

Spitzer Ranch



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SUMMER 2010 NEWSLETTER

SPITZER RANCH PROFESSIONAL CATTLEMEN'S BRANGUS BULL SALE FEBRUARY 26, 2011

Change seems to be moving at a fast pace for us and we have been forced to change our business plan. We will be moving our annual bull sale back home to the ranch in Fair Play, SC. We will continue to conduct our sale as always; the last Saturday in February which this year is February 26, 2011.

Obviously we are developing and offering fewer bulls in the 2011 sale than in the last few years. We ask for your patience as we rebuild bull numbers from within our cow herd and the cooperator pool of breeders in the Spitzer Ranch Alliance. We are convinced the bulls in this year's sale, while fewer in number, may provide more productive, powerful and useful genetics than we have ever offered.

Please evaluate data provided for these bulls on page 5 of this publication. Because we have one cow herd in Georgia calving in a much earlier fall calving season, we have Test 2010-1 and Test 2010-2. The 5 bulls in Test 2010-1 have had a rough life. These calves weaned

light because of the absolutely indescribably terrible rainy-nasty-cold-wet-mud situation of last winter and that stress has continued to affect their ADG. In fact the bulls basically stood still for the first two months right after weaning. Since we do not use a "warm up period" and their weaning weight is their on-test weight, their ADG suffers when stress enters the picture. However, we have faith in the sires represented, the direction of our genetic selection program and the genetic value bred into this set of calves. We believe we finally have them environmentally straightened out as they are now beginning to gain right along with their counterparts in Test 2010-2.

We continue to emphasize that the EPDs published in the sale catalog include all data we have collected on individual bulls ranked against their contemporaries and those EPDs are much more reliable and much more important than actual weights and ratios. That is even truer with this set of bulls. The EPDs published in the sale catalog will be absolutely the best "Genetic Snapshot" on these bulls as it will include all individual and pedigree performance information on the individual bulls and every one of their relatives in the data base.

As we financially evaluate our business model another change is **we will no longer routinely mail Bull Sale Catalogs to our entire mailing list.** However, all who have previously bought bulls will receive one by mail. We will have a WEB SITE up and running within the next few months. **A downloadable, printable Bull Sale Catalog will be on the Spitzer Ranch WEB SITE for your review.** We will provide more details as WEB SITE is developed and we get closer to sale day.

Don't have a computer at home? **It will be our pleasure to mail a printed copy of the Bull Sale Catalog on request.** Just call 864/972-9140 and tell us to send you a CATALOG. If we are not at home when you call, that number has an answering machine for you to leave us a message. If you receive this Newsletter, we already have your address so just leave a name and a message.

While we are discussing new technology, Spitzer Ranch now has a presence on FACE BOOK. This is something new to us and we are not certain where it will lead. We work at keeping the page current and fairly often put pictures and articles we hope to be of interest to friends and customers. Try the page and give us your feedback!

OUR LEGACY: the Land, the Family, the Cattle (NCBA)

NEWS YOU CAN USE

We have collected these “tidbits” of information over the past several years. It seemed pertinent to pass them along now as the enemy seems more active under the current political climate. Hopefully this information, gleaned from reputable sources, will give you some “talking points” when these subjects come up in discussions with your friends not engaged in Agriculture.

HSUS GIVES LITTLE FOR PET CARE – The Humane Society of the United States (HSUS) collected \$86 million in 2008 and gave just a little more than \$450,000 – only 1/2 of 1% of their budget – to organizations that actually care for cats and dogs. This is according to a Center for Consumer Freedom (CCF) analysis of HSUS own documents filed with the Internal Revenue Service (IRS).

Almost \$20 million was spent on “campaigns, legislation and litigation”, and a little more than \$24 million was spent on “fund-raising” according to filed IRS documents. That’s an incredible and shameful 28 cents of every dollar collected that was spent to raise more donations. CCF also noted that 41 HSUS employees were paid at least \$100,000 and that HSUS president Wayne Pacelle’s salary exceeded \$250,000.

