies spent, follow:

| CMC Corporation, Monroe, Georgia | $21,000 |
| Talloway Farms, Tallahassee | $7000 |
| Volume buyer in the sale was CMC | $21,000; Second highest buyer was Talloway Farms, Tallahassee, who spent $7000 for five head. |

Livestock producers get feed aid

USDA provided $63,576,085 during fiscal year 1979 under the emergency feed program to help U.S. livestock producers buy 3.3 billion pounds of feed (59 million bushels, corn equivalent). Ray Fitzgerald, administrator of the Agricultural Stabilization and Conservation Service, said that USDA has approved 49,441 (83 percent) of the 59,706 applications received from October 1, 1978 through September 30, 1979.

Under the emergency feed program, the secretary of agriculture may authorize financial aid to farmers when their livestock is threatened by conditions brought on by a natural disaster. Participants may be reimbursed up to 50 percent of the cost for feed purchased during the emergency period. This, however, may not exceed two cents per pound in terms of feed grain equivalent.

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It has been proven time and time again that a regular advertising program will help your personal sales efforts. And, whether you are selling purebred livestock or other products related to the livestock industry, the best way to reach all of Florida's industry is in The Florida Cattleman. Let us help.

**TOPW Limousin average $1400 on 58 lots**

The Top O'The Hill Farms eighth annual Limousin Production Sale, held on December 3, at Quitman, Georgia, saw 58 lots gross $81,250 to average $1400 each.

A breakdown of the averages showed two purebred bulls averaged $3300; one full blood cow/calf pair sold for $5100; 16 bred 7/8 females averaged $1364; 12 open American purebred females averaged $1027; eight 3/4 cows with calves averaged $1484; 17 bred 3/4 cows averaged $1219; and two percentage bulls averaged $1400.

Top selling lot was the full blood cow/calf pair, a consignment from Price Limousin Ranch, Reading, Kansas. Bingham Limousin, Justin, Texas, purchased the pair for $5100.

Super Chief 2 PA LR, a March, 1976, purebred Limousin bull, was second top selling lot at $4600. Fordam Farms, Norman Park, Georgia, was the purchaser.


Other Florida buyers at the event included Osborne Cattle Company, Davie; Bar G Bar Ranch, Vero Beach; J. W. Brown, Lake Butler; L. B. King, Cross City; and Tom Harp, Monticello.

Top volume buyer at the event was Lee Jones, Reidsville, Georgia, with purchases totaling $15,400 for 14 lots. Fordam Farms was also a volume buyer, spending $11,750 for six lots.

Top O'The Hill Farm is owned by William B. Worthington and managed by Rhodes Frost. C. K. (Sonny) Booth, Miami, Oklahoma, was auctioneer.

**Blocker heads Lake cattlemen**

Mike Blocker, Eustis, was elected president of the Lake County Cattlemen's Association for the new year.

Serving as vice president will be Henry Roberts, Eustis. Secretary is Jack Haddox, Tavares, and treasurer is Charles O. Kuharske, Groveland.

State director is Stanley E. Bainter, Eustis. Directors serving at the local level are Donald Bronson, Clermont; Dale Boyett, Clermont; John Ed Odom, Groveland; Henry Tanner, Eustis; Glenn Burhans, Umatilla; Fred Garner, Groveland; Chris Blanton, Tavares; Mrs. Ruth Ray, Groveland; J. B. Sloan, Groveland, and Don Mann, Eustis.

USDA says net farm income was expected to reach about $30 billion in 1979, up from $27.9 billion the previous year.
REASONS TO SELECT YOUR BULLS FROM Hidden Valley Ranch

REGISTERED RED ANGUS

* Acclimated to Florida Climate - Bulls calved and developed in the Florida sun.
* Receive the ADVANTAGES of YEARS of performance testing
* Your calves will be natural polled.
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* Completed weaning and yearling weight with average daily gains.
HIGHER WEANING CALVES
* Sale Bulls selected from one of the largest and most Productive Cow Herds in Florida.


Bulls are fully acclimated, Brucellosis tested, and fully guaranteed.

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BROOKSVILLE, FLORIDA 33512
904/796-5868 - Jack Sweger
904/796-5296 - Terry Martin
**Red Angus PT bull sale set by Hidden Valley**

Jack and Gloria Sweger, owners of Hidden Valley Ranch, Brooksville, have announced their first performance tested bull sale will be held at the ranch, Saturday, March 1, beginning at 1:00 p.m.

From a registered Red Angus herd, the bulls are acclimated to Florida with all bulls having been calved in Florida. The ranch has been under performance testing for a number of years, the owners said.

The majority of the bulls have been sired by Red Cavalier, one of the noted sires of the breed.

A total of 50 performance tested bulls will be offered, all brucellosis tested and fully guaranteed.

Sale manager and auctioneer is Gayle Ingram of Quitman, Texas.

**Florida exhibitor wins at Dixie Classic**

Angus breeders from North Carolina, South Carolina, Florida, and Virginia shared championship honors at the Dixie Classic Fair Angus Show on October 5. Held in Winston-Salem, North Carolina, the show was judged by Dr. A. L. Eller Jr., Virginia Polytechnic Institute and State University, Blacksburg, Virginia.

White Hall Black Marshall, senior champion, moved to the grand champion bull spot. He was an entry of Elmer Heubeck, Quail Roost Farm, Ocala.

The reserve senior champion received reserve grand champion bull honors. He was Expectation K6, shown by Ernest W. Stepp, Abingdon, Virginia.

**Record set by Red Polls**

The American Red Poll Association held their 36th National Sale in Montgomery, Alabama, and the sale grossed $69,200 on 72 lots to average $961.11. Top bull and sale top was a performance tested yearling consigned by Tomlinson Brothers, Washburn, Illinois, and purchased by Dale Chlouder & Arthur Sweet and family, Stillwater, Oklahoma for $3800.

