



Baby-faced Dave Nichols from Iowa has always told it like it is.

"CALF News takes a look back at some of the people who have shaped the beef industry. Some look the same today, some do not, but people and personalities have been one of the interesting and fun parts of this business and CALF News always reflected the faces of the beef industry."

**reprinted with permission from CALF News 40th Anniversary Special*

Writing one's own history is problematic, but since I've been publishing a newsletter since the early 80's I will only have to depend on my memory from the mid-60's.

I grew up in a Christian family that believed in stewardship and sharing their harvest with those less fortunate regardless of where they lived or called home.

In the mid-60's, Milt Miller, with the American Angus Association, contacted us about being the first to export registered Angus heifers to Japan. We sold them at the same price (plus expenses) as if we were selling them to a neighbor. That pricing policy has been constant for fifty years.

As early adaptors of performance testing, we targeted commercial men who sold

their cattle by the pound. Thus we didn't pamper our cattle and or make excuses for those who couldn't perform on forage.

Most of our foreign customers also sold their bulls to commercial cow/calf producers. They didn't have corn and protein supplements so most of the American and Scottish show cattle, at that time, were not adapted to grass only environments.

We've been fortunate to forge personal relationships that are precious. As the shadows grow long in my life— I have received far more than monetary compensation from our "international endeavors". Best of all, are the numerous foreign interns who worked in our pastures and bull pens shoulder to shoulder with our employees.

Cliff Lamb's family escaped death from the Rhodesian rebels. He interned at Nichols farms while an under graduate and went on to earn a PhD in bovine reproduction. Now, he's a professor at Florida State.

After the Soviet Union collapsed, I spent five weeks in Hungary consulting with the managers of former Soviet Collective Farms. Krisztina Kasza was my interpreter. We went from farm to farm teaching farming and capitalism. She recounted the horrors of communism and I grew to love her as if she were my own daughter.

Barbara Roberts Thompson, was an O.B. Doctor from Australia. After delivering a still born baby, she chose to pursue her dream of raising seed-stock. She interned at four USA outfits including Nichols Farms. Now she raises some of the best Herefords and Wagyu in Tasmania, Australia.

Ariel Barcelona spent several weeks working at Nichols Farms. Soon after, he and his family purchased embryos and semen from Nichols Performa D162. One of his first sons won Supreme Champion at the Palermo Stock Show.

My lifelong goal has been to raise two blades of grass where Dad grew one and raise cattle that eat less and gain more. I believe we've "made a difference" in the lives of a host of people who eat beef. And, it didn't matter whether they were eating with their fingers, forks, or chop sticks.

WORLD MAP

Supplying Genetics Worldwide

- Live Animals
- Semen
- Friser Embryos

Nichols Farms
Superior Beef Genetics
Bridgewater, Iowa

South American Internship



**FLETCHER
NICHOLS**

Ignacia Corti Maderna, administrator of Las Lilas, the purebred seedstock division of Comega, has appointed Fletcher Nichols an employment internship at Las Lilas located near Buenos Aires, Argentina, South America.

Nichols, 22, a junior majoring in Agricultural Business at Iowa State University learned of his appointment recently and said, "The opportunity to work with a huge multi-national agricultural company whose beef cattle operations include more than a hundred very large ranches will not only be a challenge, but could be the highlight of my educational experiences".

Fletcher is the son of Dave and Phyllis Nichols, managing partners of Nichols Farms at Bridgewater, Iowa. □

FROM NCBA RELEASE:

Nichols Named National Beef Innovator

J. David Nichols of Bridgewater, Iowa, was recently named one of the six best beef innovators in the United States. Nichols was a regional winner of the 2001 Vision Award: Beef Innovator of the Year.

The 2001 Vision Award is given by the National Cattlemen's Foundation to recognize beef industry leaders who take innovative steps to make their operation more profitable and efficient. Nominees for the 2001 Award were evaluated primarily on the basis of effective use of technology; impact on the cost of production; ingenuity in implementation; successful and innovative marketing benefit and impact on beef industry; and optimum resource management. Don Butler, chairman of the National Cattlemen's Foundation, said all the candidates were excellent.

"These are the people who are looking out in front and being visionary," Butler said. "The idea of this award was that we all need to be innovative in order to succeed."

In 1937, Merrill and Gladys Nichols started a family partnership. In 1953, they officially included their teenage sons, David and Lee, in the business. Nichols Farms Ltd. was formed in 1978 with David as the managing partner. Today Nichols Farms is the largest seedstock operation in the Midwest. All his income is derived from beef cattle with the entire grain and forage production from the nearly 4000 acres utilized by their cattle.

from Sabrina Yin, Singapore, Asia

First of all, a BIG thank you for hosting the USMEF/ASEAN team to Nichols Farms. All our team members advised that it was an educational and informative visit and delighted to learn the willingness of your team to share information.

Chinese Delegation Visits Nichols Farms



This group of Chinese officials took time to pose with Dave Nichols, Duff Jensen, and Bill Antisdell during their visit to Nichols Farms this spring. The visit was the result of efforts by a joint venture to breed superior American beef bulls to the cows in China.

from Csaba Teglas, Budapest, Hungary

I checked your web site and I liked it. My favorite page is the "A Few Thoughts"... the way you hide some "literature" among these commercial information...

