

# ELK



May 2014 • [www.naelk.org](http://www.naelk.org)

## THE RISE OF ELK ANTLER DOG CHEWS

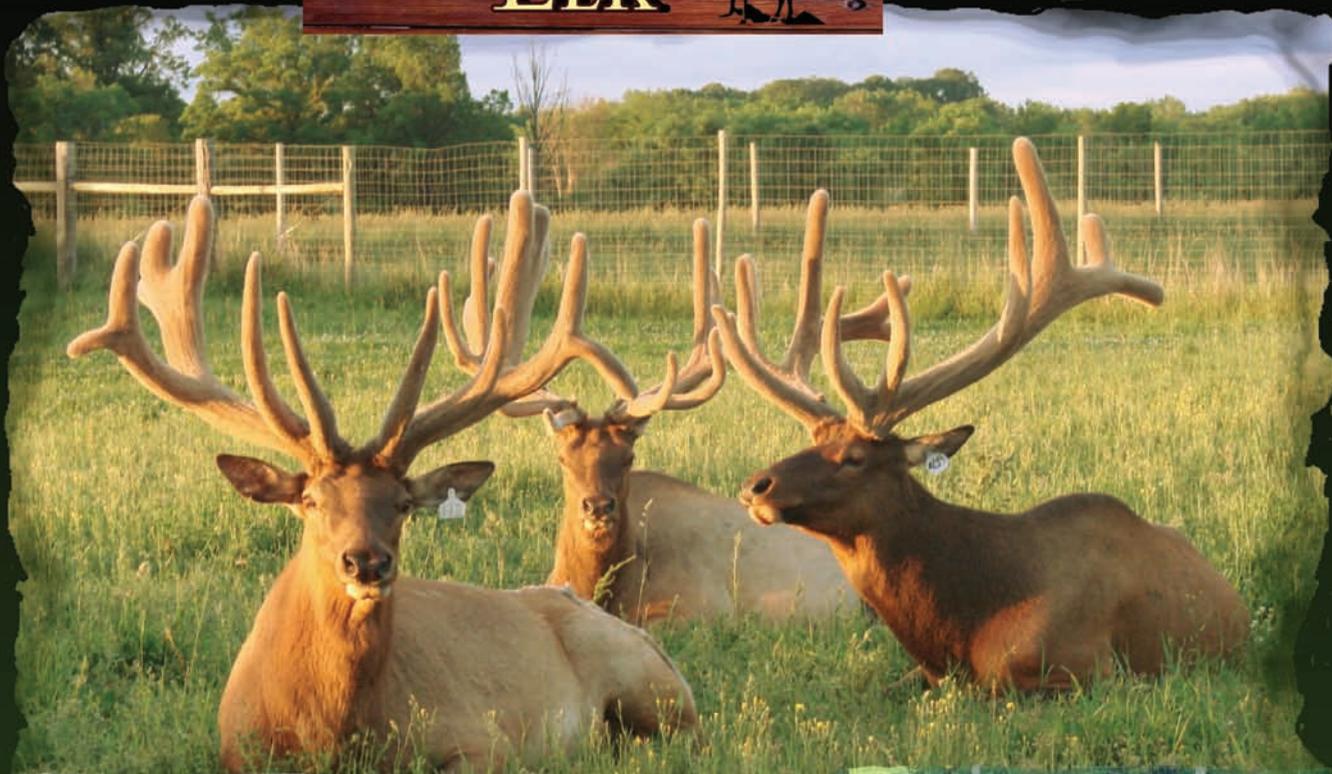
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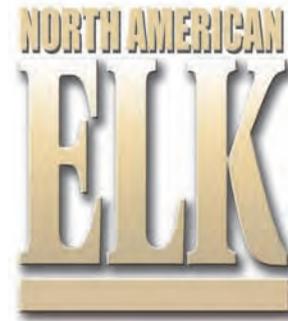
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### NAEBA STAFF

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*Travis is responsible for overseeing the association's membership services, communications, policy, financials and coordinating with the board of directors.*

#### Office Manager/ Convention Coordinator

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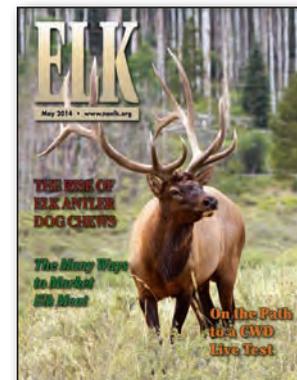
*Laurie is responsible for seeking fundraising options, assisting NAEBA staff and assisting coordination of NAEBA events.*

#### Registration- NAEBA/ABRA Records

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*Katrisha and Tena are responsible for animal registration and coordination of DNA testing.*



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The North American Elk is published by the North American Elk Breeders Association, 9086 Keats Ave. S.W., Howard Lake, MN 55349. Annual membership includes a subscription to journal publications.

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## President's Message

By Kim Kafka, NAEBA President



**Kim Kafka**  
NAEBA President

I hope that all of our members are enjoying a great spring! I personally have always enjoyed this time of year. There's nothing like 5 a.m. coffee on the deck. No phones or computers, no hired men and comfortable temperatures, watching our Lord unveil another beautiful sunrise.

This spring the NAEBA board has had an aggressive schedule attending numerous conventions all over the U.S. and Canada, connecting and reconnecting with producers. The response to NAEBA representatives attending these conventions has been overwhelming and the positive comments have been greatly appreciated. It's truly a great feeling! Thanks to all from the board for the warm welcome we have received.

With the ongoing membership drive and our outreach to associations, our membership is continuing to grow. With all the members that have joined since last August, it has already been a success.

This year's Spring Fling will be an event everyone who attended will remember; one for the blizzard conditions those who attended traveled through to get there, and two, for the great success it turned out to be. The speakers were very well received and the semen auction was tremendously successful. Thank you to all who were sponsors and donors and to all those who attended, and thanks to the NAEBA staff for putting together a great event.

The NAEBA board has voted to financially help our industry friend Keith Warren, High Road Productions, for a second CWD documentary regarding "The Truth About CWD". He has become a great ally and friend to help us inform the uninformed public. The board also recently voted to financially help the New York Deer and Elk Farmers Association with their lawsuit on border closing issues in that state.

NAEBA is excited to be offering a May Journal this year! This is the first spring/summer journal to be produced by NAEBA in many years. Thank you to all who have contributed informative articles and to the advertisers for your great support!

The comment period is now over for the CWD Program Standards. Thank you to everyone who submitted comment. So many knowledgeable people have spent hundreds of hours trying to fix this document, yet here we are, still feeling like we're a long ways from having Program Standards which industry can live with. Now that final comments have been submitted, we'll see what the final version becomes and decide where the road goes from there.

The upcoming NAEBA convention is looking to be one of the best conventions in years! I know I say this every year, but they really do get better and better. As industry markets continue to remain strong and continue growing, there's a lot more optimism and excitement for the future which shows itself at these events. Check out the tentative agenda and speakers for this year's convention in the coming pages of the journal. Make sure this event is on your calendar for July 31-August 2nd at Harrah's in Kansas City, MO. You will want to be there!

As my third year as President draws to a close, I appreciate the opportunity I've had to work with great boards and staff. NAEBA has a bright future thanks to each and every one of you. I appreciate the continued support for your organization which we've all built together.



### NORTH AMERICAN ELK BREEDERS ASSOCIATION

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Howard Lake, MN 55349  
320-543-3665  
320-543-2983 Fax  
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## Executive Director Report

By Travis Lowe, Executive Director



**Travis Lowe**  
Executive Director

NAEBA members, We thank you for your support of the association, staff, and directors. It is this support that fuels our association and makes this industry stronger. Because of each of you, our most valued resource, we see a renewed interest in the elk industry and our

markets. NAEBA continues to grow and with every new member we gain, our association and industry becomes much stronger. Your directors and staff ask for your continued support as we work to continue this trend. Our goal is one of continued growth and strength.

Our markets are growing with increased demand in all areas and in fact most have doubled in value since 2008. Grassroots efforts are building totally new markets, for example, by turning hard antler into dog treats. This was unheard of a few years ago. More North Americans are learning the health advantages of farmed raised elk meat and incorporating it into their daily lives. Elk meat can be found in local farmer's markets, restaurants, and online sales. The public is learning that elk meat is low fat, low cholesterol and high in protein. They are also learning about the health benefits of velvet antler. Velvet antler is the most important product that is marketed in the United States and Canada. The increase in the value of velvet per pound is one of the greatest instant revenue generators for our elk farmers.

The escalation of these markets and feed prices has reduced the number of trophy bulls available at conservation ranches. Trophy bull prices have greatly increased and no producer should be discounting these animals. There has been a tremendous interest in the elk industry, especially with all the various products and markets but we, as

producers, must do our part to insure the supply meets the demand. NAEBA strongly encourages its members to keep breeding cows to sustain the numbers. We cannot emphasize this point strongly enough. We need every producer's help to insure our industry continues to grow and again produce enough elk to meet the rising demand.

Let us grow our association by working together on multiple fronts and at the same time protecting our members' interest from over-reaching regulations. Our association is working tirelessly every day to ensure our Federal Chronic Wasting Disease policy is based on the best known science. We are also working to ensure states like Missouri are not stifled from growth by closing their borders or implementation of burdensome regulations. NAEBA's commitment to the cervid farmers in Missouri is strong. We are also watching other state issues as well. NAEBA has also developed a model showing each state's regulations, as they pertain to movement of cervids. This model compares state and provincial regulations side by side to see where improvement can be made.

Let us increase our membership through NAEBA's dedication in building the industry. Since August, NAEBA has increased its membership by 15% and we are just getting started. We are showing elk producers in both the United States and Canada that the NAEBA team is working for them. We need them to stand with us as we deepen our footprint in the agriculture world.

Let us grow our alliances within the industry as NAEBA works with our state and provincial counterpart associations, offering support and sharing information and tools. Every year, we hold our winter/spring meeting with one of these associations in an effort to reinforce their cause and as an offering of support. Our meeting last month in Iowa was fantastic and we look forward to visiting Minnesota next January. We

have sent our directors and staff to as many elk association meetings as possible across the country in an effort to present NAEBA's goals and to offer support to their local association. NAEBA is also a strong advocate of the American Cervid Alliance Leadership Council and meets regularly with 31 other association leaders. The ACA continues to grow in its importance as a communication mechanism for the industry and strives to incorporate every association's voice in the cervid industry regardless of their size or location. Teamwork is the key to our success.

NAEBA is working diligently to increase the size of our annual convention and international antler competition. This summer's upcoming convention in Kansas City is already generating interest from new and longtime members. Last year, we saw more hard antler entries than in recent years and it appears that trend will continue. We have geared our convention schedule toward ranch/farm business and herd development. We hope you plan to attend. We want to see everyone there.

NAEBA wants to continue to have a strong presence in the animal health arena. We are working closely with the United States Animal Health Association (USAHA) as an allied member to make positive changes this fall. Our association has three members on the new USAHA Farmed Cervid Subcommittee. We are also reviving the Elk Research Council, our 501c3 research foundation that has been dormant for several years. The ERC's reinstatement is nearly complete and will prove once again be an asset to the elk industry. The ERC has a rich history of knowledge and service that will once again become a valued resource for the industry.

NAEBA strives to keep our members informed with association and industry news. Weekly emails are sent from the association as well as bi-monthly publications. We have more people advertising and promoting their farms

*Continued on page 8*

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Continued from page 6

than in recent years and mainly because they have great products and animals.

Finally, NAEBA wants to strengthen our industry and its future by focusing on the younger generation and creating an industry that will attract new producers. We can achieve this by being more visual on the internet with our ranch web pages and association's Facebook page. Let us get the younger generation more involved. As our original elk producers age and retire, in order to keep this industry viable and to see this tradition continue into the future, we absolutely need younger men and women to become involved.

Our directors and our staff are confident we can accomplish all of these objectives with your support. Once again we sincerely appreciate this association's greatest resource and that is our members. We could not do what we do without our sponsors, donors and those who give of their time and are truly dedicated to this association and industry. You are NAEBA and we look forward to seeing you this summer at the convention. On behalf of our directors and staff, thank you for what you do and who you are.

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## NAEBA Creates New Nomination Process for Board of Director Elections



*Nominations for Open Seats Accepted Until May 31, 2014*

**January 30, 2014 — HOWARD LAKE, MN-** The NAEBA Board of Directors has announced a change in regard to the process for board member elections for the future. A newly defined nominating process was created to announce open seats and seek nominations prior to the NAEBA convention each summer. This changes the historic protocol of seeking nominations on site at the convention on Friday morning and then having elections based on those nominees. The change was made in 2012 by unanimous vote of NAEBA's Board of Directors and was put in place to start in 2014.

NAEBA has announced five director seats will be open for election this August. NAEBA will accept nominations from members of each respective region for nominees in that region. Nominations for NAEBA members in good standing must be submitted in writing to the association office by May 31, 2014. A brief biography of the candidates will be published in NAEBA's July newsletter for members to review prior to their arrival at the convention. On Friday, August 1, 2014, the regions will meet separately and members will cast their votes for the candidates in their regions.

The changes to the nominating process ensure all candidates are eligible to serve on the Board of Directors and also provide members timely information to help in the election process. As stated in the NAEBA By-laws, candidates shall be members in good standing by the first day of the calendar year to be eligible for nomination.

***The seats open for election in 2014 are as follows:***

**Central** – Richard Garrels, current director

**Western** – Eric Mohlman, current director

**Northeast** – Kim Kakfa, appointed  
Barry Chernuka, appointed

**Southern** – Ken Anderson, appointed

NAEBA Executive Director Travis Lowe said, "This is a simple and transparent process that preserves the integrity of our board nominations. With our convention attendance increasing every year and our five regions meeting concurrently, we have to take the appropriate steps to ensure everything is handled properly. This was a responsible change."

NAEBA asks anyone with questions or comments to contact the office.

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# NAEBA SEEKING AWARD NOMINATIONS

*Nominations for Awards Accepted Until May 31, 2014*

The NAEBA Awards Committee is seeking nominations for the following awards to be presented at the upcoming NAEBA Convention July 31-August 2, 2014 at Harrah's Casino in Kansas City, Missouri. Please examine the awards that will be offered and let us know if you think a NAEBA member should be recognized for any of the categories.

Please forward your nominations and reasons why you have selected to nominate the person(s) to Chad Lawler at 701-595-1644 or lawler.chad@gmail.com no later than May 31, 2014. The committee will not accept any nominations after the deadline.

## AWARDS

**Member of the Year** — For the NAEBA member(s) in good standing who have made a positive impact on NAEBA and its membership through their efforts in the last year.

**Rush Johnson Memorial Award (President's Award)** — For outstanding service and commitment to NAEBA and the North American elk industry in the last year.

**NAEBA Hall of Fame** — For any NAEBA member in good standing that has shown continued outstanding dedication to NAEBA and the North American elk industry.

**Association of Distinction** — To be awarded to the state, local or national association or cervid organization which has worked with NAEBA to develop, promote, enhance and protect the North American elk industry.

**Friend of the Industry** — For any non-NAEBA member that has positively impacted or supported NAEBA and the North American elk industry in the last year.

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# THE RISE OF ELK ANTLER DOG CHEWS

By Rich Forrest, Grande Natural Companies (ElkUSA)

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**Recently, many in the elk industry have noticed a significant rise in the demand and value of elk hard antlers. Old antler prices in the \$2 to \$5 per lb. range prior to 2005, have given way to aggressive pricing ranging from \$3 to up over \$12 per lb. for the better antler grades. Currently, it is common for ranchers to receive numerous calls, all year long, from antler buyers and even antler consumers seeking recently dropped or cut-off antlers.**

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This extraordinary demand has been propagated by the creation of an all-natural, antler dog chew market. A market which transformed from a minor use of antlers in the early 2000's to a major, perhaps even the leading market for antlers, one that today consumes literally hundreds of thousands of pounds of both farmed and wild antlers. QT Dog of Dallas, TX, ElkUSA of Del Norte, CO, Top Rail Ranch of Canon City, CO and Dave's Pet City of Boston, MA were instrumental in creating the current antler dog chew market as we see it today.

While the recent antler craze has hit the standard dog chew market by storm, using antler for dog chews is nothing new.

Probably, ever since man domesticated the first dog, if an antler was laying around, the dog would have chewed on it. So while cavemen made arrow and spear tips or knives from selected pieces of antler, "gog" the dog probably got the chewy antler scraps. So dog antler chews are just a natural phenomenon that has been rediscovered by modern man and his faithful companion.

Basically, a dog antler chew is simply cross-cut, raw, natural hard antler from wild or farmed cervids. As defined by the USDA, they are an All-Natural product. Virtually no antler chews can be properly called ORGANIC since they come predominately from fully unsupervised wild animals.

Prior to the antler dog chew craze, hard antlers were generally used for a variety of interesting purposes, of which personal dog chew use was minor. Here in the States, antlers were generally divided up into three groups, those for craft purposes, those for food purposes, and trash antlers of little or no value. Food purposes now includes the use as antler dog chews.

