



# NICHOLS

NEWSLETTER

## A few THOUGHTS



*j. david nichols*

*I've been gone so much the past couple of months, our dog bit me when I got home. Especially memorable was my visit to the Open House and Grand Opening of the new building of the Simmental Association. I reconnected with old friends, made new ones and was invited to participate in the open Board of Directors meeting.*

*A few days earlier, I had attended the last in series of long range strategic planning meetings for the Angus Association. They were the brain child of CEO Allen Moczygemba.*

*He selected the best people in the beef business (from pasture to plate) to share their store houses of data and forecasts of the future.*

*My take home message reminded me of the sage advice of my friend, Jim Wolf, of Wagonhammer Ranch. "Hope for the best, plan for the worst".*

*Those experts didn't hesitate to share the worst problems with today's cattle— bad feet. The Angus Association adopted a foot scoring system over a year ago.*

*"Lessons learned early in life last". Not the least was bad feet and legs. In the mid-50s Dad bought an entire herd of big, hard working, beefy cows including the herd sire, Bandolier 308 of Wilton (1784402) from Harley Reed.*

*He said, "you should trim 308's feet each year, because he's foundered". So I built a hoof trimming table in ag shop.*

— Continued on page two

## The Gradys are Outstanding in all Their Fields

**Their keys to total enterprise profitability is a rotation of tobacco and beef cattle grazing rye grass and millet**



*Matt, Mack, and John Grady*

by Bob Hough

**M**ack Grady is a large tobacco farmer on the coastal plains of east-central North Carolina near the town of Seven Springs, growing over 250 acres of high value "Virginia type" tobacco. He is an extremely entrepreneurial individual having started his farm from scratch, planting his first small tobacco crop when he was just 17 years old.

The challenge with tobacco is, that to have a healthy crop, you can only grow it in rotation every three to four years. One of the keys to total enterprise profitability is having a value-added crop in the off years a field is not in tobacco. In these off years, he has tried and continues to use a variety of crops including soybeans, wheat, rye and corn, but has found one of their most profitable rotational enterprises is beef cattle grazing rye grass and millet.

Currently, Grady has 125 cows, but plans on growing that to 250 as quickly as possible. Their production year starts with a three month calving period starting at the beginning of October on permanent and then rye grass pastures, completing calving in December. The rye grass is planted about October 1<sup>st</sup>, around the time they start calving, and is ready to be grazed by mid-November. The bulls are then turned out around the first of the year, and the cows continue to graze the rye through about May 1<sup>st</sup>, which is after they have completed the busy tobacco planting season.

When the cows come off the rye grass pastures, they are moved to the several 25 acre permanent pastures he has, until mil-

let is ready to be grazed starting in June. They take this opportunity when cows are moved to split the calves off for marketing at the local Smithfield sale barn. According to Grady, "With this timing when we market our calves, we have an ideal size to hit the high priced grass turn-out market. Hitting this market lets us realize the most gross dollars for our calf crop."

The millet pastures, which had been previously sown at the beginning of May are ready for grazing between June 1<sup>st</sup> and 15<sup>th</sup>, and the cows remain on the millet pastures until about October 1<sup>st</sup>, right before the first frost. They are moved back to the permanent pastures to start calving, and the production cycle starts again.

The permanent pastures represent rougher ground not suited to cropping and contain trees for shelter, which Grady feels is important when they start calving. However, the permanent pastures do not have the carrying capacity for the current cow herd for the six weeks the cows are on them in the spring and the fall, let alone the larger cow herd Grady envisions.

According to Grady, "We are lucky in that we are in the heart of hog and poultry production, and those operations must keep a certain amount of ground in grass to dispose of waste. This means there is a surplus of forage produced in our area, so buying stored forage in the form of dry hay and baleage is very affordable. We just can't justify owning the machinery and labor to put up the feed we can so readily purchase. With that said, if you

— Continued on page three



# A few THOUGHTS

— Continued from page one

Dad knew volumes about feet and legs! His father raised and sold draft horses and had a band of Belgian brood mares and two studs. His five sons broke them and most of them grew up hating horses.