Few information about me: I'm working for a company which is subsidiary of DAF (this is a Dutch truck manufacturer), and is owned by the American PACCAR (Kenworth, Peterbuilt, located in Seattle).

I'm working here as an "operating manager" (or something like this, I don't know the perfect translation) So I have lots of things to do.

But the most important is: I have a girlfriend, we bought an apartment and we have moved in it last week.

HUNGARY

Restructuring Agriculture & Agribusiness

Free at Last...

Dave Nichols was selected to visit Hungary under the auspices of Agricultural Cooperative Development International: Private sector Program.

Marcus 21, Adony converted from a state-owned farm to a cooperative in 1992. Its 13,500 acres produce wheat, barley, corn, sunflowers and sugar beets. The four-hundred sows produce 800-900 tons of pigs which are slaughtered in their facilities. The beef cow herd numbers 400 crossbred cows and 100 purebred Angus imported from Scotland.

Left to right, President Janos Heteyei, cattle foreman, Lasslo Koller and Dave Nichols view the purebred Angus herd.



Four Goddesses... Three of which are stone

Kristina was the interpreter during Dave's visit. She speaks four languages and attended Clarion University in the U. S. She currently is a history teacher in Budapest.

While it's known Dave is seldom "politically correct", his skills in the social graces are suspect even in America. Kristina helped Dave sit at the right place, toast the dignitaries at the right time, know what he was eating and which glasses to fill with wine.

Kristina will accompany the Hungarians when they visit Nichols Farms in late April and May.

See Hungary, page 2



From Csaba Teglas, Budapest, Hungary

Dave, I am always interested in the things going on over there (I have been an Iowan/Nichols family member since 1994 when I interned at your ranch). I read your web site as well often.

We are fine, look at my daughter: She's a miracle. She was two last Saturday.

Hungary, from page 1



Angus bulls on test in Hungary

These purebred Angus bulls are completing their feedlot test at Marcus 21. They will be sold as herd bulls or used in their own herd. They are fed a silage and grain ration. They gain about 2.2 lbs. per day. Most of them are by Canadian sires.

It's black, it's fertile, but it's not Iowa.

Dave turns his attention to crops and dairy cows at this stop. The soil and climate is similar to Iowa. The area of Hungary is nearly the same as Iowa, but they have 11 million citizens.



Double Trouble



Dave prepares for his first drive in Hungary in a small car named Trouble which was manufactured in East Germany. It has a one cylinder, two cycle engine and its body is made of a paper-like composition. The car belongs to Ferenc Balaz's son. Ferenc is seated in the car and bravely managed a smile for the camera.

Ferenc is employed by Marcus 21, Adony. He is their beef breeding branch manager. He and Lasslo Koller will spend about three weeks at Nichols Farms, plus one week at Iowa State. □

Nichols Genetics attracts global visitors



Last month, representatives from several international agribusinesses visited Nichols Farms. *left* Kristztina Kasza (Hungary), *top* Charles Charipar (U.S.), Gara Katalin Magyar (Hungary), Dave Nichols (U.S.), Andrea Hagymasi, Lajos Daroczi (Hungary), *middle* Paul Vida (Hungary), and *right* Mario Arocena (Argentina).



University Judging Teams work out at Nichols Farms

Students and staff from the University of Wisconsin, Iowa State University, and Purdue University arrived the same day and time at Nichols Farms recently. They were experiencing first hand the art of visual appraisal along with the science of EPDs and individual performance data. These livestock judging teams were preparing for the Ak-Sar-Ben contest held annually in Omaha, Nebraska. □

Nichols travels to promote/judge Simmental

Fletcher Nichols judged the Simmental breeding cattle at the recent "Expo Carne '91" held March 12 and 13, in Bogota, Columbia, South America.

Nichols was the featured speaker at the technical conference hosted by the Simmental Association of Columbia. Other events included visiting both seedstock and commercial ranches.

Later Nichols traveled to Venezuela. The American Embassy at Caracas, along with FAS (Foreign Agriculture Service), co-ordinated his visits to numerous ranches to promote American Simmental.

Fletcher, the son of Dave and Phyllis Nichols, currently resides at Bridgewater, Iowa, and is on the staff at Nichols Farms. □



COWBOYS. . .

"YOU CAN COUNT ON"



Fletcher Nichols

Fletcher is the latest addition to the Nichols Farms team. After graduating from Anita High School, Fletcher continued his education majoring in Agricultural Business at Northwest Missouri State. He then transferred to Iowa State University.

Fletcher worked in Argentina for Cabana Las Lilas a seedstock division of Comega S.A. Another trip to South America included judging a national Simmental show in Bogota, Columbia and speaking at technical conferences in Columbia and Venezuela.

Fletcher's responsibilities include feeding and care of the bulls, and the three year old Salers and Simmental cows. He will be helping with sales, especially foreign sales. He spent July and August in South America in this regard and assisted San Juan de Deane with their cattle at the Palermo Stock Show in Buenos Aires.

