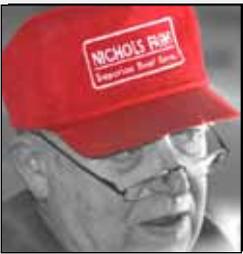




NICHOLS

NEWSLETTER

A few THOUGHTS



j. david nichols

Thanksgiving is my favorite holiday. It's the time we gather with family and friends to give thanks for the tremendous bounty and legacy we recieved from our parents, who encouraged us to pursue our dreams.

This year God's right hand angel, Mother Nature, tested the mettle of tillers of the soil and cowpokes.

The grass fires that consumed thousands of square miles of Kansas, Oklahoma and Texas shocked everyone of us who has stayed up half the night to watch one of our kids' heifers calve.

Our hearts went out to those brave souls who fought the flames, lost cattle, feed, fences, and especially those who mourned their families and friends who died trying to save their cattle.

Before the smoke had even cleared, a phoenix, which obtains new life from the ashes of its predecessor appeared. But it wasn't the mythological bird.

The phoenix was reincarnated with prayers and tearful words, both written and spoken. Semi-trailers appeared loaded with hay, feed, fence posts, and barbed wire. They hit the roads with American Flags tethered to their precious cargo. They came from nearly every zip code where cows eat grass.

Conspicuous by their absence were the shrill voices from animal welfare groups who never miss a chance to protest the plight of domesticated

— Continued on page two

For Mississippi's Tom Cooper "The Best Bull is the Best Buy"

Tom Cooper, his son Matt, and wife Jan run 360 commercial cows in North Central Mississippi, and they have been sight-unseen customers of Nichols Farms for 18 years. Tom is a loyal customer because of the quality, adaptability, marketability of progeny, and maternal strength of Nichols bulls as well as Nichols sight-unseen service and the way Nichols stand behind their product.

Tom especially likes purchasing bulls from Nichols fall sale because with their age advantage they can cover more cows, and it gives him the opportunity to select from the sires that Nichols has used in its own herd. According to Tom, "Nichols top bulls are more expensive, but for me the best bull is the best buy."

The Coopers run their cows on predominantly bermuda grass and fescue pastures, and winter on corn silage. Their cows are split between spring and fall calving herds, and they run some of their fall calving cows and replacement heifers on wheat pastures they plant after their silage is harvested. This means their cows have the nutrients to express the high growth genetics available from Nichols top performing bulls. It is not unusual for them to market 800 pound weaned steer calves in both the spring and fall. By calving during two seasons, they can also use their herd bull twice a year, stretching their seedstock investment over more cows.

Adaptability is a big consideration for the Coopers being in a very hot environment with fescue pastures that have no shade. Before switching to Nichols bulls, they

ran mostly F1 Brahman cows. The Nichols genetics do so well in their environment that they have bred virtually all the ear out of their herd, which has significantly improved the marketability of their calves.

That the Nichols genetics adapt well to Cooper's Mississippi environment is not by accident. According to Ross Havens of Nichols Farms, eighty percent of Nichols' Iowa pastures are fescue, so cattle that don't shed and are not hard footed don't stay in their herd. Their seedstock have been bred for generations to shed early in the season, and produce the kind of cattle that will work in a wide variety of environments including the Deep South.

Tom Cooper, like his dad Dan, before him, has bought all his Nichols bulls sight-unseen, and they have never been disappointed when a bull gets off the truck. According to Tom, "I want bulls with high growth potential that will produce top daughters as we keep all our own replacements. We rely on Ross (Havens) to pick out our bulls, and if Ross says they will

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Four Cooper Generations: Dan - Tom - Matt - Mason



A few THOUGHTS

— Continued from page one

animals that have had a roof over their heads, medical care, and never a hungry day in their life.

From the raging fires to a flood the size of Lake Michigan— The stakes got even higher. The Texas counties that sustained damage when hurricane Harvey came ashore had over 50 inches of rain fall on man and beast alike.

Ranchers swam their cattle miles searching for high ground. Many found their cattle standing in waist-deep water. When they tried to drive them to safe ground, many of them just collapsed because they were so exhausted. Estimates are; 1.2 million head of cattle were lost, 1-in-4 of all beef cows in Texas.

Over 30,000 people were sequestered in public shelters, with only the clothes on their backs, no food, no water, no medicine, no cell phone service and no money.

Texas Governor Greg Abbott took center stage as Hurricane Harvey pounded Texas. He asked for “regular folks” to come and help. They came in fishing boats and high clearance pickups and went from home home saving people from certain death. I watched them rescue men, women and children stranded in cars with water up to their windshields.

