

WAGYU WORLD

July/August 2022

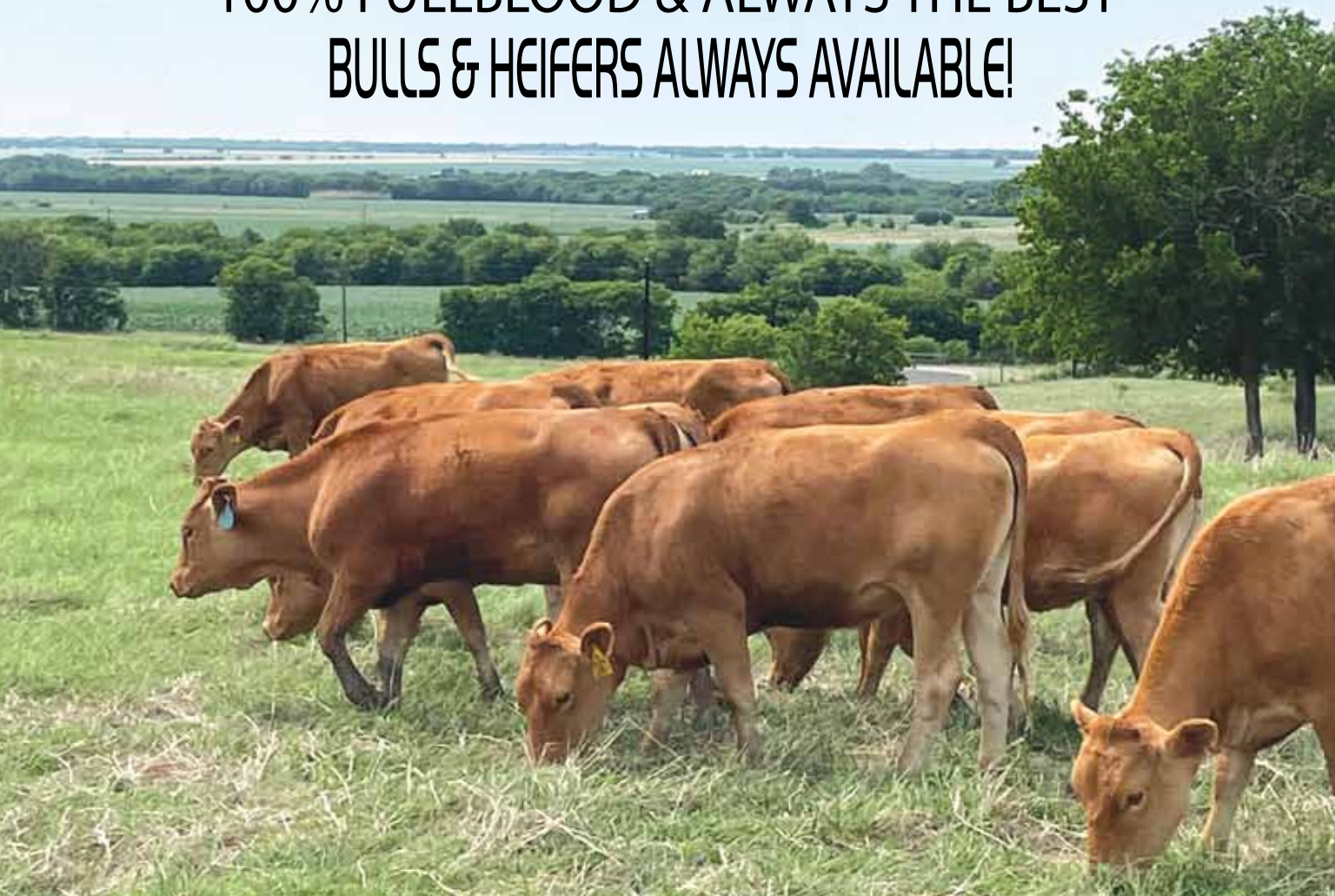




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WAGYU WORLD / *THIS ISSUE*

July / August 2022
Volume 8, Number 5



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12 RANCH REACH

OLD THREE

A love at first bite. This Wagyu program, based in Texas, is a mix of a love for the product and a childhood passion for farm life.

>> *By Heather Smith-Thomas*



22 HEALTH & HUSBANDRY

HEAT STRESS

As we are in the midst of battling the heat, we give a few helpful tools to implement to assist your cattle and conquer the summer sun.

>> *By Dr Jimmy Horner*



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COVER>>

*Courtesy of: Caroland Farms
Location: South Carolina*

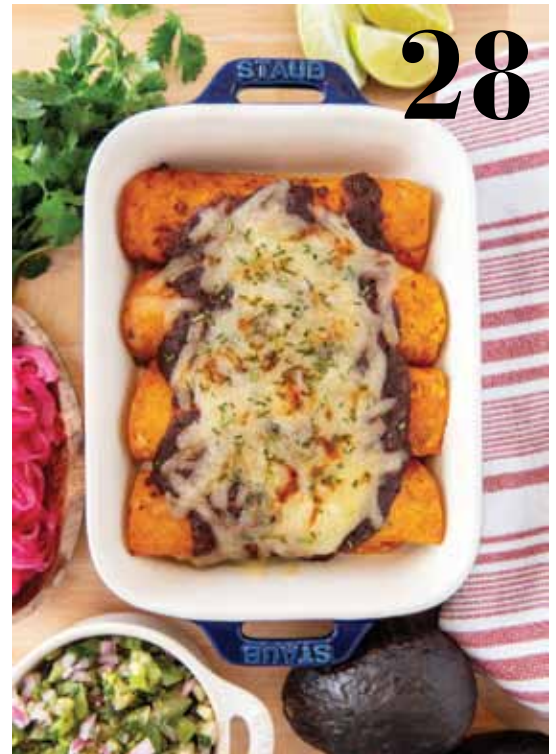
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28 MARSHALL'S DAILY DISH

MEXICAN BBQ WAGYU ENCHILADAS

Invite your friends over and be prepared for compliments and requests for seconds with this recipe. It is a perfect recipe to incorporate Wagyu plus a home run of a summer dish.

>> [Chef Marshall Johnson](#)



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30 OUT & ABOUT

With a very busy summer auction schedule, there are many sale results covered; Bar R Wagyu, Passion For Prime as well as Grasslands Wagyu. Plus, don't forget to check out the exciting upcoming events in the calendar.



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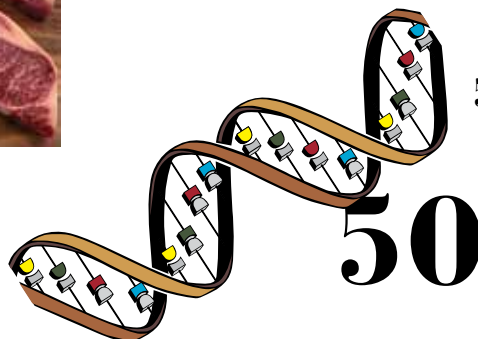
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40 RANCH REACH

A SOUTHERN CHARM

A long time staple of the south, Caroland Farms has been producing Wagyu just as long as any other program in the eastern region. We learn about where they started and where they're aiming to go in the future to produce the highest quality of Wagyu beef.

>> [By Heather Smith-Thomas](#)



50 HEALTH & HUSBANDRY

RECESSIVES - IARS

With so many recessive genetic defects, we are going to cover each one in depth and in this issue we examine IARS.


>> [By Ronda Applegarth](#)

FLYING BY

U mmmm...last I looked up it was January. What happened to 2022? This year has flown by! It's hard to believe we are knocking on the door to fall, school is about to start and all of a sudden, and once again, my house décor needs updating. I'll need to dust the pumpkins off before I know it and then bam, hello Christmas. Some say, depending on how you view things, this year hasn't gone by fast enough; many of us are in a state of drought, the economy is a roller coaster and life at times feels very unsettled. It's easy to get worried and panic. When I look back at my relatively short life thus far, I can remember many occurrences when things just didn't feel "right". When my mom and I discuss the current state of affairs, she always brings calm with, "this too shall pass," and "we've seen this before and managed to get through." These calming words help but yet, I will admit, I feel like life is spiraling out of control at times, hence why I bury my head in work, turn off the news and other than staying up with Wagyu and my family, resort to a reclusive state. I travel all too often to want to be "out" when I am home and well, it's easier to just stay secluded in my own little world. Lord knows I talk to so many of you all in a week's time to keep me abreast about what's going here and there; I know we are all struggling in some way or another. I don't mean to bring anyone down but to say to you all; just breathe or as my dad would always tell me, "Keep your chin up."