Fletcher lives on one of the Nichols Farms located a mile south of the headquarters. His hobbies consist of attending cattle shows and taking care of his small herd of Simmentals. As a former All-State football player in high school, he appreciates watching football games. □

Top Ukraine Officials Visits Nichols Farms



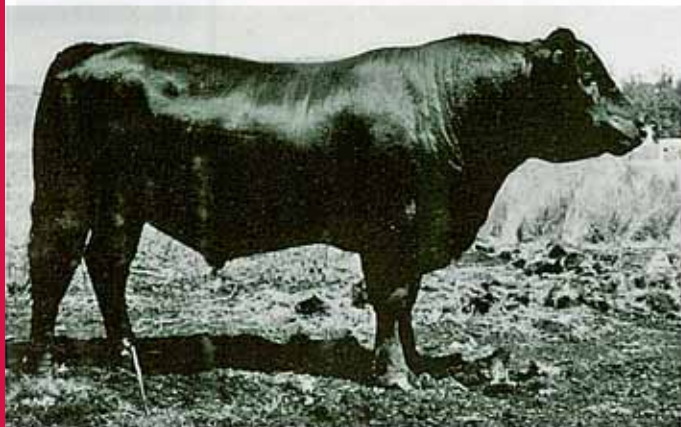
Dave Nichols points out a good one to a group of high ranking officials of the Ukraine visiting Nichols Farms. They were in search of Angus seedstock to establish a superior foundation Angus herd to populate the Ukraine. From left to right, Mr. Solodky - Head of Main Department, Economic and Foreign Relations, Leonoid Katznelson - U.S.S.R. import specialist, Mr. Karasik - Deputy Minister of Agriculture and Head of Main Department of New Technology, Mr. Chulakov - Member of Ukrainian Congress, and Mrs. Volenko - General Manager, Central Breeding Farm of the Ukraine.

In addition to the group from the Ukraine, cattlemen and officials have recently visited Nichols Farms from Chile, Australia, Brazil, Czechoslovakia, Columbia, and Argentina. □

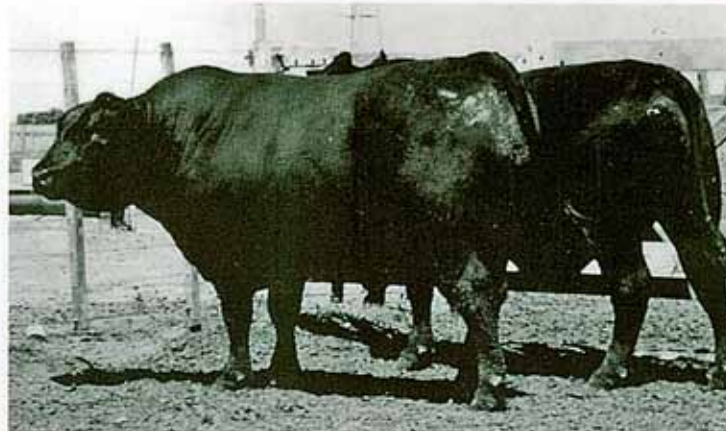
from Dr. Juan Ramiro Llamas, Buenos Aires, Argentina

The Palermo Show ended on August 11th, and I still waiting for Fletcher! What happened, Fletch? There are a lot of girls crying and shouting, and asking me for you, and I don't know what to tell them! - Sorry, Benita, but Fletcher is very famous here, and he's MUY IMPORTANTE.

Argentina



▲ A Nichols Landmark L56 son which won his class at Palermo for Cabana El Cerro. The Mackrey family has mostly Nichols genetics including their senior herd sire, Nichols Bando B59, imported directly from Nichols Farms.



▲ A trio of Nichols Heavy Duty X100 sons being readied for a district show. They are owned by Raul Peyrano, farmer, businessman, and cattle breeder. Nichols and Peyrano met at the 1993 Farm Progress Show. Raul is second only to Dave Nichols in his admiration of Nichols Heavy Duty X100.



▲ Lunch for eight. The grass fed beef, bread, wine, and food are great. Most meat is cooked over a wood fire.



▲ Dave Nichols and Otequi Ferrand, owner of La Magdalena, are surveying a part of his 6,250 acres of rice. He also raises wheat, corn, and soybeans. Otequi and his wife Ceclia are adding a pure bred Angus herd to their 70,000 commercial cows and large dairy.

▼ Gaucho at La Magdalena



Cabana El Cerro, Argentina S. A.

Wishing the best for you and your family Nichols Bando B59 is really great and is being prepared for Palermo stock show. □

from Marcelo Tejedor, Buenos Aires, Argentina

We studied your genetics for years and used some of your bulls for A.I. and embryo transfer and obtained excellent results. The most exciting surprises are the Super Duty D85 sons and daughters, they are really outstanding!! Also, the calves sired by Landmark L56, Black Ink Y118, and Performa D162 show excellent performance.

from Dario Palumbo, Bahia Blanco, Argentina, South America

Good News from Argentina, we rank number 7 in the sire ranking in Argentina. I feel that is very important to Nichols Farms and Me.

I send too, a propaganda of my Insemination Center in the Angus Journal from Argentina. The big bull PLATA PURA is Nichols Sterling Silver J60, he looks awesome"

Grand Opening of Servicio Privado Ganadero Bull Stud in Tres Arroyos, Argentina, was a Super Success

A large crowd was on hand to celebrate the Grand Opening of Dario Palumbo's bull stud, Servicio Privado Ganadero. This stud features Nichols bulls and includes two Polled Hereford bulls imported from the USA.



What's Cooking? Nichols sired beef, slow barbecued in the traditional Argentina way.