The highest and best use of any hard antler has been, and still is, craft antler. Only about 10% or 15% of all antlers are suitable for craft uses. These antlers are usually nicely-formed, eye-pleasing, and sometimes well-matched sets of antlers, recently dropped or

well-preserved, that can be used for various craft purposes. Shades of brown and/or cream color are the usual colors, although local foliage may affect the color scheme and color density. The value of the best craft antlers (currently \$12 to \$14/lb.) exceeds the value of dog chew antler (\$8 to \$11/lb.) at the farm level.

Craft products range from fancy chandeliers down to simple knife handles, and cover the full gamut of home furnishings, from hand-crafted furniture to banister railings, down to door knobs and cupboard handles. Particularly large sets may be used for the typical North American stuffed head mounts and/or European rack mounts. As such, craft antler is the first and most sought after form of antler and brings the highest price. Antler chews are generally not made directly from craft antler, but can be gleaned from craft antler leftovers.

Food antlers make up the bulk of all antler collected. These are antlers that are broken, not matched sets, have funny shapes, are older, or are generally just not useful for craft purposes.

Formerly, the vast majority of North American food antlers were shipped overseas to Asian nations as raw antler prized for its various medicinal properties, not only as soft velvet antler but as hard antler as well. A great source of calcium and magnesium and phosphorous, Asian cultures use hard antler like

American's use calcium supplements.

The same grading characteristics of Asian food antlers can be used for antler chews. In 2005, ElkUSA modified the original Asian grading routine of three food categories, up to four categories so as to better grade hard antlers to determine suitability for food OR antler dog chews. The four new categories are: 1) #1 or HARD BROWN, 2) #2 or HARD WHITE, 3) #3 or CRACKED WHITE, and 4) #4 CHALKS. Grading simply reflects Asian pricing for food and nutrition efficacy which decreases from Brown #1's down to Chalks #4's.

The species of deer can have a significant bearing on the grade of the antler due to the size and thickness of the antler. A smaller diameter antler from a smaller deer species means a quicker natural dry down, quicker texture deterioration, and a potentially



less suitable dog chew, though it will vary considerably with the deer species. For example, thinner Whitetail antler generally makes rather hard dog chews turn to chalk quicker than elk, while say, caribou is usually less dense, hence, a nice soft antler chew, but one that can deteriorate in the sun even faster.

A description of antler grade will help you to classify and value antler prior to a buyer showing up.

**HARD BROWN**, also known as “A” or #1 grade, are the recent antler drops usually of elk that have a noticeable and sometimes pronounced brown color. All deer love to rub the velvet antler stage off their antlers by thrashing bushes and rubbing on tree branches and trunks. The scrapped-off vegetable matter tints the antler. The brown color is due to oxidized chlorophyll which stains the antlers initially a green color, but with time will oxidize the iron to a brown color (kind of like the rusting process or fall leaves turning yellow then brown). Tree sap can turn antlers almost black. Brown antler (“Browns”) have the highest moisture content and the most pleasing color, plus intact blood proteins, and are highly valued in Asian circles. As for dog chews, they have the most attractive aroma to your dog, but are a bit softer due to the moisture content. For dogs, softer means a bit quicker chew time and the need to replace it sooner. Fresh drops or cutoffs are extra special to dogs because of the fresh blood drip and smell, but can be problematic for consumers, especially the ones with white carpets.

Cream-colored, fresh, farmed animal antlers (those animals generally have no trees or bushes to attack and get sun bleached faster) are “Farmed Browns”, and usually bring a bit lower but still prime Brown price (\$9 to \$11/lb).

**HARD WHITES**, “Whites” also known as “B” or #2 grade, are the most common food antlers from farmed animal antlers stored for long periods, or from natural dropped wild antlers that have been partially bleached by exposure to the sun. Sun-bleaching is simply the natural process whereby an antler is shed from the animal and lays out in the sun, becoming lighter in color until found by a human or consumed by the forest critters. This equates to your hair turning blonde as you sunbathe at the beach. Often, an antler shed after several months in the sun, can be brown on the down side and sun-bleached white on the upper side. Usually these antlers are more than one or two years old, and have some moisture loss correlating with the color loss, hence will be a bit harder and longer lasting as antler dog chews, but not quite as aromatic to the dog. Soaking in water, or a quick, damp microwave can make these pieces just as aromatic as the Browns, but at the risk of making them softer and chewed faster by the dog. Value ranges from \$7 to \$9/lb.

**CRACKED WHITE**, also known as “C” or #3 grade, are antlers that have had a long period (several seasons) of sun or dry wind



exposure and have lost enough moisture to allow cracking between the crystalline structure of the antler. One side may be brown on the bottom, but cracked and white on the upper side reflecting the sun's drying ability. These antler chews are lighter in color and in weight, but still contain all the useful minerals and nutrition, just more dried out (like jerky!). Since a significant portion of the moisture has evaporated, the consumer is buying more minerals and nutrients per pound and not paying for the water. One is sacrificing doggy aroma, but getting a longer lasting dog chew since the dog saliva will slowly re-hydrate the outer portion of the antler dog chew. Long soaking or a microwave can somewhat rejuvenate a cracked antler as to softness and aroma, but might

be difficult. As antler ages, the likelihood of splintering when chewed becomes a problem to watch out for. Splintering antler has no place in the chew business. Value varies considerably on quality (\$3 to \$6/lb.)

Lastly, **CHALKY** antlers, aka “Chalks” or “D” or #4 grade, have been baked in the sun or in hot dry wind for many years. These antlers have a gritty feel and will easily scratch off a

white powder which is simply calcium carbonate with lesser manganese and phosphorus minerals. While used in Asia for ground calcium supplements and here for decoration, chalks have low value as dog chews due to a lack of aroma, a chalky, gritty feel and the relative inability to re-hydrate them. A chalky dog antler chew will more easily crumble, splinter or be rapidly destroyed by a dog, that is, if he even plays with it. Value is again highly variable depending on quality (\$0.50 to \$2.00/lb.). The lowest grade chalks are simply trash for decoration or disposal.

Most antler dog chew purveyors utilize the first three grades of antlers. Hard Brown due to the fresh aroma, Hard White due to its long-lasting ability and Cracked White for the longest lasting chew at the most economical price. A few, however, do use Chalks, which seem to be a sub-standard product.

In many cases, elk farmers cut antlers off early as to minimize the stabbing risk to themselves and other animals. Soft and tasty to your dog is a good description of these early stage unusual antlers. However, they are very rich in blood nutrients, and are easily consumed to excess. As such, they can cause doggy digestive problems if unsupervised.

Conclusively, the dog antler chew business is an excellent example of building a new, viable commercial market from under-utilized raw materials. Elk and deer have several more possible commercial products awaiting the development of a new market. For instance, while getting a human cautioned by western medicine to try antler velvet can be difficult, a dog doesn't care. Dogs just go for it! So, strategically, the future of elk by-products may lie with pets rather than with people.

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## PROSPECT



AGPE 432 is Strauss by Levi out of a Prospect dam. Semen in the U.S.



### PROSPECT'S STATS

2013 – 553" unofficial

2012 – 510 2/8" shed, official, 66" actual width

2011 – 45.18 lbs. unofficial

2010 – 476" green, 63" actual width, unofficial

Semen available in the U.S.

*Thank you to all producers for the warm welcome and hospitality during our first NAEBA event.*

## ■ NAEBA Working for Its Members

### ***NAEBA Contributes to Next Keith Warren Chronic Wasting Disease Documentary — Keith Warren to Create another “Truth about CWD” Video***

On February 21, 2014, the NAEBA Directors convened in person at the 2014 February Fling in Iowa. During their board meeting the directors decided to become involved with Keith Warren in creating the next documentary about Chronic Wasting Disease.

Last year, Keith Warren, known for his television programs “The High Road with Keith Warren” and “Deer & Wildlife Stories”, created a documentary about the science behind Chronic Wasting Disease. The documentary, known as “The Truth about CWD”, featured basic known science of the origin of the disease according to several renowned wildlife biologists and experts.

The first video, which was created by donations from the cervid industry, was praised for its approach to outline known science with the impacts Chronic Wasting Disease has had in North America. The video has been promoted heavily by deer and elk associations online and in DVD form.

Keith Warren approached NAEBA President, Kim Kafka, regarding possible interest in the follow-up sequel video. Kafka informed the NAEBA board of the opportunity. “We have someone willing to help inform the public about this disease. I’d like to see NAEBA rise to the occasion.” After discussion, the NAEBA Board voted unanimously to contribute to the next video.

The next video is expected to be released later this year.

### ***NAEBA Testifies in Missouri Statehouse on Deer Farming Bill — NAEBA Supports HB 2031 to Change Deer to be Considered Livestock***

The North American Elk Breeders Association once again joined forces with the Missouri Whitetail Deer Breeders & Hunting Ranch Association in hopes of making favorable changes to their state statutes. House Bill 2031, a bill proposed by the Missouri association, would add captive deer to the list of livestock species in statute. A hearing took place in the House Agri-Business Committee on March 11, 2014, in the Missouri State Capitol of Jefferson City. NAEBA Executive Director, Travis Lowe, traveled to Jefferson City to testify adding additional support to the list of stakeholders.

Travis Lowe presented testimony to the committee explaining how the cervid industry was the fastest growing livestock industry and their animals and farms needed to be under the jurisdiction of the state’s agriculture department. Lowe explained that deer farmers comply with all health regulations in order to maintain healthy herds and successful businesses just like every other livestock industry. He noted that farmed deer and elk are routinely vaccinated, wormed and well fed every day, making them the healthiest cervids that live in the state.

In Missouri, farmed elk have been considered livestock since 1995. HB 2031 proposed to classify all the remaining cervid species as livestock. The change in oversight would possibly

decrease the threat of double fencing and ten foot fencing often suggested by the conservation department.

Lowe’s testimony showed that every other state in the region including Kansas, Nebraska, Iowa and Illinois, all consider both elk and deer as livestock. Lowe also noted other states and provinces such as West Virginia and Alberta are working to change over to agriculture this spring.

Directors and members of the Missouri Whitetail Deer & Hunting Ranch Association greatly appreciated NAEBA’s support for the bill. Since the creation of the American Cervid Alliance Leadership Council, the Missouri Whitetail Deer & Hunting Ranch Association has developed a close relationship with NAEBA and the Missouri Elk Farmers Association.

### ***NAEBA Approves Financial Support for New York Legal Effort — New York Deer & Elk Farmers Association Works to Keep State Borders Open to Commerce***

The North American Elk Breeders Association Board of Directors unanimously approved sending financial support to the New York Deer & Elk Farmers Association’s legal effort to prohibit permanent closure of their state’s borders. The New York association has spent the last year exhausting options to keep their borders open for interstate movement of cervids. As a last resort, the New York Deer & Elk Farmers Association (NYDEFA) has decided to commence with legal proceedings.

NAEBA Directors have been monitoring the issue closely during board meetings as well as leadership council meetings of the American Cervid Alliance. Angie Kerry, the ACA Councilwoman representing NYDEFA, has provided the industry regular updates on their status. In March, Kerry told ACA member associations NYDEFA would welcome any possible support for their legal expenses.

NAEBA directors felt they should open the lines of support to NYDEFA. The directors unanimously approved a donation of \$2,500 for the New York cause. NAEBA Director, Brian Wagner, provided updates for the board after discussions with NYDEFA President Dave Vanderzee. Wagner told the board, “I think New York will be very appreciative of NAEBA’s support.”

NAEBA has expressed interest to NYDEFA leadership about rebuilding its presence in New York and other eastern states. NAEBA plans to attend NYDEFA’s next convention, as well.

The New York border was closed due to exaggerated fears of alleged potential impacts of Chronic Wasting Disease in New York. Florida’s borders closed in 2013 citing similar fears from conservation special interest groups. Industry leaders have noted the lack of true science versus bias used to justify the border closures.

“This is a trend that needs to stop,” said Travis Lowe, NAEBA’s Executive Director. “NAEBA and the ACA have been working with both New York and Missouri to keep borders open to allow commerce within our industry. We are happy to help.”

# Steady Improvements Made in Tuberculosis Blood Test

By Owen L. Henderson, DVM, Staff Veterinarian, TB Eradication Program, USDA/APHIS

**On February 4, 2013, APHIS implemented official program testing of cervids with the CervidTB Stat-Pak/DPP serologic tests in captive and free-ranging North American elk, white-tailed deer, red deer, fallow deer, and reindeer.**

Testing is being conducted at the National Veterinary Services Laboratories in Ames, IA. Testing of 5216 cervids through August 2013 found 16.2% of the tests to be positive on the CervidTB Stat-Pak and 2.28 % positive on visual reading the VetTB DPP secondary test. Forty three necropsies were performed on suspect and reactor animals. Subsequent lab tests found no bovine TB in any of these test positive animals.

Since testing was started, 11,048 cervids of the five species have been tested. Eighteen percent of animals tested have been elk. The reactor rate in elk has been 0.6% of all tested animals.

VS recognized early that a larger number of positive tests and false positives had occurred than expected based on our data from the test validation studies and previously published scientific papers. Our statisticians determined that at least 30 necropsies were needed to have a statistically sound data set to make any changes to the testing protocol. We analyzed the data statistically to provide a sound scientific determination of what could be done to improve the performance of these tests. An optical density reader was used to provide a numerical readout of the color saturation of the indicator lines on the DPP test cassette. The optical density of the lines corresponds directly to the amount of antibody against Mycobacteria present in the serum. The optical density readout data corresponding to each test was accumulated for the first 5216 animals tested negative or positive and compared to the follow-up laboratory test findings of necropsied reactor animals. All data was analyzed statistically and optical density cutoff values were determined for each species. Since September 1, 2013 through March 1, 2014, 5832 cervids have been tested using the established DPP optical density cut off values on Stat-Pak positive tests. Tests from 10 animals were found to be positive on the first DPP and 5 were positive on the follow-up post 30 day DPP.



Necropsy and follow-up laboratory testing found no bovine TB infection in any of these reactor animals.

The manufacturer of the CervidTB Stat-Pak has recently discontinued production of this test and NVSL is currently exhausting its remaining test inventory. APHIS VS has initiated the necessary changes to the guidance document and regulatory language to eliminate the Stat-Pak as the primary cervid TB test and make the DPP as the primary test and also the follow-up post 30 day test. This change in the cervid TB testing laboratory protocol is expected to take place in the spring of 2014.

If the primary DPP test is positive the animal is called a suspect, quarantined and may be retested in not less than 30 days which requires a new blood sample. As there is not another serologic test to use, the DPP will be the stand-alone test for the first and if necessary, the follow-up test. (Experimental testing by NVSL of a statistically derived number of negative Stat-Pak samples with the DPP showed complete agreement of the negative results.)

If the follow-up DPP is negative the animal is cleared and called negative. If the follow-up DPP is positive, the animal will be classified as a reactor and kept under quarantine until a necropsy and lab tests are completed to determine the infection status of the animal. The cost for the DPP test has not been set by NVSL yet, but it is projected to be the same or a little more than the Stat-Pak test. If a second post 30 day test is necessary, there is no charge to the submitter for that. There is still indemnity available for animals classified as reactors and sent to necropsy. The cap on the indemnity is \$3,000 per animal but appraisals must be completed to verify the value of the animal.

*For more information contact:  
Dr. Owen L. Henderson, APHIS VS at 970-494-7317 or  
owen.l.henderson@aphis.usda.gov*

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# EHD and Its Growing Effect on Elk

By Dr. Douglas Wagner, Newport Labs

When we think about disease on our farms we generally tend to think about the big picture; pneumonia, diarrhea, antler infection and EHD. What we have to realize and keep in our minds at all times is that each and every one of these diseases are caused by a bacteria or virus. These so called “bugs” are the root of the problem. Once disease has established itself, we try to limit or contain it by treating with antibiotics. At times our treatment works well and the animal recovers, and other times they do not and we lose the animal. Regardless of the outcome the producer loses money; days sick are days of lost production.

EHD which stands for Epizootic Hemorrhagic Disease has been around for longer than most of us in the cervid industry realize. The first documented case was found in a whitetail herd located in New Jersey in 1955. Since this time there have been many reports of large die offs in the wild of whitetail deer. The cervid farming industry has become all too familiar with the disease since it has decimated many whitetail farms in recent years. The elk industry has, until this point, recognized EHD as a potential threat to their herds, but not a very large threat. This has been mainly due to the fact that the literature supported this idea by stating that elk are susceptible to EHD but have a very low incidence rate of actually contracting the disease.

This statement may no longer represent what is currently happening in elk herds. In 2012 there were an increased number of reports from elk farms of a disease that was thought to be EHD. The clinical signs were similar to what is seen in whitetail and the morbidity and mortality rates were also similar. We at Newport Labs received samples from an elk herd in 2012 and the sample was positive for EHD type 2. In 2013 Newport Labs received samples from many different elk farms in varying regions of the country and they were also positive for EHD type 2.

To this point three types of EHD have been isolated in North America, EHD type 1, 2 and 6. Worldwide there are 8 different types of EHD known at this time; meanwhile only

three types have been identified in North America to this date and only the future will determine if other types will reach our shores. Research done at Newport Labs on EHD in cervids indicates that vaccinating with one type of the virus does not cross protect for the other types. With this knowledge, we recommend vaccinating with a product that contains all three of the types (1, 2 and 6) to limit the affect this disease can have on individual herds.