Cattle sold to 33 different buyers from Alabama, Arkansas, Florida, Georgia, Illinois, Indiana, Kentucky, Louisiana, Mississippi, Ohio, Virginia and Wisconsin.

The value of hide and offal from the average 1000 pound slaughter steer for the week ending December 7, 1979, was estimated at $7.30 per 100 pound live-weight, compared with $6.92 a year ago.
From a Pioneer Ranch we offer our best

MOTA HUISACHE 171 2533

Our choice from the 1979 King Ranch Foundation Sale to help continue the genetic improvement at Little Everglades Ranch.

We feel that your choice of any individual from our offering to the 17th annual Florida Santa Gertrudis Association Sale at Ocala, January 12, will enhance your herd and advance you down the road to genetic improvement. Our offering follows:

JOVAN 72/8
A son of King Ranch Poll with Larkin, Northway and Palmer blood on the dam’s side.

MANSO 75/8
Also a son of King Ranch Poll and a son of Miss Everglades. Weaning wt. 712 lbs.

ESPADA 69/8

LADY 55/8
She’s just what her name implies. The daughter of King Ranch Poll, with Larkin and Nine Bar blood on her dam’s side. Weaning wt. 510 lbs. Sells bred to a grandson of University of Ga. 701.

EVERGLADES QUEEN 03/8
Another daughter of King Ranch Poll, with Larkin/Pancoast on the dam’s side. Weaning wt. 496 lbs. She sells bred to University of Ga. 701.

---

LITTLE EVERGLADES RANCH

First established Santa Gertrudis Herd in Florida

Charter Member 5GBI
Mrs. W. M. Larkin, Owner
L. Robun (Ray) Battle, Manager
Herd 61

Charter Member FSGA
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Santa Gertrudis Crossbreds
No feedlot in her future. She's been selected as a replacement heifer for a top Gulf Coast commercial herd, whose manager values the exceptional maternal characteristics — fertility, calving ease, milking ability, protectiveness, longevity — of the Santa Gertrudis breed.

Santa Gertrudis crossbreds. They're the keeping kind.

Santa Gertrudis An American Original.

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Santa Gertrudis cross replacement heifer
Something for You
FROM STAGE COACH RANCH
A quality offering of two bulls and two females in the 1980 Florida Santa Gertrudis Sale, January 12, Ocala, Florida

Bull 14/7 (Polled)
Born 12/27/76, a grandson of Stuffed Shirt, Jr. 21/0.

Bull 19/7
Born 1/5/77, this is a grandson of El Capitan 2, out of top Stage Coach cow.

Female 8/7

Female 4/7
Calved 1/6/77. Another 9-Bar 7110 granddaughter. Bred to 9 Bar Tarzan #4.

Quality Santa Gertrudis Bulls and Females for sale at the ranch.

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Selling Approximately 100 HEAD

Featuring Herd Sires & Breeding-Age Bulls, Good Young Brood Cows, Pens of Young Heifers

All Classified S

Southeastern Livestock Pavilion

Ocala, Florida

January 12, 1980
1 PM

Dinner - Dance at the Ramada Inn Convention Center on I-75 at Ocala, January 11

Auctioneer: Gerald Bowie

FLORIDA SANTA GERTRUDIS ASSOCIATION

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E. C. WETHERINGTON
Route 1, Box 1320
Anthony, Florida 32617
(904) 236-4408

K. D. EATMON, Secretary
2922 N. State Road 7, Office 112
Pompano Beach, Florida 33060
(305) 942-6728
Burrell named president of FSGA
Troy Burrell, Morriston, was elected president of the Florida Santa Gertrudis Association at the breed group's annual meeting and winter field day December 15. The event was held at Shelton Land & Cattle Company, South Bay.

Also elected were Hansel Ross, Branford, vice president, and K. D. Eatmon, Pompano Beach, secretary-treasurer.

Serving as directors will be Fred Dietrich, III, Orlando, immediate past president; Richard Snyder, Summerfield; Bruce Blount, Lake Placid; D. L. Thomas, Lake City; Phil Rust, Jr., Thomasville, Georgia; Carl Stephens, Dunellen; Arthur Lynn, Callahan; Ed Partin, St. Cloud; Julia Pittman, Dade City; E. C. Wetherington, Anthony; Garry Lamb, Deland; and Hank Baggett, Floral City.

Charles Gray, DeBary, was named an ex officio member of the board. Gray is a past president of FSGA and a board member and is currently serving as vice president of SGBI.

Committee reports were presented to the membership and sale report is noted in the accompanying box.

Gray presented some proposed changes being contemplated by the SGBI board following recommendations made by a task force appointed from within the membership and an outside management firm.

The report to the board by the task force included several points including (1) the need for a more democratic and better distributed means of electing the board, (2) the future role of classification, and (3) the location of the central place of business of the association.

At further meetings of the board, Gray said it was proposed to expand the board of directors to 25 members. The board will be comprised of 17 regionally elected directors and eight at large directors. The regional directors will be elected by areas divided to include a minimum of not less than five percent of the membership. The regional directors and their election will be based on numbers of members and not on numbers of cattle. There would be a percentage allocation in some areas where it would be necessary to stay in a balanced mode.

Gray said the at large directors will come from the board. The board will nominate two more candidates and the general membership will know who the at large candidates are before selecting their choice for regional directors. After the board is elected, it convenes and elects the officers from within the board which will put control of the association in the hands of the membership.

Voluntary classification will be proposed, Gray said. He pointed out if a breeder's needs do not include classification he is not forced to classify in order to register his cattle. Gray stressed the primary mission of SGBI is to provide those services that the members want and are willing to support with fees.