And I’d bet a week’s pay they never checked the color of their skin, their religion, or how they voted. In the mean time, the nation’s press had their hands in their pockets as they sneered at President Trump’s wife, Melania, for wearing high heeled shoes on her way to Air Force One.

Melania isn’t the only thing flying high these days. Iowa ag land prices are up 3% and the stock market is at a thirteen year high. It’s apparent— the smart money is bullish on America. So are we!

We will be featuring 18 Proven Performer herd sires, 45 coming twos, and 10 fall yearlings, Saturday, October 28.

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, call Ross. (see page 4)

Please join us at the bull barn for lunch at noon. We enjoy visiting with you about cross breeding programs and the positive prospects for increased exports of beef.

BIVI Beef Bulletin



by Dr. Travis Van Anne DVM

Professional Services Veterinarian

Is Early Weaning Right For You??

With the not-so-ideal weather we’ve been having this year, early weaning is top-of-mind for many beef producers. While it may work for some, it might not be the best option for others. Below are three things to consider before you early wean.

Do the calves have access to clean water?

If your water quality is poor, consider early weaning or removing calves from this environment. In times of drought, creeks may dry up, or the lake or other water source may become extra muddy. When this happens, calves may head to the muddy water source to try and stay cool and will defecate and urinate in the water, bringing along many potential unwelcome pathogens. Pathogen contamination from *E. coli*, salmonella, coccidiosis and leptospirosis can cause a whole array of other health issues.



Do you have a nutrient dense ration that fits the calves’ needs?

If you’re considering weaning 80- to 90-day-old calves, a palatable, nutrient-dense, high-protein diet can be very powerful. This diet may consist of distiller grains, soybean meal and alfalfa, depending on your resources. While it’s preferred to wean a calf after they are seven months of age, once a calf reaches 80 to 90 days of age, they can still be weaned and will likely eat dry feed if fed the right diet.

If weaning early, it’s important to place both the cow and the calf into the lot or weaning pasture, this way the cows will teach the calves how to eat and drink from the equipment provided. After two weeks, move the mother cows into an adjacent pen, which can help reduce calf stress. It’s also important that the calves and cows feel full – filler hay in the pen can keep them content and happy. Bawling cows or calves creates unnecessary emotional stressors.

When do you plan to market the calves?

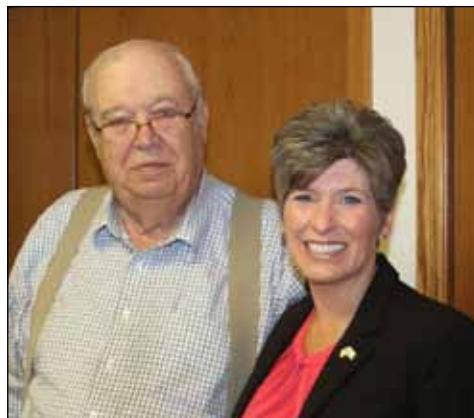
Are you going to wean them for 45 days and then sell? When weaning early, there will undoubtedly be health considerations and risks. If you’re inexperienced in early weaning, work with your veterinarian to develop an early weaning protocol that works for you and your operation.

Boehringer Ingelheim Vetmedica, Inc.

We were honored by Iowa Senator Joni Ernst on her recent visit to Nichols Farms. She absolutely WOWED the small, but select, group of Adair and Cass County leaders that I had invited.

Most questions concerned ag issues. Senator Ernst agreed that crop insurance and foreign trade were a high priority to continue.

She lamented the high cost of health insurance and promised to support a sensible plan that would be user friendly. *by Dave Nichols*



Coopers, from page one

work for us, they will definitely be the kind of bulls we want.”

The Nichols bulls have worked so well on Tom’s operation that extended family members are now purchasing bulls from Nichols sight-unseen for their operations. According to Ross, Nichols has sent bulls to six different Coopers over the years starting with Tom’s dad Dan. The various family members want bulls from different price points, and Ross then selects the best bulls for their budget.

That Nichols stand behind their bulls with both a sight-unseen and breeding guarantee is a selling point. Tom explains, “Of all the bulls we have bought over the years, we have only had trouble with one who turned out to be a non-breeder. Nichols went far beyond what we thought was fair and made it right.”

Marketability of the calves is a big factor in the Coopers using Nichols genetics. In Tom’s operation, they market a load of steers and a split load in both the fall and spring, and the calves demand top dollar. They forward contract their calves with the Riley Bros. of Mayfield, Kentucky. The Cooper calves are weaned, have two rounds of shots, and are wormed, so they are marketing a top notch product from both a genetic and health standpoint.

The Riley Bros., who do both order buying and run sale barns, are very familiar with what Nichols genetics are capable of doing.