EHD is caused by a virus and therefore antibiotics have no direct effect on the disease. Treatment of animals that have the disease should focus on supportive care and prevention of secondary bacterial infections. Antibiotics should be administered to help prevent secondary bacterial infections (pneumonia being the most common).

If you suspect an animal has EHD, treatment should be attempted as early as possible. If an animal does die from the disease, tissue samples should be collected and sent in to a laboratory for testing to determine if the animal did have EHD and if so what type it was. I cannot stress the importance of confirmatory testing enough. There are other diseases that can have similar clinical signs to EHD. Do not assume you have the disease on your farm; use the current technology we have to identify the pathogen that is affecting your animals. Correct identification of pathogens will help individual farms know how to treat and limit disease on their location and the industry as a whole.

EHD is a disease that is spread by midges. These pests fly from one animal to another sucking blood and spreading the disease. Trying to limit the number of midges your animals are exposed to can be achieved through farm management practices. This along with vaccination is my recommended approach to limiting this disease on individual farms. If you have questions or concerns about this disease on your farm please feel free to contact me at Newport labs.



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## **Stakeholder Announcement: APHIS to Offer Indemnity for CWD Positive Herds as Part of Its Cervid Health Activities**

**March 03, 2014 – WASHINGTON, DC** — APHIS received a total of \$3 million in appropriated funding to support cervid health activities in fiscal year 2014, and it will make \$1.0 million available for indemnity of chronic wasting disease (CWD) positive, suspect, and exposed farmed cervids.

APHIS is committed to partnering with states and industry to reduce the incidence of CWD in farmed cervid populations. The availability of indemnity funds provides support to affected producers to protect the health of farm cervids and to minimize the spread of CWD to other cervid populations.

Several CWD positive and exposed herds are currently under state quarantine in Iowa, Minnesota and Wisconsin. APHIS has engaged all three states to see if they plan to request indemnity on behalf of the herds' producers.

Indemnity will be based on the APHIS-approved appraised value of the animals as well as depopulation and disposal costs. In order to be eligible for indemnity, states need to provide herd plans in accordance with APHIS' established CWD regulatory requirements (9 CFR 55).

APHIS is also providing \$200,000 in support of CWD research efforts at the Agency's National Wildlife Research Center to develop live animal diagnostic tests. The remaining funding for APHIS' cervid health programs will support the Cervid Tuberculosis Accreditation Program, the CWD voluntary Herd Certification Program, and general program activities.



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# On the path to a CWD live test

By Candace Mathiason, PhD, Assistant Professor, Colorado State University, Fort Collins, CO

Those of you in the cervid industry are well aware that Chronic Wasting Disease is a fatal neurodegenerative disease affecting many cervid species. CWD, first observed in Colorado and Wyoming in the mid 1960's, was identified as a transmissible spongiform encephalopathy, or prion disease, in the 1980's<sup>1</sup>. Since these initial observations the geographical distribution of CWD has spread to both captive and free-range cervid herds in 22 U.S. States, 2 Canadian Provinces and Korea<sup>2</sup>.

Initial studies conducted by the Colorado Division of Wildlife<sup>3,4</sup> provided evidence that CWD can be transmitted between cervid by direct contact with CWD-infected cervid, and by exposure to pastures and paddocks that once housed CWD-infected cervid. Experimental studies have since confirmed that sufficient infectious prions are present in saliva, blood, urine and feces (secreta) to transmit disease to healthy deer that consume these bodily secreta<sup>5-7</sup>. It is therefore reasonable to propose that oral ingestion of bodily secreta shed by CWD-infected cervid contributes to the efficient transmission of this disease.

A hallmark of all TSE's is a long incubation period, or subclinical phase of disease, prior to clinical onset<sup>8,9,10</sup>. Thus, CWD can remain unnoticed in infected, yet physically healthy appearing cervids for many months (18-36 months). Infectious prions are shed in the secreta of subclinical CWD-infected cervids leading to increased environmental contamination and opportunity for further spread of the disease<sup>6,7,9</sup>. An antemortem diagnostic test capable of detecting prions during this protracted subclinical phase of disease does not exist.

The normal form of the prion protein, PrPC, is present in all mammalian species. The function of this protein is not well understood. While it appears to be associated with several processes, a single primary function has yet to be elucidated. In CWD-infected cervid PrPC is converted, by unknown mechanisms, to the disease-associated aberrant form of the protein, PrPres.

Large quantities of PrPres accumulate in lymphoid (lymph nodes, spleen, etc.) and central nervous system tissues (brain, spinal cord, etc.) at end stage disease that are readily detected by conventional assays such as western blot and immunohistochemistry. The concentration of PrPres present in secreta and tissues during the early subclinical phase of disease is low, making detection by conventional methods inconsistent and difficult. We are harnessing a recent advancement made in in-vitro prion detection called real time quaking-induced conversion, or RT-QuIC<sup>12</sup>, to improve our ability to detect low concentrations of prions.

The RT-QuIC assay combines laboratory generated PrPC with a few salts, a fluorescent dye and a small spike of tissue sampled from a healthy or CWD-infected cervid. These conditions provide a favorable environment for the PrPC to

PrPres conversion event to occur. If CWD prions are present in the spike, conversion events accumulate generating the formation of an amyloid protein fibril. The dye attaches to each protein fibril and emits a fluorescent signal. Shaking has been incorporated into the assay to break up the growing fibrils. This increases the availability of conversion sites, which results in additional growing fibrils and amplification of the initial spike, culminating in an intensified fluorescent signal. For example, a sample from a healthy uninfected cervid will yield little to no conversion events and no fluorescent signal. Whereas a sample from a CWD-infected cervid will yield a multi-fold increase in conversion events resulting in an intense fluorescent signal.

We have made modifications to RT-QuIC improving the quality and/or quantity of the PrPres spike. This modification (wbRT-QuIC) has led to our ability to detect very low concentrations of prions with assay high sensitivity (92%) and specificity (100%). Our recent experimental studies have demonstrated that wbRT-QuIC permits the detection of prions in the blood of subclinical CWD-infected cervids<sup>13</sup>.

Studies seeking detection of prions in the blood of captive and free-range cervids will follow. While much work lies ahead, detecting prions early in infection will augment the diagnosis of CWD as well as the development of therapeutic and vaccine approaches to mitigate disease—enhancing both herd management and health.

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## State/Province Updates

### ALBERTA ELK COMMISSION UPDATE

By Travis Lowe

**March 24, 2014** – The Alberta Elk Commission (AEC) held its 29th annual convention and general membership meeting on March 21-22, 2014 at the Ramada Hotel in Edmonton, Alberta. A full schedule was prepared with general updates from provincial government officials, health and ranch management presentations and market outlooks.

The AEC Board of Directors and members showed exceptional hospitality to the North American Elk Breeders Association. NAEBA Executive Director Travis Lowe, President Kim Kafka, Vice-President, Chad Lawler, Secretary, Andy Azcarraga, along with several members made the trip to visit with NAEBA's Canadian members and other AEC members. Alberta is also home to NAEBA Director, Barry Chernuka.

Alberta's Minister of Agriculture & Rural Development told the membership the province looks to focus on the high quality of locally raised food such as elk. Minister Olson also said they have recognized the alignment of the elk industry with agriculture as Alberta moves its regulations of elk to livestock. The transition to 100% livestock is a major long-term goal of the AEC.

The conference offered several other informative speakers including an update from Dr. Richard Starke, the Minister of Tourism, Parks and Recreation. Gary Chang of Champion Feeds spoke about elk feed and nutrition. Tom Goddard, the Senior Policy Advisor of Alberta Agriculture & Rural Development, discussed the future of Canada and the world's agriculture. Dr. Martin Wenkoff gave a presentation on the progress of elk semen sexing and success rates.

Blaine Webber led a discussion on the 2014 velvet market outlook and Dr. Simon Otto briefed the group on CWD surveillance. Dr. Jagdish Patel explained Alberta's outlook for EHD and Dr. Terry Church discussed velvet antler removal. Saturday night, the AEC held a successful select elk calf and semen auction.

A clear message from the membership was their main focuses include reducing burdensome regulations and increasing the number of elk and elk producers in the province.

The North American Elk Breeders Association was very well received and it was understood how important it is for the AEC and NAEBA to be working together as much as possible.



### COLORADO UPDATE

By Andy Azcarraga

**March 10, 2014** – Hello from Colorado. We had a really good meeting on March 8th in Montrose. We had around 35 members join us along with some state officials. Eric Mohlman and Kim Kafka joined us from NAEBA with both giving updates. The ACA update was very educational, even the state agricultural representatives learned a lot of information from Eric. We had a few new members join and a few that haven't been a member for a while. The membership discussed some regulation changes we would like to see changed in the next year. The Lester Gegenheimer award was presented to Rich Forrest.

We will have another meeting next spring near the beginning of March, and would like to see more out of state NAEBA members join us. Our new board consists of Andy Azcarraga- President, Rich Forrest- Vice President, Donna Azcarraga- Secretary, Anne Draper- Past President, Sue Whittlesey, Jack Major, and Monte Matheson



### WEST VIRGINIA UPDATE

#### West Virginia House of Delegates Passes Cervid Farming Bill Unanimously

By Pamela Pritt, Register-Herald Reporter

*House Bill 4286 includes cervid species including elk, fallow deer, red deer, white-tail deer, axis deer, moose, reindeer and caribou.*

*Bill to Move West Virginia Cervid Farming to Agriculture Passes House Unanimously*

**February 28, 2014** – CHARLESTON, WV – Several bills, some that got some attention, and others that didn't, passed the House of Delegates on Wednesday, the last day for legislation to pass out of its house of origin

Perhaps the bill that got the most attention throughout the session has been the Captive Cervid Farming Act. If passed by the State Senate, the law would allow deer farming, which is legal in neighboring states.

Under West Virginia's law, deer farmers would have to be licensed, file a bio-security report that includes a description of the fencing and how native white-tail deer, which are not allowed, will be flushed from the fenced-in area.

The farms would be subject to inspection by the Department of Agriculture, instead of the Division of Natural Resources, which regulates wildlife, including the wild deer herd in West Virginia.

Farmers may raise fallow deer, red deer, axis deer, moose,



## State/Province Updates

reindeer and caribou, none of them native to West Virginia.

Commissioner of Agriculture Walt Helmick has said he's backing the legislation and that it could boost the state's lagging economy.

Breeding stock would come from existing stock farms in the state, or could be brought in from another state, all with mandatory documentation and veterinary inspections.

According to a spokesperson for the Department of Agriculture, captive cervids would be handled as livestock, because that's what they would be.

The DNR currently oversees about 26 cervid farms scattered across the state.

Critics of the plan say the problem is bringing in hoofed animals from out of state. They fear the imported animals could be infected with chronic wasting disease, or CWD. The disease is fatal to white-tail deer, and, these critics warn, could be brought into areas of the state and infect native deer populations. At present, CWD is only found in Hampshire and Hardy counties in West Virginia, according to the DNR.

In addition, testing for CWD requires the animal first be euthanized, so they say even vets could not be sure the animals are disease-free.

DNR director Frank Jezioro said Thursday evening that he is concerned about chronic wasting disease among members of the cervid family.

"Any of the cervid family, moose, elk or deer can carry chronic wasting disease and when you start moving animals around the country, you have that concern," Jezioro said.

But Jezioro said he is eager to see the final version of the bill. "If it proceeds like the House bill has, we can support it and work with the Department of Agriculture," he said.

<http://www.register-herald.com/local/x2118247311/Deer-farming-bill-passes-in-House-unanimously>

### "Like" NAEBA on Facebook!

The North American Elk Breeders Association invites you to join its Facebook page to provide an additional avenue to receive news, information and fun photos from NAEBA and the elk industry.



NAEBA invites you to "Like" NAEBA's Facebook page and it will automatically update your newsfeed if there is a post. Copy the url below to find the page!

<http://www.facebook.com/Northamericanelkbreeders>

## MISSOURI UPDATE

### Missouri Elk Farmers Hold Annual Meeting

By Kevin R. Jenkins, 573-518-3614, Daily Journal Online



**February 18, 2014 – COLUMBIA, MO** – The Missouri Elk Farmers Association recently held its annual conference in Columbia.

The meeting provided a forum to discuss the current state of the industry and related legislation impacting elk farming and its respective marketplace.

Kevin Hinkebein, a MEFA member since 1992, as well as past president, said, "The meeting was very informative this year. It is a very important meeting every year. Coming together as a group helps us individually and as an industry."

Guest speakers included Dr. Linda Hickam, state veterinarian; Dr. Dane Henry, USDA veterinary medical officer; Travis Lowe, executive director of the North American Elk Breeders Association; and state Rep. Nate Walker.

Lowe reported that the markets for elk and elk products are very good, stating that since 2008, elk carcasses have doubled in price, velvet antler has tripled and the demand for elk antler dog chews "is tremendous."

There has been a decline in the number of elk producers in the past several years due to the excessive regulations placed on the industry. Leaders from the elk industry have continued to work with federal and state agencies to obtain reasonable health regulations that will allow the business of this farming enterprise to continue.

"The elk industry is the most highly regulated of the livestock industries," said Hinkebein. "Elk are considered virtually disease-free animals and are raised similar to raising cattle. The meat from elk has been termed 'the heart smart meat,' as it is low in fat and high in protein and iron."

Local vendors of elk meat are the Grapevine Grill Restaurant at Chaumette Vineyards & Winery in Ste. Genevieve; and Schlafley Bottleworks in Maplewood.

The MEFA voted to once again have a booth at the 2014 Missouri State Fair in Sedalia where it will provide information to consumers about elk. It will also sell elk sausage, elk pet chews and other products made from elk antler.

The organization is in the process of updating its webpage and utilizing Facebook as a way to educate and promote the elk farming industry.

For more information, contact Kevin Hinkebein at 573-366-5846 or any MEFA Board member listed on its webpage at [www.wapiti.net/mo/mefa/](http://www.wapiti.net/mo/mefa/).



# ACA UPDATES

## Missouri Cervid Leaders Send ACA's Commerce Clause Opinion to Conservation Department Commissioners

**February 24, 2014 – AYR, NE** — Leaders within the Missouri Whitetail Deer Breeders & Hunting Ranch Association have requested the ACA legal council's written opinion be sent to its Conservation Department Commissioners. The legal opinion, addressed to the commissioners, cites legal opinions regarding the commerce clause and how it pertains to border closures. This correspondence from the ACA attorneys is in response to the relentless and unwavering suggestions of closing the Missouri borders, to the importation of out of state cervids, by the conservation department and other special interest groups.

The legal opinion, drafted by ACA attorney Clint Patty, states that in his opinion there is a strong argument to be made if a state decides to close its borders to interstate commerce. His review of the constitutionality of the proposed Missouri border closing to out of state cervids cites numerous Supreme Court cases where legal precedence has been established. It also states in most of these prior cases that the best known science available must be used as justification.

The letter also addresses recent events creating credibility and legal issues for the State of Missouri if it closes its borders. The Missouri Attorney General recently filed a lawsuit in the United States District Court in California seeking to strike down a California law that effectively closes California borders to Missouri egg producers. Missouri bases its arguments in California on the same Commerce Clause arguments raised by the cervid industry: Closing borders without an adequate rational basis violates the US Constitution.

“We are still hearing that the department wants to close our borders,” said Kurt Humphrey, a director on the Missouri Whitetail Deer Breeders & Hunting Ranch Association board. “We have to let the department know where we stand.”

The ACA's attorneys provided this legal opinion to members of the council as more and more states discuss closing their borders to the importation of cervids. ACA Moderator Eric Mohlman said, “If this opinion can help the Missouri effort then they can do what they need to do with it. If Missouri needs further assistance, we can bring it to the ACA Council for deliberation.”

## Iowa Brakke Family Wins DNR Legal Case

*Judge: DNR Interpretation “irrational, illogical and wholly unjustifiable.”*

### DNR Case- Regarding the DNR Quarantine of Brakke's 330 acres until December 28, 2017

**March 3, 2014 – AYR, NE** — On February 26, 2014, Iowa Administrative Law Judge Heather L. Palmer issued a Proposed Decision in the matter involving the Iowa Department of Natural Resources' (DNR) Emergency Order against the Brakkes' and their property in Davis County. In the Proposed Decision, Judge

Palmer held that DNR's interpretation of the relevant Iowa statute and rules was "irrational, illogical and wholly unjustifiable." Judge Palmer further held that the DNR did not have the jurisdiction to issue its Emergency Order under any of the theories asserted by the DNR, and thus, reversed DNR's Emergency Order.

On February 28, 2014, DNR filed a Notice of Appeal and Motion for Stay with the Natural Resource Commission. The Brakkes' intend to resist DNR's appeal as well as the Motion for Stay. It is expected that the Natural Resource Commission will issue a briefing and oral argument/hearing schedule for this matter. Such schedule and the exact process of the appeal and motion have not been set at this time.

Once the Natural Resource Commission reviews Judge Palmer's Proposed Decision, it will issue a Final Decision. If either side is unhappy with the Natural Resource Commission's Final Decision, it can be appealed to the Iowa District Court in Polk County.