Dad taught me how to trim 308's feet. He showed me the corns, sickle hocks, dried mud on his hoofs from lack of internal oil, and how structural unsoundness causes most feet problems

A few years later, my brother Lee, and I were driving our cows about four miles on a crushed limestone gravel road to a corn stalk field. Lee was trailing the cows on a green broke gelding that was a real hand full. I drove ahead closing gates and turning them at road corners. After about an hour, I panicked and went racing back because I thought the horse may have thrown him and he was on foot or injured.

I gave a sigh of relief when I saw six or eight crippled cows. The horse was white with sweat and Lee was furious from criss crossing one road ditch to the other.

When Lee finally showed up at the corral with the lame cows; he shouted— "shut the gate, everyone of these cows are 308 daughters! Get a list of the rest of them, because I'm going to cut them out and send them to slaughter".

The next Monday I placed an ad in the Farm Bureau Spokesman— For sale: hydraulic foot trimming table.

We record on our "kill list"— cattle with bad udders/teats, bad attitudes, and bad feet/legs. We do have our veterinarian trim feet in cases of injury and abscesses usually caused by tiny bits of gravel.

Take a look at the video of the Herd Bulls we're selling Saturday, October 29 (page 4). We'd welcome your visit to take a look at their dams' feet and udders.

**CHOOSING  
NOT TO VOTE  
ISN'T REBELLION  
IT'S  
SURRENDER**

## BIVI Beef Bulletin



**Dr. Doug Ensley**  
Professional Services  
Veterinarian  
B-I Vetmedica

### Dewormer Dilemma

#### The right questions can lead to the right parasite control product choice

The benefits of deworming your cattle are well known: increased weight gains and breeding efficiency, reduced pasture contamination, improved immune status and more.<sup>1</sup> But it's not as easy to know which deworming product to use.

To reap these benefits and reduce the risk of resistance, it's critical to use the most effective product at the most strategic times. Review the following questions with your veterinarian. The answers will help you find the right parasite control product for your operation.

*Antiparasitic resistance in cattle and small ruminants in the United States: How to detect it and what to do about it. FDA public meeting on antiparasitic drug use and resistance in ruminants and equines. Federal Drug Administration's Center for Veterinary Medicine. Accessed online: ©2016 Boehringer Ingelheim Vetmedica, Inc.*

1. What type of operation do you have?
2. What parasite problems have you had in the past?
3. What have your deworming practices been in the past? Have you been satisfied?
4. Have you tested the effectiveness of your dewormer using a fecal egg count reduction test?
5. What climate do you live in? What are your parasite risks in the summer vs. winter?
6. What has the season been like this year?
7. What are your pasture management strategies?
8. How do you manage your cattle?
9. Do you process your cattle once per year or twice per year?
10. Are you handling your calves prior to weaning?
11. How do you market your calves? Do you hold them or sell them at weaning?
12. What are your grazing practices?



[www.fda.gov/animalveterinary/resourcesforyou/ucm318015.htm](http://www.fda.gov/animalveterinary/resourcesforyou/ucm318015.htm)

### Tradition Versus Genomic Technology

Dr. Mahdi Saatchi, the lead genomicist for International Genetic Solutions (IGS) spoke at the Simmental 2016 Fall Focus.

He and Dave Nichols, wasted no time getting together to cuss and discuss the multitude of ways genomic information could predict seedstock genetic merit (or lack thereof) more precisely.



## *Mack Grady, from page one*

are going to have a dollar left at the end of the day, the cows need to be out grazing, harvesting the forage themselves as much as possible.”

With this rotational system Grady says they have virtually no health problems. They check the cows daily, pay close attention to parasite control, a solid mineral program and health. According to Grady, “The cows calve on their own, and we have virtually no sickness. I credit a lot of the excellent health to our rotational program onto fresh crop ground. We also have great longevity in our cows, but tend to turn them over when they reach about ten years of age. It is not a problem of reproduction, but I just find that with ten year olds, performance starts to drop off, and we have better genetics to replace them with.”