Dave Nichols speaks only five words of Spanish, but it didn't leave him at a loss for words. Senorita Veronica Philippi, translated for Dave as he spoke to those gathered at Servicio Privado Ganadero's fiesta.

Barcelona Family Wins the BIG One at Palermo Stock Show

Sanfer Performa 811, a son of Nichols Performa D162, was selected as Grand Champion Angus bull at the recent Palermo Stock Show in Buenos Aires, Argentina. He is owned by the Barcelona family and Dr. Dario Palumbo's AI stud, Servicio Privado Ganadero.

Ariel Barcelona spent several weeks at Nichols Farms in 1996 on work experience. The Barcelona family has purchased a herd bull, semen and embryos from Nichols Farms..



Nichols Customers Have "Triple the Fun"



Maria, Egenia and Victoria—The Palumbo triplets—are going to have even more fun when the Angus bulls, Nichols Sterling Silver J60 and Nichols Performa J24, arrive at their father's A.I. and embryo transplant centre. Their proud father, Senor Dario Palumbo, owns Servicio Privado Ganadero in Bahia Blanca, Argentina. He has imported sires, semen, and embryos from Nichols Farms for several years. Dario believes in Nichols genetics and has seen the positive results firsthand.

From the Argentina Pampas to the Iowa Prairies...



Ross Havens gave Marcelo Javier Muzio and Jose Raul Agosit a tour of Nichols Farms recently. Both have used Nichols Performa D162 heavily in their purebred Angus herds located near Buenos Aires,



Nichols Performa D162 has sired four Supreme Champion Angus Bulls and one Grand Champion Heifer

at the worlds largest Livestock Show held in Palermo, Argentina, South America. Barsa is owned by the Barcelona family and Senor Dario Palumbo (pictured).



from Marcelo Fabian, <mvtmat@hotmail.com>

Here are some news about sons and daughters of Nichols bulls at the Palermo Show in Buenos Aires, Argentina. Out of 43 class winners and champions, 11 were sired by Nichols Bulls!

Congratulations!!! It was an outstanding show. Now we are waiting for some Nichols embryo calves by Super Duty and Performa.

from Lytle Tom, LTOM4122@aol.com

LYTLE TOM IS ALIVE BECAUSE UNCLE DAVE IS PRAYING FOR HIM! Does this email contraction really work? I think I am better at cleaning septic tanks! If you need any help shoveling manure just call.

Editors Note: Lytle Tom was diagnosed with cancer in most of his vital organs except his brain. After chemotherapy the cancer seems to be gone except in his lungs where the tumors have been reduced 60%. Miracles happen! Or, if indeed the good die young, Lytle has decades to live.

Nichols Performa D162 Sires Grand Champion Angus Bull and Grand Champion Angus Heifer at 2005 Palermo Livestock Show

Cattlemen Travel From the Pampas to the Great Plains

Fletcher Nichols and Bill Antisdell (*back row*) hosted Maro Ibarburu, M.V. Bernardo Lartirigoyen, and Atilo Ciuffolini (*front row*) on their visit to Nichols Farms from Argentina, SA. They were interested in seeing daughters of Nichols Performa D162, the sire of six Grand Champions at the last seven Palermo Stock Shows.



from Kenny's Creek Angus, Boorowa, Australia

We enjoyed enormously the opportunity to meet with your management team and family and to have such a wide ranging discussion on issues facing the beef industry. So much of seedstock industry is a short term response to the issues of the moment and very few have stopped to provide an intellectual structure for their actions. Our discussion traversed on some very significant issues and you gave us much food for thought.

Thank you once again on behalf of the Kenny's Creek team for being so generous with your time, your candid comments, and being a great ambassador of the Angus breed.

Needless to say that when you make it to Australia, we would welcome the opportunity to show you our program.

from Erica Steel, Walcha, AUSTRALIA

Our Black Ink calves just keep getting better & better. The ABS representative came by the other day to look at our Trend 802 calves, but kept coming back to the Black Inks because they stand out with so much extra thickness, capacity and doing ability. This is the trend throughout Australia. Now lots of people are asking for Black Ink semen and stocks are low. Too many American bulls just don't suit our grass only environment. - Thank You for one that does!!

Australians Admire Nichols Extra H6



Several elite Australian black Angus breeders visited Nichols Farms' Illinois division near Red Bud, IL in August.

(right to left)

Dustan Wagner, (owner, Nichols Farms, Illinois Division), Robert Bulle (AR Drossan Angus) Bryan Corrigan (Renny Lea Angus), John Gaskin (TVW Haretoa Angus), Bill Cornell (Australian ABS Beef Product Manager), and the great Angus sire, Nichols Extra H6 (semen available from ABS Global).

from Alex McDonald, Australia

"I'm writing to tell you how much we appreciated our visit to Nichols Farms. We were all very impressed by your aggressive and ambitious program to breed high performance bulls for the commercial cattleman."

