



NICHOLS

NEWSLETTER

Winter 2026 EXTRA

Notes from Lillian

Welcome to Nichols Farms and our 2026 Opening Day of Bull Sales! 2025 was a pretty good year for our pastures and crops here in Southwest Iowa. And, if you've seen our Facebook posts, you know the bull and heifer calf crop weaned heavy and are looking great.

Since everyone tells me all communication is going digital and web-based - and I'm guessing they are right - we are planning to publish our paper newsletter twice a year, sending by regular mail, January and March, and will post it on our website www.nicholsfarms.biz. The July/August and October/November Newsletters will be digital. If you have signed up your email through our website, you will receive it by email. If you haven't done that yet, be sure to do it. You won't want to miss a bit of Nichols News!

When the Foyle Food Group visited us this last year, I decided I'd better check out their website. They are the largest single dedicated beef processor in the United Kingdom and Ireland. Like Nichols Farms, they have been in business a long time and they believe as we do that "when tradition and innovation come together, everything is possible, combining the welfare of cattle, technology, safety, traceability and efficiency." We see that every day here at Nichols Farms, where the legacy Dave Nichols left us produces "cattle that don't require excuses."

We look forward to seeing our customers and friends, all of you, old and new, and we know that if you succeed, Nichols Farms does, too.

**Join us for lunch, January 24
Opening Day!**



More News from Nichols Farms



Gunner Kirchoff is in Fort Worth, Texas, attending the TCU Management Program. He says it is "intense, challenging and time-consuming."

"TCU Ranch Management has been the greatest decision I have ever made. I look forward to using the connections and knowledge I have already gained with the end of this first semester."

Gunner started as Nichols Farms Herdsman in the Spring of 2023 and left August 2025 for Fort Worth and TCU's program.

Roger Richter and wife Vickie led their granddaughters through their 4-H and FFA careers raising and showing Short-horn cattle, to at least 9 National shows and Guthrie County fairs, both cattlemen winning awards for Breeding Heifers and Showmanship. Now, on to the next step. Granddaughter Maggie Vogl married cattleman Austin Mentzer on November 1. Maggie is a Vet Tech at Valley Veterinary Center, in Cherokee, Iowa. Her maid of honor was her sister, Emma Vogl. Emma is employed at the Heartland Cooperative corporate office in Des Moines.

Roger helps Alex calve the first calf heifers at Nichols Farms.

LEFT: Chicks with Chicks Sophie Jameson and Rylee Schulte showed their chickens raised at Nichols Farms at the Adair County Fair.



South Devon bull Nichols Gold Dust took top honors at the 2025 Iowa State Fair. He sold at the 2025 Nichols Bull Sale and will be on display at the 2026 National Western Stock Show in Denver.

Pictured is part of the Nichols Gold Dust Group: Nick Schmidt, Madsen Lange, Nicole Lange, Ashley Henneman and Macayla Lillard.

LETTERS from you

Kathie Mailander – Wiota, Iowa
Lillian, Chris really enjoyed his tour of your cattle enterprise, couldn't stop talking about it, so sophisticated and on the cutting edge of genetics and production. You have our admiration.

*Chris is a high school friend of Ross.
Kathy is a friend of Lil.*



MIZZOU Collegiate Cattlewomen Columbia, Missouri

Dear Ms Nichols and Mr. Havens,
Thank you all very much for taking time out of your day to visit and show us around Nichols Farms. We had a wonderful time learning about how you run your business, raise your bulls, and the new technologies you have been able to implement on your operation. It was amazing! Your kindness and time is greatly appreciated! Thank you again and we hope to stay in touch!



Students from the University of Guelph, Ontario, Canada, made their annual visit to Nichols Farms in September, touring the farm, looking at bulls, and learning about the C-Lock feed efficiency system.

Ross Havens met with members of the American Simmental Association in Montana. Pictured L to R: John Genho, Genho Analytics working on genetic evaluation and data management; Molly Diefenbach, head of Customer Service/DNA for ASA; Jackie Atkins PhD, Director of Science and IGS Operations for ASA; and Havens.



Ross Havens was recently installed as Secretary-Treasurer of the U.S. Meat Export Federation (USMEF).

“The world doesn't just buy U.S. meat because it's available – they buy it because it's exceptional.” ~Jay Theiler (Agri Beef Company) new USMEF Chair for 2025-26.

Representatives of the Foyle Food Group, the largest dedicated beef processor in the UK and Ireland, visited Nichols Farms. Pictured: Ross Havens; Andrew Clarke, Foyle Agriculture Manager; John Sawyers, Northern Ireland producer, Garett Jameson, Nichols Bull Barn Manager and Wayne Acheson, Foyle Director.

