



NICHOLS

NEWSLETTER

A few THOUGHTS



j. david nichols

I've been getting a lot of phone calls on the nose dive in feeder and fat cattle prices. Pen after pen of 1400-1700 lbs fats are backed up in feedlots, so our big problem is tonnage, not number of head or demand. We're going to have to eat our way out of it. We've done it before and will do it again. But it's not the time to "go wobbly" on the beef business!

\$300 cwt feeders and \$170 fats were like a cheap drunk. It was fun while it lasted, but it hurts the next morning.

I'm also getting calls begging for money from the 2016 presidential wannabes who've descended on Iowa.

This is a different looking bunch than ever before. The two Democrats are a white haired 74 year old self proclaimed Socialist male and a 67 year old blond female. The dozen Republicans include two Hispanics, an Indian (India), a black guy, and a woman. They all came from low-income, working class, and immigrant backgrounds. Except for the really rich male and the red headed woman, the rest of them, (both parties) are "politically correct".

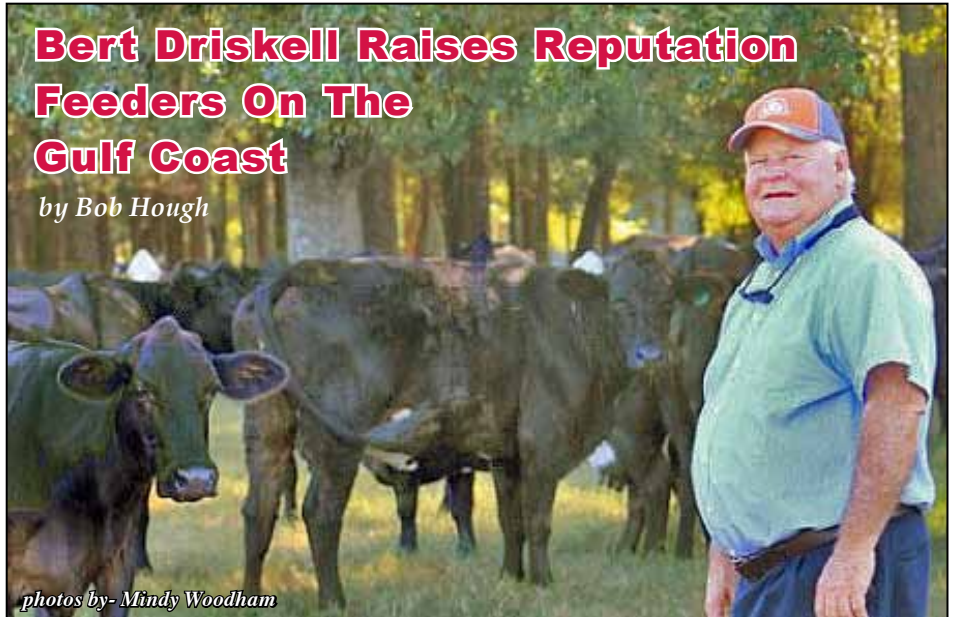
I used to chuckle at the ridiculous rules such as— the school in Seattle that renamed its Easter eggs 'spring spheres' to avoid causing offense to people who did not celebrate Easter.

Today... Speaking or writing a forbidden word or phrase frequently results in suspension or discipline in

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Bert Driskell Raises Reputation Feeders On The Gulf Coast

by Bob Hough



Driskell Farms is a Gulf coast cattle and farming operation in Southwest Alabama that strives to market quality, reputation feeder cattle. This means having the genetics, health and nutrition program to market weaned, fully preconditioned calves for a premium to Western feedlots.

The cattle operation exists to add value to their land that's not good enough to be part of their peanut and cotton farming operation or turf grass business. Six hundred cows are grazed year-round on their warm-season Bahia grass in the summer and fall, and rye grass and some oat grass in the winter and spring with a stocking rate of one cow per one and a quarter acres. Their goal is to maximize the profitability of the cattle operation by producing feeder calves that will demand a premium.

Quality feeder cattle are generally not the first thing that comes to mind when people think of the Gulf coast, mainly because of the high percentage of Brahman influence in most of the area's cow herds. However, Bert Driskell, co-owner of Driskell Farms has found that quality Angus influenced cattle meet their environmental needs. According to Bert, "Our cow herd is Angus based with a quarter or less Brahman, and we continue to decrease the amount of ear in our cows each year."