from Rodney N.S. Cox, New Zealand

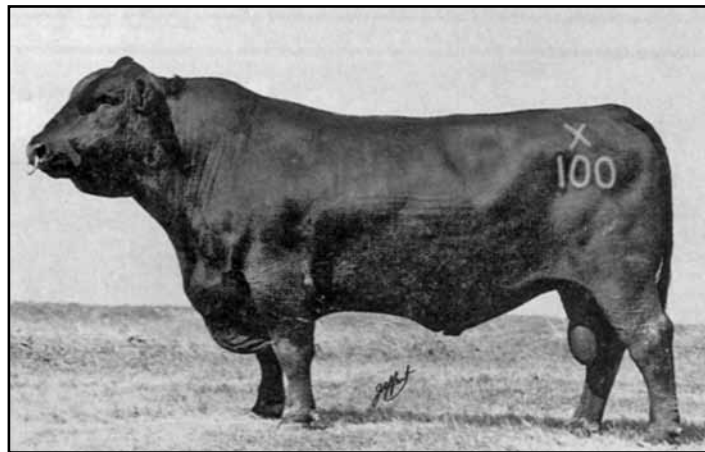
"A note to thank you for giving me your time to show me your cattle. I enjoyed listening to your views on the strict culling and breeding program your stud adheres to. It is good to see a stud run to such rigid rules and goals. Something the commercial man can relate to, to my mind most important, and so often forgotten by many studs trying to go for gold in the show ring."

Nichols sired cattle come out on top down under.



A daughter of Nichols Hallmark R225 was named Grand Champion female at Australia's 1995 Sydney Royal Easter Show. W.H. Nicholas and J. Sackar of Willow Creek, New South Wales are the owners of the winning pair.

photo: American Angus Association



Nichols Heavy Duty X100

from David Murray, Armidale Australia

Nichols Farms has a very well deserved reputation for quality and integrity in this country and I regarded it as a privilege to meet you and see your operation. Clearly Heavy Duty X100 is a unique beast and there are many people who hope that we will in due course be able to incorporate his genes into Australia.

World Angus Tour Visits Nichols Farms



It took four buses to bring the over two hundred Angus breeders who visited Nichols Farms, September 15. It was a beautiful dry and sunny day. The dust that rose from the buses was a welcome sight to the rain drenched people who work at Nichols Farms.

Those attending came from as far away as Australia, Argentina, Colombia, Denmark, England, Ireland, New Zealand, Scotland, and South Africa. These leading cattle breeders were on the World Angus Tour sponsored by the American Angus Association.

Nichols Farms is the largest purebred seedstock operation in the midwest.

In addition to the strong demand for commercial bulls in the United States, Nichols Farms' market area has grown to include over thirty countries and includes sales of bulls, semen, heifers, and frozen embryos. □





Willie McGregor, Suzane LeRoux, Dave Nichols, Martiens LeRoux

South African and Scottish Angus Breeders Visit Nichols Farms

William C. McGregor from Scotland and Martiens and Suzanne LeRoux from South Africa participated in the recent R-Calf National Convention held in Kansas City. After the convention they and Malcom Moore, an Angus breeder from Auburn, Kansas, pointed their car north for a stop at American Angus Association Headquarters located in St. Joseph, Missouri. After meeting with Executive Vice President John Crouch, they traveled to Nichols Farms.

Both Willie McGregor and Martiens LeRoux had, on separate occasions, visited Nichols Farms and imported semen from Nichols sires. Martiens commented; "The Nichols Heavy Duty X100 daughters are some of the best cows in Africa. They are able to convert grass to beef, have higher body condition scores, and look like they'll live forever."



from
John Elliot
Rawburn Farms
Roxburghshire,
Scotland UK

In 1982, when studying beef cattle production and genetics in Canada and USA under a Nuffield Scholarship, my highlight was a visit to Nichols Farms.

On my return to the UK, when asked about the beef industry in North America and what had impressed me most, I told of the outstanding Angus herd at Nichols Farms in Iowa.

Then, as now, the most practical way to move U.S. genetics across the Atlantic was through Canada. I persuaded Orin Hart, owner of the Willabar herd in Alberta, to use Nichols Landmark L56. I subsequently bought a son, the high seller in his sale.

In October 2010, on renewing my acquaintance with Dave, I found that the phenotype of the Nichols cattle had changed little the past twenty-eight years. Of course, under the skin things were very different and the genetics, as always, remain at the cutting edge.

Moving germ plasm through International boundaries never gets any simpler; however an updating of Nichols bloodlines in my own Rawburn Angus herd is again a high priority.

A feature of my visit was Dave and Phyllis's hospitality, which I hope some day I can repay in Scotland.

Dave's comments on beef breeding, sorting out the world's politics and plenty else were, as in 1982, stimulating, refreshing and a bonus.

from Diana Barrow, Lancashire England

My husband & I bought the first Nichols Supersystems R43 bull to appear at a pedigree sale in Scotland. He was bred by Queen Elizabeth the Queen Mother in her Castle of Mey herd.

We found him very successful in our small pure bred Aberdeen Angus herd of 18 breeding cows. Last summer, however we decided to sell all our cattle and disperse the herd as we really could not see any end to the problems with BSE in Britain.

Our bull, Castle of Mey Ecosystems, was bought by a new breeder and a lovely photo of him appears in this year's Angus Review (on page 117).

We have just gone on the net and I was at your site and thought you would like to know that we were very satisfied with our Nichols bull. Keep up the good work.

from W. C. Mc Gregor, Scotland

"I was very impressed by everything I saw, but most of all by your approach to the job of pedigree Angus production. I can now understand why you have such a fine reputation throughout the Angus world, and there is no doubt in my mind that Nichols' Angus have a big role to play in the future of our breed."