Gray said the general feeling is that the headquarters of SGBI should remain in Kingsville, Texas. A youth judging contest was held during the meeting with first place and $100 contributed by Shelton Land & Cattle Company going to Al Loret de Mola, South Bay. Following a steak lunch provided by the host ranch, G. L. Morrow, D.V.M., with the Shelton headquarters in Kerrville, Texas, presented a clinic on breeding soundness.

The host ranch was represented by Gene Jones, manager of the Shelton Florida ranch.

Chaparrosa scores $2680 average
One of the most successful sales in the history of the Santa Gertrudis breed took place at Chaparrosa Ranch near La Pryor, Texas, November 12 when 199 head of purebred cattle sold for $533,419 to average $2,680.

The offering was made up of 100 bulls that brought $347,200 to average $3,472 and 99 young females that sold for $186,249 to average $1881. In addition, 98 commercial crossbred heifers bred to Santa Gertrudis bulls were sold for $87,318 to average $891. Six registered Quarter Horses sold for $16,100 for an average of $2,683.

The gross proceeds of the sale came to $634,450 with an overall average of $2094 on the 303 animals sold.

The event was Chaparrosa's 5th Annual "Cowman's Choice" Sale. The ranch is owned by Belton K. Johnson of San Antonio, Texas.

FSGA sale set
The sale committee of the Florida Santa Gertrudis Association reports the 1980 Production Sale set for January 12 has a consignment of 38 bulls, 45 bred females and seven bred cows with calves at side along with penlots of young heifers.

Total numbers consigned from association members is 101 including the seven calves, said E. C. Wetherington, Anthony, sales committee chairman.

Wetherington said an excellent sale was anticipated with the top quality consignments bearing some of the best bloodlines of the breed.

The sale event will be preceded by the annual dinner-dance at the Ramada Inn, Ocala, with a social hour beginning at 6:30 p.m., and dinner at 8:00.
**FCA directors**
(Continued from page 22)

Albendazole, might soon be made available to Florida producers, although there are some restrictions on its use (see resolution).

I—Liver Fluke Preventative

WHEREAS there is no approved animal health product now available for the control of liver flukes, and

WHEREAS albendazole will possibly be available in March 1980 but with the following restrictions:

a. By veterinary prescription only;

b. Six month withdrawal period;

c. Maintenance of extensive records on herds and individual animals;

WHEREAS these restrictions cause economic and inconvenient hardships on cattlemen which will cause the product to be impractical for use, THEREFORE BE IT RESOLVED that the Food and Drug Administration take action forthwith to relax these restrictions and make albendazole available to the producer level at the earliest practicable date.

II—Intrastate

WHEREAS it has been learned there is a tentative legislative issue under consideration by Congress concerning greatly expanded authority within the United States Department of Agriculture regarding the movement of animals and their by-products in intrastate commerce, THEREFORE BE IT RESOLVED that the Florida Cattlemen's Association in assembly on December 13, 1980, at Fort Pierce, Florida, makes a matter of record of its strenuous opposition to any such proposed legislation.

III—Thanks St. Lucie County

WHEREAS the members of the St. Lucie County Cattlemen's Association and the members of the St. Lucie County Cattle Belles Association have done a superb job in hosting this winter quarterly meeting of the Florida Cattlemen's Association Board of Directors, THEREFORE BE IT RESOLVED that the Association expresses its sincere appreciation to them and all others assisting in this fine meeting.

**King Ranch has top sale**

Three thousand buyers from around the world attended the 28th Annual King Ranch Foundation Sale of Santa Gertrudis cattle and Old Sorrel Quarter Horses at the King Ranch, Kingsville, Texas, recently. The sale was dedicated to the memory of Richard M. Kleberg, Jr., past chairman of the board of King Ranch.

Sixty buyers spent a total of $537,500 at the sale for 25 bulls, 45 heifers, 10 stallions and 19 mares. The average price per purebred Santa Gertrudis bull was $5190. The high selling bull went for $13,000 to the Nine Bar Ranches, Cypress, Texas, and the top selling heifer for $7000 to Blackwater Farms, Jasper, Alabama.

Earl Abel, rails, Texas, was the top horse buyer with his purchase of San Peppy Sam, a yearling stallion for $17,000. G.L.S. Farms, West Chicago, Illinois, purchased Peppy's Vibora, a yearling filly for $16,500. Average price per stallion was $7710 and the average mare price was $10,757.

**Beefmaster sales show top average**

At the October annual meeting of Beefmaster Breeders Universal, the executive sales committee reported 27 sales since January 1, 1979, brought a gross of $8,112,385 for an average of $2873 on 2823 lots; 20 BBU approved sales averaged $3419 and seven unapproved sales averaged $1508.
Offering 2 sons of the famous Senor Pico No. 8/065

From SENOR PICO 8/065 the 2 times National Grand Champion and 9 times Grand Champion, we present

Ringo Pico No. 85

and

Ringo Pico No. 89

at the Florida Santa Gertrudis Association Sale

January 12 • Ocala, Florida

Ringo Pico No. 89 is a big-boned, dark young bull with plenty of stretch. Calved 11-25-77. Selling with 35 straws of semen. He has loose scurrs and should produce some polled offspring.

Ringo Pico No. 85 is a wide-rumped, good-boned, deep-colored herd sire prospect. Calved 11-12-77 and selling with 34 straws of semen.

Our Sincere Thanks to...

Mr. & Mrs. Belton Kleberg Johnson, owners of Chaparrosa Ranch, La Pryor, Texas, and Les Brandes of the staff of Chaparrosa for making the semen available to Ringo Ranch. We deeply appreciate this favor from you fine people.