In fact, when Nichols was running comingled, preconditioned sales in the 90’s, it got to where the Riley Bros. were buying three-fourths of the calves in Nichols Farms Tennessee sale.

One of the things that Tom is most high on is the replacement heifers Nichols genetics produce. They have been able to develop a highly productive cow herd while breeding out the Brahman influence. They have used both Simmental and Angus bulls over the years, but whichever breed they have used from Nichols, the results have been excellent.

Another thing Tom is excited about is the replacement heifer market they are starting to develop. According to Tom, “We let our neighbors come and pick out replacement heifers before we market our feeder calves, and we look forward to this part of our business continuing to grow.”

Nichols provides Coopers with the genetic package they want with bulls that easily adapt to their environment. They especially like purchasing bulls in the fall sale because of their age advantage, and the ability to have access to Nichols very best genetics. In the end, the Nichols genetics are producing highly marketable feeder calves and top quality females for the Coopers, and they intend to remain Nichols customers for years to come.

by Bob Hough



TEN NUFFIELD INTERNATIONAL SCHOLARS TOUR NICHOLS FARMS

Agricultural Scholars from the Netherlands, Australia, England, New Zealand, and Ireland toured Nichols Farms. Two State Secretaries of Agriculture, Bill Northey, Iowa, and Walter Kee, Delaware, accompanied the group.

Canadians Come Calling

For 32 years the University of Guelph Ag Leadership Tour has visited Nichols Farms.

These groups of students are very motivated and passionate about agriculture.



Nichols Farms

Private Treaty Herd Bull Sale

Saturday, October 28 at 1:00 PM - Noon Lunch

Selling 80 Bulls - Bridgewater Iowa - Bull Barn

PB Angus - PB Simmental - PB South Devon - Nichols SX1 Hybrid Nichols DX1 Hybrid - Nichols DAX2 Composite

Twenty of these 18 month old herd bulls pasture bred our brood cows and replacement heifers this year. They're the "best of the best". That's why we used them. Their sons will be in our bull barn for sale next year and their daughters will be grazing our pastures.



dave nichols

In addition we're offering 40 more of these long yearlings that served as back up bulls for not only our herd, but our customers as well. Plus we have 10 fall yearlings that will sell. They are "Power Bulls" that have amazing weaning weight, rates of gain, and \$\$ Value EPDs. For over 50 years, Nichols Bulls have ranked at or near the top in the seedstock industry in all our breeds.

They have been ultra-sounded for muscle and marbling. Plus they have DNA profiles for an entire suite of traits including feed efficiency. And they are free of genetic abnormalities by pedigree or DNA tests and tolerant of Fescue. Semen checked.

Give us a call or come visit. These bulls are lean, super sound, and ready to go to work in your pastures. \$100 off the price if you pick them up.

Bull Barn: 641-369-2829

Ross Cell: 641-745-5241

Dave Home: 712-762-3810

Nichols Farms
Superior Beef Genetics

Bull Sale Catalog & video - www.nicholsfarms.biz

Cowboys You Can Count On



Roger Richter grew up on a family farm near Adair, Iowa. He graduated from Adair/Casey High School and was active in FFA and held several offices including Chapter President.



After high school, Roger enrolled and graduated from Southwest Community College at Creston, Iowa.

Then he enlisted in the Army and served a tour of duty in Vietnam. He returned to the home place and farmed with his dad and purchased Nichols Bulls.

Years later, Roger accepted a position with a local manufacturing company and maintained a cow herd of his own.

Roger feeds and cares for the Nichols bulls on test and the yearling replacement heifers. He also delivers most of the bulls to their new owners.

Roger's leadership and community service has been a constant his entire life. He's Commander of the Adair Veterans of Foreign Wars (VFW), member of the Guthrie County Fair Board and manager of the Adair Central Farm Toy Organization.

Roger and his wife Vickie live on their farm east of Adair. Their main joy is their grand-children who are very active in 4-H and FFA.

Kade Firch Big Winner at Adair County Fair



Mike Firch's daughter, Kade, won all purples and blues on her sheep and her Angel Food cake went to the State Fair.

For Sale: Superior Beef Genetics

from: **Nichols Genetic Source Partners**

- ◆ 420 bred heifers - Angus & X Bred - mostly A.I. bred to Nichols CE bulls - Iowa
- ◆ 150 1st calf heifer pairs - Angus - bred to Nichols Angus Bulls - get after calving - Iowa
- ◆ 40 bred heifers - Devon/Angus X - A.I. bred to Nichols Calving Ease Bulls - Iowa
- ◆ Lee Block PB Angus Dispersion - 240 cows, 40 bred heifers and open heifer calves, 6 herd bulls - 4 Nichols - 2 Riley Bros - November 18th, Maquoketa Livestock Sale, Iowa

Call or Check out the full listing at— www.nicholsfarms.biz



AminoGro™
by Jeff Hill
*Commercial
 Beef Manager
 ADM Animal
 Nutrition, Inc*

Weaned Calf Nutritional Protocol

Summer is almost over and the excitement and anticipation of weaning calves has already begun. Tremendous discussion has been devoted to the importance and economic value of back grounding or pre-conditioning calves. Weaning can be accomplished in numerous ways, and the technique chosen should be based on each producer's skills and resources. Creep feeding prior to weaning can be an effective way to familiarize calves to feed while providing key nutrients and additives.