In other news, how excited are you about being in this breed! The Wagyu breed is on fire and has now made itself in such demand and popular that it has attained its own day, "Wagyu Wednesday"! This photo comes from a restaurant in Springfield, Missouri. We have seen Arby's pick up the name Wagyu to help sell their product and beyond this, we are seeing Wagyu being used in other various marketing and promotions for grills, grocery stores, restaurants of all caliber from bars to 5 star steakhouses; it goes on and on. This right here should help us all "Keep our chin up".

See you all very soon as this fall's Wagyu events will be here before we know it.



Mercedes Danekas-Lohse

Mercedes Danekas-Lohse - Editor

Try always to be kind,
for everyone is
fighting a hard battle.
~Plato~

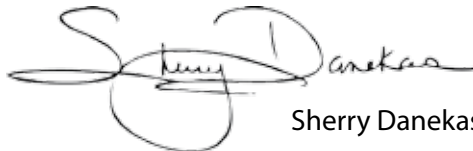
Half way through the year and the Wagyu business is certainly holding its own, the sales remain robust and through this office we are seeing the brightest private treaty market ever. Our new platform Wagyu Live had resounding results with its first two sales with more sales booking for the future. If only our country could see the same success. Traveling so much and getting to talk to all kinds of folks in airports, restaurants, and ranches the mood is pretty dour. With prices going up on everything across the board and shortages appearing on some of the strangest products (baby formula), one starts to wonder just who is running this country.

The trail can sure get twisted at times and sometimes all you can do is take a deep breath and know at some point this too shall pass. Unfortunately things are tough for so many folks, and general demeanor of our country has changed and not for the better. Somewhere along the line the work ethic of America faltered and it got easier for large segments of our population to just sit at home and wait for government checks to arrive. I'm going to really date myself, but there was a time when being on unemployment was not something to be proud of and now it seems that it's simply another profession.

Please take to heart my quote because as we pass one another on the trail it is impossible to see all that is taking place in another's life. Sometimes the smallest act of kindness makes all the difference in the world.

The Fall as so much happening Wagyu, you won't want to miss a minute. Convention will be September 22nd through the 24. The first sale in October will be Caroland Farms in Landrum South Carolina on October 1st and then head north for the Vermont Wagyu Production sale 4th Edition on October 15th in Springfield, Vermont. Come November be sure to mark the 12th to be in Luling, Texas for the TWA Fall Harvest Event. You will find entries online at our website for the TWA sale.

So slide your easy chair into the shade and enjoy this issue, while I search for the uncomplicated trail that will guide me effortlessly into the fall.



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DISCOVERY

This Issue's Four Contributors Share Themselves With Us.



MARSHALL JOHNSON
Wagyu Breeder / Chef
Restaurateur



My favorite memory from this summer thus far is...the last rain we had!

If money wasn't an option, the big project I would start would be...brand new Indoor working facilities.

With drought affecting many in our country, my advice is to...pray for rain!



DR. JIMMY HORNER
Nutritionist / CEO
Protocol Technologies



My favorite memory from this summer thus far is...sitting on the front porch in the evening and rocking little Hank, my newest grandchild.

If money wasn't an option, the big project I would start would be...seeking out those families and individuals in our local area that are suffering financially and provide them with money and Wagyu beef.

With drought affecting many in our country, my advice is to...pray for rain and conserve water as much as possible.



HEATHER SMITH-THOMAS
Rancher / Writer



My favorite memory from this summer thus far is...working cattle with my daughter.

If money wasn't an option, the big project I would start would be...rebuilding more of our old fences and building a hay shed for our winter's hay supply for the cattle.

With drought affecting many in our country, my advice is to...wean calves early, cull cows early, conserve as much feed as possible, and always be aware of fire danger—try to minimize risk of fire hazards.



RONDA APPLGARTH
Wagyu Breeder



My favorite memory from this summer thus far is...having all of my grandchildren here at the same time. Our days are full of playing in the creek, fishing, riding bikes, watching momma cows with their babies, eating popsicles and BBQing the best beef on the planet.

If money wasn't an option, the big project I would start would be...to modernize the old ranch I just bought. We are moving forward with that anyhow but it's taking some time.

With drought affecting many in our country, my advice is to...pray! We all have to handle the drought with consideration to our own programs. I think the answer is different for all of us.



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Two unforgettable experiences early in life made lasting impressions on Kerr Taylor, leading him to become a real estate investor and, ultimately, a rancher of Wagyu cattle.

The first unforgettable experience occurred when Kerr was a junior in college and was awarded a scholarship that allowed him to travel around the world aboard Chapman Colleges' University of the Seven Seas and World Campus Afloat.

One of the more than 20 ports Kerr Taylor visited was Kobe, Japan.

That afternoon, Kerr and a buddy, Joe, peered through the window of the Misono restaurant—dubbed the best steak restaurant on earth—while two of their wealthier friends enjoyed a delectable meal of Kobe beef. Kerr and Joe, unable to afford the substantial price tag of the meal—about \$200 by today's standards—watched from outside while their friends



OLD · THREE

100% FULLBLOOD WAGYU

By Heather Smith-Thomas

exaggerated each mouthwatering bite and flashed thumbs up to their buddies salivating on the other side of the glass. Even though Kerr had never tasted Kobe beef in Japan, that experience launched his interest in the breed.

The second unforgettable experience took place two years later when Kerr and a friend took a five-month trip on their Triumph motorcycles through the countries surrounding the northern Mediterranean Sea.

One afternoon, while having coffee in a café in Florence, Kerr asked an elderly gentleman, “Who owns these beautiful properties surrounding these thousand-year-old plazas?”

“These properties are owned by the founding families of Florence,” the old man answered. “The families pass them down from generation to generation. They are never sold. They are grandissimo!”

Kerr translated the Italian word for “great” to mean “irreplaceable.” At that moment, something clicked in Kerr’s mind.

That's it! He thought. I will spend my life investing in the irreplaceable.

And so began his journey of creating unique organizations and businesses focused on the irreplaceable. Guided by this vision, Kerr and his team have built successful organizations in real estate, private equity, agriculture, and philanthropy.

As the former Founder, Chairman of the Board, and Chief Executive Officer of AmREIT, a real estate investment firm dubbed the Irreplaceable Corner Company™, Kerr grew his team to more than 50 professionals. He also enlarged the property portfolio to over \$1 billion in assets and increased the investor base to more than 6,000 shareholders and partners.

Along the way, Kerr has focused on what he considers the most important ingredient in growing a company: its culture.

He calls his cultural principles the 5C Cultural Framework. Based on strong core values, character, competence, communication, and community, this concept has allowed him to attract and retain strong teams which have built strong companies.

In 2015, when the Texas marketplace was hot as a firecracker, Kerr and his team sold AmREIT to the largest real estate company in the world.

"We created financial returns for our investors that we believe were the highest ever produced by a public Real Estate Investment Trust—over 30% per annum from the time of listing to sale," Kerr says.

He adds that his company's success in real estate allowed him to pursue a dream deeply rooted in his fondest childhood memories.

Kerr grew up in the rolling foothills of the Shenandoah Valley in Charlottesville, Virginia. He recalls that after his pastor father preached on Sundays, they would often be invited to visit a church family at their home.

"Many lived on beautiful farms that graced the hills and valleys of one of the most attractive agricultural regions in the world," Kerr says. "As we children played together after lunch, I believe I unconsciously fell in love with farm life."



Kerr & Jill Taylor with their daughter & two sons

"As we children played together after lunch, I believe I unconsciously fell in love with farm life."

LIVING THE DREAM

As AmREIT grew, Kerr began re-searching farmland between Houston, where he lived with his wife, Jill, and the Hill Country surrounding Austin.

"Jill encouraged me to pursue my farm passion," he says, "taking care of our three children while I spent many days and nights driving what we called the 'smile zone'—the circle around our city extending about 80 miles out from its center. I felt the best location for a farm would be no further than an hour and twenty minutes from downtown. Beyond that, travel would become a burden; smiles would turn into frowns."

Months later, as he was driving up a meandering farm road north of Cat Springs, his heart began to beat faster as the landscape suddenly arose and turned into hills and valleys. Traveling through the tiny hamlet of Chappell Hill, he says he leaned forward, eyes widening in excitement. Seven miles north of the hamlet, he pulled his truck to the side of the road.

Across the little road stretched meadows dotted with thoroughbred horses and cattle against a blanket of dark blue flowers known worldwide as Texas Bluebonnets.

He called Jill.

"I've found it!" he declared excitedly.

"WHAT WOULD YOU DO?"

Kerr and Jill knew they wanted to make their newly named Pleasant View Farm environmentally and financially sustainable. This meant they needed it to become income-producing so future generations would not be burdened by expenses like taxes, insurance, and upkeep.