JAMES W. RINGO
P.O. Box 1047
Immokalee, Florida 33934
Phone: (813) 657-2332
Res. 657-2322

RANCHO RINGO
In 1980 the U.S. cattle industry will continue to see a more conservative Congress, but more progress must be made before we'll see a significant reduction in government control.

Despite uncertainty that will likely be created during this election year, inflation will certainly continue to be a problem. NCA will continue to work toward requiring a balanced federal budget—the most effective remedy for our inflation woes. The following issues are among those NCA and its affiliated associations will be watching in the near future:

Structure of Agriculture. The much talked-about series of 10 public meetings that Secretary of Agriculture Bob Bergland held around the country are now concluded. NCA and some affiliated state associations participated in the meetings with the common observation that, while the meetings were very well conducted, there were not many specific proposals for solutions other than further government involvement or subsidies. There was much talk about limiting size, subsidizing uneconomic small units, limiting competition and managing supplies.

NCA's position on structure strongly supports free entry and withdrawal from agriculture and the right to buy and sell land as seen fit by the private property owner. NCA's conclusion was that continuation of the free enterprise system with less, not more, government intervention is the road we should travel. The structure of agriculture—whatever that may be—will follow as we best serve the needs of our customers, the consuming public.

Transportation Deregulation. Transportation regulatory reform, as some prefer to call it, is now so high focus a political issue on Capitol Hill, within the Administration, at the state government level, among regulated and nonregulated transporters, with transportation service users (including farmers and ranchers), and in the view of the public in general. Increased interest has resulted from a number of factors, including the energy situation, the serious financial plight of the railroads, the lack of adequate transportation equipment capacity, disruptions in transportation service, continued rising transportation costs, nonuniformity of truck weights and lengths, and backlash from the proliferation of government regulation generally.

One aspect of this controversy of great interest to farmers and ranchers is the impact of transportation deregulation on small communities and rural areas.

The problem was the subject of two studies, one by the Department of Transportation and the other by the Senate Committee on Commerce, Science, and Transportation. Both studies reached essentially the same conclusions.

While it was found that the large common carriers in the current regulated environment are able to avoid serving small towns, it was shown that these communities are being served by other types of interstate carriers under less federal regulation. Therefore, the predicted impact of total transportation deregulation on small communities is surprisingly undramatic.

NCA's Transportation Committee will be looking closely at the proposed legislative and regulatory remedies being proposed during the NCA convention in San Diego.

Futures Market Deliveries. During recent months, attention has once again been focused on the delivery of cattle on the futures market. The October live cattle contract, traded at the Chicago Mercantile Exchange, resulted in record deliveries occurring the first three days of delivery, with over 600 contracts (approximately 22,000 head) being delivered on October 3, 1979. More recently, an average of over 300 contracts per day for the first four days were delivered against the December live cattle contract.

The reasons for receiving deliveries for the two months were somewhat different, but the occurrence of these deliveries suggests that further study needs to be conducted and possible changes made in the contract rules. The NCA marketing subcommittee on cattle futures trading, which was initially established in June, 1979, has been closely following the recent developments in the trading of cattle contracts.

The subcommittee met late this summer in Chicago to review the surveillance systems used by both the Chicago Mercantile Exchange and the Commodity Futures Trading Commission. Later, following the October delivery, members of the subcommittee met again in Chicago to review the situation surrounding the October contract. Since that time they have had frequent contact with the CME and CFTC as situations for concern arose.

The subcommittee is exploring the feasibility of a number of possible rule changes which would affect the delivery situation. These include: (1) Establishing a live cattle contract every month; (2) taking delivery of cattle in carcass form only; and (3) that beef carcasses be ribbed a minimum of 10 minutes before grading.

The rules would also describe the condition under which the yield grade mark could be removed and clarify the circumstances under which a carcass could be refused for grading if the fat cover had been altered for purposes of deception.

NCA's product standards, labeling and inspection committee has analyzed the new proposals in detail and it appears they generally are in line with NCA recommendations.

New Predator Control Policy. Recently, Secretary of the Interior Cecil Andrus announced his decision to phase out federal programs involving killing and capture of predators and to increase the share of federal funds devoted to research into non-lethal techniques of control—even though livestock losses are on the increase.

The announcement was greeted with much opposition from livestock interests, including NCA, which said the decision would double the amount of livestock killed by predators and that the impact of predation on meat prices would increase to more than $600 million a year. In addition, they said that allowing coyote and other predator populations to overrun the countryside will create a serious human health hazard.

NCA's animal damage control subcommittee is putting together a special technical review team which will review the recently announced predator policy. The NCA team will work to achieve administrative or legislative changes in the new policy. Congress is expected to conduct oversight hearings on this matter in the near future.

USDA reports placement of cattle and calves on feed in the seven states during October were 2.39 million, down 14 percent from a year ago and 17 percent less than October 1977.

October milk production in the U.S. totaled 10.1 billion pounds, up three percent from October 1978, USDA reports.
PERFORMANCE

Who needs it?
You need it!

All cattlemen, no matter how large or small, must get some kind of performance from the herd. Without performance there would be no results. The kind and degree of performance and production within a herd is what counts.

The April, 1980, issue of The Florida Cattleman will be devoted to taking a practical look at herd production and performance, and how a commercial cattleman can use proven performance techniques to increase profits and herd quality.

If you have performance proven seed stock available, get your message to the commercial cattle industry of Florida through the April issue of The Florida Cattleman. You'll get the added impact of this special issue which will focus on performance.

Call one of our representatives to reserve space. We'll be happy to help with copy and layout. Deadline is March 5. In Florida call toll free: 800/432-9192. Out of state call: 305/846-2800.

April is Performance issue in

The Florida Cattleman
AND LIVESTOCK JOURNAL
NCA's third annual convention is at the threshold of a new decade—the 1980's. The cattle industry, along with other business and social structures, continues to undergo dramatic change. This year's convention focuses on what you will need to do in preparation for the changes that will affect your business. NCA's FORECAST/THE 80's will have experts on hand to predict what's ahead...what you as an individual can do to prepare and profit...what we can do as an association of progressive, professional cattlemen.