Once weaned, calves may be put back on pasture rather than shipped to feedlots. These calves may be offered the same minerals, blocks, tubs or other supplements that were fed to cow/calf pairs prior to weaning; however they may benefit from a more specific targeted nutritional platform to push gains and efficiency while consuming a forage based diet.

For growing calves, such as stockers and replacement heifers, ADM's AminoGro™* supplements

are packed with unique nutritional technologies including AminoGain®* technology to encourage efficient production and performance at a lower investment per pound of gain. If your goal is a low-labor, pasture weaning/back grounding program, ADM can help by being "Your First Choice for Free Choice SupplementationSM."*

If calves are going into a more traditional feedlot setting, ADM offers feed products that easily mesh with producers' feeding capabilities and goals. N-Vigor8™ are premium preconditioning/receiving products that also combine AminoGain and scientific advancements into pelleted nutritional packages of various feeding rates. A tub form is also available. High-quality Stressfighter®* products encompass many nutritional advances and are available in pellet form in several feeding rates; also offered in tub form.

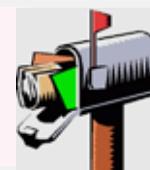
Program success and profitability will be impacted by the producer's ability to develop a successful weaning and back grounding strategy as evidenced by healthy and efficient performing calves. ADM Animal Nutrition™* has numerous product options to help you balance cost and performance of weaned calves.

For more information log on at ADMAnimalNutrition.com.



*Trademark/service marks of Archer Daniels Midland Company

LETTERS from you



From Dr. Maynard Hogberg, Iowa State University, Ames IA

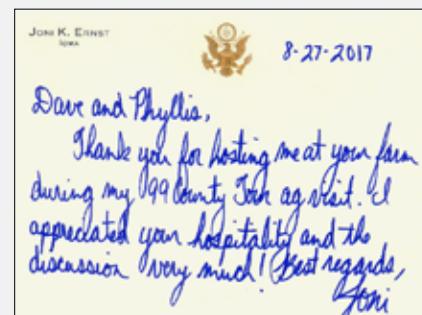
Dave, I just returned from Scotland late last night. Had a great visit at Rawburn Farm and John Elliott as well at the Royal Highland Show. John sent his regards to you. Hope you are doing well!

From Wanda and Sonny Handberry, Martin, South Carolina

My husband wanted to share this with you and Mr. Nichols. We bought the Z169 bull back in 2013, and he's been with 56 cows on poor hay and sorry grass (drought conditions), and he's in excellent condition and producing outstanding calves. Thank you Ross Havens, for supplying us with such a great bull.

From Loren Mosher, Conrad IA

Dear Mr. Nichols, Thank you for cooking us lunch and allowing us to tour your facilities during the Raising The Bar Conference with the National Junior Angus Association. I came from a small operation in Iowa, and love to advocate for the beef industry. Your set up is absolutely phenomenal and is a great inspiration. I hope to work with you in the future— but in the meantime, thank you!



From Leonard Bembry, Greenville FL

Ross, thank you for all of your help and support you have given me. I am confident that D 317 is sound and is in good shape. I have enclosed my check for him.

It is indeed a pleasure to do business with you and the Nichols operation. I remain interested in helping you with D316 "loaner". I am interested in him if we can get him in my budget. Thank you again.

From Bill Northey, Iowa Secretary of Agriculture, Des Moines IA

Thank you so much for taking time to engage with the Nuffield International Scholars while they were in Iowa.

Cece Hensley Hits A Home Run With Her Performance Steer

Cass County Fair— Cece's home raised steer was out of a first calf heifer and sired by Nichols Final Answer Y34.

He weighed 810 lbs at official weigh in, gained 3.64 a day, and ranked in the top five for ADG. He weighed a whopping 1572 lbs at the fair and sold for \$2751.

Cece's parents are Nick and Cindy Hensley.



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 6: 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
Work: 641-369-2829
Cell: 641-745-5241



Tom Frey – Creston Livestock Auction
Barn: 641-782-7025
Cell: 641-344-5082
claauction@iowatelecom.net