“What your average American who’s not engaged in Agricultural Production does not understand is that HSUS is now a \$120 million, \$135 million political machine that has zero animals in its care. You have all these grandmothers and granddads that think when they give to HSUS that they’re getting cats and dogs off their streets. They’re not; they’re giving HSUS more ammunition to go into your states and regulate how you produce agriculture. If you truly want to help cats and dogs, go give to your

local shelter, not HSUS”, Says Chandler Goule with the National Farmers Union.

You should by now know that HSUS is not the Humane Society, but is an industrial activist and lobbyist organization that promotes vegetarianism. CCF is funded by the restaurant and tavern sector and other interests with the stated goal of “keeping tabs on activist groups”. *Information compiled from NCBA News and Feedstuffs Magazine article of JAN 18, 2010.*

PETA Continues To Kill – The Center for Consumer Freedom (CCF) recently published the amount of pets People for the Ethical Treatment of Animals (PETA) killed last year. These records, obtained from the Virginia Department of Agriculture and Consumer Services, show that PETA killed 97% of the adoptable pets in its care during 2009. Despite years of public outrage over its euthanasia program, PETA killed 2,301 of the 2,363 cats and dogs it took in last year, while only placing eight in adoptive homes. *Information compiled from several issues of American Hunter Magazine.*

Hormone-Free Beef – The next time you meet this subject, you might want to point out how low hormone levels are in U. S. raised beef, especially when compared to other things we eat daily with no thought of hormone levels. All levels are reported on a 100 gram (about 3 ounces) portion size. A nanogram is 1 in 1,000,000,000 or one part per billion or 0.0001% of a billion.

Estrogen in beef from a non-implanted steer = 1.1 nanograms.

Estrogen in beef from an implanted steer = 1.4 nanograms.

Estrogen in soybean oil = 189,133 nanograms.

Estrogen in milk = 13.6 nanograms.

Estrogen in wheat germ = 1,013 nanograms.

AND, one prescription birth control pill can contain as much estrogen as 125,000 pounds of beef! *Information compiled from a 1997 Pfizer Animal Health-Oklahoma State University Symposium.*

Dr. Norman Borlaug Speaks Out – “I now say that the world has the technology, either available or well advanced in the research pipeline, to feed on a sustainable basis a population of 10 billion people. The more pertinent question today is whether farmers and ranchers will be permitted to use this new technology? While the affluent nations can certainly afford to adopt positions, and pay more for food produced by the so-called “organic methods”, the 1 billion chronically undernourished people of the low income, food-deficit nations cannot.”

“The green revolution has an entirely different meaning to most people in the affluent nations of the privileged world that to those of the developing nations of the forgotten world.”

Dr. Borlaug, winner of the 1970 Nobel Peace Prize, died at 95 years of age in September of 2009. His work in High Yield Agriculture and enthusiastic promotion of Scientific Agriculture saved billions from starvation. Dr. Borlaug’s life was one of service to humans and the planet. His voice will be missed.

We provide these News Items for you to use when visiting with those non-agricultural people you meet on a daily basis. Please do so!

Remember – **“The world is a dangerous place to live; not because of the people who are evil, but because of the people who don’t do anything about it.”**

--- Dr. Albert Einstein

COWS FOR SALE

Grass and farmland leases seem to get harder to hold onto every year. We find ourselves with too many animals and not enough land which presents a buying opportunity for someone serious about performance genetics and wanting to be a profitable Brangus Seedstock Producer.

We offer two packages for sale. The buyer would not be obligated, but could readily become a cooperator in the Spitzer Ranch Alliance where we would receive bull offspring from these cows at weaning, develop them to maturity and market them in our Annual Bull Sale.

PACKAGE 1: Twenty Five (25) Fall Calving Cows – September 25, 2010 expected calving date. These cows were synchronized and AI bred to PR Elixir 698L3 on December 18 and 19, 2009. Following AI service they were pasture bred to either PR Elixir 698L3 or SR Cadence Warrior S702 from December 20, 2009 through February 19, 2010 (60 day breeding season). These are a solid set of cows and will have an outstanding set of genetically predictable calves. We are interested in a calf buy-back program on bulls and heifers if you do not desire to become a cooperator.

PRICE IS \$2100 each if all cows are taken.

We would negotiate a price for fewer than the entire 25 cows.

