

Featured PRODUCT(S)

Double Blower System

If you want to make better use of your time then you need to invest in a double blower system. There is no faster way to dry your cattle than with this equipment. The initial investment will be well worth it when you cut your drying time in half. Sullivan's have the best blower system that we have seen.



Covered Chain Lead



Are your hands getting tired and hurting as you show your calf? This is the solution for you. These chain covers are well worth the cost and on those hot days when the chain gets sweaty and slick, this will help you keep better control of your calf. Weaver sells these products on-line.



Black Hair Dye

There is nothing more attractive then a jet black calf coat. If your show allows this you should get some on-hand today! This product is used to blacken up that brown, sun bleached hair that just wont come out.

It's easy to use and can be done a day or two before your show. We have used Sullivans and Weavers and both work great and will help you reach that desired goal of a dark black hair coat.



WELCOME BABY PAYTON BUSHMAN

We pretty much think she is the cutest baby ever born but most parents think that! We are so excited to have her with us and we are trying to decide if we will let her show cattle..... Peewee starts at 2 right!



UPCOMING LIVESTOCK SHOWS



There are a SLUG of shows this year with-in 200 miles of SLC. Check out the RMJSS website to see them all! We would love to see you down the road! - Bushman Cattle Co.

More information can be found on the RMJSS Website
www.rockymountainjackpotshowseries.com

The Judges Corner Own that Ring 101!



WHAT NOT TO WEAR

WAIT..... this is a cattle show not a fashion show right? Over the years and the hundreds of shows we have participated in we have learned a lot of lessons. This is our perception over the years so take it with a grain of salt! As we have shared in past newsletters, every little



thing matters when it comes to grabbing the attention of the judge, even what you wear. A well groomed calf will only take you so far, a well groomed exhibitor will take you the rest of the way. Yes, even in the market class! Here are a few things we have observed over the years. Boys and girls should where clean dark jeans with no holes. Shirts are a little more flexible, but should be wrinkle free, clean and sharp looking. We highly recommend wearing a FFA jacket with a tie or scarf if you are showing FFA. If your showing 4H, men wear a tie too. They always look extremely sharp. Finally, NO HATS! Some judges are okay with them and some hate them so better off to not wear them and always have a neat groomed hair cut for both men and woman. You and your calf need to be nicely groomed and you will reap the rewards.

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Eat Up
Are they
too Fat for
this time of the year
or are they falling behind?

Grooming
Shed that
Hair Today
The best way to get
the new hair to grow!

Profiling 101
What not
to Wear
in the showing?
The keys to success!

Tricks of Trade
Products
to Win
the competitive
edge in the ring?

BEEF Today
World
Beef Tariffs
Issues that are facing
Americas Beef Producers.

THE BECC

THE NEWSLETTER OF CHAMPIONS



What has been happening?

Where has the time gone? Seems like yesterday we were eating lunch with you on that COLD September day last fall at the club calf preview. Since then we have seen alot happen on the farm and in our personal lives. On October 26th, 2017 we welcomed a new member to the family, baby Payton Bushman. Laura and I are so excited to have brought her into this world and we have been running ever since to keep up with her! We were blessed this winter to have a very mild calving season and welcomed all the babies into the world with above normals temperatures making calving season a lot easier then in years past. What a group we welcomed. We are so excited for the calves that we had and even more excited about the number we have to offer. We leased Red White and Roan this past spring from Matt Lautner Cattle and because of him we have increased the number of calves in this years sale. We strive to increase the depth of quality and numbers each year so that you can afford and use us as your one stop shop for your calves. Thank you for your business and friendships and please keep us posted on the calves.

2018 Bear Lake Classic Club Calf Sale September 24th, 2018 NOUNAN, IDAHO



Make sure you mark your calendars for the annual Bear Lake Classic Club Calf Sale. We have a fantastic group this year sired by the nations leading bulls. Sires include Monopoly, Hi Ho Silver, Red White and Roan, Italian Stallion, One in the Chamber and more.... They WONT disappoint this year and the number we have to sell will be WAY up this year so see you there!



I THINK I ATE TOO MUCH



Time To SHED-EM!

The challenges of feeding cattle too hard or not hard enough in the winter months.

As the winter season comes to an end and spring is upon us, this is the time to evaluate where your calf is! We are firm believers to push them in the winter, because as the heat approaches weight gain can get more challenging. It is time to weigh your calf and look to the future. Depending on your end show will determine where we go from here! It is very important that we address that now, rather than wait and here is why. First, we need to determine if we need to slow them down or if we need to speed them up. This is much more effective now rather than at the end near the show. Determining a weight at this time is very important to this process. We are looking to finish your calf between 1300-1400 lbs depending on his frame score. If you feel your calf has become to heavy or to light please feel free to email or call us and we can help you devise a diet that will meet your needs. Also, feed conversion rates drop considerably in the summer months and it is essential that you keep your calf cool to help keep them on track for your show date. Shade, fans and misters and daily rinsing in the heat of the day are all ways to do this. We are excited for you this year and hope that we can do anything to help you in this process.

