



Miller Farm, LLC

# Miller Gustin Angus

## Winter 2019 Newsletter



Gustin Land &amp; Cattle



Richard Fox on his farm in Charlottesville, Virginia.

## Richard Fox – Progressive Bull Buyer

In this newsletter, we want to spotlight one of our repeat bull buyers, Richard Fox of Charlottesville. Fox runs a cow-calf operation consisting of 150 plus commercial Angus cows. Until recently, he had retained some heifers but has changed his expansion course in the direction of buying bred heifers or heifers that are ready to breed.

As a refined bull buyer, Fox is a believer in the critical role of Estimated Progeny Differences (EPD) data. He studies catalog information to include the footnote narratives; he likes to know as much as he can about the animal over and above the pedigree and EPDs. Since he does not background, but rather sells his calves at weaning, his primary focus is on weaning weights. He wants bulls that will sire calves that press the scales when they get off the trailer at

the Staunton Union Stock Yards. Also supporting his expansion strategy, Fox devotes somewhat less emphasis on Calving Ease Direct (CED) scores. Since he is breeding some heifers, the CED and birth weights play an important, but somewhat secondary role to the weaning weight in bull selection. He believes there is a balance point to achieve the weaning weight he wants along with enough calving ease to meet heifer breeding objectives.

Like more and more progressive breeders, Fox pays attention to docility. After he has made his preliminary selections based on the catalog data, he spends time in the bull pens prior to the sale. He walks among the bulls and checks their disposition and how they react to strangers. Bulls that act up in the sale ring don't go home with him. Phenotype and foot and leg structure are ►

part of the evaluation criteria while making the pen walk. His bulls have to cover some rugged terrain and need to move well to navigate the rocky hills in some of his pastures.

Another criterion for Fox is reputation of the seller and their willingness to stand behind a bull if there is an issue. He emphasizes that, like new pick-up trucks, there are lots of bulls for sale, but he chooses to buy from and stay with the sellers that service and stand behind what they sell. And finally, like all other buyers, price is a consideration. Fox buys the best bull he can

afford, and as he attempts to follow his father-in-law's guidance, "Get a good bull because it doesn't cost any more to feed a good cow than it does a bad one."

Fox indicates that he has not tracked weights since he began buying Miller-Gustin bulls but thinks the calves are better than they were a few years ago. "I think the bulls are a great value." In our opinion, Richard Fox has consistently picked and purchased the better bulls in our past five sales. We appreciate his patronage and continued support!

## Spring Bulls for Sale

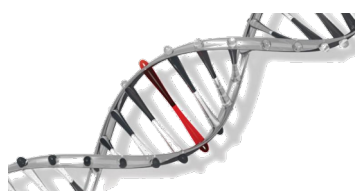
Here is a listing of bulls we have for sale in the April timeframe. All bulls will have passed a complete breeding soundness exam and will be ready to go to work. We have a nice cross section of sires represented and bulls of different ages. You will note varying degrees of calving ease, production and growth numbers, and some very impressive carcass traits. Look over their data.

Call Craig or Jerry if you have questions or if you would like to come and look at them.

| Name                         | Sire      | Reg #    | DOB      | CED | BW   | WW | YW  | SC    | Doc | MILK | CW | MARB | RE   | \$W   | \$B    |
|------------------------------|-----------|----------|----------|-----|------|----|-----|-------|-----|------|----|------|------|-------|--------|
| MA 7J4 Journey of GAR 3371   | Journey   | 19023669 | 12/11/17 | 6   | 2.0  | 63 | 103 | 1.01  | 15  | 34   | 47 | 0.86 | 0.99 | 75.58 | 157.55 |
| MA 8SF1 SureFire of GAR 3545 | Sure Fire | 19055811 | 02/10/18 | 13  | 0.8  | 75 | 132 | 1.05  | 37  | 30   | 51 | 1.21 | 0.80 | 87.28 | 163.33 |
| MA 8RP1 Rampage of MA 4Q8    | Rampage   | 19065454 | 02/28/18 | 10  | 1.9  | 67 | 120 | 0.68  | 12  | 27   | 54 | 0.85 | 1.34 | 67.00 | 185.71 |
| GLC MA Storm 2078 8052       | Storm     | 19122582 | 03/02/18 | 7   | 1.8  | 74 | 124 | 0.91  | 8   | 16   | 49 | 1.13 | 0.63 | 58.45 | 171.17 |
| GLC Bronc 511 802            | Bronc     | 19104678 | 02/17/18 | 9   | 0.7  | 73 | 128 | -0.03 | 18  | 29   | 56 | 0.71 | 0.91 | 75.13 | 169.45 |
| GLC Bronc 4102 803           | Bronc     | 19104679 | 02/23/18 | 13  | -1.3 | 72 | 113 | 0.34  | 24  | 37   | 44 | 0.99 | 0.64 | 96.73 | 146.47 |
| GLC Traction 401 720         | Traction  | 19021772 | 10/28/17 | 7   | 3.0  | 64 | 111 | 0.27  | 17  | 29   | 34 | 0.81 | 0.60 | 64.96 | 124.90 |

## Comments on Genomic Enhanced EPDs

We've made the statement before that we DNA test every bull we sell. Here are a couple examples of the data using Calving Ease Direct (CED) scores that supports our conviction. Focusing on a flush resulting in a bull and a heifer calf, the bull has a CED of 18 and the heifer has a 16. Not much difference there. In another flush from a different donor cow and two different bulls, we get calves with CEDs of 9, 16, and 9 from one bull and 8, 9, and 1 from the second bull. Those bulls will all work in different breeding scenarios, but think of the difference. The breeder wanting high calving ease would do better with the bull with a CED of 16 than with the bull with a 1 CED. Without enhanced EPDs, they'd all appear to be about the same. But they aren't!