About that time, Kerr met Robert, a farmer whose family had been settlers of the area. Robert was brilliant in ways of country life, and, as the two men got to be friends, Kerr peppered him with questions, including his favorite: "What would you do?"

One day Kerr and Robert met for lunch at Chappell Hill's only restaurant.

Kerr said, "We've discussed my goal of making the farm sustainable financially for my children and their children. How do you think I should do it?"

"Small-time farming is a hobby these days," Robert answered. "You will need to choose wisely what you farm if you want it to be self-sufficient financially. And you will have to have scale or size. It's sad but small farming that can support a family has disappeared in America beginning in the 1950s."

"What do you think I should do?" Kerr asked.

"I think high-end genetic cattle like Wagyu and vinifera wine grapes have legs," Robert said. "Texas is the largest state producing cattle, and Pleasant View Farm is in perhaps the most fertile, pleasing county for raising them. Fredericksburg is now the second most visited wine destination in America, and the wineries there need Texas grapes to continue growing. The High Plains of Texas has become the grape capital of Texas and can grow world-class fruit."

Kerr listened to his advice.

A few years later, he and Jill established Old Three Wagyu and Rowland Taylor Vineyards.

WHO? WHAT? AND HOW?

Kerr explains that, in deciding how to go about building his Wagyu herd, he asked himself three questions:

1. "Who are the best mentors to guide us in building an 'irreplaceable' Wagyu herd?"

As Kerr asked around, the same names came up time and time again. When he asked these ranchers if they would mentor him, they not only agreed, but many have also turned into close friends.

2. "What benchmark will we use to measure our progress?"

Kerr says, "To determine our Wagyu benchmark, we turned our attention back to the day I visited the 'best steakhouse in the world,' the Misono in Kobe, Japan. We asked: 'What are the characteristics of the beef they serve to their customers?'"

Kerr and his team determined that the Misono's choice for Kobe beef came from only cattle born in the Hyogo Prefecture, the area around Kobe. Furthermore, these cattle must be 100% Tajima. Today, their brand has expanded to other cities across Japan, and although they will use other breeds of Wagyu, their "prime choice" remains Kobe Beef, 100% Tajima.

3. "How will we get there?"

One day Kerr met Mitch—one of his Wagyu mentors—for coffee.

"Mitch, I'm on a journey of trying to build the finest Wagyu herd in America. Will you help me?" Kerr asked.

"Sure," he said. "There are many philosophies in what constitutes the 'best,' and many have merit. But the first thing you should do is build a framework of criteria for your herd. Do that and then come back and we'll discuss it."

Over the next few months, Mitch and Kerr had many discussions regarding what is now known as the "Tru Wagyu™ Framework."

The Tru Wagyu Framework consists of the following, in order of priority:

1. Lineage

This is the first criteria in Tru Wagyu scoring. Kerr and his team focus on building a high percentage Tajima herd ("High Tajima"), bringing in genetic attributes from other Wagyu breeds as it makes sense to do so.

Kerr explains, "Chef Fujioka from Misono would say that although the Tajima is the smallest of the four Wagyu breeds, it is the best for marbling and flavor. After all, only 100% Tajima can be called Kobe Beef. I've heard that Kobe Beef does not even enter Japan's Wagyu Olympics held every five years. Just like Bordeaux wines don't compete at the San Francisco Wine Contest, Kobe Beef producers have the number one reputation in the world and are in a class of their own."

2. Genetic & Genomic Testing

Old Three Wagyu uses available science, including complete panel testing from the American Wagyu Association and Australian Wagyu Association's Estimated Breeding Values. They also are informed by the information derived from the 16-16 Analysis.

While recognizing that genetic testing can be biased, Kerr explains, "Over the years, I have come to believe there is a strong correlation between marbling, flavor, and tenderness with a high S.C.D. score, so this characteristic advises us."

He references a famous study written by eight Japanese scientists from the Graduate School of Science and Technology in Kobe, Japan. It focused on the benefits of the S.C.D. Gene. It points out that all mammals have this

gene, but in the Wagyu, it is turbo-charged. This gene turns the saturated fat, known as stearic acid, into mono-unsaturated oleic acid, where the flavor comes from. The study found the measurement of S.C.D. was "a useful tool" for selection of favorable flavored beef carcasses' and that the measurement "AA-10" was the highest possible S.C.D. and tenderness score.

Old Three Wagyu believes it has one of the country's largest herds of AA-10 animals and has discovered through data collection that superior scores are highly correlated to the Tajima breed.

Regarding breeding for size, Kerr believes that taste comes first. "The North American cattle business has always focused on putting on pounds. And they are always using strategies to make cattle gain weight fast. Some of these, such as hormones and beta-agonists, make the cattle bigger but hurts their taste profiles. Regarding taste, bigger is not better. We breed for size where it won't hurt quality."



"We breed for size where it won't hurt quality."



3. Phenotype

In calculating the Phenotype score, Old Three Wagyu measures disposition, eye appeal, and growth rate, among other characteristics. Kerr says, "Although we are not trying to pack on pounds for weight alone, we are conscious of EPD or Expected Progeny Difference in our breeding decisions. We want efficient animals in converting input into solid carcass growth, but never at the expense of marbling and flavor."

4. Husbandry

While lineage, genetics, and phenotype make up about 60% of the Tru Wagyu™ Breeding formula, husbandry makes up the rest.

"We have multiple forages on Pleasant View Farm, including various kinds of Bermudagrass, K.R. Bluestem, oats, rye, and our famous Blue Bonnets that keep our females very feminine looking!" Kerr says. "We keep our herd well-watered, happy, and content. The name of our company comes from the fact Stephen F. Austin's first 300 families (known as the "Old Three Hundred") originally settled in Texas around our farm because of the

beauty of its rolling hills, the richness of the soil, and appealing climate."

Kerr believes gentleness in the handling of its herd is important. He said: "We use a hydraulic chute, so our cattle have less risk of possibly getting hurt when we work them, and it's easier and safer for our team. We want things as gentle and kind for our cattle as we can make them. Our Tru Wagyu herd gets its shots, minerals, and plenty of lush pasture. We even play the 'Love Symphony' by Mozart when the breeding time rolls around!" he says with a smile.

According to Kerr, Old Three Wagyu steers are fed precise amounts of high-quality feed twice daily by an automatic feeding system and are harvested humanely at about 30 months. He adds, "We often buy other producers' beef to compare to our own.

We believe our Tru Wagyu formula is creating world-class Wagyu."

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Kerr and Jill have 3 children. Their first one, a girl, was adopted from Russia. While adopting her, the couple started a non-profit group called Pathways for Little Feet, which provides financial assistance to families wanting to adopt and pre/post-adoption care to families throughout the process. They also closely partner with Lifesong for Orphans to help build a sustainable farm in Ukraine, teaching skills and trade to aged-out orphans. Pathways for Little Feet has helped place more than 600 children in forever homes.

Kerr and Jill also have two boys, both attending Texas A&M. The farm is only about 45 minutes away from College Station, so the boys have been able to keep close family ties while attending school there.

Most of the original Wagyu cattle were purchased in 2016, and in 2021 Old Three Wagyu began selling some of its cattle. Sales manager Angela Garcia and farm manager, Taylor Zdunkewicz, run the day-to-day operations, and Kerr focuses on long-term strategy.

Taylor has been instrumental in caring for the cattle and helping grow the herd. "He manages all the pastures and works hard to make sure the animals look as good on the outside as they are on the inside and does an excellent job. What's so neat about this breed is how docile they are and friendly. They are amazingly easy to work with, and because we are a modest-sized farm of 520 acres, they all get looked at daily. We can walk into a pasture with 20 bulls and feed some by hand, and it's remarkable. The attention we can give the cattle makes it even easier for them to interact with humans."

When guests come to the farm, one of the favorite things is to show them the cattle, and they get to see and experience the animals up close. "It's neat to see their reaction and realize this is such a gentle herd and gentle breed."

Angela says, "There are more and more farms getting into Wagyu. It's been exciting to introduce our bulls into their herds. One thing that is so amazing about the Wagyu industry is how helpful and encouraging everyone is. Some folks breed for different things, but overall everyone wants to see everyone else succeed and do well."

She adds, "It's been great for us to begin to give back to this breed and help new breeders when they call us with questions."

Kerr says, "I'm thankful for my many friends in the Wagyu Cattle Business. We're all working together to make this breed the best it can be. We may have slightly different philosophies, but one thing unites us all: we raise the best beef in the world, and our future together is bright!"