A "Bit o' Irish Green" Views the Nichols' Black Doddies



Ross Havens and John Finlay spent a day looking at Nichols cattle and sharing expertise. John hails from Ballcuddy Ballacolla County in Ireland.

from John Mc Aloon, Ireland

To the Nichols Team: Please add me to your mailing list. I'm a young farmer from Ireland and am very impressed with your set up. Maybe some day I'll have the pleasure of visiting one of your farms

from Debbie & James Playfair,
Roxburghshire, Scotland

We very much enjoyed having the opportunity to see your cattle and hear your views on the Angus breed.

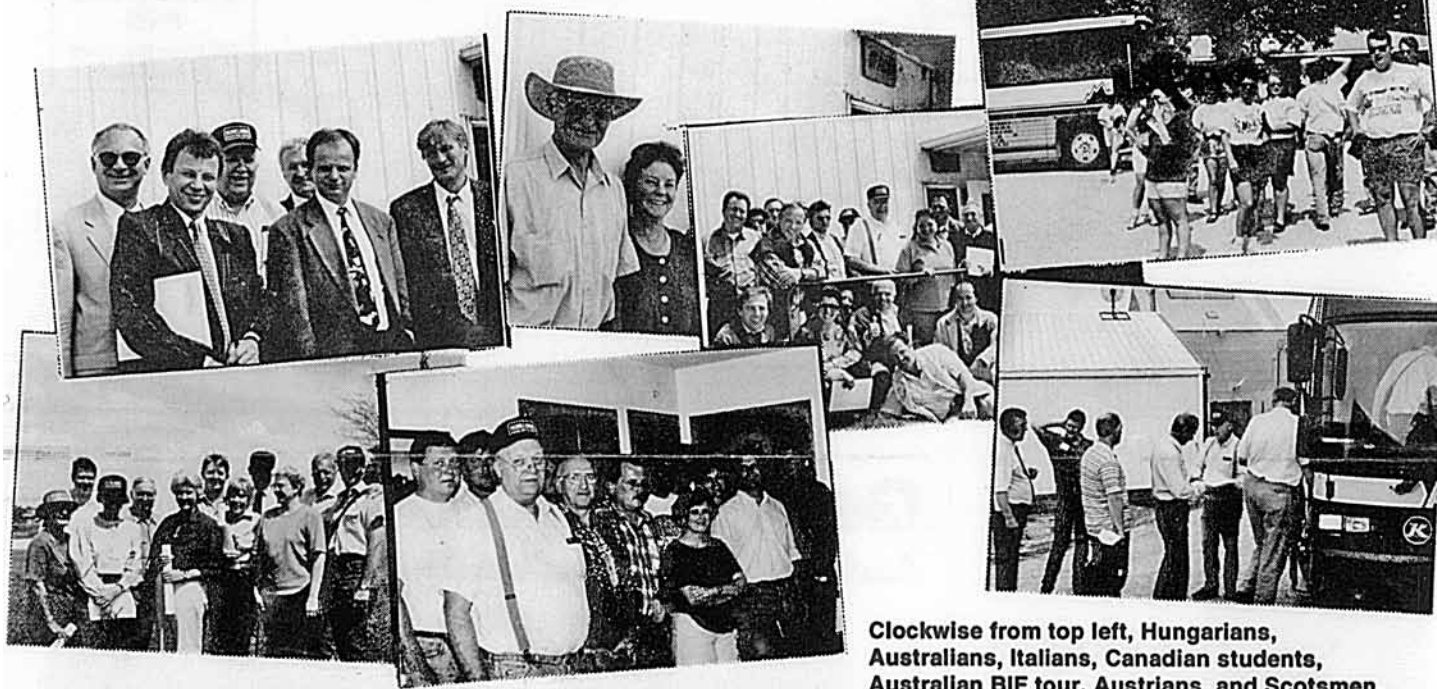
Scottish Lass Follows in Her Fathers Footsteps

Angela McGregor's father, William, has visited Nichols Farms three times. Years ago, Willie was the first Scotsman to import (through Canada) USA.. Angus genetics with a son of Nichols Landmark L56.

Angela and Fletcher Nichols (pictured), accompanied by Angela's husband John, toured the Nichols Angus herd. They were glad their fathers weren't around to tell them "how they changed the Angus breed"—which in fact they did.



Nichols Welcome Global Cattlemen



Clockwise from top left, Hungarians, Australians, Italians, Canadian students, Australian BIF tour, Austrians, and Scotsmen.

Danes, Argentines, and Boilermakers trek to Nichols



Northeast and Southwest met the same day at Nichols farms with Johanes Nielsen, feeder, Karsten Deibjerk Kristnese, Friland Foods, Soron Vestor, President of the Danish Angus Association and Estancia "La Margarita" Ricardo Maglione, wife Celia, and family from Argentina. They enjoyed meeting half way around the world. Both groups utilize Nichols Angus semen in their herds.

Wade & Heather Brokenshire, Evenstein SASK

I wanted to mention to you that my husband and I have been using Destiny D12 in our small herd. Not many people are using him up here in Canada, yet. We think he is fantastic. His calves have all been small at birth, but then explode afterwards.

They all have a very striking appearance and are definitely "stamped" and are always the first cattle asked about by visitors. Anyway, just thought you should know how pleased we are.

