



Miller Farm, LLC

Miller-Gustin Angus

Winter Newsletter



Gustin Land & Cattle



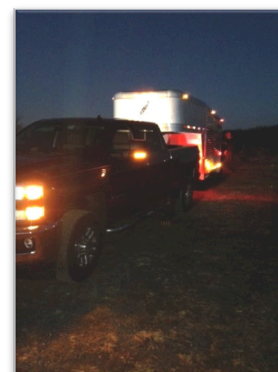
Delivering Better Bulls

Miller-Gustin Angus travels to Texas to bring quality genetics to customers.

We want to keep our customers and potential buyers informed about the things we are doing to build better bulls. Most of this Winter Newsletter will be devoted to delivering sale bulls to Texas and some things that we learned that will help us develop better bulls for our customers as we move forward in this venture.

Two of the bulls in our November 19 sale were purchased by buyers in Texas, namely Clayton Ranch of Bryson, Texas, and Billy Green of Albany, Texas. We agreed to deliver the bulls and on December 11, 2016, we loaded the bulls and hit the trail at about 4:30 AM. We had some in-route stops planned but the bulls were

riding well and conditions were right so we drove on through. Twenty-two hours later, we arrived in time for breakfast at Clayton's Ranch on Monday morning and unloaded the first bull. After a good jolt of Texas coffee, we headed out to Albany. We made our way to Billy Green's ranch where we delivered the second bull. Billy



Loading bulls early Sunday morning.

Texas Travels Cont'd

Behind the scenes as we deliver to out-of-state customers.

Page 2

Bottom Line

Our bulls exceed breed averages. You can add to your bottom line, too.

Page 3

Special Thanks

Thanks to our 2016 Bull and Female Sale buyers.

Page 4

graciously welcomed us and took us on a ranch tour. He told us about the Longhorn cross bulls



Billy Green planning the ranch tour.

he uses on heifers, his nutrition program and showed us cattle and quarter horses on several different pastures and ranches. Billy's last calf crop averaged 760 pounds. We were able to see some of the spring calves and they were exceptional!

Ken Clayton and his wife Helen welcomed us into their home and Ken showed us his working facilities and the 52 heifers that they were AI'ing the day we arrived. They were a fantastic set of heifers. Ken does one round of AI and the few that don't settle go into a spring herd where they get a second chance to settle AI. The next day Ken took us to another ranch to show us his grazing system, watering facilities and brood cows with calves. We were amazed with how well the cattle



Craig Miller and Ken Clayton talking working facility layout.

looked and how they performed under real-world Texas range conditions. Many of Ken's calves are pooled with Billy Green's and marketed with several other local ranches. Ken's calf crop, too, hit the 760-pound weaning weight average.

After the trip, we were able to review portions of harvest data for approximately 500 steers that were raised at the Green and Clayton ranches and two other ranches. We were not able to sort the data by ranch so we don't know which cattle came from which ranch, but the overall results were impressive to say the least. The cattle were fed conventionally on an aggressive implant program. From the Cargill kill data that included 123 head, 90.24% of the cattle graded choice, 5.69% prime, and from these categories combined, 43.09% hit the Certified Angus Beef target.

"One of the primes brought \$2539 and one of the selects came in at \$1838 for a total of \$700 difference."

I've heard over and over again about the value of good genetics and nutrition when it comes to harvest/kill performance, but it really hits home when you look at the numbers for the cattle that qualify for CAB/prime/choice and those that don't. The differences are amazing. I've extracted some samples in **Figure 1** that portray actual prices. One of the primes brought \$2539 and one of the selects came in at \$1838 for a total of **\$700 difference**. Obviously there are variances in these carcass weights, but the carcass value column makes the point. **There is a real difference to the bottom line.**

**Figure 1-
Harvest Data**

(Source: Cargill Meat Solutions, Alliance Supplier Feedback, Mar. 2016)

Cargill Meat Solutions Alliance Supplier Feedback Cattle Settlement Details											
Location: DODGE CITY			Kill Date: 03/22/16			Lot: 2216					
CID	VG FAT THICK	VG REA	CARC WGT	CARC DESC	VY	PAY GRID	VALUE PER CWT	CARCASS VALUE	F	O	
222437	0.56	15.30	1044.0	Prime	3	\$243.18		\$2,538.82	N		
222452	0.40	16.70	863.0	Select	1	\$213.02		\$1,838.38	N		



Genetics Matter

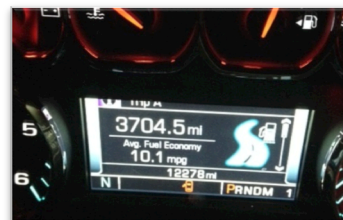
"In 1997, 54% of cattle graded Choice and Prime. Today that tally is 76%. When the averages improve, you have to improve or you'll be left behind."

-Miranda Reiman,
Quality Corner,
Certified Angus
Beef.

Miller-Gustin 2016 bulls exceeded breed average for Carcass Weight by 16 points, .48 for Marb and .39 for RE. These bulls will make sure you don't get left behind!

What did we learn from this venture?

So, 3700 miles later, I think we learned several lessons that we can put into our tool kits and use to enhance our breeding programs as a result of our Texas venture and what we subsequently learned from analyzing the harvest data.



Genetics & Management Really Count: We saw it in the calves Billy showed us. We saw it in the heifers that Ken was breeding while we were there. We saw it in the condition, feet, structure and performance of the brood cows at both ranches. And finally, we saw it in black and white on the harvest data sheets.

Our Bulls Fit into Progressive Programs: Obviously Ken and Billy's operations are leading the way in producing cattle that fit today's quality-driven markets. We were honored that progressive ranchers like Ken and Billy have the confidence in our program to incorporate our genetics and hopefully help them achieve even higher quality targets.

You Can Do it, Too: Although most Virginia operations are smaller than what we saw in Texas, the same principles apply. Quality bulls can and will continue to add to your bottom line. We saw the proof.



GLC MA 5E3 at his new home in Texas.

Thanks to our 2016 Bull & Female Buyers

Billy Green, TX
John B Howell, VA
Curtis Secrist, VA
Steven Webb, VA
Helen Heavner, WV
Casey Thaler, VA
Richard Fox, VA
Gerald Crider, VA
Marion Knicely, VA

Jerry & Connie Hall, VA
Ken Clayton, TX
Kevin Freed, VA
Brian Lester, VA
Derek Fulk, VA
Marsha Enten, VA
Jonathan Morral, VA
Milton J Knicely, VA
Matthew Good, VA

Chad Young, VA
Willis D Rohrer Jr., VA
Gordie Keys, VA
Marcus & Daniel Fisher, VA
Rachel Funkhouser, VA
Jeff Hilbert, VA
David Rees, VA
Denise Walker, VA
Garth Rohrer, VA

Craig & Jerry welcome Kevin & Buck Freed as our newest cooperator herd. The Freeds join David Rees and Brian Shafer as our third cooperator herd.



Austin Montgomery, Kevin Freed and Lora Freed working cattle on horseback.

**Mark your calendars for this year's Miller-Gustin Bull & Female Sale
Saturday, November 18, 2017, in Harrisonburg, Virginia.**



Miller Farm, LLC
Craig & Nancy Miller
5510 Rawley Pike
Harrisonburg, VA 28801
540-820-9818
cnkcfarm@comcast.net

Visit us at
millergustinangus.com



Gustin Land & Cattle
Jerry Gustin
3420 Morris Farm Ln
Gloucester, VA 23061
804-654-4135
gustinlandandcattle@verizon.net