PACKAGE 2: Eighteen (18) Fall-Born Weaned Heifer Calves – Born September 28, 2009 thru December 21, 2009 and weaned this past June. This represents pretty much the entire 2009 heifer calf crop from Spitzer Ranch. There were 30 heifer calves in this group; 6 heifers were culled (bottom 20%) and we are retaining 6 Aces TF Wrangler 145/8 daughters since the semen supply is so limited on Wrangler and we cannot produce many more of them. Thirteen of these eighteen calves are AI Sired and the other five are sired by SR Cadence Warrior S702 who is a standout on the Brangus Low Birth Weight Trait Leader List. These calves represent our 28 years of popular, genetically stacked pedigrees with 3, 4 and 5 generations of performance proven Curve Bender AI Sires.

PRICE IS \$1100 each if all heifers are taken or

Cut back 3 heifers and take 15 of 18 at \$1200 each.

Call Doc at 864/972-9140 HOME or 864/710-0257 CELL for additional information. We can easily provide a listing of each animal and a complete IBBA data sheet on every individual. Please remember that Spitzer Ranch is an Certified Free Brucellosis Herd, an Accredited Free Tuberculosis (TB) Herd and a Level 4 (Highest Level) Johne's Disease Free Herd. All calves "ear notched" and PI-BVD Free and on a "state of the art and science" biosecurity, health and vaccination program. The homework has been done. While we are not eager to part with either group, lack of land mass necessitates a sale. We will provide any and all information you desire.

SPITZER FAMILY NEWS

Wow! This summer has been one of the busiest and most fun filled summers we have had for quite some time. Doc and Patricia headed west May 27 and drove just short of 4000 miles before getting back home. It took us two days to get to Pratt, KS to visit Brian and Loretta and those wonderful Grandkids. What an active and fun time. Hannah, Daniel, Haley Jo and Sammie (ages 9 thru 3) kept us on the run for four days with horse activities, picnics in the park, reading lots of books and just playing - hard.

We left Pratt with Hannah, on her first trip away from Mom and Dad, headed for Colorado. Our oldest (almost 45 years now) and dearest friends are Steve and Kathleen Monk who farm and ranch near Yuma on the far eastern Colorado Plains. We were college companions with the Monks and they are the kind of friends you don't see for several years and after half a day you think you have been living next door for your entire life. Won't bore you with details, but we always have a grand time at the Monks. And, Hannah had an even better time as Steve and Kathy have 10 grandkids; and like John, Steve has never quite reached adulthood and there was a lot to do.

After several days of relaxation, the three of us headed on west to Fort Collins to see Tricia's Mom and family. Over four days we were able to spend some time with her two brothers and two of her three sisters. Her Mom has now moved into a retirement home complex and while being 91 has slowed her down a little physically, there is nothing wrong or slow with the head. We found her well and in pretty good spirits although she misses her independence a little. What she wanted most was to get

out so we did a lot of running around town.

Fort Collins is now pretty much a shock to us. When we were there it was an AG College, farming and ranching center small town and now it is a huge city. Went past where we used to live as students on a 7 acre tract. Boarded horses and had a 70 head pig feeding operation then, but from the look of the fancy houses there now, they would frown on such activities. Patricia was born in The Fort and even she would not want to live there again.

We used taking Hannah on our Colorado Trip as an excuse to go back to Pratt for a few more days with the Kansas Spitzers. They finally had enough of Grammy and Grampa spoiling the kids so we left and took three days to drive and sight-see our way back to SC.

We hadn't been back but a week and it was time to wean calves. We wean in a semi-fence line system so not much stress on cows or calves. After three days, cows were moved to back pastures and calves turned out to crab grass. We work hard at our health and management program and haven't doctored a calf post weaning for years. And, we do not get a weaning "set back" as calves have gained 3.24 per day in first month after weaning.

We must not have been too hard to handle for the Kansas Spitzers as they showed up at our place July 3. Probably had the most fun FOURTH OF JULY ever as other sons Jason and Ben both showed up for a four day weekend. It was the first time in almost three years that we have had all of our family together at the same time. A house full of six adults and four kids, but it was a blast and a blessing.