FORECAST/THE 80's may well be your starting point for tomorrow's success.

The leading suppliers of goods and services for the cattle industry will be at NCA's EXPANDING HORIZONS Trade Show. Don't miss this once-a-year opportunity to explore the ever-expanding array of new developments available to improve your cattle operation.

Combine convention activities with one of America's most unique cities—San Diego, where California began. Centered in San Diego's Mission Valley area, the NCA Annual Convention and Trade Show will be the meeting place for America's cattlemen. San Diego's almost perfect climate, casual lifestyle and many local attractions combine to ensure an enjoyable and productive convention week.

For further Convention or Exhibit information, write:

National Cattlemen's Association
Convention Department
P.O. Box 569
Denver, Colorado 80201

1980 farm financial conditions to level off

The financial condition of the nation's farmers has shown record improvement this year, but a leveling may occur next year, according to USDA.

In a summary of the Agricultural Finance Outlook, released by the Economics, Statistics and Cooperatives Service, USDA economists indicated that both farm income and asset values have increased during 1979, asset values by a record amount. Debt growth has been moderate, and the likelihood of farm loans being repaid on schedule continues high.

Net farm income for 1979 is expected to total $30 to $32 billion, some $2 to $4 billion above 1978. Cash receipts from sales of a record crop and near-record livestock production in 1979 are increasing by more than $16 billion, while production expenses will be up about $15 billion. Off-farm income in 1979 is estimated at $36 billion, $2 billion more than in 1978.

Another factor improving farm income has been the turn in the cattle cycle toward herd rebuilding. The resulting reduction in beef slaughter led to higher beef prices. The first half of 1979 was also favorable for hog and poultry producers, but output increased so much in the second half that prices declined sharply. Livestock prices, particularly for hogs and poultry, are expected to continue under pressure in 1980.

Farmland values rose 14 percent during the 12 months ending February 1, 1979. They are expected to rise some 16 percent this year, but much less in 1980.

The purchase of farm real estate in recent years has become appealing to more and more investors. Gains in farm real estate values have surpassed those of common stocks and of many other investments. However, even with greater interest from nonfarm investors, farm enlargement accounts for an increasing proportion of farmland purchases—about three-fifths of the total. These farm-operator buyers typically are able to handle the cash needs of the purchase, even during the difficult early years when net income from the property purchased is frequently less than carrying charges. Higher interest costs on loans are increasing the carrying charges.

Partly reflecting the sharp gains in land prices, owners of farmland have been reluctant to sell. Transfer rates declined in 1977-1978 and 1978-1979.

Appreciation in the value of farm real estate has been the principal component of the capital gains and of the improved equities of farm property owners. Capital gains over recent years have far outdistanced farm income in adding to the wealth of farmers.
Lowry named leader in cowboys race

Charles Lowry, Summerfield, Georgia, was named number one in the all-around rodeo cowboys standings in Florida at the end of 1979 with earnings of $4538.54.

In the saddle bronc competition, Rick Whorton, Springdale, Arkansas, was the leader with winnings of $2257.52. The leader of barebacks was George Mesimer, Mocksville, North Carolina, with earnings of $1955.32. Leader in bull riding was Roy Carter, Crockett, Texas, with $3128.39.

Steer wrestling leader was Howard Klingemann, Bonifay, with $1949.21 pocketed, while Lowry took the lead in calf roping with earnings of $2884.79.

Paula Fortner, Plant City, won the barrel race competition with winnings of $3098.38.

Winners in the various events listed to five places, with earnings listed, follow:

All-around—Charles Lowry, Summerfield, Georgia $4538.54; Dan McClellan, Ft. Meade $2950.58; Paul Tierney, Rapid City, South Dakota $2436.48; Harry Wil fog, Brinson, Georgia $2894.53;

Barebacks—George Mesimer, Mocksville, North Carolina $1955.32; Bob Logan, Cumby, Texas $1809.35; Chuck Koons, Rock Hill, South Carolina $1466.92; Curtis Molder, Keller, Texas $1423.41; Ellis Ballard, Sarasota $1611.54;

Saddle broncs—Rick Whorton, Springdale, Arkansas $2257.52; Clay Jowers, Kissimmee $2101.14; Charlie Atwell, Huntsville, North Carolina $2059.85; Gary Williams, Okeechobee $1656.95; Rick Carpenter, Jasper, Alabama $1925.56;

Bull riding—Roy Carter, Crockett, Texas $3128.39; Tony Taylor, Allison, Texas $2518.36; Roy Franklin, Dulliewah, Indiana $2168.06; Rick Pendleton, Riddle, Idaho $1979.17; Rich Belin, Mesquite, Texas $1572.66; Calf roping—Charles Lowry, Summerfield, Georgia $2848.79; Morgan Grainger, Hawthorne $2583.75; Don Smith, Kiowa, Oklahoma $2106.84; Cecil Broussard, Gonzales, Louisiana $1642.09; Dan McClellan, Ft. Meade $1385.64;

Steer wrestling—Howard Klingemann, Bonifay $1949.21; Charles Lowry, Summerfield, Georgia $1651.75; Ed Farmer, Cartersville, Georgia $1533.01; Clint Barger, Clovis, New Mexico $1582.84; Steve Chapman, Lafayette, Louisiana $1582.84; Dan McClellan, Ft. Meade $1385.64; Paula Fortner, Plant City $3098.38; Patsi Wolfe, Alma, Georgia $1354.51; Annie Beard, Morriston $1297.45; Lytre Brown, Fort Meade $1199.93; Judy O’Quinn, Ocala $1199.93.