### **IDALS Case- Regarding Compensation**

The Brakkes' appealed the Proposed Decision from Judge Palmer, which refused to award compensation to the Brakkes' for their deer under Iowa law, to the Secretary of the Iowa Department of Agriculture (IDALS). The Brakkes' appeal brief is due to the Secretary on March 3, 2014, and IDALS must file its brief on or before March 31, 2014. The Brakkes' may then file a Reply Brief on or before April 11, 2014. The Secretary of IDALS will then issue a Final Decision after the briefing is completed. Similar to the DNR matter, any party that is unhappy with the Secretary's Final Decision can appeal the case to the Iowa District Court in Polk County.

### **ACA Council Reviews Comment Period Procedure, Border Closings, Iowa Legal Case, & Committee Recommendations**

**March 5, 2014 – AYR, NE** – The American Cervid Alliance Leadership Council met earlier this week to organize efforts for the Federal Chronic Wasting Disease Program Standards comment period and discuss other industry concerns.

The council had already distributed its outline of remaining concerns from the Version 23 standards to serve as a guide for member associations. Cervid producers and the general public will be able to post comments regarding concerns until the comment period ends March 31st. After the comment period ends, USDA/ APHIS will consider all comments and publish the final document which will become the new Program Standards for the cervid industry's Chronic Wasting Disease program. It was noted that all comments should include positive elements of this document as well as those that are detrimental to our industry.

The council made it very clear that the federal program will have an accompanying standards document. There has been some misconception that the federal rule could be left in place without program standards. Travis Lowe, representing the Kansas Cervid Breeders Association, told the council that since there is a Federal Rule there will be a set of standards to serve as the companion document and encouraged utilization of the comment period in a professional manner. "We have been trying for over a year to make the standards document better and this comment period will be our last opportunity for improvement. Once USDA/ APHIS publishes the final version, the ACA can then meet to see what changes have been made and if they are acceptable." This has been the ACA's intention. Clint Patty, the ACA's attorney, told the council there are several legal options in the event the final version of the standards is still unacceptable. These options would have no impact on the federal rule itself.

Another thoroughly discussed topic was the ACA's response to the damaging article written by columnist Pat Durkin entitled, "New chronic wasting disease rules enhance risks". The article featured several negative quotes from Dr. John Fischer of the University of Georgia. Cervid industry leaders believe several statements made by Dr. Fischer in this article, were biased and not based on science. Dr. Fischer is a member of the USDA/APHIS Chronic Wasting Disease Program Standards Working Group, as a wildlife representative, and a member of the new USAHA Farmed Cervid Subcommittee. The ACA Media Review Committee, chaired by Charly Seale, was flooded with requests from deer and elk farmers encouraging a response. After council discussion, a motion was made by Tim Condict, councilman representing the Deer Breeders Corp, to have ACA Attorney, Clint Patty, draft and send a letter objecting to Dr. Fischer's remarks and request that any future statements be based on the best known science. Condict's motion also included sending a letter to the United States Animal Health Association's Executive Committee citing Dr. Fischer's public bias and asking them to reconsider his membership on the Farmed Cervid Subcommittee.

Clint Patty answered questions from the council regarding the commerce clause research and the letter sent to the Missouri Conservation Department Commissioners. Mr. Patty told the council the commissioners were now in receipt of the letter. Currently there is only talk and not an actual proposal to close the Missouri borders.

Warren Bluntzer, chairman of the ACA's Terminology Committee, presented several terms and ideas the council should consider and then discuss at a future meeting.

The council also received an update from Rhonda Brakke regarding the news of their recent legal victory regarding their suit against the Iowa Department of Natural Resources.

Angie Kerry, ACA Councilwoman for the New York Deer & Elk Farmers Association, provided an update on their border closure and said their association would welcome any financial support. The ACA Council also reviewed and approved the monthly financial statement.

## **ACA Council Approves Alternative Program Standards for Public Comment Chronic Wasting Disease Public Comment Ends Monday, March 31st, 2014**

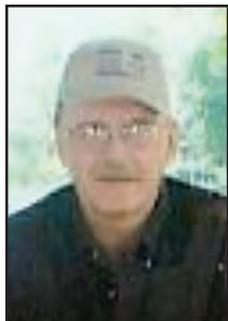
**March 25, 2014 – AYR, NE** – The American Cervid Alliance Leadership Council convened Monday night to give council members clarity on changes made to industry's comments before the end of the ninety day Chronic Wasting Disease Program Standards comment period on March 31.

The ACA council leaders approved an alternative program standards document to be submitted on behalf of the American Cervid Alliance. The document was written by industry leaders with significant assistance from Dr. Paul Anderson, of the Minnesota Board of Animal Health. The motion to accept the document was adopted unanimously by the ACA Council.

Last week, the ACA reviewed two newly created documents to help member associations' articulate comments concerning the program standards. The industry's amended edition of Version 23 removes most of the extra language that is not required by the Federal Rule. The ACA council reviewed the industry edition and offered additional suggestions. The council examined the final edition and then met again to vote to endorse the edited document of behalf of the council. During the meeting, two additional changes were made and approved. Clint Patty, the ACA's attorney, has endorsed the idea stating "It is important for the industry to offer a solution for the record."

## Obituary — Steven Daugherty

**Steven Charles Daugherty**, 55, of rural Fort Madison, IA, passed away as a result of an ATV accident on



Thursday, January 30, 2014 at 10:30 a.m. at the University of Iowa Hospitals & Clinics in Iowa City. He was born on March 19, 1958 in Burlington, IA to Robert H. & Eileen M. Davison Daugherty. He was a longtime farmer & contractor and part owner of Quarry Creek Elk & Bison Company. He was a member of Denmark Congregational United Church

of Christ and a board member of the Drake restaurant in Burlington. He was the Past President of the North American Elk Breeders Association.

Steve is survived by: his daughter, Jamie Schubert and granddaughter, Reese Schubert of Los Angeles, CA; his mother, Eileen Nickel of Burlington, IA; sisters, Kathy (Leroy) Mabeus of Wever, IA & Sherry (Ray) McKee of Wever, IA; brother, Bob (Janice) Daugherty of Dallas City, IL and several nieces & nephews. He was preceded in death by his father, and stepfather, Soney Nickel.

In lieu of flowers, a memorial has been established for Denmark Fire & Rescue Squad. Online condolences to Steve's family may be left at the King-Lynk Funeral Home & Crematory website: [www.kinglynk.com](http://www.kinglynk.com).

## Obituary — Sandra S. Salsgiver

**Sandra S. Salsgiver of Davison**, age 60, passed away March 5, 2014 at home. In lieu of flowers, to celebrate



Sandy's life, memorial contributions may be made to the family for new playground equipment at Thomson Elementary.

Sandra was born in Flint, MI on October 18, 1953, daughter of the late Rolland and Betty (Sherman) Jones. Sandra Jones married Dennis Salsgiver on August 11, 1978. She attended Central Michigan University. Sandra was a Lunchroom

Supervisor at Davison Schools for 27 years. She loved spending time with her husband and her three boys.

Sandra is survived by her husband, Dennis; sons, Chad (Lisa), Troy and Lance; siblings, Robert (Sandy) Jones, Becky (Orrie) Jones; mother-in-law, Betty Salsgiver; many nieces and nephews.

Please share your thoughts with the family at [www.allenfuneralhomeinc.com](http://www.allenfuneralhomeinc.com).

## Calendar of Events

### KANSAS CERVID BREEDERS ASSOCIATION 2ND ANNUAL SHRIMP BOIL & BARBEQUE

**July 12, 2014**

South Fork Elk Ranch, Garnett, KS  
Travis Lowe, 469-774-4580

### TROPHY GAME RECORDS OF THE WORLD'S 36TH ANNUAL AWARDS BANQUET

**July 18-19, 2014**

Embassy Suites Hotel & Conference Center, San Marcos, TX  
830-367-7761

### NAEBA 24TH ANNUAL CONFERENCE & INTERNATIONAL ANTLER COMPETITION

**July 31-August 2, 2014**

Harrah's, North Kansas City, MO  
Brenda Hartkopf, 320-543-3665/Laurie Seale, 830-928-3143

### DEER BREEDERS CORP ANNUAL CONVENTION

**August 22-23, 2014**

San Antonio, TX  
[dbcdeer.com](http://dbcdeer.com)

### EXOTIC WILDLIFE ASSOCIATION'S 3RD ANNUAL SHRIMP BOIL & SOCIAL

**September 20, 2014**

Albert Dance Hall, Albert, TX  
830-367-7761

### EXOTIC WILDLIFE ASSOCIATION'S LEGISLATIVE FUNDRAISER

**October 25, 2014**

Y.O. Hotel & Conference Center, Kerrville, TX  
830-367-7761

### NAEBA JANUARY JAMBOREE

**January 9, 2015**

Minneapolis Sheraton West, Minnetonka, MN  
Brenda Hartkopf, 320-543-3665/Laurie Seale, 830-928-3143

### MINNESOTA ELK BREEDERS ASSOCIATION ANNUAL CONFERENCE

**January 9-10, 2015**

Minneapolis Sheraton West, Minnetonka, MN  
Brenda Hartkopf, 320-543-2686



# 2014 NAEBA FEBRUARY FLING

Honey Creek Resort • Moravia, IA • February 21, 2014

By Laurie Seale

*NAEBA's 2014 February Fling will long be remembered for the snow storm of the century that hit most of the north central part of the United States. ❄️*

Many of this year's conference attendees faced blizzard driving conditions, Interstate 35 road closures, numerous cars and trucks in the ditch, travel conditions that warranted traveling at speeds of 15-30 miles per hour and detoured or cancelled airline flights. Despite the weather conditions, it did not stop the majority of "elkoholics" and "deeraholics" from attending the meeting. We are extremely thankful everyone arrived safely and returned home safely. The event was held on February 21-22, 2014, at the Honey Creek Resort in Moravia, Iowa. Per NAEBA's tradition of holding its Winter/Spring meeting in conjunction with a local state elk association, this year's February Fling joined forces with the Iowa Elk Breeders Association and the Iowa Whitetail Deer Association.

Guest speakers for NAEBA's Friday meeting were all able to complete the journey to Iowa, but that was not the case for the Iowa Whitetail Deer Association's meeting on Saturday. All of their speakers had to cancel due to weather, but IWDA's president Todd Landt was able to round up industry leaders in attendance to fill in on the spot.

NAEBA's speakers included Dr. Douglas Wagner from Newport Laboratories. Dr. Wagner gave an informative presentation on EHD and its growing prevalence on elk herds. NAEBA and IEBA members Henry Bohlen, Richard Garrels, Karen Thuerlauf and Greg Kenyon presented their experiences on different approaches for marketing elk meat. It was great to hear all of the different marketing techniques and resources they have established over the years in Iowa. Travis Lowe led the discussion on industry issues and goals for the coming year which led to some very good discussions. The afternoon break was sponsored by Scott Salonek of Elm Creek Elk Park, who unfortunately missed out on Friday's

event due to the weather. Henry Bohlen of Wildlife Lakes and the Thuerlauf family of Antler Ridge Elk Ranch, provided some great tasting elk sausage and snack sticks that were complimented with cheese and crackers.

The evening banquet meal was absolutely, by far, the best banquet meal I have ever eaten. Rich Forrest of Grande Premium Meats donated a leg of elk and Chef Bob did a fabulous job of preparing it perfectly. Everyone was bragging about how delicious the elk meat was. Thank you Rich for the donation of elk meat and thanks to our banquet sponsors Bruce Krueger of K&K Ranch, Greg and Floy Kenyon of Twin Oak Elk Farm, Richard and Elizabeth Garrels of Garrels Elk Ranch and Andy and Julie Azcarraga of Plateau Valley Elk Ranch.

The evening auction was a success and a lot of fun due in part to our great auctioneer and assistant, Ken and Sandy Branine. This auction generated more funds than any Winter/Spring meeting in the last several years. The NAEBA board members and staff would like to especially thank all of the individuals that donated to this year's auction. Semen consignment prices were very strong. We also had a nice variety of donated trips and other items that all helped to make this a successful fundraising event for NAEBA.

After the banquet and auction, everyone convened in the hospitality room for some great conversation and fun. Brian Wagner of Black Velvet Elk Ranch and Bill and Karen Knutson of Spring Coulee Elk Farm sponsored this year's hospitality room.

We sincerely appreciate the speakers, the auctioneer and all of the attendees for traveling so far to make this year's February Fling such a great success in spite of the weather!

## FEBRUARY FLING SEMEN AUCTION SALE RESULTS

Bull (2) straws each	Donor	Price/Straw	Buyer
Prospect	Barry Chernuka & Monte Matheson	\$300	Chad Lawler
X-Ray	Kim Kafka	\$275	Brian Wagner
Tapout	Russell Gwozdz	\$175	Chad Lawler
Silver Creek Bud	Gary Schnitzler	\$300	Eric Mohlman
Prophet	Andy Azcarraga	\$300	Mark Luedtke
Zeus	Eric Mohlman	\$375	Mark Luedtke
Levi	Ben Seutter	\$525	Brian Wagner
Billabong	Russell Gwozdz	\$200	Chad Lawler
Styx	Eric Mohlman & Josh Lundberg	\$350	Andy Azcarraga





# THANK YOU TO ALL WHO MADE THE 2014 FEBRUARY FLING A SUCCESS!

Honey Creek Resort • Moravia, IA • February 21, 2014

*The 2014 February Fling was a tremendous success due to many great speakers, sponsors and donors who stepped up to make it a great event! Honey Creek Resort was a beautiful venue and the food was awesome! Thank you to the Iowa Elk Breeders Association and Iowa Whitetail Deer Association for their warm welcome. Many thanks also to all attendees who braved very bad weather conditions to attend. We're thankful everyone made the trip safely there and home again.*



NAEBA would like to recognize the following individuals for their generosity and support of this year's event:

## **SPEAKERS**

Douglas Wagner, DVM  
Henry Bohlen  
Karen Thuerauf  
Greg Kenyon  
Richard Garrels  
Travis Lowe

## **AFTERNOON BREAK SPONSOR**

**Elm Creek Elk Park**  
Scott & Connie Salonek

## **AFTERNOON BREAK ELK MEAT SPONSORS**

**Antler Ridge Elk Ranch**  
Bob, Karen & Chris Thuerauf  
**Wildlife Lakes Elk Farm**  
Henry & Barb Bohlen

## **EVENING BANQUET SPONSORS**

**Grande Natural Meats**  
Rich Forrest (*provided elk meat*)  
**Twin Oaks Elk Farm**  
Greg & Floy Kenyon  
**Garrels Elk Ranch**  
Richard & Elizabeth Garrels  
**K-K Ranch**  
Bruce Krueger  
**Plateau Valley Elk Ranch**  
Andy & Julie Azcarraga

## **AUCTIONEERS**

**Branine Auction Service**  
Ken & Sandy Branine

## **HOSPITALITY ROOM SPONSORS**

**Spring Coulee Elk Farm**  
Bill & Karen Knutson  
**Black Velvet Elk Ranch**  
Brian Wagner

## **DONORS TO THE LIVE AUCTION**

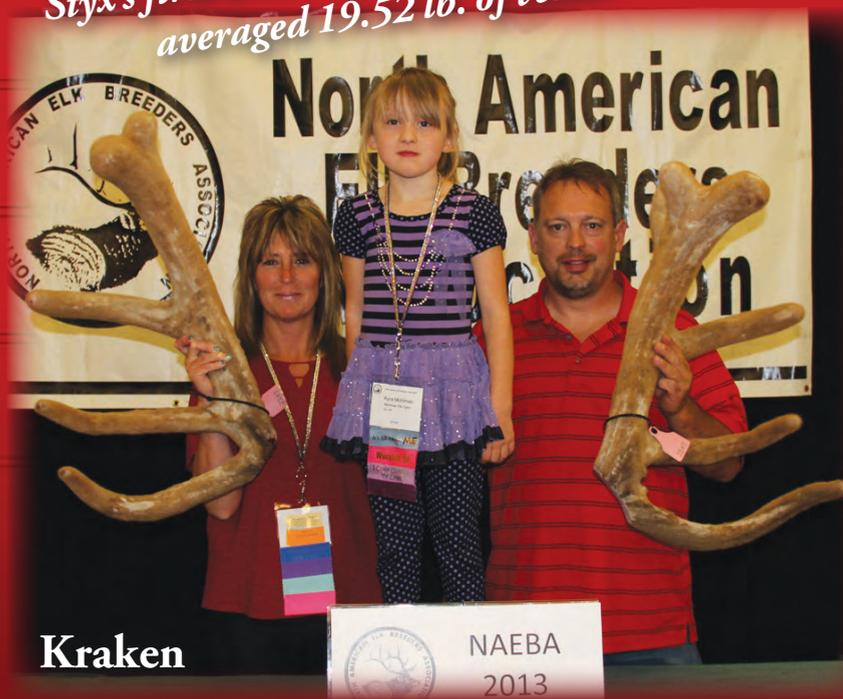
Chad Lawler  
Lance & Brenda Hartkopf  
Mike & Julie Getschmann  
Dale & Sue Helegland  
Charly & Laurie Seale  
Exotic Wildlife Association  
ADM Alliance Nutrition  
Barry Chernuka  
Kim & Cindy Kafka  
Russell & Joanne Gwozdz  
Gary & Cindy Schnitzler  
Andy & Julie Azcarraga  
Eric & Kim Mohlman  
Ben & Connie Seutter  
Josh & Jackie Lundberg  
Ty A. Pennington & Monte Matheson  
Rack 'em up Whitetails  
Summit Crest Whitetails  
Kauffman Brothers Whitetails

PEOPLE'S CHOICE  
2-4 YEAR VELVET



- Heaviest four- year- old bull ever officially weighed!
- 50.22 lb. official
- Width\* Width\* Width \* Width
- 58 3/4" Inside at the fourth tine- 2013
- Co-Owned with Josh Lundberg

*Styx's first and only 4, two-year-old sons averaged 19.52 lb. of velvet*



- Styx Son
- 1st Place- 2013 NAEBA Int. Competition
- 22.10 lb. official
- Semen available for 2014 Breeding
- \$150 per straw — Call for quantity discount

## CONSISTENT PROVEN

Early Developing Genetics Will



Tequila & Styx Sons at the 2013

INCREDIBLE TINE  
LENGTH, STYLE AND  
PLACEMENT



Tsunami

- Twister son
- Estimated well over 20 lb.
- Great drops off both third the drops!
- Has the "LOOK" that e
- Semen available for 201
- \$150 per straw - call for

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# GEN PASSING GENETICS

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2-4 YEAR HARD ANTLER



2013 International Competition



Zeus

- Highest scoring 3- year- old ever! 480 1/8" official at 2013 Int. Competition with Zeus' actual spread of 48" his true score would be an astonishing 493" at only three years of age!