They are accomplishing this by using Nichols bulls. Bert explains, "We find the Nichols bulls have the calving ease, gainability and carcass traits we are looking for. We buy mainly two-year-olds in the fall, so they are ready for breeding season for our cows that start calving November 1st. Although we also buy some yearling bulls in the spring, we really like the two-year-olds. They come at the ideal time to adapt to our environment before breeding season and allow us to purchase Nichols very top bulls. The two-year-olds are the bulls that Dave (Nichols) has used himself, so we know they are his best. We also like that Nichols has a large selection to choose from, and collects all the data to sort the bulls objectively"

In terms of picking out seedstock, Bert explains, "We trust Dave to pick out our bulls for us. He has been at our place several times and knows what we want. He is also as nice a guy as you ever met and is totally committed to the industry. We really like the bulls he sends us and are pleased with how they work in our environment."

Driskell Farms weans their calves in September to fully precondition and bunk break them. The heavier calves are marketed in January with the light calves going back to grass to be marketed in April. Bert

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A few THOUGHTS

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elementary and high schools, community colleges, state universities and especially the “Hallowed Halls of Learning” in the Ivy League Conference. These ‘rules’ almost always evolve into ‘regs’ and then become costly mandates enforced by a government or corporate bureaucracy.

Political correctness has also run amok regarding our diets. The self appointed food police equate eating red meat with unshaven red necks who cling to their guns and bibles.

The media continues to mislead the public with headlines that there are antibiotic residues present in our meat supplies. This is simply false.

Antibiotics are only allowed for use in animal agriculture after undergoing a lengthy and thorough review and testing process by the FDA, which focuses on human health.

In spite of their own tests, FDA’s new Veterinary Feed Directive (VFD) requires all animal feed, which contains antibiotics, used on farms will require a VFD from a veterinarian on each load.

Veterinarians must have first hand knowledge of the farmers’ animals and make regular calls auditing herd health. These calls should be made in addition to as-needed basis. Our veterinarian said, “in addition to my costs in time and money, it looks like a bookkeeping nightmare for me and the local elevators.”

One of the rules that our veterinarian and we both agree on, is testing non-virgin bulls for trichinosis. All the bulls selling in our Private Treaty Herd Bull sale, October 31st will be trich tested and have “health papers”, so bring your trailer. If you pick them up it’s \$100 off the price.

We will be featuring 24 Proven Performer herds sires, 13 coming twos, and 19 fall yearlings. Even though the sale catalog contains lots of information on each bull, give us a call if you have any questions. If you want to bid or buy a bull on the internet, call Ross.

Please join us at the bull barn for lunch at noon. We really enjoy visiting with you about breeding programs and the positive prospects for the beef business. Plus what’s new in winter feeding our cows.

BIVI Beef Bulletin



The Importance of BQA Certification
By Dr. Jerry Woodruff

As a veterinarian, I’ve been an advocate for producers to become Beef Quality Assurance (BQA) certified. Developed by the industry and for the industry, BQA certification is useful not only as an employee training program, but also as a refresher for beef producers and as assurance to our consumers.

With separate modules for each industry sector — including one for cow/calf — BQA is relevant to everyone in the beef industry. It’s important to have every sector certified, from cow/calf to feedlot, to ensure beef receive the best care through their entire lives. As consumers become more interested in their food, knowing producers are BQA certified can help increase their confidence in how beef is produced.

One of the backbones of the BQA program has been education on proper handling and administration of vaccines and medicines. This is critical for a couple of reasons:

1. Vaccines that are not administered correctly may not be effective.



2. Improper administration of either vaccinations or medication can cause lesions or defects in the edible part of the carcass. Reducing lesions on the carcass positively affects the whole industry, as defects in the end product hamper consumer confidence.

Make sure your whole team is certified — from your employees to your veterinarian and even your children — and then get recertified as necessary. Work with your veterinarian to ensure you are using animal health products that meet BQA standards, such as Pyramid[®] 5 + Presponse[®] SQ and Cydectin[®] Injectable dewormer.

The PYRAMID + PRESPONSE family of vaccines provides broad coverage for BVD Type 1, including 1b, Type 2, IBR, BRSV, PI₃ and Mannheimia haemolytica with only a single dose. CYDECTIN Injectable is a ready-to-use, sterile solution containing 1 percent moxidectin. It is specially formulated to allow moxidectin to be absorbed from the site of injection and distributed internally to the areas of the body affected by internal and external parasites.