Brian and family stayed a week and we shot skeet, went to the rifle range and blasted over 500 rounds of 22 shells, had several picnics and sightseeing trips and a host of other

POINTS TO PONDER

"That is because the "rich" have grown the economy, created new industries, new jobs and new wealth for themselves, the middle class and the poor."

--- Steve Dittmer

"Give one man a hundred dollars and pretty soon he'll have two hundred. Give another man a hundred and pretty soon he'll come back to you looking for more."

--- From Elmer Kelton Book "The Day the Cowboys Quit"

"Being an American is unique because, under our Constitution, becoming an American has nothing to do with ancestry. America is an idea. Americans are a people, not a race."

--- Senator Lamar Alexander

"Leave no time in your life for the negative stuff."

---Ken Munsch

"Only the stern mandate of a very great pride – and no lesser legislation on earth – may command always the finest a man or an organization has to give."

--- From an early 1900's advertisement for Pierce-Arrow "America's Finest Motor Car"

"Success brings criticism, the greater the success; the more people shoot at the target"

"Remember – It's awfully hard to hit a really fast moving target."

--- Dr. John Beverly

activities. Just have to tell you that this grandmother can more than hold her own in a water balloon fight with four youngsters. She may look pretty and nice, but she thinks she is ten foot tall and bullet proof! I think those Kansas Spitzers are not as tough as us; as we wore them out and they limped back to Pratt after only one week.

Jason is really enjoying his career as a Dentist. He has been at it long enough now to keep expanding his abilities and techniques. Being a civilian at Fort Jackson Army base has lots of perks and continuing education is one of the best. Dad and Jason still try and do a few hikes each year and a hunting trip or two. While he is only 2 and ½ hours away, we don't see him as much as we would like. In his new role he has emergency duty at the base hospital one weekend a month, so that limits his travel some.

Ben left his position at Salacoa Valley Farms the middle of June and joined the staff of the International Brangus Breeders Association (IBBA). A move from the rural mountains of Georgia to San Antonio, Texas may be a culture shock, but the job was too good to pass up. He is in the newly created position of Director of Marketing Programs were his role is to create increased demand for Brangus cattle. Seems like a great position with lots of opportunities and potential for good. He will, I am sure, attend lots of national, regional and state cattlemen's meetings so you may see him down the road.

His job change was sure good for mom and dad as after a brief vacation he spent a good part of a week at home. He is always glad to help on the ranch and we enjoyed several leisure activities. We also spent evenings "solving the world's problems".

SPITZER RANCH Professional Cattlemen's Bull Development Program

Test 2010-1 92-DAY Report ~ July 21, 2010

TEST TAG	ID Number	Sire	EPDs										Birth			Adj 205 Weaning			OnTest			92-Days			
			BW	WW	YW	MILK	TM	SC	REA	%IMF	FAT	Date	WT	WT	Ratio	NC	WT	WT	Age	WT	ADG	Ratio	WDA	Ratio	
1001	W533	TCB Catawba Warrior R532	0.8	35	62	15	33	0.7	0.45	-0.04	0.002	09/29/09	100	526	106	6	503	295	722	2.38	134	2.45	110		
1002	W558	TCB Catawba Warrior R532	-1.9	28	51	9	23	0.8	0.45	-0.05	0.004	10/03/09	70	466	94	6	439	291	568	1.40	79	1.95	87		
1003	W559	TCB Catawba Warrior R532	0.5	32	58	7	23	0.7	0.44	-0.01	0.003	10/03/09	100	468	94	6	457	291	622	1.79	101	2.14	96		
1004	W595	SR Cadence Warrior S702	-4.4	11	22	10	16	0.5	0.11	-0.01	-0.005	10/22/09	88	519	104	6	446	272	576	1.41	80	2.12	95		
1005	W693	SR Cadence Warrior S702	-1.2	31	44	8	24	0.6	0.24	-0.01	-0.004	10/18/09	NA	571	115	6	520	276	694	1.89	106	2.51	113		
Total Bulls			-1.2	27	47	10	24	0.7	0.34	-0.02	0.000		85	510	103		473	285	636	1.78	100	2.23	100		