GREAT WIDTH! - 45"  
WIDE AT ONLY TWO!

20 lb. and 370" green this year  
third times - Hunters love

what everyone is wanting!  
2014 breeding  
for quantity discount

Super Breeder - Velvet Antler

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402-69-1831  
greenelk@gtmc.net



Mojito



- Tequila Son
- 2nd place- 2013 NAEBA Int. Competition
- 20.98 lb. official
- Semen available for 2014 breeding
- \$150 per straw — Call for quantity discount

# NAEBA's 24th Annual Conference Schedule

## TENTATIVE SCHEDULE

### THURSDAY, JULY 31

Noon – 9 pm	Exhibitor Set-up
Noon – 9 pm	International Antler Check-in
Noon – 1:30 pm	NAEBA Staff Reviews – NAEBA Board of Directors <i>Closed Session</i>
1:30 – 2:30 pm	NAEBA Board Meeting – <i>Open to Members on Convention Floor</i>
3 – 4 pm	State & National Leaders Workshop <i>Travis Lowe &amp; Laurie Seale</i>
4 – 5 pm	Best Practices of Velvet Cutting – <i>Eric Mohlman, Antler Competition Chair &amp; Lance Hartkopf, Senior Velvet Antler Judge</i>
7 – 8:30 pm	Hard Antler Scoring School – <i>Tom Watts, Senior Hard Antler Judge</i>
9 pm	Hospitality

### FRIDAY, AUGUST 1

8 am – 6 pm	Antler Judging Tradeshow Silent Auction Elk Meat Products Entry Photo Contest Entry & Voting
8:15 – 9:15 am	Continental Breakfast
9 am	Welcome to Missouri – <i>Joyce Larue, President, Missouri Elk Farmers Association</i>
9:10 – 10 am	General Membership Meeting
10 – 10:30 am	Break
10:30 – 11:30 am	Regional Meetings Western Northeast Central North Central Southern
11:30 am – 1 pm	Lunch On Own
1 – 1:30 pm	SEMINAR – Improving Animal Photos & Visual Marketing – <i>Speaker TBD</i>
1:30 – 2 pm	SEMINAR – Promoting Your Farm/Ranch Online – <i>Brian Tesene, NAEBA webmaster</i>
2 – 3 pm	SEMINAR – TBD
3 – 3:30 pm	Break
3:30 – 4:30 pm	SEMINAR – Update on CWD Live Tests – <i>Dr. Nicholas Haley, Kansas State</i>
4:30 – 5 pm	SEMINAR – Importance of Industry/ USAHA Alliance – <i>Ben Richie, USAHA Executive Director</i>
5 pm	Cash Bar Opens
6 – 7 pm	Evening Banquet
7 – 8 pm	Entertainment
8 pm	NAEBA's Fun Auction
10 pm	Hospitality

### SATURDAY, AUGUST 2

7:30 – 8:30 am	NAEBA Board Meeting
8 am – 6 pm	Tradeshow
8 am – 3:30 pm	Photo Contest Continues Silent Auction Continues
8:15 – 9:15 am	Continental Breakfast
8:30 – 9 am	Elk Research Council Board of Trustees Meeting
9 – 9:45 am	SEMINAR – EHD – Signs & Prevention – <i>Lee Cohnstaedt, Research Entomologist, USDA Ag Resource Service</i>
9:45 – 10:30 am	SEMINAR – Chemical Immobilization – Safety & Use – <i>Wildlife Pharmaceuticals Inc.</i>
10:30 – 11 am	Break
11 – 11:45 am	SEMINAR – NAEBA Goals at Upcoming USAHA Conference – <i>Eric Mohlman, Travis Lowe, Charly Seale</i>
11:45 am – 1 pm	Lunch On Own
1 – 2:45 pm	Velvet Antler Competition Viewing & People's Choice Awards Voting
2:45 – 3:30 pm	Break Elk Meat Contest
3:30 pm	Meat & Photo Contests and Silent Auction Ends
3:30 – 5:30 pm	Hard Antler Competition Viewing & People's Choice Awards Voting
5 pm	Cash Bar Opens
6 – 7 pm	Evening Banquet
7 – 7:30 pm	Announce Winners of Photo & Meat Contests, NAEBA Awards, Premier Breeder Awards
7:30 – 9 pm	NAEBA Select Animal & Semen Auction
9 pm	Closing Remarks
9:10 pm	Competition Antler Check-Out & Exhibitor Tear Down
9:30 pm	Hospitality



**24<sup>th</sup> Annual North American Elk Breeder's Association  
ANNUAL CONVENTION & INTERNATIONAL ANTLER COMPETITION  
July 31-August 2, 2014 ~ Harrah's ~ Kansas City, MO**

Name \_\_\_\_\_ Spouse Name \_\_\_\_\_

Children's Name (for badge) \_\_\_\_\_

Ranch/Business Name \_\_\_\_\_ Phone Number \_\_\_\_\_

Address \_\_\_\_\_ City, State/Zip \_\_\_\_\_

**Full Registration** (Registration includes meals, seminars and trade show.)

	<b>Until July 1</b>	<b>After July 1</b>	
Single	\$175	\$200	\$ _____
Couple	\$325	\$375	\$ _____
Day Pass	\$75	\$100	\$ _____
Child (7-18)	\$25	\$50	\$ _____
Child (6 & under)	Free	Free	\$ _____

**Exhibitor Booth Registration** (Includes 10'x10' area, one 8' skirted table and two chairs.)

Sign up by June 15<sup>th</sup> to be included in the show program.

- Royal Exhibitor (One booth space) \$100 \$ \_\_\_\_\_  
     \_\_\_\_\_ Place check here if electricity is needed
- Monarch Exhibitor (Two booth spaces & choice of space, first come, first serve) \$250 \$ \_\_\_\_\_  
     \_\_\_\_\_ Place check here if electricity is needed

Contact \_\_\_\_\_ Name(s) on badges \_\_\_\_\_

Description of products or services offered \_\_\_\_\_

**Convention Program Advertising** - Advertise in the convention program to increase your exposure! Convention programs will be mailed to all NAEBA members and also be distributed to all attendees. Convention Program Advertising deadline is June 15<sup>th</sup>!

Front Cover \$400    Back Cover \$400    Full Page \$350    Half Page \$200  
 Quarter Page \$150    Business Card \$75    \$ \_\_\_\_\_

**Contributions/Donations** - This event is NAEBA's largest fundraiser! All donations and contributions generate revenue which will allow NAEBA to operate throughout the coming year. Please consider making a monetary or item donation to benefit NAEBA. Note your donation(s) below to have them included in pre-convention promotions.

Item description \_\_\_\_\_

**Sponsorship** - To call attention to your company in a big way, several opportunities to sponsor convention events are being offered. **As an added bonus, anyone donating \$1,000 cash or more will receive a FREE convention pass!**

- Trophy (1<sup>st</sup>, 2<sup>nd</sup>, 3<sup>rd</sup>) - \$75/each (designate classes \_\_\_\_\_) \$ \_\_\_\_\_
- Coffee Break - \$400 \$ \_\_\_\_\_
- Hospitality Suite Sponsor (call for details) \$ \_\_\_\_\_
- Entertainment - \$1,500 (includes (2) complimentary convention passes PLUS  
     choice of complimentary 1/2 page convention program ad or royal booth) \$ \_\_\_\_\_
- Evening Banquet - \$3,000 (includes (3) complimentary convention passes, PLUS  
     complimentary full page convention program ad and royal booth) \$ \_\_\_\_\_

**TOTAL DUE** \$ \_\_\_\_\_

**Hotel Information - Harrahs - Reservations** (816) 472-7777. Ask for NAEBA's special conference rate of \$99 Thursday night and \$119 for Friday and Saturday per night. Room block deadline - **Wednesday, July 16, 2014**

**Payment - USD Funds**

Circle one:    Visa/Mastercard    Discover    American Express    Check (# \_\_\_\_\_)

Credit card number: \_\_\_\_\_ Three Digit Security Code \_\_\_\_\_ Exp. Date: \_\_\_\_/\_\_\_\_/\_\_\_\_

Card holder signature: \_\_\_\_\_

Please remit registration and payment to:  
**NAEBA, 9086 Keats Avenue SW, Howard Lake, MN 55349**  
**(320) 543-3665 \* (320) 543-2983 Fax**

**CONTACTS:** Brenda Hartkopf, NAEBA Office (320) 543-3665 or Laurie Seale, Fundraising Coordinator (830) 928-3143

**SEMINAR** – Improving Animal Photos and Visual Marketing –  
*Speaker TBD*

**SEMINAR** – Antler Cutting and Antler Scoring Schools – *Eric Mohlman, Antler Competition Chair, Lance Hartkopf, Senior Velvet Antler Judge and Tom Watts, Senior Hard Antler Judge*

## Don't miss these Speakers & Seminars

**SEMINAR** – Chemical Immobilization Safety & Use –  
*Wildlife Pharmaceuticals*

**SEMINAR** – Importance of NAEBA/USAHA Alliance –  
*Ben Richie, USAHA Executive Director*



**2014 NAEBA  
International Antler  
Competition &  
Convention**

**SEMINAR** – State and National Leaders Workshop –  
*Travis Lowe & Laurie Seale, NAEBA Staff*

**SEMINAR** – NAEBA Goals at Upcoming USAHA Conference – *Eric Mohlman, Travis Lowe, Charly Seale*

July 31- August 2, 2014  
Harrah's  
Kansas City, MO

**SEMINAR** – EHD, Signs & Prevention –  
*Lee Cohnstaedt, Research Entomologist*

**SEMINAR** – Update on Chronic Wasting Disease Live Test – *Dr. Nicholas Haley, Kansas State University*

**SEMINAR** – Promoting Your Farm/Ranch Online –  
*Brian Tesene, NAEBA webmaster*



**Registration Form**

Name of Elk \_\_\_\_\_ NAEBA Reg. # \_\_\_\_\_  
 Ear tag # \_\_\_\_\_ Birthdate \_\_\_\_/\_\_\_\_/\_\_\_\_ EK# \_\_\_\_\_ Farm Weight \_\_\_\_\_  
 Sex (circle one): Male: Breeding; Trophy; Calf | Female: Cow; Heifer; Cow/Calf Pair; Calf  
 If Cow/Calf Pair – Calf Sire \_\_\_\_\_ Calf DOB \_\_\_\_/\_\_\_\_/\_\_\_\_ EK# \_\_\_\_\_  
 If Cow Consignment Calving Date \_\_\_\_/\_\_\_\_/\_\_\_\_  
 Individual Tests: \_\_\_\_\_ Accredited TB # \_\_\_\_\_ CWD Anniversary Date \_\_\_\_\_

**PEDIGREE**

(Limited to what is on registration paper.)

Sire: _____	CWI _____	Dam: _____
SCI _____	SCI _____	Sire: _____
Dam: _____	Dam: _____	Dam: _____
	Sire: _____	Sire: _____
	CWI _____	Dam: _____
Dam: _____	SCI _____	Sire: _____
	Dam: _____	Dam: _____

Comments: *(Please print clearly or type. Keep comments limited to what will fit in space provided.)*

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Ranch/Farm Name \_\_\_\_\_ Owner \_\_\_\_\_  
 Address \_\_\_\_\_  
 City \_\_\_\_\_ State \_\_\_\_\_ Zip Code \_\_\_\_\_  
 Phone # \_\_\_\_\_ Fax # \_\_\_\_\_ E-mail \_\_\_\_\_  
 NAEBA Herd # \_\_\_\_\_ Premises ID/DNR Reg. # \_\_\_\_\_  
 States Approved To Ship To: \_\_\_\_\_

(PLEASE REVIEW TERMS OF SALE.) I have completed this form to the best of my ability. I have reviewed the rules and regulations of the sale and I'm willing to meet all obligations and deadlines. Enclosed are my consignment fee (\$100), copy of registration certificate and photograph. Furthermore, I understand that the sale committee reserves the right to make final acceptance of all lots consigned to help maintain the overall balance and integrity of the sale.

Signature of Consignor: \_\_\_\_\_ Date: \_\_\_\_\_

**MAIL ALL ITEMS TO: NAEBA, 9086 KEATS AVENUE SW, HOWARD LAKE, MN 55349**

# 2014 NAEBA SELECT QUALITY ELK AUCTION

August 2, 2014 • Harrah's • Kansas City, MO

## Breeding stock & trophy bull consignment applications due June 10, 2014

### Rules & Regulations

1. Sale will be limited to 20+/- lots (cows, calves, cow-calf pairs or breeding bulls) plus trophy bulls.  
Multiple trophy bulls can be listed in one lot and sold as a package.  
Admittance to the sale is first come first serve.  
Two live animal consignments per active membership may be consigned. If two consignments are entered, you are asked to label one 1st choice and the other 2nd choice. If the total number of consignments submitted meeting all requirements totals more than 20 breeding animal lots, those consignors submitting a second live animal consignment will be accepted in the order received up to 20 total live animal lots. The sale committee reserves the right to make final acceptance of all lots consigned to help maintain the overall balance and integrity of the sale.
2. **Animals shall meet the following criteria:**
  - Consigned elk must be from the top 10% of the breeder's herd.
  - All elk must be from a TB accredited herd, and/or be able to meet import requirements for perspective states.
  - All elk, including trophy bulls, must be purebred elk. 2013 and older animals must be NAEBA registered by sale time. 2014 calves must be proven to be eligible to be registered with NAEBA by sale time.
  - All elk consigned must be from a herd participating in a CWD Surveillance program and have been in compliance for the last 5 years.
  - Any cows over 8 years of age need to be the direct dam of a competition quality bull or show consistent production history worthy for inclusion in the sale.
  - Breeding stock consignments sired by a bull having a NAEBA certified velvet weight or NAEBA certified hard antler score will receive preferred status for inclusion in the sale. Those consignments sired by bulls without a NAEBA certified velvet weight or hard antler score will still be considered.
  - No cows calved or calves born after July 15th will be allowed in the sale.
  - Seller will guarantee calf to DNA to advertised sire. If DNA doesn't match, five (5) straws of semen from the advertised breeding sire will be given to the buyer.
  - Animals the result of AI breeding should have DNA test completed prior to sale time proving parentage. If

consigning a 2014 calf, pull hair at time of tagging, shortly after birth and promptly submit for DNA comparison.

**- Breeding Bulls consigned (2 years and older) must have a minimum NAEBA certified velvet weight or NAEBA certified hard antler score as follows:**  
**2 year: 15 lbs. (300 Typical, 350 Non-Typical)**  
**3 year: 22 lbs. (350 Typical, 400 Non-Typical)**  
**4 year: 27 lbs. (400 Typical, 450 Non-Typical)**  
**5 year: 32 lbs. (425 Typical, 475 Non-Typical)**  
**6 year and above: 35 lbs. (450 Typical, 500 Non-Typical)**  
**Spikers and bull calves need to have depth of pedigree and production on cow side of pedigree to warrant inclusion.**

- Trophy Bulls consigned (2 years and older) must have an actual measured score before sale day.  
Score sheet with all measurements and width must be made available to the auction staff before sale day for dispersal to potential buyers.

3. All guarantees are between the buyer and the seller.
4. Seller agrees to board animals over 1 year of age for 30 days after the sale and calves for 90 days after the sale. After the above time length, boarding is negotiable between buyer and seller and NAEBA is not responsible for any additional boarding agreements between buyer and seller.
5. Consignors are encouraged to make applications for importation of elk into states where perspective buyers are located before catalog printing.
6. **Consignment application requirements:**
  - All entries **must include** consignment application completely filled out (it is not the sale committee's responsibility to find stats or other pertinent info that qualifies perspective consignments). Incomplete applications will not be considered.
  - \$100 application fee per consignment. Fee will go towards NAEBA's 10% commission. In the case of a scratched lot the application fee will not be refunded. If a consignment is not accepted to the auction, the application fee will be returned.
  - Photograph of animal consigned.
  - Copy of original NAEBA registration certificate.
  - Recent weight on consigned animal if available.