And CYDECTIN does little or no harm to the beneficial dung beetle, which helps break down manure piles, thus recycling nutrients and keeping the pasture accessible for grazing.

As we recognize the importance of the Beef Quality Assurance program to the industry, Boehringer Ingelheim Vetmedica, Inc. is offering free online certification through Nov. 20, 2015. To take advantage of this \$25 to \$50 savings, visit: www.BIVI-BQA.com

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The Dairy and Beef Genetics Team From Serbia Declared Nichols Farms: “A Great Stop”



“The Serbian team was very impressed with the quality of your cattle, breeding philosophy and overall program. Ross Havens (far left, front row) answered all our questions open and straight forward and they were thankful for that”.

“Great stop and I hope I will be able to bring groups back”.
—Dr. Martin Sieber (far left, back row)

Driskell Farms, from page one

elaborates, “When we wean, the calves are given free choice hay or peanut straw, soybean hulls and oats. The goal is to have the heavy calves gaining two pounds a day until marketed, and the light calves a pound and half per day before they go to grass.”

“For marketing, we use the producer owned sale barn Lucedale Livestock Producers, which is just over the border in Mississippi. Moley Herring is the manager and does a great job. We sell most of our calves over their internet marketing program, so the calves don’t have to leave the farm and the stress that goes with that. We do take some feeder cattle to the barn if we have partial loads or calves that don’t fit on a uniform load.”



“The calves sell to Western commercial feedlots, so it is really hard to get feedback on how they feed and hang. We know they are working though because we keep getting repeat buyers who are willing to pay top

dollar for our calves. We think our Angus based feeder cattle have the genetics and health program to be fed anywhere in the country and make money.”

The Driskells certainly are running a farming business for the long run. According to Bert, “My granddad started farming here in 1912, and there are currently three of us brothers and two sons and two daughters home working on the farm.



Bert Driskell and Bryan Woodham’s families span two generations of working together

Our cattle manager, Bryan Woodham’s family has been good friends with the Driskell’s for two generations, and Bryan started working for us when he was still young, practically growing up on our farm. Byran does a great job running the cattle operation, and his brother also works for us and is in charge of our turf grass business. We are very fortunate to have a family business with such loyal employees that stay with us for a long time.”

Driskell Farms is a forward thinking operation that is committed to supplying our industry with top quality feeder calves. This means a long-term breeding program as well as the genetics and management to produce reputation feeder cattle that can make money for a feeder anywhere in the country.

Argentinian Amigos Arrive at Nichols Farms



It was like “old home week” when the bus unloaded at Nichols Farms.

In 1977, Leo Werthein imported Bold Bell Boy G90. It started a great relationship including young Argentinians interning at Nichols Farms.

Since then— Fletcher spent two six month tours of duty working for Las Lilas. Dave visited Argentina, when Nichols Performa DI62 was Angus breeders’ most popular sire.

Canadians Came Calling on Nichols Farms

For well over three decades the University of Guelph Midwest Ag Tour has visited Nichols Farms.

This year’s take home message— “We need to be open to new ideas and make sure we don’t get caught in the mind set that what is currently being done is always best.”

“It takes strong leaders like Dave Nichols to show that a little hard work can overcome hardships.”





Nichols Farms

Proven Performer

Private Treaty Herd Bull Sale

Saturday, October 31st at 1:00 PM
Bridgewater, IA at our "Bull Barn"

**Selling
56 Bulls**

- ★ PB Angus ★ Nicols SX-1 Hybrid
- ★ PB Simmental ★ PB South Devon

We are offering the yearling herd bulls that pasture bred our cows and heifers this year. These Power Bulls have amazing weaning weight, rates of gain, yearling weight and \$ Value EPDs. They rank at or near the top in seedstock industry.

They are the "best of the best" — that's why we used them. Their sons will be in our bull barn and for sale next year and their daughters will be grazing our pastures.

Nichols Farms was the first herd (1987) to utilize ultra-sound to measure IMF% (marbling) and lean yield (yield grade).

Nichols Farms is the clear leader in utilizing DNA technology. The past ten years, Nichols herd sires have been evaluated by DNA for the entire suite of traits including feed efficiency. Plus, they are free of genetic abnormalities by pedigree or DNA tests.