One of the keys to success of their program for the last twenty years has been purchasing Nichols genetics. “We started with Nichols in 1995, and have not bought a bull from another source since then. We started out with straight Angus, but switched to Sim/Angus (SX1) about 15 years ago, which we have been extremely pleased with. When buying bulls, Nichols has the objective data I need to make a solid business decision. Since our cattle calve on their own, I pay a lot of attention to birth weight, especially for our heifer bulls, and since we keep all our own



replacement heifers, I like to see a good milk number. I let Ross pick out the bulls he knows I like visually, and he just sends me a list from which I pick out my bulls based on their EPDs. Ross has been to our place, and knows our situation and what will work for us. We really like doing business with Nichols.”

In recent years, Grady has been buying two year old bulls. He feels he is getting Nichols best bulls because those are the sires Nichols are using themselves. They also can cover more cows, and the timing is ideal for their breeding season. Having been used in the Nichols herd, Nichols tests for trichinosis as well as running the bulls through another breeding soundness exam and giving booster shoots for all the standard Nichols vaccination program. Also, like all bulls sold in the spring sale, the two year olds have ultrasound and genomically enhanced EPDs.

Mack Grady is another example of the myriad of ways different entrepreneurs make money in the cattle business. Nichols markets bulls across the country and works to custom fit the genetics they provide to each business’ environment, management, feed resources and marketing system.

That is one thing Grady especially likes about Nichols. “Dave and Ross are a pleasure to do business with. The both aim to serve you. It makes you want to come back!”

Grady loves farming and the freedom it brings him explaining, “Farming has its challenges but provides a fella with many opportunities. If you have a great idea you can implement it; if you want to try a new enterprise you can do it. I have a saying ‘adversity elicits talents that would otherwise have laid dormant’ and that is what farming is all about.” He is also excited to have his two nephews, Matt and John, who have returned to the farm after having off farm jobs. They have experienced the outside work world and know that farming is what they want to do for their careers. Grady plans on working them into partners over time which will sustain the operation into the next generation.



**These Scottish Cattlemen were standing in tall grass on their tour of Nichols Farms**

**Indonesian Farmers gave Nichols Farms a “Big Thumbs Up” on their recent visit**





# Nichols Farms

## Private Treaty Herd Bull Sale

**Saturday, October 29 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**

**T**wenty-five 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 20 more of these long yearlings that served as back up bulls for not only our herd, but our customers as well. Plus we have 24 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: 641-745-5241 | Night: 712-762-3810**

This sale will be broadcast live on the internet.

**DVAuction**  
Broadcasting Real-Time Auctions  
Real time bidding & proxy bidding available.

**Nichols Farms**  
*Superior Beef Genetics*

**Bull Sale Catalog & video - [www.nicholsfarms.biz](http://www.nicholsfarms.biz)**

**Cowboys**   
**You Can**  
**Count On**



**A**lex Antisdal grew up in Cass County, Iowa and graduated from Anita High School. He was on the "first team" of baseball, football, and track. But his first love was FFA. His peers elected him to be Chapter Treasurer. During summer vacations and after school, he worked for a local grain and livestock farmer.

Alex attended and graduated from Ellsworth Community College with a degree in Farm Management. After graduating, he worked for a local Angus breeder.

After the untimely death of Bill Antisdal, Alex was recruited by Dave to join Team Nichols as the replacement heifer specialist. He's responsible for the feeding, the A.I., the calving, and the care of them as yearlings and wet twos until their calves are weaned. He also bales almost all the hay.

An Antisdal has worked at Nichols Farms every year since 1977, including his grandpa Gary, his dad Mike, his uncle Bill, and his aunt Cyndi.

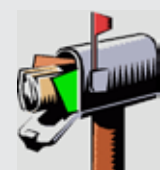
Alex and his bride, Hannah, were married September 17<sup>th</sup>, and live on the original Nichols home place where Dave grew up.



## For Sale: *Superior Beef Genetics*

from : **Nichols Genetic Source Partners**

- ◆ 300 bred heifers - Angus - bred to Nichols Calving Ease Angus Bulls - Iowa
- ◆ 78 2<sup>nd</sup> Calf Cows- Angus - bred to Nichols Angus Bulls - Iowa
- ◆ 25 bred heifers - PB Nichols Angus - bred A.I. to Nichols Final Answer Y34 - Iowa
- ◆ 40 bred heifers - PB Nichols Simmental - bred to Nichols Calving Ease Bulls - Iowa
- ◆ **Check out the full listing at— [www.nicholsfarms.biz](http://www.nicholsfarms.biz)**



## LETTERS from you

**From Ian Emshi, Lawrenkirk, Aberdeenshire, Scotland**

Dear Dave, Thank you so much for allowing all of us to visit your farm on our amazing “beef study tour”. I was so impressed with your beef herd. For me the very best of the tour! We learned a lot on our trip and we had such fun. A very enjoyable experience and thanks indeed for your hospitality.