# 2014 NAEBA SELECT QUALITY ELK AUCTION

August 2, 2014 • Harrah's • Kansas City, MO

- **Breeding stock and trophy bull consignment applications will be due June 10, 2014.** Only consignments submitted by June 10th will be included in the catalog to be mailed out. Late or incomplete entries may not be accepted if the sale is full. If consigning a calf, fill out application and return by the deadline with the most current available information.

### **DEADLINES ARE ABSOLUTE!**

- A full pedigree chart will be shown in the sale catalog, proof of pedigree is required and not the sale committee's responsibility to complete.

### **7. Sale information:**

- This is a no reserve absolute auction. All lots will be sold to the highest bidder!

- Buyers will pay NAEBA in full at the close of the auction, unless the seller states other terms. Payments will be accepted by cash, check or credit card.

- All sellers agree that a 10% commission on the final sale price of the animal(s) will be deducted from the final payment they receive from NAEBA.

- Sellers will receive full payment within 10 business days after the sale date.

- Sellers can state payment terms other than those listed above, but a minimum of 25% of the sale price is required at the close of the sale. NAEBA's 10% commission will be satisfied regardless of seller terms on sale day payment. Any terms between seller and buyer for payment schedule is strictly between those two parties and NAEBA makes no guarantees of payment if full payment is not required at sale time.

- All sales are final. All elk are sold "AS IS". There is no guarantee of any kind as to soundness, condition or quality of any elk sold in this sale, except in the case where the owner makes a specific guarantee. In such case the guarantee is strictly by the owner and not by the sales management.

- All buyers must register for the sale and agree to the terms of sale. Upon which time they will receive a bid card.

- The sale management, auctioneers, NAEBA and NAEBA representatives act as agents for the sellers, but assumes no liability for either buyer or seller. Any representations made by the sales management are on behalf of the seller.

- Each lot of animal(s) will be sold to the highest bidder.

The auctioneer reserves the right to accept or reject any bid

and in all cases of dispute the auctioneer's decision is final.

- Every effort has been made to ensure correctness of the catalogue, however, owners, auctioneers and agents will assume no responsibility for errors or omissions and assume no liability as to any statements, either written or verbal, regarding any elk sold other than the information given was given "in good faith". Any known correction will be made at sale time and will take precedence over the catalogue. Buyers are encouraged to contact consignors directly for full details of animals.

- All arrangements for the physical transfer of the animal(s), their care, responsibility of and liability for them is to be arranged privately between the buyer and the seller. We recommend the buyer purchase insurance. All transportation costs are the responsibility of the buyer, unless other arrangements are made between the buyer and the seller.

- All registration transfers are the responsibility of the seller, and to be completed 60 days after the sale.

- All buyers agree to be bound by the above terms as well as any other conditions announced by the auctioneer. Each buyer agrees to be responsible for all charges to them. If any check given to NAEBA is not honored for any reason, it is understood that such amounts will remain outstanding and no transfer of ownership will occur until full acceptable payment is made and the buyer issuing the check or credit card may face civil and/or criminal charges.



Auction services provided by Branine Auction Service, Ken and Sandy Branine.

# Are you coming to NAEBA's 2014 INTERNATIONAL ANTLER COMPETITION?

July 31- August 2, 2014 • Kansas City, Missouri

*Promote your elk business!*

*Certified Production Stats Can Increase Your Bottom Line!*

## Get an Official NAEBA Antler Score or Weight for Just \$25!

NAEBA wants to see your velvet and hard antler!

*Things you will need to bring:*

- Sets of antlers
- Antler Entry Form
- The bull's registration certificate (silver or gold)
- Picture of the bull with his antlers showing visible ear tag
- \$25 per entry



**NAEBA has antler classes for all types of antler and all sizes**

Velvet Antler	Typical Hard	Non-Typical Hard Antler
2 yr old	2 yr old	2 yr old
3 yr old	3 yr old	3 yr old
4 yr old	4 yr old	4 yr old
5 yr old	5 yr old	5 yr old
6 yr old	6 yr old	6 yr old
Mature	Mature	Mature Spiker



Breeder's Three For Both Velvet & Hard Antler

# 1994 FLASHBACK

**A Look Back at NAEBA 20 Years Ago...**

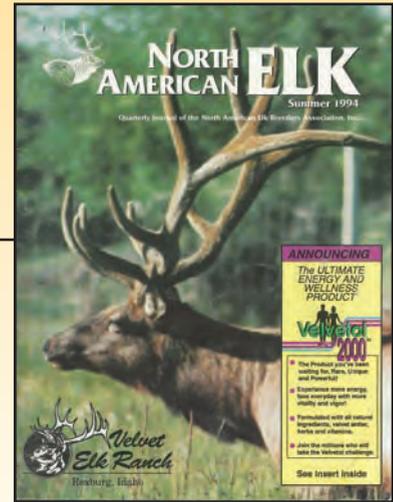
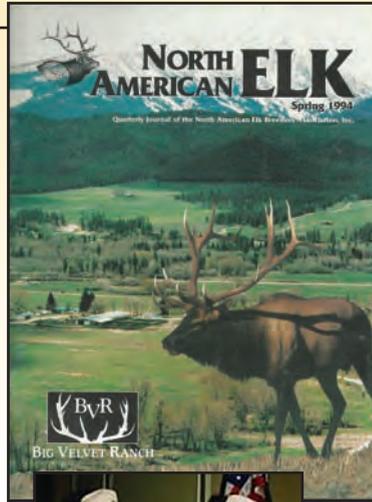
*Many FIRSTS Made a Huge Impact on the Industry!*

## EXECUTIVE DIRECTOR

Wade Hainstock

## BOARD OF DIRECTORS

President	Steve Wolcott, CO
Vice President	Robert Hamilton, FL
Secretary	E.T. Barker III, TX
Treasurer	Jim Pankow, WI
Member at Large	Richard Carmack, MO
Member at Large	Steve McGrath, ID
Past President	Sam Withiam, OK
Board Members	Cliff Begg, AB
	Morris Gladwin, ON
	Ed Lakusta, AB
	Doug Leitch, MI
	Ray Matejcek, MN
	Monte North, MO
	Jim Rich, WA
	Marty Stallings, CO
	Ward Swanser, MT



Steve Wolcott  
NAEBA  
President  
1994-95



Rush Johnson and  
Dave Broomfield



Bob Hamilton, Monte North and Dave Whittlesey

## HEADLINES – A Year of FIRSTS!!!

### Introduction to NAEBA's New Registration Program

“NAEBA's Herd Improvement (HIP) program will enable the producer to rely on a systematic method for identifying the genetically superior individuals in a breeding herd.”

### Minnesota's 1st Annual Select Quality Elk Sale

“Eighteen buyers from five states made 30 lots average \$5,217 each.”

### Michigan Elk Breeders Velvet and Hard Antler Competition

“The Michigan Elk Breeders in cooperation with the North American Elk Breeders Association will hold a Velvet and Hard Antler Competition in 1994. The competition will take place on July 23 at CAL Farms of Davidson, MI.”



1994  
Missouri  
Elk Breeders  
Association

### MORE FIRSTS AT THE ANNUAL CONVENTION

#### NAEBA 1994 International Convention, Vet Conference and Benefit Auction at Opryland, USA

“The 4th Annual North American Elk breeders Convention has come and gone but the memories and friendships will last. Although it was our fourth convention, our association experienced a lot of FIRSTS!”

- The FIRST vet conference which by all accounts was a very successful educational event thanks to Dr. Mike Bringans, Dr. T.J. Hagerty, Dr. Jerry Haigh, Dr. Glen Zebarth and Dr. Joe Van Tiem. A special thanks to Monte North for the handling facilities and John Denney for the animals.
- The FIRST \$100,000 Benefit “You” Auction. Your support for the association and industry was overwhelming.
- The FIRST completely elected Board of Directors of NAEBA, indeed a significant step in the history of the organization.
- The Elk Research Council; what a benefit to the industry! There will be a funded organization specifically looking into research & development of all aspects of the elk industry.

# SPLENDOR RIDGE ELK FARM

## Splendor's Blend

- Sired by SPR 211M (son of Platinum)
- 465 5/8" with spread credit of 34 7/8" at four with actual spread of 47 4/8"
- Placed 2nd at the 2013 International Antler Competition
- This year, 501 7/8" at five (unofficial)

**SEMEN NOW AVAILABLE!**



### Introducing — SPR 166Y

- 18.47 lbs at two
- Son of Amarillo Sky 649S and a Sir Splendor 641S dam
- Placed 3rd at the 2013 International Antler Competition in a tough class!



Two great examples of natural breeding genetics on our farm!  
SPR 651S (460 3/8" unofficial at seven) and SPR 806U (501 7/8" unofficial at five)

### BRED HEIFERS AND COWS FOR SALE OUT OF THESE OUTSTANDING GENETICS!

Cow lines include direct daughters of Sir Splendor, (472 at six unofficial), Jonnie B, Reno, Logman, X-Ray and Amarillo Sky (437 typical at six unofficial, sire of SPR 166Y).



Lance & Brenda Hartkopf  
9086 Keats Avenue SW • Howard Lake, MN 55349  
320-543-3664, info@sprelk.com • [www.sprelk.com](http://www.sprelk.com)

# Thoughts on Bottle-feeding Elk Calves

Adapted from the authors, Melinda Huszti and Maribelle Paul, Bonnie Brae Farms, Wellington, Ohio

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***Successfully bottle-feeding our calves without the seasoned advice and encouragement of more experienced substitute moms would have been extremely difficult. Here are some of the thoughtful suggestions we've learned, which may be of help to others who are attempting to nurture an elk calf.***

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## **WARNINGS**

- Think carefully about bottle-feeding a healthy calf. Any intervention puts a calf at risk and after even a few hours you may not be able to change your mind and successfully put the calf back with the mother.
- It's probably smartest not to take your best calf.
- Don't bottle feed a bull calf. If it is necessary, take precautions to minimize bottle baby syndrome.
- Consider how bottle-feeding will disrupt your life. The calf is totally dependent on you for the first few months and it will deeply impact your schedule.
- Calf personalities differ. Even with all the work of bottle-feeding, you can't guarantee a "bottle baby" personality.

## **PREPARATION**

- Stock and check Bottle-feeding Kit. (See Figure 1.) Try one of the large plastic storage tubs with a hinged lid.
- Obtain a reliable source of formula or milk.
- Collect and Xerox articles on bottle-feeding for easy access.
- Read all the articles on the NAEBA web site.
- Talk to someone who has successfully bottle fed a calf.
- Prepare a record-keeping system: notebook, Xeroxed forms, clipboard.
- Obtain containers for refrigerating large quantities of milk.

## **THE STALL**

- Choose a stall some distance from the dam. When the calf can hear the cow, who is hanging around the building calling for her, it is an impediment for getting on with its new life.
- If weather is still cold in your area, consider finding an interior stall, or one that can be warmed in some way. Observe that cows in especially cold, wet weather will lie beside new calves to warm them.
- Prepare the stall with 12 to 18 inches of fresh straw.
- Check stalls for any danger to the safety of the calf.
- Place bale of straw across one corner for place for calf to "hide."
- Stall security is a consideration. For the first few weeks, try to choose an area where dogs or other animals won't be able to gain access when humans aren't present.
- Since night work is involved, consider night access to the stall. Is there light in the area for evening feedings? Can you reach it easily at night? There is nothing attractive about leaving your warm bed to drive half way across the farm to bottle feed a calf at 2 a.m. Especially when it is cold or raining.
- Access from the calf's stall to a yard or small outdoor pen will be helpful once the calf is a bit older. Check the outdoor pen

area for anything that might injure the calf, including protruding nails, loose paint or noxious weeds. It's helpful if the outdoor area has a shady "hiding spot" behind tall vegetation, bales or dark netting.

- It's ideal if the calf can be raised near the handling facility lab so that bottles and equipment can be prepared and cleaned in the facility.

## **SELECTION**

- If pulling a healthy calf choose a heifer that has been with the mother for 30 to 48 hours. By then, she will have ingested adequate colostrum from the mom. If you wait longer, she will not bond with her new "family," and she will not have the true "bottle baby" personality.
- Note that a calf getting colostrum from an older cow may receive a greater immunization load than the calf of a younger cow who hasn't developed as many antibodies.
- Don't choose an underweight calf. Choose a heifer calf whose birth weight is at least 30 pounds.
- Consider taking one of the earliest calves of the season as it gives more time to feed and wean before the calf needs to be placed with her peer group.
- If you're hoping to "gentle" your herd, consider taking the calf from one of the more aggressive cows so that those traits won't be learned by the calf.
- Consider choosing a calf from a 2-year-old dam, so that the cow can continue to mature without the added strain of a nursing calf.

## **MOVING CALF**

- Collect the calf with as little trauma as possible. Cover it with a towel or cloth to ease the stress in transportation. Move it immediately to the stall area.
- Give it immunizations by mouth, if it is within the accepted time frame.
- Use iodine spray on her navel.
- Weigh the calf. You will need to have a baseline for future weights to judge the calf's progress.



## STARTING ON THE BOTTLE

- Some ranchers suggest leaving the calf alone in the stall from 5 to 7 hours to adjust to it before introducing the bottle.
- Prepare a small amount of milk at body temperature.
- Have several different bottles and nipples available to try.
- The first couple of attempts may mostly be opportunities for the calf to become comfortable with the idea of a human in the stall. Allow her to investigate you if she wishes.
- Try rubbing her with a damp, rough cloth (like terry cloth) in a slow, light, circular motion like her mother's tongue, to help her get used to people.
- Slip the nipple into the calf's mouth. Do not ever squirt milk down the calf's throat. If her teeth are clenched, the nipple may fit into the side of her mouth. Do not be discouraged if she keeps backing away from you. Some old-timers back the calf into a corner, where they have her full attention.
- Try dipping your fingers into the milk and allowing the calf to feel them in her mouth. You will note that little teeth are sharp.
- The calf may instinctively search for a dark area, under something. Note how newborns seem to find the cow's udder with very little assistance. Try leaning over the calf while holding the bottle under a flap of your jacket.
- The bottle should be held perpendicular to the ground. Most people seem to instinctively hold a bottle in a horizontal position. Note that in a calf nursing in the field, the head is tipped completely back and the throat is a straight path for the milk.
- You might try an unbreakable saucer between her teeth with a little (1/4 teaspoon) milk on it. She might move from this to either a bottle or drinking from a dish.
- Try offering milk and bottles every 2 1/2 hours until you are successful and then move to a schedule of every 4 hours.
- Once she will accept a bottle from one person, introduce additional people. If the calf resists, the alternate feeder may try wearing some clothing belonging to the primary caretaker.
- And the best advice. Do not give up. All at once, they will get the idea. And that is a wonderful moment.

## MILK

(See Figure 2 for sample formulas.)

- Don't over feed.
- Don't expect huge weight gains. One

pound per day is often recommended for a bottle-fed calf.

- If you are feeding goat milk, or raw cow's milk, check the health of the dairy herd. You do not want to introduce disease to your herd through raw milk. Be sure they are Johne's disease free.
- Choose a formula that you can change to regulate stools.
- Heating a bottle is optional. Body temperature is ideal for feeding. The main danger is in over-heating. Be especially careful if you use a microwave. Shake the bottle and check the temperature by dribbling the milk on your wrist. It should feel neither hot nor cold.
  - With commercial formulas, be certain you have an adequate supply.
  - Much emphasis is placed on formulas, but breeders have also reported success with non-augmented goat milk and pasteurized grocery milk. Many deer producers are using red cap milk (vitamin D).
  - Have a large enough area to keep refrigerated milk; a calf will be needing a lot of milk by the end of the summer.

As with human formulas, cleanliness in formula preparation is imperative. Disinfectants, air drying and sterilization are all important tools.