We don't sell a bull that doesn't have genomic enhanced EPDs, and we wouldn't buy one that doesn't. We suggest that you don't either.



## Look for the Miller Farm LLC / Hill Crest Farm Consignments at the Virginia Beef Expo April 18, 2019

Miller Farm & Hill Crest Farm are offering a four-lot consignment centering around their phenomenal donor, MA 4 Q 8 of Gar 3371 (18007198) whose first natural calf was an \$11,500 seller to Lorson Angus at the Northern Virginia Angus Association's Fall Female Classic.

- The first lot of the consignment is the opportunity to flush the 4Q8 donor to the bull of the buyer's choice with a guarantee of six embryos capped at ten with a guarantee of two pregnancies.
- Lot two is a daughter of 4Q8, MA 8RP2 Rampage of MA 4Q8 (19123784).
- Lot three is a high \$B 4Q8 daughter, MA 8M1 Method of MA 4Q8 (19247305).
- The final lot is a package of four grade one embryos from 4Q8 sired by SydGen Enhance.

Check these registration numbers and study the pedigrees. These lots represent a herd-enhancing opportunity for any progressive operation.

## Millers Welcome Granddaughter

Craig & Nancy Miller's son Chase and his wife Carolyn are proud new parents. Please join us in welcoming Mercy Jane Miller born on February 6 weighing in at 7 lbs, 13 oz and 18 inches long. Congratulations!



## Jerry Attends Angus Convention

Jerry Gustin got to talk cows with Angus breeders from coast to coast at the 2018 Angus Convention in Ohio. A cowboy's dream!



## Bull Buyer Feedback From Arkansas

*In April 2018, we delivered two yearling 100X sired bulls to Bret Hendricks in central western Arkansas. Bret's plan was to keep the bulls separate from his herd to get them acclimated and use them later on 28 yearling heifers that he had developed after purchasing at a local livestock auction. The bulls were turned out with the heifers during one of the hottest and most humid summers in Arkansas history.*

*At Christmas time, he pregnancy checked the heifers. Of the 28 exposed to our bulls, 26 were confirmed safe in calf. Analysis of the results indicated that two thirds of the heifers conceived during the first third of the breeding season. Calves are due beginning in late February. Thanks, Bret, for the feedback. Our bulls are working. We'll be anxious to see how their calves perform!*

## Thanks to Our 2018 Sale Buyers

Acomb Acres, Dansville NY  
 Activity Farms, Rockingham VA  
 Blaine Knicely, Harrisonburg VA  
 Blaine Showalter, Mt. Solon VA  
 Blue Jay Farms, Harrisonburg VA  
 Brad Cogan, Crozet VA  
 Brian Harris, Staunton VA  
 Chad Young, Fredericksburg VA  
 Earl Kiracofe, Churchville VA  
 Gerald Crider, Broadway VA  
 J. T. Anderson, Goochland VA  
 Joe H. Jones, White Hall VA  
 Jonathan Morral, Dayton VA

Karl Kiracofe, Churchville VA  
 Marion Knicely, Harrisonburg VA  
 Milton Knicely, Mt. Solon VA  
 Richard A. Fox, Charlottesville VA  
 Richard Kisner, Bruceton Mills WV  
 S & C Poultry, Inc., Fulks Run VA  
 Spring Valley Farm of Louisa, Mineral VA  
 Steven R. Moore, Marlinton WV  
 Trent Showalter, Staunton VA  
 War Branch Farm, LLC, Hinton VA  
 Warren French & Jeff Dalke, Edinburg VA  
 Willis Rohrer, Jr., Dayton VA

*Special Thanks to Warren French and Jeff Dalke for purchasing our high selling bull and to Acomb Acres for purchasing the high selling female lots!*

## November Bulls Sneak Peek

We have a couple shining stars for our November Miller Gustin Bull & Female Sale. Some of their information is included below. These bulls, along with about 25 others, will begin feed trials June 1, 2019. Check the numbers on these bad boys. We think they will be competitive with bulls anywhere across the country. Whether you want calving ease, explosive growth, carcass or Index Values, we've got a bull that will do the job.

| Name                     | Sire    | Reg #    | DOB      | CED | BW  | WW | YW  | SC   | Doc | MILK | CW | MARB | RE   | \$W   | \$B    |
|--------------------------|---------|----------|----------|-----|-----|----|-----|------|-----|------|----|------|------|-------|--------|
| MA 8S1 SunRise of MA 4Q8 | Sunrise | 19278084 | 11/07/18 | 5   | 2.5 | 78 | 147 | 0.27 | 17  | 18   | 69 | 1.32 | 1.06 | 59.37 | 209.90 |
| GLC Peyton 531 804       | Peyton  | 19179095 | 08/11/18 | 9   | 0.3 | 83 | 149 | 0.98 | 23  | 40   | 82 | 1.19 | 1.02 | 89.57 | 215.29 |
| GLC Peyton 531 805       | Peyton  | 19190498 | 08/11/18 | 15  | 1.0 | 75 | 144 | 0.35 | 26  | 33   | 66 | 1.18 | 0.41 | 75.03 | 200.26 |

**Be sure to mark your calendars for our November 16, 2019 sale.**



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