"We'd love to meet you. Please give Angela a call and come visit us. We look forward to having you join the Old Three Wagyu family!" 🍷

"I'm thankful for my many friends in the Wagyu Cattle Business."



Angela Garcia

The Taylor Family

Taylor Zdunkewicz



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JDA
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The background of the entire page is a photograph of two men wearing cowboy hats and light-colored shirts, standing and reading magazines. Behind them is a large, dark sculpture of a bull's head with prominent horns. The scene is set outdoors with some greenery visible in the background.

Wagyu

SHAPING THE FUTURE

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Guest Speaker:
Dr. Jimmy Horner of
Protocol Naturals

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Heat Stress

in Wagyu feedlot cattle

By Dr. Jimmy Horner
President/CEO/Founder
Protocol Farms & Protocol Naturals



Though some summers are obviously less pleasant than others, it certainly seems at times that we're in an uphill battle when trying to escape the consequences of hot weather and its detrimental effect on cattle performance and health, yet we must continue to fight. Heat stress can have a significantly negative impact on the production and health of beef cattle including reduced feed intake and daily gains, diminished carcass quality, lower milk yield, impaired reproductive efficiency, greater susceptibility to disease and even mortality. This discussion will focus specifically on feedlot cattle and how we can help them deal with hot weather.

Though some maintain the recent and very unfortunate feedlot cattle deaths in Kansas might not have been preventable due to the rapid escalation of elevated temperature and humidity, we do know most of the cattle involved were black, heavy (late-stage finishers) and lacked adequate shelter or shade. Though the extreme weather obviously can be blamed for this tragedy, I believe the commercial cattle industry's all too common and widespread approach to producing commodity beef from large, often overcrowded pens without proper shade or shelter likely contributed as well. Overcrowding has been found to be especially detrimental in full-blood and high percentage Wagyu cattle.

Cattle are simply unable to deal with heat efficiently since their ability to sweat is only about 10% of that of humans. They lose excess heat primarily through breathing and panting (respiration). A further disadvantage in cattle is heat generated from the fermentation process in their rumen which is similar to carrying around a portable furnace. Other factors also contribute to severity of heat stress such as age, hair color and length, and degree of fat covering. Older, black cattle carrying excess fat are generally the first animals to be affected by heat stress. Cattle with past health issues will also be more affected by heat stress than those with no prior health issues.

Fortunately, the Wagyu breed is known for soft, elastic hides and fine, soft hair along with lower cortisol (stress hormone) levels than most other "Bos Taurus" cattle breeds which aids in dealing with heat stress. Most black Wagyu cattle are not impacted by heat stress until ambient temperatures reach 75°F or the "Heat Index" is above 80. Japanese Brown Wagyu (Akaushi) cattle appear to be able to tolerate slightly higher temperatures than black Wagyu. Though Wagyu may be slightly more heat resistant than many other breeds, they still cannot escape mother nature's wrath in harsh conditions and require our assistance in minimizing the various consequences resulting from heat stress.

One key to minimizing heat stress is early recognition of its visible signs. These may include:

- Bunching or grouping (in shade if it's available)
- Slobbering or excessive salivation
- Panting (increased respiration rates)
- Open mouth breathing
- Lack of coordination, trembling
- Less eating activity with less rumination (cud chewing)
- Marked increase in water consumption
- Crowding water troughs
- Agitation and restlessness
- Increased urination
- Refusal to lie down
- When the relative humidity exceeds 50%, dissipation of heat becomes much more difficult and signs of heat stress develop sooner.

If you see these signs, assume the cattle have high heat loads, and take steps to minimize the stress immediately while handling the cattle gently to avoid causing even more stress.

There are numerous on-farm management practices which can be used to reduce the severity of heat stress in cattle. Some of these include:

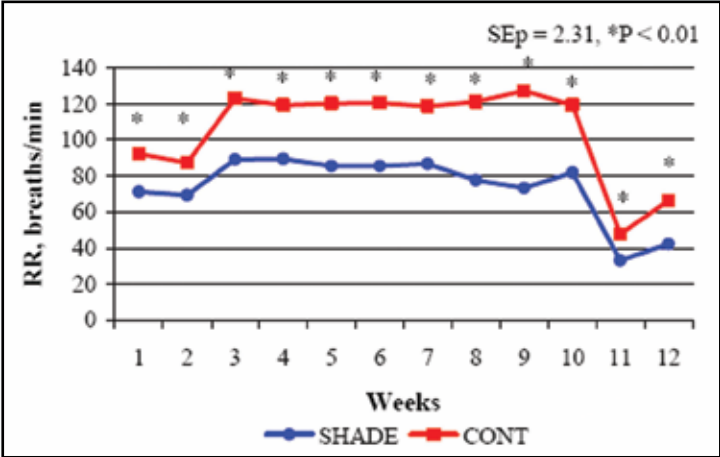
Water availability and supply:

Access to cool, clean, fresh water is the most critical component to keeping cattle cooler during hot weather. Do not force animals to walk long distances to access drinking water. Water requirements during heat stress can easily double and is critical in regulating body temperature. Some operations add electrolytes in their cattle's drinking water to try and help prevent dehydration. Adequate water consumption also contributes to good feed intake and vice versa.

Provide adequate shade:

Shade reduces exposure to solar radiation, reducing heat load on the animal. Shade can be provided many ways either permanent or temporary. None of these should restrict airflow as this is extremely critical to keeping cattle cool. Find ways to provide temporary shade for cattle during hot weather if necessary. In a Texas Tech study, cattle with shade had significantly lower respiration rates than non-shaded cattle (82 breaths/min vs 120 breaths/min). In most instances, cattle with respiration rates above 60 breaths/minute are beginning to experience heat stress and the more breaths the more severe the stress. Respiration rate is very easy to measure as it is done by counting the number of flank movements in 30 seconds multiplied by 2.

RATES OF SHADED VS. NON-SHADED BEEF CATTLE:



Change Feeding Patterns and Consider Ration Changes:

When temperatures are above 95°, cattle on full feed can experience as much as a 10-35% depression in feed intake. In extremely hot and humid conditions, feedlot cattle will tend to consume most of their total daily ration in the evening and early morning hours. Thus, feeding cattle less in the morning and more in the evening can help significantly by reducing metabolic heat load during the hottest time of day. Feeding the highest quality forage possible during the summer months also reduces the heat load associated with digestion. Feed additives such as yeast, sodium bicarbonate, probiotics and natural vasodilators can also help alleviate heat stress by reducing heat of digestion, improving rumen function, and/or making essential nutrients more available to the animal. Low quality feedstuffs need to be avoided particularly during summer months as their lower digestibility contributes to a higher heat load. The use of urea or non-protein nitrogen (NPN) in feedlot rations is also discouraged during summer months as it has the potential to tax the animal's kidneys and to compound heat stress. Excess protein in the diet can have the same effects as feeding urea.

SUMMARY OF VOLUNTARY FEED INTAKE OF BEEF CATTLE IN VARIOUS THERMAL ENVIRONMENTS:

THERMAL ENVIRONMENT	Dry Matter Intake Relative to Beef Cattle Nutrient Requirements
95°F and higher	Marked depression in intake, especially with high humidity and where there is little night cooling. Cattle on full feed 10-35% depression. Cattle near maintenance 5-20% depression. Intakes affected less with shade or cooling and with low fiber diet.
77°F to 95°F	Intake depressed 3-5%
59°F to 77°F	Preferred conditions
41°F to 59°F	Intake stimulated 2-5%
23°F to 41°F	Intake stimulated 3-8% Sudden cold snap or storm may result in digestive upsets.
5°F to 23°F	Intake stimulated 5-10%
Below 5°F	Intake stimulated 8-25%



Improve Air Flow in Pens and Barns:

Wind breaks can be beneficial in the winter but detrimental to cattle in the summer. Increasing airflow will help keep cattle cool and is a vital part of the Temperature Humidity Index (THI) along with ambient temperature, relative humidity and solar radiation. This "Heat Index" is commonly reported by media outlets during the summer and the threshold for humans is very close to that of livestock. House animals most susceptible to heat stress (older, black hided, most fat covering) in areas with better airflow. Opening up barns, use of vent ridges, insulating roofs and using fans to move air will also improve ventilation rates and reduce heat load. Overcrowding cattle is never a good thing and can be especially detrimental during periods of heat stress.