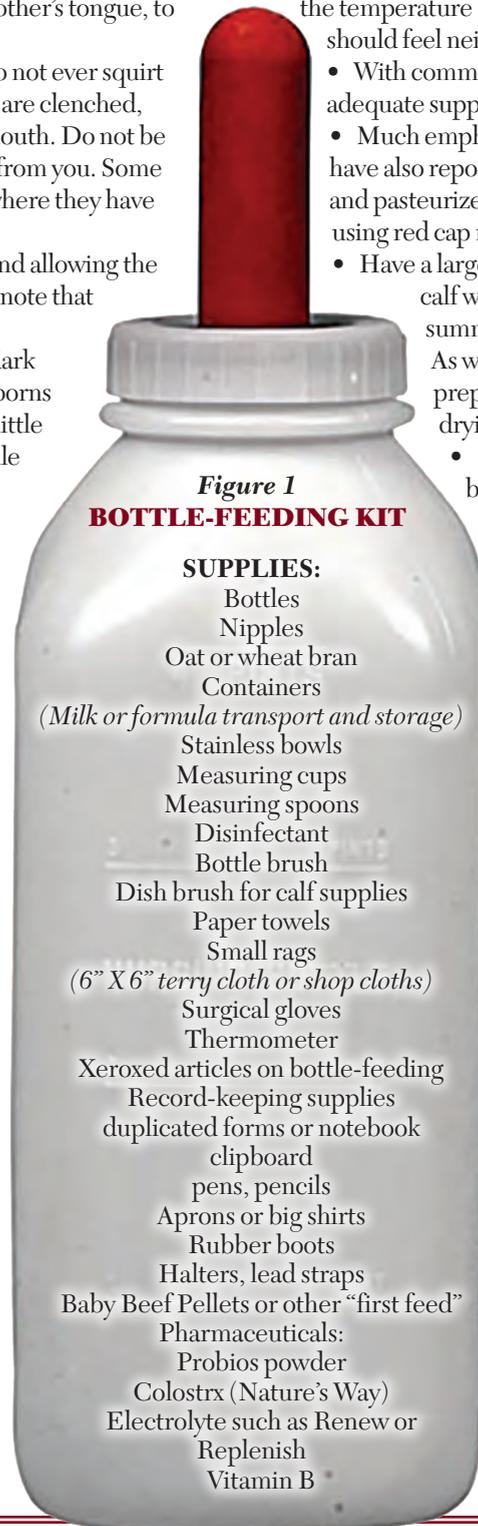
- Keeping milk cold is important. Milk is better held in the original containers than pre-mixed and held in bottles.

## RECORDS

- Keep copious records. You will be ready to respond to the vet's questions if there is trouble. You will also discover patterns and helpful ideas by reading the records of your calf.
- Records should include:
  - Name of calf
  - Date
  - Time of day
  - Name of feeder
  - Amount and type of food and medication input
  - Type and amount of stool output
  - Comment concerning behavior or other unusual events
  - Xerox forms to make record keeping easier.
  - A clipboard for each individual calf is helpful. Try hanging one on a nail outside the stall.

## WEANING

- Take care with the first solid feed. Oats work well. Corn (or "hot" feed) products may encourage scours.
- Try adding just one field-raised calf to the pen where the bottle-fed calf has been raised. Allow a week to ten days for



the two to bond before adding both to the large group of field-raised calves.

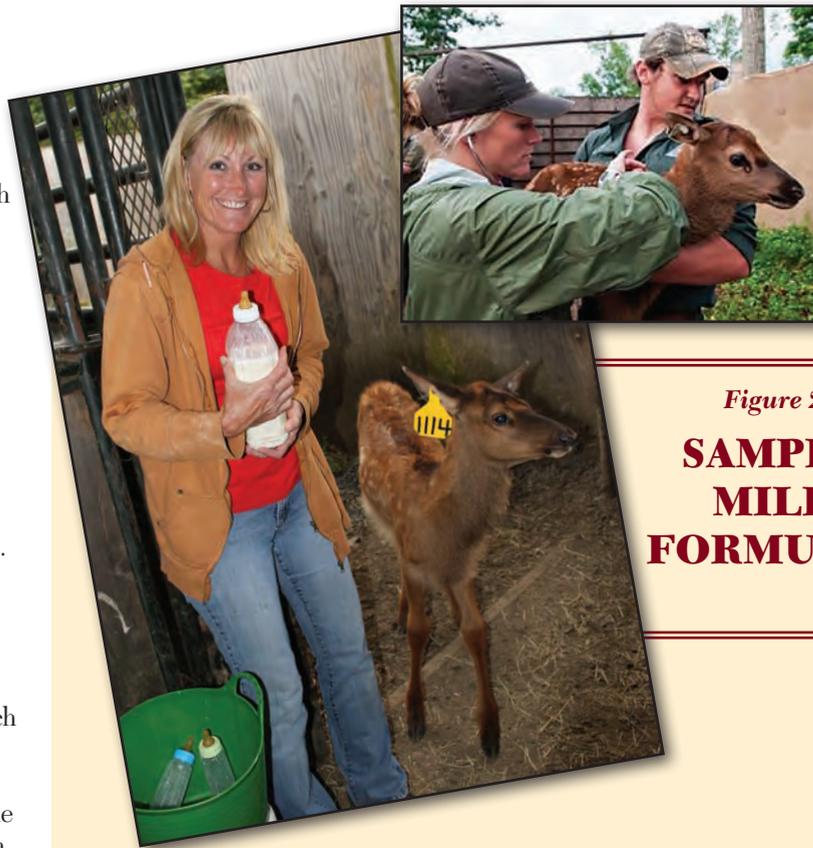
- Try adding bottle-fed calves to the larger weaning population at a time when all the calves are first brought together so that all are off balance with new companions and a new pen.
- Be sure the calf is on grain before adding it to the large group.
- To give the biggest boost to the gentleness of the weaning group, spend a good deal of time in the pen when all are first weaned, letting the field-raised calves observe human interaction with bottle-fed calves.
- Organize and clean your bottle-feeding kit and store it for next season.

#### GENERAL SUGGESTIONS

- Don't bottle feed two or more calves together if you want the true "bottle baby" personality. If there are two or more in a stall, they will bond with each other. Conversely, this might be advantageous in some instances.
- Have as many people as possible bottle feed the calf. If not, she will bond with just one human. The strain of being a full time barn mom has burned out many a bottle feeder.
- Watch the cows in the pasture as they nurture their calves. They know how to do it. Copy them.
- Bottle-feeding is a messy business. Try using a large wrap-around apron or oversize shirt to save on clothing changes.
- Bulk purchase of needed items such as bran, baby bottles, shop rags or paper towels may be money saving.
- It is probably best not to allow your calf outside the pen where it is being raised, to discourage the unpleasant adult behavior of sneaking through an open gate at every opportunity.

#### THANKS

Special thanks to all the clever, experienced people who shared their common sense and time-tested methods on bottle-feeding and whose suggestions are included here. Most especially we are grateful to Billie White, Judy Close, John Mumey, Sharrie Doshier, Ruth North and Dale Swickard.



*Figure 2*  
**SAMPLE  
MILK  
FORMULAS**

#### Billy White Formula

- Day 1 and 2 feed straight dairy cow colostrum.
- On day 3 begin mixing colostrum with equal parts of evaporated milk and whole goat milk, gradually decreasing colostrum. (If goat milk is not available, use 2 parts evaporated milk to 1 part whole cows milk.)
- On day 10 begin decreasing evaporated milk to pure goat milk.

#### Jerry Haigh Formula

- 1 liter whole cow's milk
- 2 cans condensed milk
- 1 egg yolk (Do not use egg whites.)
- 2 drops multivitamin B
- 1 teaspoon cod liver oil

#### Timberline Ranch Formula

- 1 can condensed goat milk
- 1 can Carnation milk
- 1 tablespoon Karo syrup
- 1 egg yolk (Do not use egg whites.)
- 2 teaspoons Vedco Calf Quencher
- 2 teaspoons Probiocin Powder
- 12 oz. water

#### Common 2014 Red Cap Formula

- 1 gallon Vitamin D (Red Cap) Milk
- 32 dry ounces of Ultra 24 milk replacer (recommended dosage)



## **NAEBA Membership Drive! Recruit Members and Win Big!**

*The North American Elk Breeders Association is offering a contest for the member that can recruit the most new members by the 2014 Convention.*

- ★ Who can participate? Any NAEBA member
- ★ How does it work?  
NAEBA members recruit elk breeders to join or re-join NAEBA. When they sign up, make sure they note you referred them. Members can sign up at [www.naelk.org](http://www.naelk.org), click on About NAEBA, then click on Join NAEBA. They can also contact the NAEBA Office at 320-543-3665.
- ★ Who qualifies as new members?
  - Elk breeders that are new active members to NAEBA (must own elk) count as one point
  - Former NAEBA members that have not been active since 2011 or before count as one point
  - Any new member who does not raise elk or raises other deer species counts as ½ point
- ★ When does the contest begin and end?  
The contest begins on November 1 and ends Wednesday, July 30, 2014.
- ★ When will the winners be announced?  
On Saturday night of the NAEBA Convention, August 2nd
- ★ Is there a minimum amount of points which needs to be achieved to be eligible to win a prize?  
Yes, to be eligible, a member must have no less than 5 accumulated points based on the point system above. The highest point achiever will be considered the top winner, 2nd place to the second highest point achiever and 3rd place to third highest. *The top winner gets to choose their choice from the following prizes, 2nd place chooses from the two remaining prizes and 3rd place, the final remaining prize.*

*Any NAEBA member can participate! • The contest ends Wednesday, July 30, 2014.  
Winners will be announced on Saturday night of the NAEBA Convention, August 2nd, 2014*

### **CHOOSE FROM THESE GREAT PRIZES!**

- **MONTANA MULE DEER HUNT** – *Donated by Diamond K Ranch, Kim & Cindy Kafka*  
(5) day Mule Deer Hunt for two people, lodging & meals included, license not included. Hunt will be for 2015.
- **SOUTH DAKOTA PHEASANT HUNT** – *Donated by Ken & Sandy Branine*  
Pheasant hunt for (3) people for three days of hunting. Buyer will be responsible for lodging, meals and licenses.
- **MONTANA PRAIRIE DOG HUNT** – *Donated by Diamond K Ranch, Kim & Cindy Kafka*  
(4) day Prairie Dog Hunt for 3 guns, no lodging or meals included

*The Board of Directors would like to thank the following members who participate in NAEBA's special membership opportunities.*

*Diamond*  
MEMBER

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**Camera ready ads should be sent in 300 dpi**  
Non-members ad – 10% extra (US Funds)

## NAELK Journal

*Journal ads (except for business cards) will be linked on NAEBA web site for a year!*

Color		Black/White	
Full page	\$499	Full page	\$300
½ page	\$349	½ page	\$200
¼ page	\$249	¼ page	\$125
Bus card	\$ 99	Bus card	\$ 75

### NAELK Journal Deadline / Publication

September 15 / November 1  
March 15 / May 1

## Newsletter Advertising

*Commit to three issues and SAVE!*

Full page	1 @ \$75	3 Issues SAVE \$25
½ page	1 @ \$50	3 Issues SAVE \$20
¼ Page	1 @ \$30	3 Issues SAVE \$10
Bus card	1 @ \$20	3 Issues SAVE \$5
Classifieds	FREE*	

### Newsletter Deadline/ Publication

December 1 / January 1

February 1 / March 1

June 1 / July 1

August 10 / September 1\*

\*Special Competition Results mailer — FREE classifieds only

**\*Classifieds: 50 words FREE to members (including contact info). Non-members \$20 for 50 words. Newsletter is printed in Black/White**

## 2014 Annual Convention & International Antler Competition Program

Front/Back Page     \$400 color  
Inside Front/Back    \$350 color

Full page                 \$300 black/white  
½ page                    \$200 black/white  
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### Ad Deadline / Publication

June 15 / July 10

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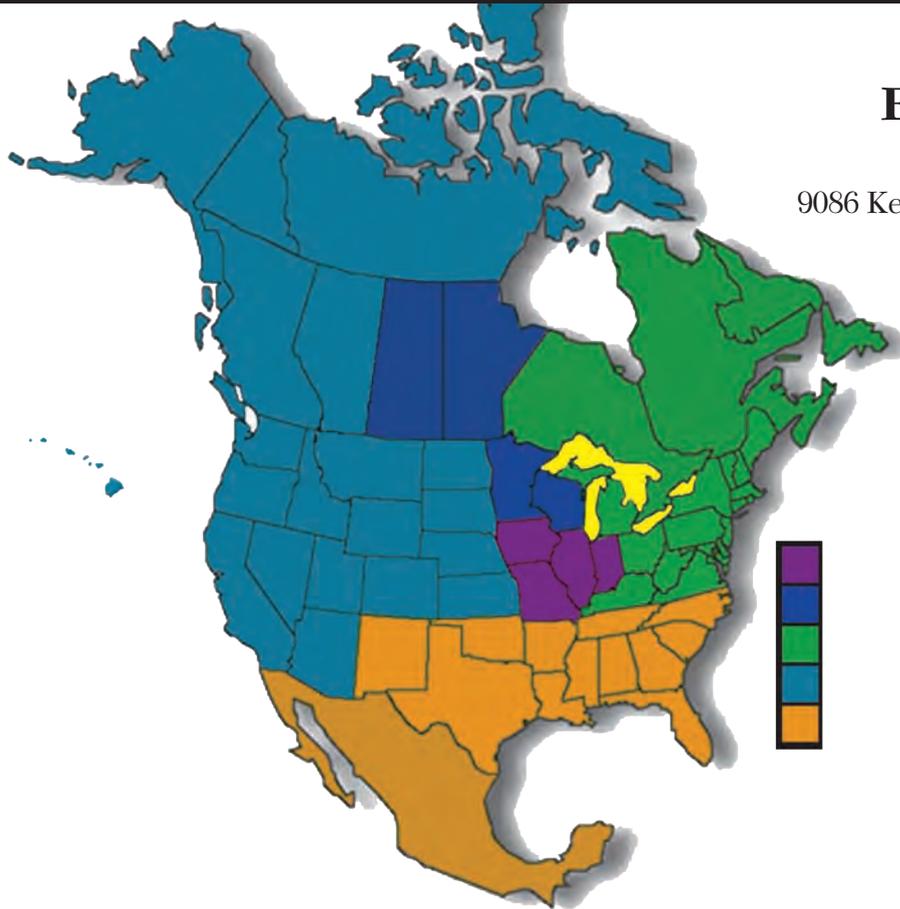
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# The Many Ways

# to Market Elk Meat

Today's elk meat market is completely different than it was even ten years ago. Wholesale prices for elk meat have never been higher while some producers have engaged their entrepreneurial spirits to create even higher demand and pricing for their elk meat products. It's very interesting to ask fellow elk producers how they market their elk meat products. You can ask five producers and get a new idea from each one. NAEBA asked the following members to share their thoughts on marketing elk meat based on their experiences. *Here's what they had to say:*

## Establishing Elk Meat Sales

*By Scott Salonek, Elk Marketing Council*



**A**s an elk producer, culling animals from any herd is a certainty. How to handle what is the right approach to market them has many solutions but will take some thought on which approach is right for you.

For the producer that has fewer than 10 animals to cull per year, it may work to have friends, family or to place an advertisement to sell them. This will work very well if you are selling the whole animal or half an animal to a couple of separate parties. Selling a few roasts, steaks or burger can take some time for even one animal let alone 10. If you are retired and/or can make the time, farmers' markets can help sell individual cuts or burger a bit faster but this will take some time to establish a system that can work for you. I would also suggest that if you choose to market your own animals, you check what price level to ask for each cut or whole or half. Unless you have the time and are looking for something to do, it does not make much sense to sell halves or whole animals for less than \$4.00/pound. I say it this way because the current wholesale market is between \$3.00-\$4.00/pound, depending on the size and quality of the animal.

Small animals are the first animal that should be sold off the farm (under 200 pounds on the rail). These animals will yield less and are harder for a meat buyer to pay top price for because of the processing cost. If you are going through all the work of marketing your own animal, you certainly should be asking more for the animal than if you take it to the plant and sell it to a meat buyer and are done, with no work involved. Producers with more than 10 animals per year will be taking on some work to move them on their own, certainly not impossible but establishing the clientele will take time. Processing cost is also something to factor into the price you are asking for each cut, if you sell to the wholesale market, this is not your concern as you are getting paid for what the carcass hangs at before it is cut.

# Establishing Selling Elk Meat by the Pound

By Rich Forrest, Grande Natural Companies (ElkUSA)

Thinking of selling elk meat by the pound? Great! Hmm, seems that there are three general ways to do that. Sell carcasses, sell primals or sell pre-packaged cuts. Each route has its own costs and benefits, I will elaborate herein.

The easiest and most common meat transaction is carcasses. Basically, a farmer sells a whole critter (or a whole trailer's worth of critters on the hoof) for about \$1.85 to \$2.10/ pound live weight. However, the final and actual critter value is

derived from the hanging carcasses hot weight, taken just after the head, hide, guts, feet, etc. are removed. Elk cows yield about 56% of live weight to the carcass rail weight, bulls 59%.

Most carcass buyers now use a sliding-scale pay schedule that rewards larger animals and punishes smaller, younger or underfed animals. Currently, prices range from about \$3.00 for small carcasses to about \$4.00 for the largest carcasses.

Individual, selected transactions can exceed or diminish the norms. The farmer only pays for the transport and their state's testing and regulatory requirements.

Secondly, one can sell "primals" into the wholesale market. This process involves the creation of about 25 to 30 individual larger meat packages, cut from the carcass, such as whole legs, shoulders, loin and trim. Primals are usually bone-out, but not always, as in French Racks, also known as, bone in ribeye loin. Customers can be varied: from restaurants, to meat packers, to store chains and even to some individual consumers. Your costs will increase about \$225 to \$275 per head, plus inspection costs, all paid up front, but you will boost your margin by 30% or more over carcass prices plus new costs. Consistent, proper government inspection is a necessity, whether that be state or federal. While not required under Federal law, all elk meat for resale should be government inspected and stamped just for good, prudent legal protection. These cuts are valued anywhere from \$1.50/ pound to say \$24/pound, and can be packed in "restaurant packs" with no seal, as loose-seal heavy plastic 5 mil vacuum bags, or even tight 4 mil vacuum packs. Bone-in cuts may require special package protection attention.