SPITZER RANCH Professional Cattlemen's Bull Development Program

Test 2010-2 28-DAY Report ~ July 21, 2010

TEST TAG	ID Number	Sire	EPDs										Birth			Adj 205 Weaning			OnTest			28-Days			
			BW	WW	YW	MILK	TM	SC	REA	%IMF	FAT	Date	WT	WT	Ratio	NC	WT	Age	WT	ADG	Ratio	WDA	Ratio		
1006	W405	ACES TF Wrangler 145/8	1.5	32	57	12	29	0.3	0.28	0.06	0.004	11/12/09	96	585	120	2	570	251	666	3.43	106	2.65	91		
1007	W415	PR Elixir 698L3	-1.0	25	47	8	21	0.3	0.26	0.14	0.007	11/19/09	84	632	109	12	652	244	768	4.14	128	3.15	108		
1008	W418	ACES TF Wrangler 145/8	0.1	27	51	20	34	0.6	0.28	0.11	0.003	11/20/09	84	608	105	12	622	243	726	3.71	114	2.99	103		
1009	W421	ACES TF Wrangler 145/8	0.5	29	54	20	34	0.5	0.28	0.06	0.004	11/22/09	90	627	108	12	648	241	740	3.29	101	3.07	106		
1010	W422	Uppercut of Brinks 14J8	0.7	24	49	5	17	1.2	0.29	0.10	-0.002	11/22/09	96	586	101	12	594	241	714	4.29	132	2.96	102		
1011	W423	ACES TF Wrangler 145/8	-0.7	25	50	20	33	0.6	0.41	0.04	0.001	11/23/09	82	616	107	12	634	240	752	4.21	130	3.13	108		
1012	W428	ACES TF Wrangler 145/8	1.0	28	52	16	30	0.3	0.28	0.09	0.005	11/24/09	98	655	113	12	668	239	774	3.79	117	3.24	112		
1013	W430	Uppercut of Brinks 14J8	-0.2	20	43	8	18	1.2	0.23	0.06	-0.005	11/25/09	88	626	108	12	630	238	706	2.71	84	2.97	102		
1014	W438	SR Tatanka Warrior P425	-0.9	18	42	16	25	0.2	0.51	-0.06	-0.002	12/13/09	90	598	103	12	536	220	624	3.14	97	2.84	98		
1015	W464	Von New Design N130										11/29/09	97	758	106	3	764	234	834	2.50	77	3.56	123		
1016	W468	Uppercut of Brinks 14J8	-1.8	18	40	10	19	1.3	0.23	0.08	-0.004	12/01/09	86	704	98	3	704	232	774	2.50	77	3.34	115		
1017	W605	SR Cadence Warrior S702	-4.2	12	26	12	18	0.5	0.17	-0.01	-0.003	10/26/09	60	502	96	10	558	268	635	2.75	85	2.37	82		
1018	W609	SR Cadence Warrior S702	-0.7	24	45	8	20	0.8	0.14	-0.01	-0.004	10/26/09	86	506	97	10	560	268	664	3.71	114	2.48	85		
1019	W619	SR Cadence Warrior S702	-4.5	17	30	20	28	0.6	0.30	-0.01	-0.005	10/29/09	62	565	108	10	640	265	722	2.93	90	2.72	94		
1020	W636	SR Cadence Warrior S702	-1.5	24	43	10	22	0.7	0.17	-0.01	-0.004	11/07/09	78	511	98	10	560	256	630	2.50	77	2.46	85		
1021	W669	SR Cadence Warrior S702	-2.9	19	34	16	26	0.5	0.17	-0.01	-0.004	11/16/09	70	555	106	10	576	247	624	1.71	53	2.53	87		
1022	W671	SR Cadence Warrior S702	0.7	26	49	10	23	0.6	0.19	0.01	-0.003	11/20/09	104	588	112	10	586	243	702	4.14	128	2.89	100		
1023	W673	SR Cadence Warrior S702	-2.4	22	42	14	25	0.6	0.27	-0.01	-0.003	11/23/09	70	590	113	10	608	240	690	2.93	90	2.88	99		
Total Bulls			-1.0	23	44	13	25	0.6	0.26	0.04	-0.001		85	601	106		617	245	708	3.24	100	2.90	100		

* Bull 1015, ID W464 is an ULTRABLACK.