NOAA's NATIONAL WEATHER SERVICE HEAT INDEX:

		Temperature (°F)																		
		80	82	84	86	88	90	92	94	96	98	100	102	104	106	108	110			
Relative Humidity (%)	40	80	81	83	85	88	91	94	97	101	105	109	114	119	124	130	136			
	45	80	82	84	87	89	93	96	100	104	109	114	119	124	130	137				
	50	81	83	85	88	91	95	99	103	108	113	118	124	131	137					
	55	81	84	86	89	93	97	101	106	112	117	124	130	137						
	60	82	84	88	91	95	100	105	110	116	123	129	137							
	65	82	85	89	93	98	103	108	114	121	128	136								
	70	83	86	90	95	100	105	112	119	126	134									
	75	84	88	92	97	103	109	116	124	132										
	80	84	89	94	100	106	113	121	129											
	85	85	90	96	102	110	117	126	135											
	90	86	91	98	105	113	122	131												
	95	86	93	100	108	117	127													
	100	87	95	103	112	121	132													
Likelihood of Heat Disorders with Prolonged Exposure or Strenuous Activity																				
		Caution		Extreme Caution		Danger		Extreme Danger												

- **Heat Index above 100:** Stressful for the animal, but can tolerate if shade is available and/or wind speed is at least 10 mph.
- **Heat Index above 110:** Stressful for the animal regardless of wind speed. Animals should be shaded with plenty of water.
- **Heat Index above 115:** Avoid moving or handling animals altogether. In addition to shade and water, consider fans and misters.
- **Heat Index above 120:** No activity should occur for animals or humans.

Use of Sprinklers:

Sprinklers may aid or aggravate an excessive heat load event depending on their design, how they are managed, and prevailing weather conditions. Sprinklers are most valuable under hot, dry conditions and can be counter-productive under hot, humid conditions. Sprinklers, much like rain, can contribute to humidity, pad moisture and ammonia levels. They are most effective when used periodically to wet cattle with large droplets that penetrate the skin surface, assisting with evaporative cooling. Misting or fogging is discouraged as it can contribute to humidity while providing little benefit. Night sprinkling has been shown to be more effective than daytime sprinkling in reducing body temperature in most situations.

Avoid Handling and Transporting Cattle During Hot Weather:

Sorting and handling cattle during hot weather can increase body temperature and heat load by 1° to 4° F. If it is necessary to handle or transport cattle during hot weather, do it late at night or early in the morning. Avoid handling or working cattle during the hottest part of the day.

In summary, I am more thankful than ever to be involved in the Wagyu industry as we are very fortunate to be able to work with a breed of cattle that are typically very docile, and which respond to gentle and caring management. Wagyu cattle can also be extremely prolific in providing tremendous economic returns to their owners when cared for properly. No single factor in the management of Wagyu feedlot cattle can cause as much of a negative impact on health, growth, feed efficiency, or meat quality as stress. It is of vital importance to recognize the visible signs of heat stress in your cattle during the summer months and to promptly ensure that they suffer as little as possible. 🌿

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KENHANAFUJI • GENJIRO • BEJIROU
SHIGEFUKU • ITOZURU DOI 151
KOUSYUN • CHR SANJIROU 908
& MICHİYOSHI

EMBRYOS AVAILABLE Sired BY

NOTORIOUS • TF KIMITOFUKU 813 • ITOZURU DOI 151
ITOSHIGENAMI 148 • FUKUTSURU 068 • KOUSYUN
WKS SHIGESHIGETANI • CHR SHIGESHIGETANI 5 • GENJIRO
MAYURA LOO10 • WKS KITAGUNI JR • SHIGEFUKU
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MEXICAN BBQ

WAGYU ENCHILADAS

LATIN BBQ BRAISING MIXTURE

- 3 Guajillo Chiles Dried
- 3 Ancho Chiles Dried
- 3 Pasilla Chiles Dried

-Bring lightly salted water to a boil add dried chiles cook one to two min turn off heat place small dish over peppers in a pan to keep chiles completely submerged and let rest 1 hour until soft.

-Remove all seeds and stem.
-Place in food processor with 1 cup of chile water. Reserve extra chile water to help thin BBQ CHILE ENCHILADA Sauce later if needed.

- 2 large onions diced
- 10 whole cloves garlic smashed
- Avocado Oil
- 1 28oz Can San Marzano Whole Peeled Tomatoes drained juice discarded.
- Salt and Pepper
- 1-2 7oz cans of chipotle in adobo depending on how spicy minimum 1 can for this recipe.
- 2 TBSP brown sugar packed
- 2 Cups Mexican Beer
- 1 TBSP Salt
- 1 tsp Cumin
- 1 TBSP ground all spice
- 1 TBSP ground cinnamon
- 1 TBSP smoked paprika (sweet not hot)
- 4 TBSP minced fresh oregano

-Place onions and garlic cloves on a baking pan toss in Avocado Oil, season with salt and pepper to taste top with whole peeled tomatoes spread evenly across pan.
-Broil on high until onions, garlic, and tomatoes are roasted and getting nice dark charred crust but not burnt.
-Add to the food processor and process with soaked chiles and 1 cup chile water until smooth.

-ADD remaining ingredients to food processor or blender.
-Puree until smooth.

LATIN BBQ BRISKET

- 6 lbs Wagyu Brisket Cut into Large Cubes
- Salt and Pepper
- Avocado Oil

-Season Beef with salt and pepper.

-Heat enough avocado oil to coat a dutch oven or cast iron pan on medium high heat.
-Sear all brisket cubes on all sides to gold dark brown.
-Set aside

COOKING MEXICAN BBQ BEEF

-Place all browned cubes of brisket in oven safe pan or dutch oven in single layer.
-Pour braising chile mixture over meat evenly.
-Cover tight with foil wrap or lid to dutch oven.
-Bake in 300 Degree oven 8-10 hours until meat is fall apart tender.
-Skim off fat from the top with finished.
-Remove beef into a bowl.
-Whisk the sauce together until incorporated.
-Pull the braised brisket with tongs until shredded.
-Add 1 to 2 cups of reserved braising sauce to beef and mix well.
-Add reserved skimmed fat to a skillet or cast iron pan.
-Heat over medium heat
-Dip both sides of medium sized corn tortillas in oil and set on plate.
-When all tortillas are dipped in oil drain remaining oil out of skillet.
-Turn Skillet to medium high heat and heat up each tortilla on both sides until hot but not crispy.
-This will make your tortilla pliable to be able to roll up beef enchiladas and flavor the corn tortilla.

BUILDING MEXICAN BBQ ENCHILADAS

-Take the warm chile tortillas and place small amount of shredded Mexican bbq beef in center
-Roll up tortilla place enchilada seam side down in baking dish
-Repeat until all enchiladas are rolled and in the baking dish
-Top with desired amount of reserved chile sauce
-Top with cheddar cheese and Bake at 375 degrees 6-8 min until cheese is melted
-Serve with your favorite enchilada condiments, salsas, sauces and side dishes. ENJOY!



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OUT & ABOUT

Wagyu Sales, Shows, and Other Happenings

Sales

2022

Bar R Production Sale PULLMAN, WASHINGTON



May 9th, 2022



>> *The Results*

Bar R Wagyu Production Sale

Averages

31 FEMALES	\$9,790.32
39 BULLS	\$10,217.95

Tops

Females

Lot 3: BAR R J6 ET, 3/17/2021 sired by POLL WAGYU MIDNIGHT M0775 ET; **\$30,000** to **Bar V Wagyu**, Abilene, KS.

Lot 14: BAR R H60, 10/03/2020 sired by BAR R F87; **\$22,500** to **Colby Carpenter**, Jackson, WY.

Lot 1: BAR R H75, 11/04/2020 sired by BAR R E15; **\$20,000** to **Colby Carpenter**, Jackson, WY.

Lot 31: BAR R D103, 10/11/2016 sired by BAR R SHIGESHIGETANI 30T; **\$15,500** to **UU Ranch**, Beavercreek, OR.

Lot 2: BAR R H76, 10/16/2020 sired by BAR R E15; **\$15,000** to **Colby Carpenter**, Jackson, WY.

Lot 17: BAR R J29, 4/18/2021 sired by WJB ITOSHIGENAMI 210F ET; **\$15,000** to **Tony Zhao**, Grays River, WA.

Bulls

Lot 40: BAR R J7 ET, 3/15/2021 sired by SANJIRO 3; **\$17,000** to **Masami Cattle Ranch**, Corning, CA.

Lot 42: BAR R H103, 11/14/2020 sired by BAR R F87; **\$15,500** to **Super Prime Beef**, Torrance, CA.

Lot 62: BAR R H58, 9/25/2020 sired by SANJIRO 3; **\$15,500** to **Super Prime Beef**, Torrance, CA.

A packed house started the event but the evening before a huge crowd joined to celebrate the Reeves family and the Bar R program. Sale day was brisk but beautiful and the Reeves family hosted a fantastic event; an amazing Wagyu lunch and presentation by Jerry Reeves. Over 100 registered buyers made for an active day that in the end finished with high averages throughout each category sold.