Thirdly, one can take the time to sell retail or into the retail marketplace, as in: to individual stores, the Internet, farmers' markets or any other consumer-direct methodology. Here the formula is getting a bit tougher. Margins can increase from 40% to over 100% on certain cuts, but the products must be consumer ready, eye appealing, always fully inspected and steadily in supply. Any breakdown in the supply system can be catastrophic. Retail selling requires consistency of product and packaging.

Under the retail scenario you must expect to move between

200 and 250 packages from each animal at prices starting at \$2.50/pound for bones and organs, and topping out at say up to \$40 a pound for tenderloin filets. This nicely boosts your cash flow, but your costs will climb also. Costs will increase upwards from \$300 to \$375 per head over carcass sale, plus increased inspection times, fancy labels, and all your labor to move all these pieces and parts around. Greater storage space is needed for individual cuts, so capital costs and overhead will climb as well.

For all retail sales, individual cuts need to be securely packaged to withstand months of frozen storage and the expected transportation and customer abuse.

Package ID on a nice label is critical and

must have your name, logo and contact information, as well as, the specific meat cut addressed. A fancy label is the first thing a consumer will see. Make it bold and alluring. Avoid green labels, consumers don't like green on red meat. Each package, and the box they're stored in, needs ID and inspection stamps. Support materials for marketing can help, again using your label logo to pass through to marketing.

Individual packages will range from about a half of a pound to about five pounds for the largest roast. Never use paper wrapped due to quick product deterioration under frozen conditions. See-through plastic packs make customers happy. Everyone likes to see what they are buying...and you can see what you're selling! Cryovac packaging in 3 to 4 mil thick plastic bags is ideal, but 5 mil roll-stock packs are even better, albeit somewhat more expensive. On a bone-in cut use extra bone-cushioning material like "Bone Guard" paper to minimize package bone punctures when they get abused.

Call the cuts with blue-collar beef names, like Ribeye, Flatiron and Chuck. No one recognizes the fo-fo venison cut names like cutlets, brochettes and bucco. Oh, and don't call it venison ... its ELK MEAT. Venison has a checkered reputation from poorly processed, wild-shot critters.

Lastly, be aware that time, transportation and consumer abuse will take a toll on a small portion of your inventoried packages, rendering them unsalable at the full retail price. These can sometimes be repackaged with additional cost, or made into jerky, but be ready for a "bargain barn" scenario occasionally, discounting from 10% to 50% just to move it out ... and, of course, there is always eating your profits at home. Even some of the worst looking packages still taste great! I guarantee you can feed your family and all your relatives with all the left over, blown-vacuum-seal meat packs.

So, there is your decision, carcass, primal wholesale or retail? That decision depends upon you, your individual temperament, your willingness and time to work, and your anticipated marketplace.

***So, there is your decision, carcass, primal wholesale or retail? That decision depends upon you, your individual temperament, your willingness and time to work, and your anticipated marketplace.***

# Establishing Elk Meat in Restaurants

By Henry Bohlen, Wildlife Lakes Elk Farm

The opportunity exists to sell elk meat to a large variety of restaurants throughout the United States. The possibilities from hospital cafeterias to truck stops to white tablecloth establishments to local main street restaurants or sandwich burger shops. Dealing with the large chain restaurants and sandwich shops is a major challenge because their menu is usually controlled and set by someone at the corporate level and often leaves little or no flexibility. This is not a handicap as there are hundreds of individually and privately owned restaurants in small towns and especially large towns. University and college towns are especially interesting because of large numbers of a very diverse influx of students, parents, faculty and support staff. Better than a University is a town that also has their University Medical School. This adds another significant market for special and healthy meat products like elk.

The opportunities are there for a full range and complete range of elk meat products. Many will not want to put it on their menu full time but may want to do it as a special a few days at a time or have a truck stop that would feature elk one day a week and always on the same day. This regularity would attract many people from some distance on that day of the week. They may offer burgers all the time but would offer a special one day a

week with menu items ranging from steaks, to elk salisbury steak, elk tenderized round, elk meat balls, elk meat loaf, elk enchiladas, elk pastrami, elk Reubens, with the opportunities being endless.

Many of the more upscale restaurants will use elk for their "fine dining experiences", for their wine tasting (3-7 course dinners) or some will want to put it on their menu full time or on a seasonal basis. Some hospitals and others will offer it because it promotes elk meat and is the healthiest meat that there is, being low in cholesterol, fat grams and calories. The range of offerings for even upscale restaurants is full spectrum. They may offer elk tenderloins for special occasions like Valentine's Day, New Year's Eve, or special invite dinners. They may offer Bleu cheese jalapeno summer sausage offered on their appetizer menu served on a cracker, cheese and mustard plate, plus serve and advertise elk pastrami on their Reuben sandwich and offer an extremely popular elk stroganoff using diced elk brats for the meat part of the stroganoff. Ribeyes, New York Strips, Sirloins and Tenderloins of course will be the main cuts for many restaurants, however pot roasts can be a very special offering for truck stops and small or large town main street restaurants. Be careful of letting someone put it on the menu full time unless you have an adequate supply.

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# Establishing Elk Meat at a Farmer's Market

By Rachele Miller, Valley View Elk Ranch, Inc.

If you are looking for a get-rich-quick idea, don't look here. "Establishing" anything, but especially an alternative meat market, such as elk, is a study in patience. It has been our experience that you must go to the public; they will not come to you, at least not at first. That comes later, much later. It isn't meant to sound discouraging, but the reality of it is, this is a slow process.

A very good place to meet the public is at a Farmer's Market. It is to our advantage that this venue has become wildly popular. People want to buy "local." People want to buy "fresh." People want to buy "free-ranging." People want to "meet the farmer." Can you provide some or all of this?

The thing with going to farmer's markets is the going. If you want to make it work, you have to go! Every time, in all types of weather, when babies are appearing, when you'd rather not; you have to go because the general public has a very short memory. If you are not there, they quickly forget you exist. Besides, they might buy grass-fed beef, lean buffalo or organic chicken. There is stiff competition for their protein dollars.

Once you make the commitment to go, then look the same every time. That means the same (clean) vehicle, the same blue tent, the same green tablecloth, the same friendly face. Dad normally attends the Ottawa market in the grey truck. Last fall, I went in a silver Durango. I had received a phone call from a customer, asking if we would be at market that week. I assured him we would. He told dad the next week, he didn't see us! We were there, but we didn't look like he expected and we missed the sale that day!

It is important also to have a consistent product. This takes effort and communication with your meat processor. If you have one-pound packages of burger in white plastic bags, then always have burger in one pound white plastic bags. The same goes for size of roasts or thickness of steaks. The key here is to take your time. Talk with other producers to get an idea for what sells well. Determine what you want your label to look like. Decide whether to include your logo. Pick a theme color. Then stick with it. You don't want to be changing things around. You want people to recognize your product at a glance because it always looks the same.

So how do you break into a market where there's beef, pork, and chicken already known and well loved by most of mankind? Unless you are fortunate enough to be located near a big city or have a very elite clientele, not many folks are going to plunk down hard earned cash for a meat that might taste "gamey" and costs three times as much as a package of hot dogs. We have to educate people about the benefits of eating elk. Fortunately, there are many. You can't assume they know the fat content in a 3 oz. serving of elk steak is vastly different than beef. Once you explain that elk are what they eat and they are eating well, out on the ranch,

then they have a reason behind your denial of that gamey flavor and not just your opinion. Just because you tell them once doesn't mean it's burned into their memory. They have lots of things on their mind. Unless it really clicks with them or they have been searching for this, you will have to repeat the information, maybe many times. It is helpful to have literature to hand them with your contact information. If there is a nutrition fact chart, point out the individual contents and compare the other meats with elk. Just because they can read it, doesn't mean they will understand it. A business card is always handy and NAEBA has great brochures available to purchase.

Another way to get over the hump of perceived "wildness" is to offer samples. If you have a ready-to-eat product, that is easiest. Make sure to use sanitary measures and check for regulations. Our local farmer's market allows hot food vendors. About once a month during the season, we grill elk burgers. This has been an excellent way to get people to try elk. It is only one serving and it's already cooked to perfection!

While we do not have a retail "store", we do have elk meat for sale on the farm year round. That is not to say we have hordes flocking to the farm. This winter has been the busiest yet, but it is mostly regular market people we've told over and over to come to the farm if they need something before spring. It is rarely someone traveling through who just saw the sign near the driveway and decided to stop in.

Another avenue is to get into an existing retail store. We have our products in a convenience store on Interstate 35. They have a high volume of traffic and while not everyone buys meat, it is positive exposure for us. We are getting an increasing number of calls from all over asking if we ship meat. This is somewhat tricky. Shipping costs keep going up, meat is heavy and keeping it frozen until it arrives is imperative. It will depend on how much time you want to spend packing, etc. as to whether you encourage shipping.

And that brings us to another point. If you want to reach a large number of potential customers in an efficient, cost-effective way, social media is an option. (I speak not from experience, for we are vintage-style, call us or fax us!) However, there are obvious advantages and opportunities for those connected to the various forms of communication. Keeping in touch with current customers, and reaching for new ones can only help sales stay steady and then grow.

When forging a new path, sometimes there is not just one right solution. What works for one, may not work for another. Sometimes it is needful to stop and evaluate progress or the lack thereof. Always keep your goals in mind. The cervid industry is full of many amazing, down-to-earth individuals who are willing to share their experiences. We wish you success in all your ventures!



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# A LINE IN THE SAND

Editorial by Charly Seale

***On March 6, 1836 a group of 189 men from all parts of the country and walks of life stood and listened to a young lawyer from South Carolina, who was not a military man but had been appointed as a colonel in the newly founded Texas army. As the men stood in the courtyard of an old Spanish mission his message was clear and simple; that certain death was their fate if they remained. By staying they were not just defending an old dilapidated mission called the Alamo, but a new way of life; a life that would provide not only freedom and independence from Mexican rule, but the right of every man, woman, and child a chance not to have to live under the strong arm of an oppressive government.***

Colonel William Barrett Travis, who was only 26 years old, took his saber and drew that now famous line in the sand. Those that chose to cross the line knew that by doing so would mean certain death at the hands of General Antonio Lopez De Santa Anna and his army. Only two individuals did not walk across the line. One was the famous Colonel Jim Bowie, who was too sick to walk but had his men carry him across and the other was Louis Moses Rose, who fled into the night. The rest as they say is now the history of the establishment of Texas as a free Republic and eventually part of the United States.

Once again, we as ranchers and farmers who breed and raise cervids (whitetail deer, elk, red deer, mule deer and sika) are faced with this same oppressive behavior from those at both the state and federal level who do not like what we do. There are sportsmen and wildlife officials across this country that dislike our industry so much they will do anything within their power to destroy our way of life. These individuals know it would be very difficult to legislate us out of business so they attempt to turn the public against our industry.

These people will smile and claim to have our best interest at heart but will then use half-truths and out and out lies to drive the proverbial wedge between the captive industry and the general public. If you tell a lie long enough and often



enough it will eventually be looked upon as the truth.

The majority of people in this country know nothing about the cervid industry and most of them are not anti-anything but fall into the category of the uninformed. These individuals are commonly referred to as the 80 percent. They are honestly not opposed to what we do, they just do not understand what and why we do what we do. Our industry has done a very poor job of educating the public. On the other hand, the wildlife agencies

and anti-hunting community have done an excellent job getting their propaganda out to these people. If you are the only one telling the story and that story is mostly fabrication and a distortion of the truth and it's told long enough, who do you think the average man or woman is going to believe?

The captive Cervid industry is under attack today like never before in our history. The producers, breeders, and hunting ranch operators are going to have to make a decision very soon about our future. Chronic Wasting Disease, which has become this industry's Achilles heel, is the anti-hunters' and wildlife agencies' mechanism and our industry's nemeses. A large portion of the hunting community, in this country, have been brainwashed and led to believe by the wildlife agencies, in many states, as well as the animal rights activists, that Chronic Wasting Disease is the causative factor.

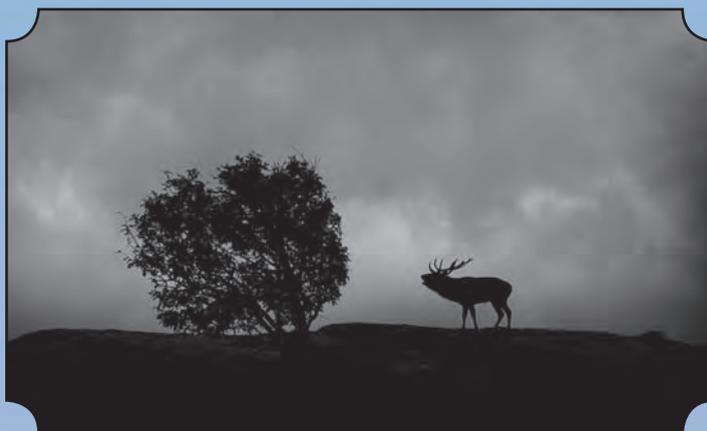
The uniformed will demand that something be done to those evil deer breeders who are nothing but a cesspool and reservoir for disease. Well-meaning sportsmen's groups have also taken aim at the captive industry and are more than determined to end this industry.

Outdoor television shows have become big business in this country. The Outdoor network will not allow any show on its network that promotes conservation fences or hunting on conservation ranches. Some of the outdoor TV celebrities send a clear message to every person watching their show: such phrases as "no fences here", "strictly fair chase" or "100 percent wild, 100 percent fair chase". These shows and the people behind them are our worst enemy. Just follow the money. Although they do not say it, their subtle, subliminal message strongly suggests that hunting behind conservation fences or on conservation ranches is not fair chase. These shows and sportsman's groups such as the Quality Deer Management Association are promoting and dividing sportsmen all over this country. They resort to any tactic, including fabrication of the facts, to further their message that all deer management behind a conservation fence is bad and if you hunt on a conservation ranch you are not a REAL hunter.

The wildlife agencies view our industry as competition; vying for the same dollar and they are losing. They cannot produce a product, in the wild, even close to what our industry produces. Their management practices are archaic, their bag limits too liberal, and their restocking of the wolves in some states and the protectionist attitude toward predators has devastated their state's deer herds. Hunters, quite frankly, are tired of spending money and time hunting on state and federal land and seeing no deer or seeing 18 month old bucks with their first set of antlers if they see any at all.

A wildlife agent, who will remain anonymous, was asked this question. If the deer breeders in your state were only producing average size bucks that could be found anywhere would there still be the obsession with and the attack on the captive industry? His reply was simply "no".

What are we, as an industry, prepared to do? Are we going to talk our enemies to death or better yet are we going to stick our head in the sand, like we always have historically done and hope all of this will eventually pass? Some of our industry leaders who CAN see the proverbial forest for the trees have been called naysayers and accused by some in this industry of promoting the "sky is falling" attitude. Our industry is under



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attack and if certain individuals are too blind to see this then there is no hope for them. Has anyone ever asked the question why a former wildlife veterinarian, HSUS veterinarian, and HSUS director was appointed to run this industry's Chronic Wasting Disease program for USDA/APHIS? Why, after this individual was placed in charge of our program were wildlife agencies exempted from the same protocol as the captive industry? Why, when USDA/APHIS refused to preempt state's rights (which is the only thing that is correct with this

Program) did they then pre-empt the state's authority on the transiting issue? Is it possible they know something we don't about closed borders and they also know the closed border issue would not stand up to a challenge in the courts? Why was our national program made into an unfunded federal mandate and the millions that were in the Cervid Health Program suddenly shifted to the Scrapies Program? Why, at a time when there are major problems with the program's Federal Rule and Program Standards, are we willing to accept them and allow them to become this four billion dollar industry's federal program in order to have a three million dollar band aid that has to be requested from Congress each year and is only a suggestion that it be used to refund the Cervid Health Program?

Just as the defenders of the Alamo had to make a choice, there is a clear line in the sand that is going to be drawn. Most of the breeders, producers, and hunting ranch owners did not choose to invest their money, time, hard work, sweat, and tears in this industry, only to have bureaucrats, wildlife agencies, and well meaning individuals put us out of business one farm at a time through burdensome regulations. Are you going to step across the proverbial line and stand up for this industry and your investment, no matter the cost, or are you going to flee into the night and become another Louis Moses Rose and hope everything turns out ok?

When you have abandoned your basic principles and will no longer stand for what you know is right regardless of the outcome or the fact it is not popular, you have jeopardized your future.

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**Woodland Acres Elk Farm.....814-676-3753**  
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**About the Back Cover:** Prospect AFRI 19R. Prospect's sheds scored 532" at 7 with his unofficial width of 66". The next year, age 8, Prospect's unofficial score was 553". Prospect is co-owned by Glen Park Elk and Whistling Elk Ranch. Check us out at [www.glenparkelk.net](http://www.glenparkelk.net).



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*A big thank you to all buyers and repeat buyers for your years of support in purchasing semen and breeding stock from Diamond K Ranch.*



*2013 SCI Master measured at 527 2/8" on head, 49 3/8" actual spread at 11, unofficial.*

Thank you to all who have continued to support NAEBA as we soon begin our 24th year as an association. Phenomenal things have been accomplished and more exciting things are yet to come!



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