Miami rodeo winners listed

Rodeo competition was held in Miami on October 31 and November 1 thru 3.

Standings to four places with time or mark shown in parentheses and monies won listed, follow:

Saddle broncs—Terry Chapman, Haskell, Texas (140) $209.06; Rick Carpenter, Jasper, Alabama (137) $156.80; Charlie Atwell, Huntsville, North Carolina (125) $104.05; Mike Chambers, Ft. Ogden (118) $52.27;

Barebacks—Jimmy Cleveland, Hollis, Oklahoma (73) $819.36; Sam Perkins, Chadron, Nebraska (69) $661.32; Harry Wil fog, Brinson, Georgia (67) $505.76; Sandy Kirby, Greenville, Texas (67) $305.76;

Bull riding—Terry Holland, Cathage, Texas (74) $1086.62; Roy Franklin, Dulliewah, Indiana (72) $184.97; Sandy Kirby, Greenville, Texas (71) $407.48; Randy Mager, Comanche, Texas (71) $407.48;

Calf roping—Chris Lybert, Coyote, California (18.3) $300.53; Cecil Broussard, Gonzales, Louisiana (19.0) $187.83; Charlie Lowry, Summerfield, Georgia (19.0) $187.83; Larry Bailey, Plant City (22.1) $75.13;

Steer wrestling—Dan Ackley, Kuna, Idaho (10.3) $354.46; Terry Hayes (14.7) $89.10; Dan McClellan, Ft. Meade (15.9) $92.73; Ron Conaster (31.5) $445.37;

Barrel race—Les Mason (24.6) $219.86; Jamie Hayes, Ockovel, Alabama (25.03) $164.80; Patsi Wolfe, Alma, Georgia (25.22) $109.93; Poppy Hughes, Ocala (25.31) $54.97.
Training horses and maintaining farm keep the Lombardis

by ETHEL HALES STANCI

A. J. and Doris Lombardi own and operate Vale's Stud Farm located at Millwood Road in northern Marion County. The Lombardis moved here from Bel Air, Maryland, in March of 1979. Marion County horse farms attracted them as well as the climate of the area. They sold the farm they owned in Maryland, also known as Vale's Stud, before moving here.

Vale's Stud property was formerly owned by Bob Tanner, who does publicity for Gulfstream and Hialeah race tracks. Since the farm was developed they moved in and went to work immediately. A. J. is an experienced trainer who is never happier than when working with horses. Doris handles most of the other details about the farm. You'll find her mowing pastures, caring for the brood mares and their babies and doing anything else that comes to hand.

"A farm is always a busy place and Vale's Stud is no different from the others!" says Doris. "No dull moments. We may be just going to bed when a call will report the horses out. That means getting them back in and fixing fence at once—not the next morning after sun-up!

Pastes are of Bahia and of mixed grasses. A. J. and Doris' son, Steven, is also a horse trainer, presently working in New Jersey. Steven has been exposed to horses all of his life, but when young suffered severely from asthma—was even allergic to the horses. Luckily he overgrew this—growing to 6 feet 2 inches in height and is able to "get with the horses" and stay on them. His daughter, Jennifer, seven, "a chip off the old block," likes to ride horseback, too, and swim. She spent the summer here with her grandparents, enjoying every minute of the vacation on the farm.

The Lombardis like the big family game room and studio on the ground floor of their home. Also the second floor windows, which allow a perfectly magnificent view of the farm, like a framed picture. The Camphor and Florida Holly trees about the place add a homey touch.

A. J. grew up in Newton, Massachusetts, while Doris spent her early years in Detroit. She used to spend the summer, however, on her grandparents' farm. They operated a dairy and she liked working with the animals.

Doris' parents, Mr. and Mrs. Arthur Smith live in St. Claire. A. J. and Doris met in Livermore, California, while both were in the U.S. Navy. Doris was a specialist in charge of athletics for all enlisted waves.

The Lombardis have added on a couple of sheds and paddocks for the horses at Vale's Stud Farm and expect to build more, and another stall barn.

The Lombardis belong to the Florida Breeders Association and Doris is also a young Filly. She likes to cook. Her spaghetti is considered extra-special by the family. She grows a few tomatoes and her flowers and was hoping to put out a few strawberries.


Some items and ideas

How many hours a day do you look at TV? The national average seems high, but if accurate some folks must look at it nearly all day! There are few hours within a week which I spend looking at it. When I do I make sure the program is worthy of my time—it is so precious!

Make up an "I want list" and when your husband, children, grandchildren or friends ask what you want for a birthday or Christmas or Mother's Day or Mother-in-law's Day, etc., tell them! This way you'll be sure to get something you like.

You can make up a spelling bee test that will trick your players at a party. At a shower use words suited to the occasion. At a baby shower you might use:

Pediatrician
Bassinet
Mattress
Nursery
Abdominal

If you let the players pick the right word they will find it harder than spelling the words outright. Seeing a right way and a wrong way to spell a word is confusing.

Save your adding machine spools. Wash and string them on a piece of elastic and present them to a baby as a gift. They would be loose enough to allow tiny fingers to slide them along.

Keep a spare dustpan and an old hairbrush and an extra litter bag in the car for a quick cleanup of the floors, mats, etc.

I have a first blooming cactus. Friends tell me they do this and that to have a first blooming cactus. Friends tell me they do this and that to have a first blooming cactus. Well I have brought it inside now to show off—I I I I do not want it to freeze. I have brought it inside now to show off. It is grown in the ground in California and is able to "get with the horses" and stay on them. His daughter, Jennifer, seven, "a chip off the old block," likes to ride horseback, too, and swim. She spent the summer here with her grandparents, enjoying every minute of the vacation on the farm.