About 40 Nichols Bulls have stood in major A.I. Studs the past 50 years. Many of them were offered in these Bull Extra sales.

Call or visit - select one or more of these bulls that are ready to go to work in your herd. Semen checked. \$100 off the price, if you pick them up.



Bull Barn: 641-369-2829 | Ross: 641-745-5241 | Night: 712-762-3810

This sale will be broadcast live on the internet.
DVAuction
Manufacturing Real Estate Auctions
Real time bidding & proxy bidding available.

2188 Clay Avenue
Bridgewater, IA 50837



www.nicholsfarms.biz

For Sale: Superior Beef Genetics

from: **Nichols Farms - Iowa**

Angus - Simmental - Composites

- ◆ 63 Coming two/year old & fall yearling Nichols Bulls..... www.nicholsfarms.biz

from: **Nichols Genetic Source Partners**

- ◆ 50 Purebred Nichols heifers - Nichols CE bulls ultra-sound calving date (IN)
- ◆ 50 Composite bred heifers - Nichols CE Angus ultra-sound calving date (Iowa)
- ◆ 300 Composite bred heifers - Nichols CE Angus ultra-sound calving date (Iowa)
- ◆ *Check out the full listing at— www.nicholsfarms.biz*

Cowboys You Can Count On



Bart Mostaert joined Nichols Farms in 1981. He is the Foreman of the Nichols Team who work outside.

In addition to the cow herd, yearling heifers, and bred heifers, he schedules making hay, and cutting silage.

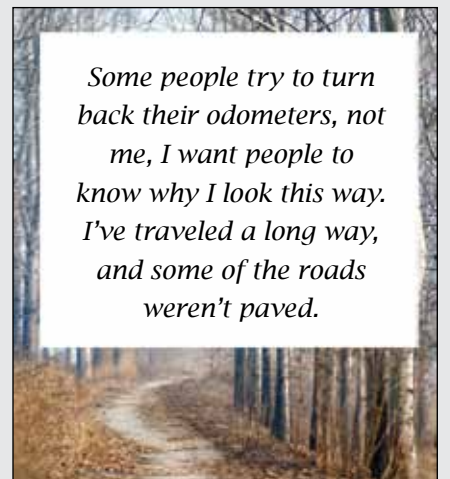
There is always fence that needs fixed for about 1400 cows and 250 bred heifers that are grazing in over 40 separate pastures. The bulk of these will be A.I. bred with the exception of the two year old heifers with calves at side and several remote pastures where hybrids and composites are produced.

Each year, a few elite pure bred cows are flushed to improve the pure lines which are the genetic foundation for the F1 Hybrids and X Composites.

Bart is an Adair County Fair Board member, Past President of the Adair County Cattlemen's Association and is active in political livestock issues.

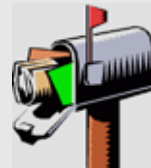
He enjoys golfing, fishing, and athletic events. Bart and his wife Jill live near the Nichols Headquarters.

Some people try to turn back their odometers, not me, I want people to know why I look this way. I've traveled a long way, and some of the roads weren't paved.





LETTERS from you



From John Sachse, Manhattan, Kansas

Just a quick note to thank you for taking me fishing in Canada with your friends and family, the past week. It was an honor and privilege to get to know you.

I appreciated that we shared a lot of the same views and values. I also really enjoyed touring your operation. You have put a lot of hard work into it and it shows. I'll try to stop by at the upcoming Angus Convention.



From John & Dave Kalsem, Huxley, Iowa

It was so good to see an Iowa Livestock person selected as the 2015 inductee into the Saddle and Sirloln Portrait Gallery.

You have always been on the cutting edge of the entire cattle industry from the beginning. Also, you are a leader and gifted speaker.

We at Kalsem Farm are proud of you and Iowa is proud of you.

From Jerry & Sharon Connealy Whitman, NE

Thank you so much for allowing us to visit your place last weekend and treating us to a delicious supper that evening! We were so pleased to have the opportunity of visiting your outstanding operation after hearing about it for years.

What a fantastic job you and all of your family have done. We were also so glad to meet Jennifer too. You must be very proud of her!

From Clark Sprang, Big Prairie, Ohio

There is a time for everything... and my time in the cattle business is coming to an end. It has been most enjoyable knowing all you. And working with your bulls has helped to make it even more enjoyable. All the best!