Managed By: James Danekas & Assoc., Inc.
Online Venue: LiveAuctions.tv



Sales

2022 Passion For Prime SALINA, KANSAS



June 11th, 2022



>> *The Results*

Passion For Prime Sale

Averages

47 FEMALES	\$11,562.77
22 BULLS	\$9,738.64
171 EMBRYOS	\$876 PER EMBRYO
339 UNITS OF SEMEN	\$300 PER UNIT

Tops

Females

Lot 28: LMR MS MAYURA 0506H, 7/20/2020 sired by MAYURA L0010, sold by Lone Mountain Ranch; **\$67,500** to **Landgraf Ranch**, Red Rock, TX.

Lot 29: LMR MS MAYURA 0520H, 7/22/2020 sired by MAYURA L0010, sold by Lone Mountain Ranch; **\$39,000** to **Brian Brett**, Southlake, TX.

Lot 25: LMR MS ITOSHIGENAMI 9274G, 4/15/2019 sired by ITOSHIGENAMI, sold by Lone Mountain Ranch; **\$30,000** to **Furlong Farms**, El Paso, TX.

Lot 30: LMR MS MAYURA 0566H, 8/04/2020 sired by MAYURA L0010, sold by Lone Mountain Ranch; **\$25,000** to **Walker Cattle Co**, Valley View, TX.

Lot 27: LMR MS MAYURA 0342H, 3/31/2020 sired by MAYURA L0010, sold by Lone Mountain Ranch; **\$23,000** to **La Roca Range**, Granbury, TX.

Lot 33: LMR MS MAYURA 0820H, 8/21/2020 sired by MAYURA L0010, sold by Lone Mountain Ranch; **\$22,500** to **Walker Cattle Co**, Valley View, TX.

Lot 31: LMR MS MAYURA 0557H, 7/29/2020 sired by MAYURA L0010, sold by Lone Mountain Ranch; **\$22,000** to **La Roca Range**, Granbury, TX.

Lot 26: LMR MS ITOSHIGENAMI 0325H, 3/24/2020 sired by ITOSHIGENAMI, sold by Lone Mountain Ranch; **\$22,000** to **Alexandre Vincent**, Acton Vale, Quebec.

Lot 39: SLATOR RANCH 615H, 1/11/2020 sired by SLATOR RANCH 99E, sold by Slator Ranch; **\$21,000** to **Christensen Genetics**, Weston, ID.

Bulls

Lot 74: WSI CELSIOR, 2/26/2021 sired by MACQUARIE WAGYU N0100, sold by Wagyu Sekai; **\$25,000** to **Dr Russ Hobbs**, Aledo, TX.

Lot 58: DF LOCKDOWN 002H ET, 3/25/2020 sired by SNF KIKUYAITO 02 13D, sold by Dryer Farms; **\$15,500** to **Furlong Farms**, El Paso, TX.

Lot 57: DF NINJA 901G ET, 10/03/2019 sired by MFC SANJIROU 3-39, sold by Dryer Farms; **\$14,000** to **Furlong Farms**, El Paso, TX.

Lot 56: DLT KAGIROU 005H, 10/23/2020 sired by WORLS K'S KAGE, sold by DL Texas Ranch; **\$11,500** to **Ransom Ranch**, Luling, TX.

Lot 71: LMR MICHIFUKU F154-0409H, 5/03/2020 sired by SUMO MICHIFUKU F154, sold by Lone Mountain Ranch; **\$11,000** to **Colorado River Ranch**, Gypsum, CO.

Lot 50: BARV SUZITO SHIGENAMI 20H ET, 2/26/2020 sired by ITOSHIGENAMI, sold by BAR V Wagyu; **\$10,500** to **La Roca Range**, Granbury, TX.

Lot 52: BARV TAKASURU 921G, 9/12/2019 sired by BAR R POLLED ZURUTANI D64, sold by Booth Creek Wagyu; **\$10,500** to **Whitsell Farms**, Vinemont, AL.

>> *The Results*

EMBRYOS

Lot 100: MAYURA ITOSHIGENAMI JNR X LMR MS MAYURA 0510H ET, 3 Embryos, sold by Lone Mountain Ranch; **\$5,750 per embryo** to **BAR V Wagyu**, Abilene, KS.

Lot 99: MAYURA ITOSHIGENAMI JNR X LMR MS ITOSHIGENAMI 9610G ET, 3 Embryos, sold by Lone Mountain Ranch; **\$2,750 per embryo** to **Twin Oaks Farm**, Powhatan, VA.

Lot 101: ARUBIAL BOND Q007 ET X LMR MS MAYURA 0510H ET, 4 Embryos, sold by Lone Mountain Ranch; **\$1,750 per embryo** to **Buck Mountain Ranch**, Warsaw, MO.

Lot 124: SUMO MICHIFUKU F154 X M6 MS HIRASHIGETAYASU 890F, 4 Embryos, sold by Wynford Wagyu; **\$1,600 per embryo** to **Santos Patronos**, McAllen, TX.

Lot 85: ITOZURU DOI X CHR MS SANJIROU 909F ET, 4 Embryos, sold by Crescent Harbor Ranch; **\$1,500 per embryo** to **Wilders Wagyu**, Clayton, NC.

Lot 102: ARUBIAL BOND Q007 ET X LMR MS MAYURA 0550H ET, 4 Embryos, sold by Lone Mountain Ranch; **\$1,500 per embryo** to **M6 Ranch**, Alvarado, TX.

SEMEN

Lot 166: WYNDFORD ITOGUNI 308H, 3 Units, sold by Wynford Wagyu; **\$6,000 per unit** to **Nat Rea**, Canada.

Lot 135: MAYURA L0010, 8 Units, sold by Hay Greg Holsteins; **\$1,400 per unit** to **DL Texas Ranch**, Montgomery, TX.

Lot 160: GENJIRO, 5 Units, sold by Wagyu Sekai; **\$1,300 per unit** to **Triple P Wagyu**, Dickson, TN.

Just short of 200 registered buyers made for a successful sale of this country's top Wagyu and Akaushi programs. A hot Kansas afternoon set the stage for this year's event. The heat wasn't the only fire that day; the buyers were as competitive as ever. The evening before, the Howard family of Howard Wagyu and the Berland family of Bar V Wagyu hosted a beautiful dinner and social. Many buyers and consignors were in attendance. Live animals were purchased by buyers from coast to coast and everywhere in between, even Canada. In all a very successful day for both buyers and sellers; a great day for the Wagyu breed!

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Sales

2022 Grasslands Wagyu Production Sale BLANCHARD, OKLAHOMA



July 9th, 2022



>> *The Results*

Grasslands Wagyu Production Sale - with guest, Heritage Wagyu

Averages

39 FEMALES	\$7,000.00
10 BULLS	\$9,500.00
2 PREGNANCIES	\$8,000.00
72 % FEMALES	\$850.00

Tops

Females

Lot 2: TBR HIKOFUJINAMI 5 1056X, 9/19/2010 sired by ITOSHIGEFUJI; **\$47,500** to **Curtis Smith**, Tulsa, OK.

Lot 24: JC MS SHIGEFUKU 207, 2/11/2016 sired by SHIGEFUKU J1822; **\$12,500** to **Mahlon Raber**, Millersburg, OH.

Lot 28: SYNERGY 001 YURIKO 63E, 7/18/2017 sired by HIRASHIGETAYASU; **\$12,000** to **Mahlon Raber**, Millersburg, OH.

Lot 3C: GMNY NOTORIOUS JUICY, 3/28/2022 sired by MAYURA NOTORIOUS; **\$11,500** to **Mahlon Raber**, Millersburg, OH.

Lot 7: HTG HERITAGE H032, 2/19/2020 sired by ECHIGO FARMS MAIFUKU; **\$10,000** to **Mahlon Raber**, Millersburg, OH.

Bulls

Lot 1: GMNY NOTORIOUSNAMI, 10/9/2019 sired by MAYURA NOTORIOUS; **\$50,000** to **Tom Findley**, Box Springs, GA.

Lot 49: HTG HERITAGE BIG AL G3448 ET, 11/14/2020 sired by Big Al; **\$9,000** to **Ron Stephens**, St. Louis, MO.

Lot 62: HTG HERITAGE SAMSUNG G3453 ET, 10/17/2019 sired by HEATBRAND SAMSUNG; **\$8,500** to **Brent Carroll**, Neches, TX.

PREGNANCIES

Lot 3A: MAYURA NOTORIOUS X PRIMELINE MS KIKUFUKU 94, Due Spring; **\$8,000** to **Tom Findley**, Box Springs, GA.