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333-A PERUVIAN AVENUE, PALM BEACH, FLA. 33480
Avoid drug residues in dairy cows and calves for herd protection

by G. W. MEYERHOLZ, D.V.M.
Extension Veterinarian
College of Veterinary Medicine
University of Florida

Past studies have revealed that approximately two percent of dairy cows culled each year carry antibiotic residues as they go to slaughter. The incidence of drug residues in veal calves or older calves sent to slaughter is also high. Adulterated meat products containing drug residues are illegal for human or pet foods. And with the adoption of the new STOP or "Swab" test, USDA inspectors will be able to test about 10 times more samples than they have in the past thus making it extremely important to withhold treated animals for the proper time to prevent violations and economic losses to the dairyman and the dairy industry.

Dairymen utilize udder infusion products for mastitis, intrauterine treatments for metritis, oral medications for calf diseases, injectables for a variety of disease problems and many other products for different purposes. Any misuse or ignorance of use can result in residue problems. Users need to become more knowledgeable and careful concerning the various medications they administer. Not only can residue risks be reduced or avoided, but consideration of milk discard times and slaughter withdrawal periods before selection can result in use of products with shorter withholding times and an economic advantage to the dairyman in the marketing of meat animals or milk.

Over half of the current meat residue problems are caused by streptomycin. Neomycin is the second leading cause. Streptomycin will stay in the kidney for over 60-days, neomycin over 90-days. Combinations of penicillin and streptomycin are overused by dairymen. Streptomycin should be avoided whenever possible. Many other antibiotics are effective and have shorter withdrawal periods. For example, procaine and penicillin G has a slaughter withdrawal period of five days and streptomycin 30 days.

Dosage and formulation can also be factors. A recent study at the University of California reported to the California Milk Advisory Board illustrates this point. In the treatment of uterine disease by uterine infusion, crystalline penicillin at doses used in the experiment appeared in the milk within 20 minutes. It was present in the milk at low levels three to six hours after treatment in seven of 56 cows and was not detected 15 to 18 hours after treatment in any cows. Another form of penicillin, procaine penicillin, at a dose level of 1,600,000 I.U. was found in the milk of one of 50 cows three to six hours after treatment and not found in the milk at any time when 1,000,000 I.U. was used. This suggests that selection of the best formulation and dosage of penicillin can reduce the residue risk.

Another method of reducing the risk of residues is to decrease the total use of drugs. We should ask ourselves several questions before using drugs. Is treatment really necessary? Is the drug really effective against the disease problem or is something else better? If the recommended dosage is effective, why use twice as much? Why treat simultaneously with four drugs if one will do? Can we improve our herd health management and reduce excessive reliance on drugs?

Records of drug use are also important. Keep complete and accurate records on when and what dose was given to each animal by you, your employees or your veterinarian. Identify treated animals with tail or ankle tags or other sound methods of identification. Be sure that milk discard or slaughter withdrawal times are observed. In large dairies, it may be necessary to keep the medication cabinet locked with access limited to one person or one responsible person on a shift. This helps to ensure that each drug use is accounted for and any withholding period observed.

The number and variety of drug formulations available presents a real dilemma for dairymen to have accurate information for use. A Drug Use Guide: Dairy Cattle and Calves is available from the Bureau of Veterinary Medicine, 5600 Fishers Lane, Rockville, Maryland 20857. However, the best rule is to read the label carefully on the product and follow directions exactly. If you choose to buy your drugs from a non-veterinary source, it is still to the dairyman’s advantage to employ a practicing veterinarian to advise on selection of drugs, what they are to be used for.
and in diagnosing specific diseases in the herd. Also, the veterinarian can advise dairymen on the best alternatives in drug use related to residue risks.

If specific directions are not on the label, it is best to get written instructions from your veterinarian or other sources. It has been shown that people only remember about 50 percent of verbal instructions immediately after receiving them and only seven to 14 percent two weeks later. Also, if claims are made about use of drugs that is not on the label, asking for written instructions and a signed statement of claims will often clarify the situation and fix responsibility.

Millions of dollars are spent each year on drugs to improve or maintain the health of animals. Proper use is necessary to get maximum benefits and to avoid drug residues in meat and milk. There is a lot at stake including the dairymen’s investment and the continued availability of effective products for efficient milk and meat production.

Marketing cost on the rise

Rising costs for producing as well as processing and marketing food in 1980 are likely to keep upward pressure on retail food prices to consumers. At the same time such pressures will put many agricultural producers in a difficult cost/price squeeze, according to USDA. The “Agricultural Outlook,” to be released by USDA’s Economics, Statistics, and Cooperatives Service, points out that the rising costs will mean further increases in consumer food prices. Retail food prices in 1980 should rise seven to 11 percent. Most of the rises will be caused by increases of about 10 percent for labor and packaging and continued sharp increases for energy used in processing and marketing. Transportation costs also will be significantly higher.

Gross farm income should increase slightly from 1979 record levels. Continued strong demand—especially for exports—is expected to increase cash receipts from crops. Cash receipts for livestock and livestock products will be nearly unchanged, reflecting increases in the value of cattle and milk marketings and steady to lower receipts from hogs, broilers, and turkeys.

Hix sale strong

Valley Mills-Hix Mixer Beefmasters sixth production sale attracted buyers from 11 states and two foreign countries, with cattle going to forty-three (43) buyers. Gerald Bowie of West Point, Georgia, was the auctioneer.

The top 10 yearling bulls averaged $3150; top twenty yearling bulls averaged $2576.

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**Diagnostic Lab Notes**

by H. L. RUBIN, D.V.M., Florida Dept. of Agriculture & Cons. Serv.