Profitable Genetics from Performance Cattlemen

CROSSBRED COWS ARE A LOGICAL CHOICE TO MAXIMIZE PROFITS

“Today, if you are a commercial beef producer and you are not crossbreeding, you are wasting your time and effort. If that offends you, you deserve it.”

--- Dr. Matt Spangler, University of Nebraska Beef Geneticist

Doc had the good fortune to attend the 2010 Beef Improvement Federation (BIF) meetings this past June where Dr. Spangler gave an outstandingly astute presentation! “Conditional on the assumption that the beef cattle industry is a **for profit** organization, then it would seem logical that profit (REVENUE – EXPENSES) should drive our selection decisions” Said Dr. Spangler. He went on to say, “At a BIF meeting in 2010, it hardly seems fit to mention crossbreeding. Commercial producers who have not yet adopted it are a burden to the beef industry. However, crossbreeding is an excellent example of selection for profitability.”

Somehow many seem to still not understand the true realities of crossbreeding and what it can mean to the bottom line on a commercial beef producer’s financial statement. One of the quotes we try to live by comes from an unknown source, **“Facts do not cease to exist because they are ignored.”**

Let’s review a few facts:

1. The commercial producer just cannot afford to forget the huge production boost from a planned crossbreeding system. A crossbred female is superior in early puberty, fertility, longevity and calf birth rate and survivability. The crossbred calf benefits from increased disease resistance and survivability as well as a much faster rate of growth.

2. While heterosis in the calf has considerable value, most of the increases in production and decreases in cost come through maternal heterosis from the crossbred cow. She just excels at being a productive citizen sooner, more consistently and over a longer life than her straight-bred counterpart.

3. Maximizing profitability in a commercial cow requires maternal heterosis. Every crossbreeding research trial reported over the past forty years shows a 20-25% increase in lifetime production and about a year and a half greater longevity for the crossbred female.

4. Recent research from the prestigious USDA Meat Animal Research Center (MARC.) at Clay Center, Nebraska confirms earlier work done in many of the southern states. That is that using one of the Bos Indicus breeds in the crossbreeding system doubles the heterosis gained by crossing cattle of the Bos Taurus breeds. (All British cattle - Angus, Red Angus Hereford and etc. and all Continental cattle – Simmental, Gelbvieh, Charolais and etc. are Bos Taurus.) Yes, double the heterosis by incorporating a Bos Indicus breed in the planned crossbreeding system, and in Nebraska no less.

5. Brangus is currently the only Bos Indicus breed with enough critical mass to consider. The IBBA data base has accumulated more production records than all other Bos Indicus breeds combined. Brangus is one of only two breeds in the US to have totally mandatory Total Herd Reporting (THR). That means that to continue as a registered cow, each cow must have, at a minimum, a calf weaning weight (or a reason code) reported to IBBA – every year. Brangus is one of only two breeds with registration numbers ranked in the

top ten that had an increase in registrations in 2009. And, Brangus consistently qualifies for the Certified Angus Beef (CAB) program.

6. Contrary to some marketing propaganda, progressive, profit driven commercial cattlemen use crossbreeding to enhance their success. We might suggest you investigate if the most heterosis and potentially the most profit return will be obtained by using the complimentary traits of Brangus in a planned crossbreeding system.

In a recent Cattle Today article, Wes Ishmael mused, “What individual producers can do is employ available tools accurately and cost effectively in order to grow their own profitability. Take a look at the largest and most successful commercial operations and you’ll find crossbreeding is the standard rather than the exception as they exploit maternal heterosis to increase production, but mostly in order to reduce cost. Rather than focus only on pounds, they focus on cost of production relative to possible revenue per pound.”

“For them, bull selection is about solutions; using bulls with the cow herds they’ve built in order to solve the profit equation, at least as much relative to expenses as for production. They’re among the group that make money, even in those bad years of average profitability for the entire beef industry”, says Ishmael. Further, “Arguably, that’s why the cattle business continues to be such a good business for some.”

To that we can only say, amen. If you consider yourself a profit minded cattleman, the results are in and the votes are counted. The Crossbred Commercial Cow Wins! Call us for specific examples of Spitzer Ranch Brangus bull customers who have increased profitability with crossbreeding.