CitriStim

by Ronda Driskill

Commercial
Beef Specialist
ADM Alliance
Nutrition, Inc

Nutrition Supports Weaned Calf Health

Fall is a critical time for calves in that most are weaned and start on feed during this time of the year. One of the main challenges for the weaned calf is consuming an adequate quantity of a diet that meets its needs. While getting calves to eat early and sufficient quantities is one aspect, providing a properly fortified diet is another.

A sound diet must provide sufficient protein (combination of rumen degradable and by-pass), roughage and other energy sources along with needed minerals and vitamins. And, don't forget about an unlimited supply of clean drinking water.

ADM starter and arrival feeds and supplements incorporate the latest nutritional concepts into formulations that drive early performance. N-Vigor8™, a premium preconditioning and receiving product, features:

- ◆ **AminoGain® technology to correct amino acid profile for efficient production in growing calves**
- ◆ **Highly digestible fiber sources for beneficial rumen function**



ADM Alliance Nutrition
Proven Performance from Innovative Nutrition®

◆ **Balanced combination of high-quality by-pass and degradable protein sources for faster growth and enhanced feed efficiency**

◆ **Unique source of cobalt to facilitate more efficient utilization of roughages**

◆ **Hydroxy forms of bypass copper, zinc, and manganese for better absorption in the small intestine**

◆ **Complexed trace minerals which are more readily available than inorganic sources**

◆ **Chromium propionate, organic chromium, beneficial for insulin and immune function**

◆ **Natural-source vitamin E and selenium yeast for more potent antioxidant activity and immune system function**

◆ **CitriStim® which may favorably impact the gut microbial population and natural body defense mechanisms**

◆ **Prospanse® yeast for enhanced feed intake and digestion**

◆ **Highly palatable and flavor enhanced entices calves to the bunk**

Healthy calves start eating feed faster and are not as apt to succumb to illness. In a Texas Ranch-to-Rail seven-year summary, healthy cattle increased profits by \$93.89 with 2.9% less morbidity and \$30 less treatment cost compared to sick cattle. More healthy cattle also graded Choice (40.1% compared to 27.8% for sick cattle).

To learn more about N-Vigor8 or how you can keep your cattle nutritionally healthy, visit with your ADM representative or feed dealer. Contact ADM by phone at 866-666-7626, email at AN_BeefHelp@adm.com or log on at www.admani.com.

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Aberdeen Angus Breeder From Scotland Visits American Angus Association and Nichols Farms

Robert Fleming said, "My scholarship is titled 'Efficiency Gains Through Improved Beef Genetics' so I was looking to see best practices in animal breeding, genetics evaluation, RFI data usage and genetic advancement."

He met with Dr. Moser at the American Angus Association, then spent most of the next day at Nichols Farms, including lunch at the Bridgewater Cafe where he met a local couple who visited about their Scottish ancestors.



Nichols Farms

Superior Beef Genetics

2188 Clay Avenue
Bridgewater, Iowa 50837-8047
Nichols Bull Barn: 641-369-2829
www.nicholsfarms.biz

- Cattle Feeders -

Wednesday, December 2: 11 AM
2000 Head of Vaccinated Feeder Calves

Featuring—

Nichols Genetic Source Calves

- **Preconditioned**
- **Sired by Nichols Bulls**
- **Mostly Weaned**
- **Some Age & Source Verified**

Selling— At the sale barn: load lots and smaller groups will sell at the live auction and with bidders on the internet video

Creston Livestock Auction
Creston, Iowa



Nichols Farms

Superior Beef Genetics

2188 Clay Avenue
Bridgewater, IA 50837
www.nicholsfarms.biz

NOTICE

To bid on the internet applications need to be made at least 24 hours before day of sale to allow for approval time.

You may register to view and bid thru the internet broadcast at www.cattleusa.com or print out application and fax to Creston Livestock Auction Inc. at 641-782-3370.

To *watch* the sale, you need to register at www.cattleusa.com but do not need to fill out a bidder application.

Ross Havens – Nichols Farms

Office: 641-369-2829
Cell: 641-745-5241
rossh@nicholsfarms.biz
www.nicholsfarms.biz



Tom Frey – Creston Livestock Auction

Sale barn: 641-782-7025
Cell: 641-344-5082
claauction@iowatelecom.net
www.crestonlivestock.com