Russian Veterinarian Attends CUP™ Lab for Ultra-Sound Training

Ekaterina (Kate) Zimina, DVM, works for a purebred Angus operation near St. Petersburg, Russia. She is the first Russian to attend the CUP Lab™ training sessions held in Ames, Iowa, in order to obtain Ultrasound Guidelines Council (UGC) certification.

As a student she was intent on learning as much as she could to insure sure she would be certified. By all accounts, her training went very well.

Kate attended the UGC/ISU continuing education course and was given a private tour of the ISU College of Veterinary Medicine. She also spent several days visiting Nichols Farms, Bridgewater, Iowa where she learned how to ultra-sound for pregnancy.



Nichols Farms Host Worldwide Visitors



Clockwise, above: Hawkeye Community College; Crawford County Cattlemen; University of Guelph, Canada; Argentina cattlemen and Hungarian businessmen.

from LTC Joe Sieber, 326th ASG, Iraq

To: Dave Nichols and the Iowa Cattlemen, Thank you very much for your generous gift! You have made many Soldiers, Sailors, Marines, and Air men happy with such a tasty snack as your Beef Sticks. It's like a piece of home! I want to let you know how much we appreciate your support, time, and resources during this National Effort! Thanks Again!

from Margaret Mitchell DVM, Lloydminster CAN

I wanted to let you know how much I enjoyed your speech at Lloydminster's "Cattlemen's Corral". It's very rewarding to know that in the cattle industry there are still people involved that know profit from loss, good from bad, and functional from useless!

Matthis Elected President of South Devon Association



DENVER, CO — Tony Matthis has assumed the responsibilities of President of the North American South Devon Association. Joe Popken was elected Vice President and Shawn Van Wyk Treasurer.

“The commercial producer is our bread and butter and will carry our breed if we show them its assets,”

Matthis reported to the South Devon breeders. “If we use the modern tools at our disposal, we will be amazed at what can be accomplished in the coming years. And if we follow up by promoting our breed, the membership and the South Devon breed will grow.”

Tony and Ronnie Matthis own and operate Nichols Farms, North Carolina Division.



Dr. Gemechis D. Buba Visits Nichols Farms

Dave Nichols and Ross Havens pose with Dr. Buba, the Pastor and Director for African National Ministries for the Evangelical Lutheran Church in America. He is planning to build a tech college in Kenya to educate young Africans in sustainable agriculture. His college will grow crops, vegetables swine, poultry, and will have goats, beef and dairy cattle to convert Kenya's inedible forages into milk and beef.

Nichols Farms Hosted The Nodaway Valley Pre-School — But “Starvin’ Marvin” Stole the Show



These cute girls beat the boys to the best seat in the house — The 425 HP Case Steiger tractor tire.



This orphan twin calf lived up to her name by guzzling down a half gallon of milk and entralling the 34 young children on their recent tour of Nichols Farms.



**from: Anne Patton Schubert,
Taylorsville, KY**

Dave, As the holiday season begins, I want you to know how much we appreciated your gift of time as a judge of the 25th CAB Cook Off Contest in Des Moines. Your expertise and enthusiasm was special and added much to the event.

I loved the "Cook Off" story in the Nichols Newsletter. Your description added much to the article.

Thank You again for all that you do for Angus Juniors.

Australian Simmental, Angus, and Wagyu Stud Breeders Go On Top To Nichols Farms



Dick Whale, Dave Nichols, Lock Rogers, and Mark Gubbins



Frederick Wilhelm Anderson, Dave Nichols, Johannes Thodorus Pienaar, and son Jacob

South African Sussex Stud Breeders Spend Quality Time With Team Nichols

**from Jim M. McGrann, Ph.D. - Texas
A&M University, College Station TX**

Dave, I wanted to share this note from Fredrick Wilhelm "Willie" Anderson (South Africa) with you. These are the things you do so well that are bigger than any bull deal.

"We experienced wonderful things throughout and every day was like a new adventure. The people we met with were great and we are very thankful of you for setting us up with them."

Secretary of Agriculture Tom Vilsack Tours Iowa



U.S. Secretary of Agriculture Tom Vilsack toured Iowa livestock and row-crop farms recently. He met with Iowa Ag leaders addressing farmers' and ranchers' concerns about over-reaching regulations.

*Ross Havens, President of the Iowa Cattlemen's Association, said his visit with Secretary Vilsack was cordial and the Secretary promised him common sense solutions.

**Ross Havens is on staff at Nichols Farms*

National Farm Credit Services Executives, Board of Directors, and Staff Tour Nichols Farms



Nancy Pellett introduces speaker Dave Nichols as "another one of my colorful friends."

Nancy is Chairman and Chief Executive Officer of the Farm Credit Administration (FCA), the federal agency responsible for regulating and examining both the Farm Credit System and the Federal Agricultural Mortgage Corporation (Farmer Mac).

from Douglas R. Stark, President & Chief Executive Officer, Farm Credit Services of America

"Thanks so much for the time and effort you put into hosting our tour group. It was very insightful for the folks from Washington D.C. to get the chance to meet *real* customers of the Farm Credit System and learn of some of the issues you face. I know you not only took time to spend with us, but to get ready for us as well.