**From Luke Bowman, Green Forks IN**

It was an absolute pleasure spending time with the living legend, Mr. David Nichols, at the American Simmental Association ten days ago. Dave appreciates our work and the unparalleled BOLT technology provided by the ASA/IGS

**From Cassidy Simmons, Southwestern Community College, Creston IA**

Lillian, Thank you so much for helping me the last two months. You have helped me a lot and have taught me many things. Its greatly appreciated and will help me in the future. Thanks for the Nichols Team teaching me about cattle and giving me the opportunity to work, grow and learn about Nichols Farms. I will miss having the conversations at lunch time with them.

**From Ron Livengood, Clarinda IA**

Lillian, thank you very very much for keeping my Nichols Angus Bull another 30 days and declining my offer to pay for his feed and yardage. I really appreciate it. It's great to do business with good people who are so accommodating

This is the third Nichols Angus Bull I have purchased. And I have been real happy with the resulting calf crops of the first and second bulls. This Nichols Bull C-14 I'm sure will even be better.

Thank you again and have a nice day!



**CitriStim**

by Ronda Driskill

Commercial  
Beef Specialist  
ADM Alliance  
Nutrition™

## Maximizing the calf crop No pound left behind

Calf value is influenced by genetics, management and nutrition. Now is a critical time to set the stage for maximizing growth and performance of weaned calves whether destined for the feedlot or as replacement heifers. Producing a high-valued calf yields more pounds to sell or a stronger replacement heifer. Derrell Peel, Oklahoma State University Extension, shared these management practices that add value to calves:

Vaccinated calves yield 1-2% price premium over unvaccinated calves

Weaning calves before selling can add a 1.5-3% increase in value due to heavier weights

Calves in a certified preconditioning program may receive price premiums 5-9% above those that are not preconditioned

Uniform calves of similar weights usually sell together: five-head lots may bring \$5/cwt more than single lots and ten-head lots can bring \$7/cwt more than single lots

 **ADM Alliance Nutrition**  
Proven Performance from Innovative Nutrition®

**ADM beef nutritional products can also add value to weaned calves:**

**N-Vigor8™** – premium preconditioning and receiving products featuring AminoGain® technology and other unique components critical to maximizing performance of starting calves

**CitriStim®** – an ADM proprietary feed ingredient that may favorably impact the gut microbial population and body defense mechanisms

**Cellarator® Turbo Drench** – combines Cell Rate® (for natural cell growth and proliferation), enzymes, prebiotics, electrolytes, vitamins A and E, to support performance, deter dehydration and help lessen the effects of stress

Visit with your local ADM dealer or ADM representative to learn more about getting more value from your calves or visit—  
[www.ADMAnimalNutrition.com](http://www.ADMAnimalNutrition.com).

Dave Nichols has this to say about their weaned calves— *“I give a lot of credit for our calves’ health to not only BI, but to ADM’s AminoGain creep and mineral program.*

*Immune response is a lot better in healthy calves. Nichols genetics also pay a role. We haven’t pampered or made excuses for our cattle for 62 years.”*

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## Greens Awarded Iowa Farm Bureau Conservation Farmer Of The Year

**D**ale and Karen Green’s farm is all about sustainability. They raised five girls and still live in a home built in 1851.

They’ve put special emphasis on caring for the land on their hilly cattle and crop operation called Spring Valley Farms. “It’s really important to me to leave the land better off for future generations,” said Dale.

Dale and Karen are long time friends of the Nichols family and are fellow seedstock breeders of Angus and Simmental cattle.



# 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 7: 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](http://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](http://www.cattleusa.com) but do not need to fill out a bidder application.

#### **Ross Havens – Nichols Farms**

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



#### **Tom Frey – Creston Livestock Auction**

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