Clostridial infections such as blackleg, malignant edema and lockjaw, are of major importance as the primary cause of disease in farm animals. Clostridial infections are caused by large rod-shaped bacteria that will grow only in the absence of free oxygen and have the ability to form spores. These spores, which are a resistant form of the bacteria, have the ability to withstand high temperatures and long periods of drying. Spores, by themselves, are not able to reproduce or produce disease. However, under proper conditions, the spore will revert to a vegetative or living form, reproduce and be capable of producing disease.

The Clostridia, on the basis of how they produce disease, have been divided into two groups. One group consists of those Clostridia that have little or no ability to invade and grow in living tissue. They do have the ability to produce powerful toxins or poisons in localized areas or outside the body. The resulting disease is almost wholly due to the absorption of these toxins. Tetanus (Lockjaw) and Botulism (Food Poisoning) are diseases caused by organisms of this group. The second group have the power to invade the body and multiply in the tissues. These Clostridia also produce toxins. However, these toxins are not as powerful. This second group is sometimes referred to as the gas gangrene group and causes such diseases as blackleg or malignant edema. Some organisms of this group enter the body through wounds. Others find their way into the animal's tissues through the digestive tract and produce rapidly developing, highly fatal infections without the existence of skin wounds. Clostridial organisms are found in the soil and in the intestinal tracts of many animals. Whether the organisms multiply in the soil, live in the soil in spore form and multiply within an animal's intestinal tract, is not known. However, it is known that Clostridial infections are derived from the soil.

Clostridial diseases are infectious, but are not contagious. The disease, if ever, is transmitted from animal to animal. Widespread outbreaks seldom occur, although, if conditions are favorable, it is possible for a large number of animals to become infected from the same source at the same time.

Let us examine in detail specific Clostridial infections that are of important...
tance to our livestock industry. First, we will discuss those which produce a potent toxin, but do not invade the tissues—Tetanus and Botulism.

The Tetanus organism is found in all soils. Infections occur as the result of wound contamination. The deep dirty wounds, such as a nail puncture in a horse’s hoof or a castration incision which may contain foreign material such as soil, are the most dangerous. In this deep, closed wound, the Tetanus organism grows and produces its toxin. The toxin reaches the central nervous system and produces the effect we recognize as the symptoms of lockjaw. The symptoms of tetanus are similar in all animals, consisting of chronic or tetanic spasms of the muscles. These spasms may begin in one part of the body, but spread and gradually the entire body will be affected. The facial muscles are most frequently affected, making it difficult for the animal to open its mouth, hence the name lockjaw.

In the horse, the ears are erect and the tail stiff. Walking, turning and backing are difficult and stiffness of the leg muscles will cause the animal to assume a “saw-horse” attitude. Swine often fall to the ground and will develop severe convulsions if startled.

In our next column, we will discuss the second group of Clostridial infections—those that have the power to invade the body.

Retesting necessary

Because cattle brucellosis has a variable incubation period, a single test may not detect the disease. Retesting is necessary. The disease causes abortion and reduced milk yield in cattle. Brucellosis is one of about 100 diseases that may be transmitted from animals to humans.

Support your local county Cow-Belles Association.
Agriculture doesn’t need restructuring

A series of public meetings have been held by the U.S. Department of Agriculture in various parts of the country in recent weeks. The meetings concerned plans that call for a possible restructuring of the nation’s farm units. Keep in mind that USDA consists of a number of agencies, all not fully oriented to basic agriculture.

The meetings were presumed to be open to the public for comments. But we learned that this was not so. It appears those in charge of the program chose to be selective in their choices of the types of persons they wanted input from. At least this was the case for one of the sessions which was held in the southeast.

It seems FCA President Harvey Dahl thought it would be a good idea to hear and go on record with a policy position. But wait! Upon inquiry, a USDA contact advised him that the program was already arranged and his comments could not be heard. It would appear some bureaucratic actions had everything pre-arranged.

President Dahl brought this issue before FCA’s board of directors on December 13 and the policy statement he had wanted entered in the record at the Huntsville, Alabama, meeting was adopted unanimously as the Association’s official posture in the matter of restructuring American agriculture. The statement follows:

“The American people have been the best fed in all the world for the past 200 years. This is attributed to the fact that the American farmer has been free to make the necessary decisions to achieve this.

The structure of farming in the United States is sound. For the past 50 years farm credit and the Farmers Home Administration has been able, with the commercial banks, to handle all the credit needs of agriculture.

The suppliers of machinery, fertilizer, etc., because of our free economy, have been able to provide for all the farmer’s needs.

The main function of the government in agriculture is in research and marketing.

If left alone, the economy will dictate the best size for a farm and the most efficient way of farming, and we will continue to have the best fed people.”

President Dahl also included a closing comment. He said, “Things have never been better (for agriculture), leave them alone.”

A sound position for FCA, and sound advice to those who would seek to change something that is not in need of change.

The 80’s will be a challenging period

People are looking toward the 1980’s with mixed feelings. Already there are predictions of a recession for business in general in the first quarter. But it does appear that cattle prices will remain in favor of the producers.

Jim Simpson, economist with the University of Florida, has said the good prices should last a little longer than originally thought with the next “bust” coming around 1986. That’s pretty good news at this point.

But it is certainly vital to the industry that more promotion, research and education be provided for the beef product. We foresee an onslaught of promotion from sources not favorable to beef in the next few years. The public will be tempted, through these promotions and drum-beating from opposing factions, to break away from the consumption of beef.

We should not allow the consumer to be swayed into change without strong counter measures. The proper conduct of promotion, research and education is vitally necessary beginning as soon as practicable. And it is important to bear in mind the consuming public must be given the best information, in understandable terms, so that the values of beef consumption are made absolutely clear. The fate of the industry could rest on these points.

You can begin to help now by voting “yes” in the Beefendum. Registration at your local ASCS office will be from January 28—February 6. Voting will be from February 19 through February 22.

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