Although these are repeat articles from last year its in here because we feel they are ESSENTIAL to your success. We know this can be one of the most depressing times of the year.... Time for all that thick, deep, black hair to come out as it starts to warm up. Although this can be a hard thing to experience, it is essential to the growth of new healthy hair. Just like spring brings new life to the world around you, so does shedding the hair from your calf. We recommend you do this now if you have not. **DON'T fight to HOLD ONTO THE HAIR**, you are only working against yourself. As soon as things warm up and you are in a tee shirt, then it's time to shed them out. We highly recommend a shedding comb. This will help you get the hair out of your calf best. It will take a couple weeks to get the hair fully shed allowing the new to return. You should comb the calf with the shed comb 2-3 times a week for a couple weeks or until you feel the old winter hair has been removed. At that point the hard work really begins and it's time to get the hair coming in ASAP! It will take 90 days to come as well as some old fashioned elbow grease! The best rule of thumb is rinse, keep cool, keep shaded and keep at it! This will help you get the growth back you need to succeed. Good luck!



WHATS ALL THE BUZZ ABOUT HOW DOES THIS AFFECT BEEF

TARIFFS



Where ever you get your news, you likely couldn't avoid hearing a particular T word last month: tariffs. Beef exports were up 9 percent on a tonnage basis and 21 percent in value year-over-year during January 2018 according to a recent report by USMEF and data from USDA. These are impressive totals, especially since January 2017 had relatively large export totals too. Exports to Asian markets continue to be strong for U.S. beef. However, this strength is certainly influenced by tariffs both in absolute terms and in relation to lower tariffs faced by other exporting countries. A quick, simplified, definition of a tariff is that it is a tax on foreign goods to enter a country. Using the U.S. steel example, if someone wants to import \$100 of steel from a foreign country that is subject to the tariff, they will have to also pay the government \$25. Of course, this effectively raises the price of that foreign steel and makes domestic production relatively more competitive. So if U.S. beef faces a tariff to enter another country, that beef becomes more expensive for consumers in that country. The tariff on frozen U.S. beef entering Japan (the most valuable U.S. beef export market) is normally 38.5 percent. However, the rate has been 50 percent since last August due to a triggered safeguard tariff that will revert back to 38.5 on April 1, 2018. Meanwhile, the tariff for Australian frozen beef to enter Japan is only 27.2 percent and is scheduled to continue to decline. The major difference: Australia has a trade agreement with Japan. While U.S. beef is at a disadvantage in Japan, a bilateral trade agreement with nearby South Korea is reducing the tariff on U.S. beef. It is currently at 21.3 percent and is set to gradually reduce to zero over the next eight years. This tariff on U.S. beef is lower than the 26.6 percent faced by Australian beef entering South Korea and is scheduled to remain about 5 percent lower over the next decade as both countries tariffs are gradually reduced to zero. U.S. beef exports continue to be a bright spot for the beef industry. So while everyone continues to discuss tariffs on steel and aluminum, take the opportunity to consider and discuss how tariffs impact the beef industry and cattle markets near you.

Exhibitor Spotlights

Rylan | Utah | Calf Name: Smudge

My family has a small cow-calf operation that I've been involved with my whole life. I knew that when I was old enough to become active in 4-H that I wanted to raise and show a steer. Raising and showing steers for the past 4 years has taught me many life lessons and the value of hard work. It has also enabled me to set money aside to help pay for college. The experiences I have had with the steers have helped prepare me for the future. I would like to thank Bushman Cattle Company for all their help on my journey with the show steers. When I'm not busy working with cattle I like to play sports, hunt, fish and show my German Shorthaired Pointer.



Lilyahan | Montana | Calf Name: Lightening

Lilyahan has really enjoyed her steer Lightening and is looking forward to the summer season with her steer. When she is not swimming, antler shed hunting, hunting or loving on her animals she likes to spend her time learning new showmanship skills and ways to perfect her skills in the ring.



Health Care Guide



A few things to watch for in the summer. First, it is time to worm again. Again, we like the pour-on Dectomax rather than injections because we want to avoid injection site swelling. Please read the instructions, if you are near your terminal show date as some of these wormer's have withdrawal dates. Second, as the days heat up and the nights cool down please keep a close eye on your animals for pneumonia. They have spent all winter building a winter coat and then all the sudden it gets warm. These temperature swings can lead to pneumonia. Being vigilant is important until you get them shed out. As the sunlight now increases the ring worm on your calf will begin to leave. Summer time is a great time of the year and we hope your calf made it through winter well. We look forward to hearing from you.