Lot 3B: MAYURA NOTORIOUS X PRIMELINE MS KIKUFUKU 94, Due Spring; **\$8,000** to **Tom Findley**, Box Springs, GA.

The heat of summer helped the first ever Grasslands Wagyu production sale be a barn burner. The crowd present in the seats was as active as ever and the online bidders brought much competition with active bidding and many purchases. In all, there was just under 100 viewers/registered buyers. Animals and frozen genetics sold to 19 different states to make the Grasslands first auction a very successful event.

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Online Venue: LiveAuctions.tv

Save the Date **Upcoming Events**

2022

SEPTEMBER

- 3** **G5 Cattle Production Sale**
Sulphur Springs, Texas
- 21** **Wilders Wagyu Field Day**
Turkey, North Carolina
- 22-24** **Shaping The Future - AWA Conference**
Charleston, South Carolina

OCTOBER

- 1** **Caroland Farms Production Sale**
Landrum, South Carolina
- 15** **Vermont Wagyu Production Sale 4th Edition**
Springfield, Vermont

NOVEMBER

- 12** **TWA Fall Harvest Event**
Luling, Texas

2023

MARCH

- 5** **Wilders Wagyu - Frozen Genetics Sale**
wagyu.live.com
- 18** **Triangle B Ranch Production Sale**
Stigler, Oklahoma

APRIL

- 1** **M6 Ranch Bull & Female Production Sale**
Alvarado, Texas

MAY

- 13** **Passion For Prime**
Salina, Kansas

JUNE

- 10** **Bar V Wagyu Production Sale**
Salina, Kansas

JULY

- 7** **Wagyu Sekai - Royal Bloodlines Sale**
Puslinch, ON, Canada

SEPTEMBER

- 21-23** **AWA Conference**
TBD
- 30** **Wilders Wagyu Production Sale**
Turkey, North Carolina

OCTOBER

- 21** **Vermont Wagyu Production Sale 5th Edition**
Springfield, Vermont

2024

MARCH

- 16** **Triangle B Ranch Production Sale**
Stigler, Oklahoma

APRIL

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A Southern Charm

By Heather Smith-Thomas


Caroland Farms is located in Spartanburg County, South Carolina and Polk County, North Carolina. Caroland Farms was originally owned by the Slater family, who raised Black Angus cattle since the 1950's. In December of 2012, the Slater Family sold their farm to become what is now Caroland Farm Wagyu.

Since January 2013, a lot has changed at Caroland Farms. The new owners purchased the property with a plan of raising Wagyu cattle, and row crops to sell in a local market. Since 2013, Caroland has gone from one Aukashi bull and three Wagyu cows to over 350 head of


Wagyu cattle. Early on, the plan was to raise Wagyu beef, mainly to restaurants. The Covid pandemic necessitated a few changes.

"In April of 2021, we purchased a new farm location in Roaring River, NC that was previously Bowman Farms," said Matt Rainey, Caroland farm manager. "In October of 2021, we held our first cattle auction at the farm in Landrum, SC and sold off all our percentage Wagyu. In December of 2021, we hired Nathan Ireland to run the Roaring River location. In January of 2022, Bob Jordan Started Caroland Farms Wagyu and became the sole owner of our operation."





"The last several years the focus has shifted to raising the highest quality Wagyu beef possible and producing high quality genetics that anyone would be proud to own."



Bob has been familiar with farming since a young age. "He grew up in Daville, VA, on a family farm where they raised everything they needed to support their family. Including churning their own butter, which is one thing Bob misses."

Matt remembers talking to Bob about his family farm, and Bob saying the only thing they bought at the store was salt to cure the bacon. Caroland is very much a family farm. Bob and his wife Pat will celebrate 55 years of marriage in 2023. Their two sons Aaron and Eric both live close to the farm and enjoy time there. Aaron has two girls, Taylor and Jenna, and Eric has a son Hunter and daughter Ann.

Bob's interest in Wagyu began when he had the pleasure of eating Wagyu many times throughout his life--and he was hooked. As Wagyu became more popular in the U.S., it was an easy decision to purchase some Wagyu cattle to raise on his new farm.

"If you have ever visited Caroland Farms, you also know that Bob enjoys equipment almost as much as he does his favorite cut of 100% Wagyu Beef. Bob spent several of the first years of the farm in a row crop field in one of his favorite tractors or combines. The commodity market is a difficult business in general, but even more difficult on a small scale. Bob learned fast that the Wagyu market was trending upward, and he felt investing more into the Wagyu side of the business was the way to go. So the last several years the focus has shifted to raising the highest quality Wagyu beef possible and producing high quality genetics that anyone

would be proud to own," Matt said.

Today the herd consists of full-blood Wagyu and a number of recipient and surrogate cows supporting the embryo program. "A lot has changed since we first started. Starting a new business is difficult enough, but starting a farm and becoming profitable can sometimes seem impossible. The fact that we started a Wagyu farm added another layer of difficulty. In the begging there were no EPDs in the states or overseas. Breeding decisions were based on popularity, and hearsay, and some of the best were simply gut decisions. As farm manager I take a lot of pride in what we do, and with the support from Bob we have grown Caroland Farms into a world class Wagyu farm."

Early on, the goal was to breed up to F2 Wagyu, or 75% Wagyu, but today, the focus is to raise 100% full-blood registered animals. "We believe in educating the consumers, teaching them the difference between 100% Wagyu and percentage Wagyu, and allow them to choose the product they prefer. There is a good market for both, but there is a difference, and it should be appreciated," Matt said.

"These cattle are special; we need to have a cultural mindset about them, like the Japanese have. In Japan, these are prized animals that get the ultimate in care—whether it's giving them a massage if they need it, or a cold beer! The Japanese people fought hard to keep Americans from getting any of these cattle, because traditionally Americans come up with some way to water down or tweak something," he said.

"I have a lot of personal pride in this farm but I did not do this by myself. I

could not have done it without the opportunity, business guidance, and financial support of the owners. I try to do everything the way I think is right. I want our herd to be respected across the country, and the world. Last fall we sold off our percentage animals. It has taken a lot of time and hard work to get to this point, but we are excited about the future of our farm and the Wagyu breed in general! This fall, October 1 2022, we will have our first Full-blood Wagyu auction here on the farm, managed by JDA," Matt said.

"Our passion and goal is to provide 100% Wagyu beef to our customers, either through local restaurants or direct to the consumer. Prior to the Covid shutdown the biggest part of our business was to restaurants. At that time we didn't have much market to sell our 100% Wagyu direct to consumers. For us one positive that came out of Covid was the relationships and market we developed with consumers. I believe that can be said for a lot of the country, we were all forced to slow down, and spend a little more time to know where our essential items came from. We've enjoyed meeting customers at the farm, trading recipes and hearing firsthand how much they enjoyed our 100% Wagyu. We especially loved hearing from customers who tried Wagyu for the first time and loved it! Because of our new relationship with consumers we needed to make our product easier to purchase and more available to our new customers. Our newest and possibly biggest change on the farm is our E-Commerce site that went live the first of July!"

One of the changes to the farm is

the new location in Roaring River, NC. "We had been looking for property closer to our beef processor to eliminate the 2 ½ hour drive and the stress on our steers. We hated to see Phillip Bowman get out of the Wagyu business, and even tried to talk him into staying in and partnering with us in some way, but his farm turned out to be a perfect addition to ours," Matt said.

It took a little time to figure out how to use the new location to benefit this operation the most, but having two farm locations has allowed each operation to be more efficient and focused. "Our original location in Landrum, SC has become our cow/calf operation. Our new location in Roaring River, NC has become our stocker and finishing location. Each operation is able to spend more time with the cattle, collect more data, make better breeding decisions, and be more in tune with feeding cattle from weanlings to heifers ready to breed or steers ready to process. So far we have been able to learn a lot more about our herd and what we can do to maximize its potential. Our goal is to produce the highest quality beef possible and world renowned genetics."



"These animals are born, raised, and finished on the farm."

THE BEEF

The farm also markets Wagyu beef, striving to sell the highest quality. These animals are born, raised, and finished on the farm. They are pasture-raised, along with a proprietary feed ration to promote the highest marbling and flavor possible. The beef is marketed two ways. One is in individual cuts similar to what you would expect to see in any high-end butcher shop or grocery store. The second is in bulk, with wholesale pricing, for customers who appreciate the quality and want their freezer stocked with full-blood Wagyu.