I also enjoyed seeing your operation and am grateful for the "trust" you have placed in us with your financing."—

VISITORS FROM AROUND THE WORLD



▲ Australia, IGM representatives



▲ Iowaegians Lyle Haring & John Zwieba

▼ Pablo Linari, Argentina

Dave & his new Slovakian friends ▶



▼ Cattlemen from Chile

Ashleigh Park Feedlot, ▼ Australia



Simon Cho Samsung
◀ Korea



from Bill Miller, US Premium Beef, LLC
Vice President, Communications

Thank you for inviting me to attend the Certified Angus Beef (CAB) field day at your beautiful place. It was a real pleasure and privilege for me to attend. Along with that, thank you for allowing me to say a few words about our involvement with CAB. I

thought having people from seedstock through the processor and promotion/research was a great way to tie what the U.S. beef industry and, CAB specifically, are doing to assure our international customers that, via the extensive electronic records that you showed, we're dedicated to producing and delivering the highest quality, safest beef products in the world.



Dave Nichols, Darren Dies from W&G Marketing, and Bart Mostaert demonstrate Ultrasound



Bill Antisdell; Will Frazee, National Cattlemen's Beef Board; Lilian Nichols; Nancy Degner, Iowa Beef Improvement Council Exec. Director; and Duane Gngangwish, Iowa Cattlemen's Assoc. CEO take in the tour of the farm

Duane Gangwish; Rich Degner, Iowa Pork Producers Assoc. Exec. Director; Dave Nichols; John Hinner of USMEF; and Ross Havens compare notes

Sam Carney, National Pork Board President welcomes the guests



U.S. Meat Export Federation
brings beef buyers from Australia,
New Zealand and East Asia to
Nichols Farms
October 16, 2010



For 21 consecutive years the OAC Mid-western Crop Tour from the University of Guelph, Ontario, Canada has stopped at Nichols Farms. Dave Nichols shared with the Class of 2011 that some of the snps (a single-nucleotide polymorphism) that Igenity utilizes in their DNA profiles were discovered at the University of Guelph and trained at Nichols Farms

AUSTRALIA BRAZIL CANADA INDONESIA JAPAN KOREA PHILIPPINES RUSSIA SINGAPORE

Four Continents Toured Nichols Farms In The Summer of Twenty-Eleven



▲ Ross Havens shows Asian buyers and purveyors of U.S. beef the ration that is fed to Nichols Bulls. The tour was sponsored by USMEF and hosted by Nichols Farms.



▲ Jasmine Nixon hails from New South Wales, Australia. She and Bart Mosteart check out Nichols Yearling Angus heifers.

► Russians Mikhail and Tat'yana Maksimenko loved Nichols Angus cattle.



▲ These Brazilian ranchers have bred several thousand cows to Nichols Quiet Lad T9 and Nichols Stout T152. Both of these sires are owned by Genex and Nichols Farms.

▼ More than 50 foreign CAB Beef buyers toured Nichols Farms. The high-light of the tour was the ultrasound demonstration conducted by Mark Henry of The CUP Lab™. A CAB rib eye mirrors the image on the computer screen.



▼ The University of Guelph ag students, Ontario, Canada toured Nichols Farms for the 27th consecutive year.





By Plane - By Old Iron - By Bus All Roads led to Nichols Farms



Old men with Antique tractors savoring and preserving the past Amigos from Brazil who breed thousands of their cows to Nichols Bulls

from Genex Cooperative, Shawano WI

Thank you for hosting the visitors from Brazil. They enjoyed visiting your place, learning about your management, carcass ultra-sounding, plus viewing your high quality cattle.

Also thank you for your generosity in serving lunch to the group. Your time and hospitality is greatly appreciated as we promote Genex/GRI beef sires in the U.S. and world wide.



Brains Breed Better Beef Bulls Than B-S

Iowa State PhD candidates and post doctoral students in animal genomics spent an afternoon at Nichols Farms recently.

Most of them are about mid-way through their graduate studies.

They came from the USA, New Zealand, China, Brazil, Poland, and India.

Professors Dorian J. Garrick (right) and James M. Reecy (left) planned the tour, which included the US Meat Animal Research Center (USMARC).

While this account has focused on the people who visited Nichols Farms, we had “traded” with Canadians for years. Nichols Farms first “foreign trade mission” was taken by Angus Stone who was on Nichols Staff. He published the Nichols Newsletter and marketed semen.

In the early 80’s China was an emerging market for Iowa soybeans and were expanding their livestock. The Iowa Trade Commission agreed to set contacts for Angus to visit China (funded by Nichols). The trip was not a financial success.

My first “official” trip was sponsored by the Australian and New Zealand Department of Agriculture. Dr. Lasley, Glen

Klippenstien, Charlie Litton, and I gave presentations and judged cattle shows over a four week period. This was just the start of my travels to four continents as a featured speaker spreading the gospel of performance testing and science. The countries I consulted with included Hungary and the Czech Republic. Both were struggling to adopt capitalism and free markets.

We had sold semen and herd bulls in Argentina because of Raul Foretic, who represented several elite herds in South America. Later, Raul and I visited and did significant business in Argentina, Chile, Ecuador, Paraguay, and Brazil.

None of it would have been possible if

wasn’t for my good wife Phyllis, my loyal partner Lillian, and the commitment of the entire team at Nichols Farms.