"Now we have the website set up so people can either have the meat shipped to them or they can pick up meat on certain days here at the farm," Matt said. "Before COVID about 75% of our beef went to restaurants and the rest to individuals. Most of them were buying freezer beef rather than individual steaks or a few pounds of ground beef. When COVID shut down the country, we were sending three or four steers per month to the butcher and had a standing order for that meat. When the restaurants shut down some of that was just sitting in our freezer. My wife said we need to start a Facebook or Instagram page because people weren't able to find beef or food in the store—and we had plenty of beef," he said. "We created a Facebook page and started advertising, and sold more beef to individuals than we ever had before." 🍖





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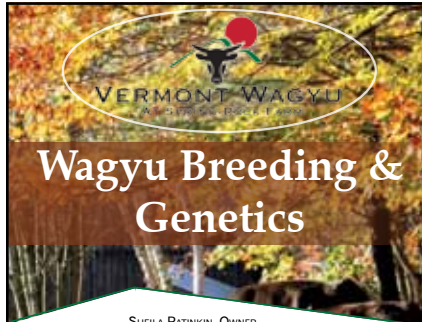
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The background of the top half of the page is a photograph of a vast field of tall, golden-brown grass or grain. In the distance, there is a line of dark trees under a sky filled with soft, orange-hued clouds, suggesting a sunset or sunrise. The title text is overlaid on the upper portion of this image.

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RECESSIVES I A R S

By Ronda Applegarth

In this series, we'll be investigating the six genetic conditions known to be carried by Wagyu cattle. The intent is to help our readers be more aware of the history of the conditions and their behavior in affected cattle.

What is IARS? IARS is one of the six recessive genetic conditions Wagyu cattle are known to have. IARS is short for Isoleucyl-tRNA synthetase. It is a protein coding gene that has been linked to what is known as Weak Calf Syndrome. IARS homozygous calves either die within the last weeks of pregnancy or not long after birth although a few can survive but rarely reach potential. Calves born alive are characterized by low birth weight, weakness, anemia, and poor suckling.

According to a letter from the American Wagyu Association dated March 15, 2021, the estimated mortality rate for affected animals is 56.5%-59.8%.

In May of 2013, a Japanese study led by Takashi Hirano at the Shirakawa Institute of Animal Genetics in Fukushima Japan was done to isolate the IARS mutation for neonatal weakness with intrauterine growth retardation (perinatal weak calf syndrome). The actual study can be found on the National Library of Medicines webpage.

A search on the Australian Wagyu Association's website indicates several foundation sires such as Fukutsuru 068, Haruki II, Itozurudo, Kikutsurudo, Kitateruyasudo and Yasutanisakura have a 99% probability of being IARS carriers. The probability rating on the Australian site helps in making educated breeding decisions to avoid having diseased offspring. It also helps lower the probability of having affected cattle in the Wagyu

population. The following table shows the potential of having IARS free, carriers or affected animals based on mating.

Both the American Wagyu Association and the Australian Wagyu Association offer the ability for testing

chooses to remove all carrier animals from their genetic selections.

It's important to note that carrier status of an individual doesn't affect meat quality. A Japanese study done in 2014 showed no significant difference in meat quality, beef marbling

MATING	OFFSPRING DISTRIBUTION		
	FREE	CARRIER	AFFECTED
<i>Free X Free</i>	100%		
<i>Free X Carrier</i>	50%	50%	
<i>Carrier X Carrier</i>	25%	50%	25%
<i>Free X Affected</i>		100%	
<i>Carrier X Affected</i>		50%	50%
<i>Affected X Affected</i>			100%

for IARS when DNA testing your cattle. Australia made testing available in August of 2020 and the United States made testing available in March of 2021. Considering the high potential of fatal outcome of homozygous animals, carrier testing was adopted by both organizations to screen for the mutated gene. An animal known to carry the mutated gene can safely be bred to an animal known to be free of the gene however, the potential for the resulting offspring to be a carrier is possible. An Australian analysis of the animals in their herdbook in 2021 showed that of 44,839 registered animals, 36,991 were identified as Free (not carriers), 7,701 as Carrier (carrying one copy of the mutation) and 147 as Affected (having two copies of the mutation). The relative frequency of carrier animals in that population is approximately 16%. Some breeders choose to avoid using animals that are carriers altogether, but some significant genetics known to have outstanding traits are eliminated if one

score, marbling area percentage or fineness of marbling.

So what animals should be tested? Testing for IARS is a personal decision but there are points that may help breeders make sound decisions. It's unnecessary to test animals in a terminal program since they won't be used for breeding. Testing should be done on animals intended to be used for purebred and fullblood breeding purposes. If you are using an IARS free bull on your herd, you can be confident that progeny from the crosses on untested females will not be affected. If you are choosing to use some of the outstanding foundation bulls that are potential carriers of the disorder, it would be wise to test females that will be potential mates to those bulls.

Of all the genetic disorders that Wagyu can carry, IARS may be the most catastrophic when it presents itself. Making strategic decisions during your breeding season save time, money and heartache. 🐾

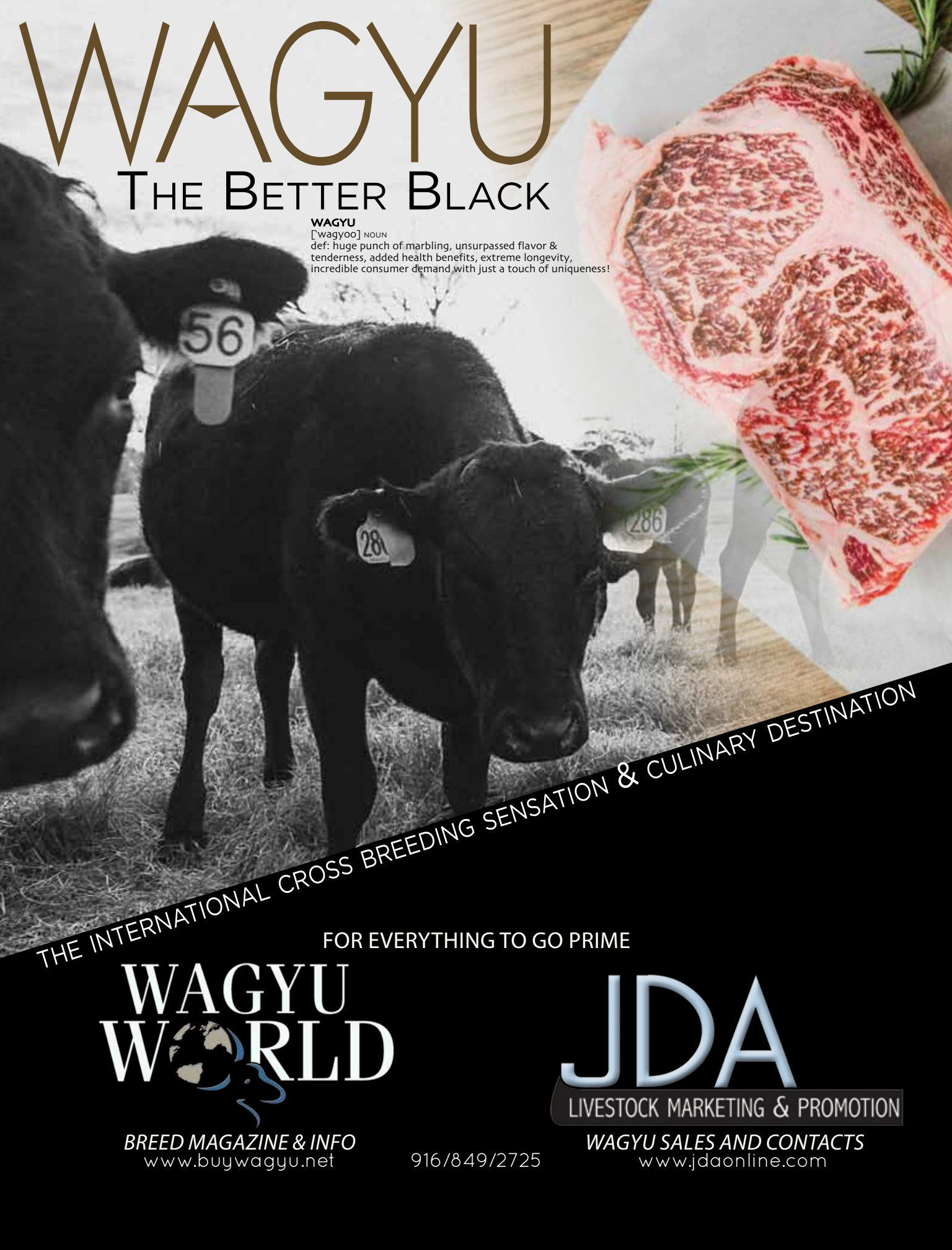
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